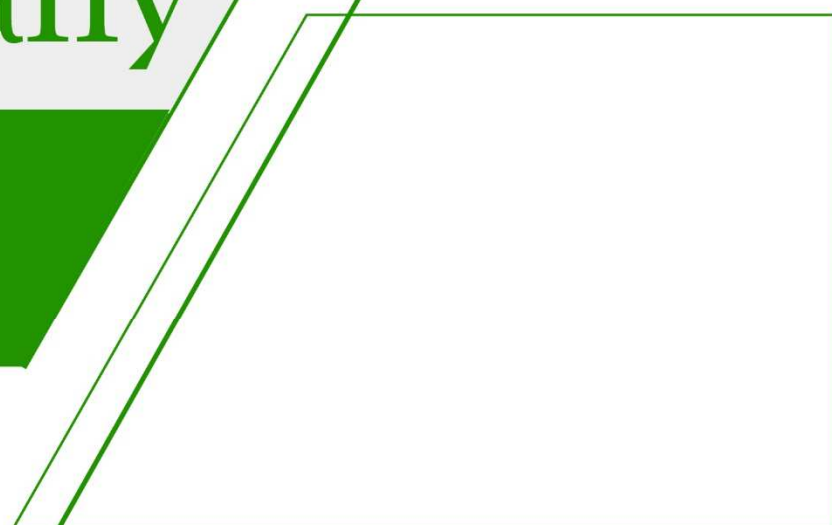




Excellence
Business Consulting

Company

Profile



Overview

Excellence Business Consulting (EBC) offers business management services to small, medium and micro enterprise (SMME) owners to help them establish and grow their business. EBC provides professional services to support clients to successfully drive enterprise and supplier development (ESD) by providing insight on the journey and how to avoid potential pitfalls so that the business stands a better chance of success.

Excellence Business Consulting (EBC) is positioned as a provider that is client focused. We are targeting a specific group of clients that we can better service based on our competency and skill set. EBC considers its sustainable competitive edge to be the ability to work with clients in a manner where skills are transferred to empower the client to better understand and manage their enterprise.

Excellence Business Consulting supports clients with areas such as:

- Creating awareness on the value and benefits of enterprise and supplier development as well as its benefit to big business.
- Demonstrating value derived from effective enterprise and supplier development.
- Promoting enterprise and supplier development as a key aspect to the development of the SMME sector and ESD as a business imperative.
- Demonstrating how enterprise and supplier development can be integrated into transformation strategies.
- Creating and encouraging a networking environment to facilitate business to business (B2B) trading.

Our strength is in our knowledge of business management and administration which we use to address client issues through a collaborative effort.

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The **vision** of Excellence Business Consulting (EBC) is to contribute to the economic health of South Africa by supporting small, medium and micro enterprises (SMMEs) to remain active contributors to the economy of the country.

EBC's **mission** is to offer professional services to corporates, the public sector and business owners to enable them to achieve their objective of enterprises that are financially stable and are sustainable in the long term.

Our **values** are what set us apart from other consulting houses. These are:

- Striving for **Excellence** in everything we do,
- Fostering **Good relationships** with our stakeholders,
- Being **Passionate** about our work and contribution we make to create value,
- Exhibiting an **Enthusiastic spirit** which drives our behaviour and conduct.

We work collaboratively with our clients by bringing in the necessary expertise to enable the client to drive the implementation of the desired improvement.

Our Services

In our quest to contribute to the economic growth of South Africa, Excellence Business Consulting (EBC) offers the following services to its clients:

- Facilitate the development of enterprise and supplier development strategies and execution plans.
- Design and development of processes and systems for the establishment of an enterprise and supplier development function.
- Implementation and training on enterprise and supplier development processes, procedures and systems.
- Provide business consulting services including coaching and mentoring to establish, expand and grow enterprises.
- Monitoring and evaluation of the effectiveness of the enterprise and supplier development function.
- Review (performance and compliance audit) and optimisation of the enterprise and supplier development function.
- Project and change management for the establishment of enterprise and supplier development within an organisation.


We support enterprises from the commercialisation of a business idea through to improvement of existing businesses.


Support to Private and Public Sector

We work closely with corporate and the public sector by providing professional services on enterprise and supplier development in the following areas:

- Enterprise development (ED) strategy and planning.
- ED function establishment including business process design, development and implementation.
- Enterprise development strategy execution and change management.
- Community upliftment through socio-economic development.
- Coaching and mentoring to develop and enable small enterprises.
- Design and development of training materials (electronic and paper based).
- Enterprise development performance review.
- Training and facilitation.

Private and Public Sector Support


Clients	Requirement	What we did
 <p>RAND WATER</p>	ESD strategy, roadmap, implementation plan and execution processes including tools.	Assisting Rand Water with the development of the ESD strategy that cuts across different divisions, the roadmap for rolling out the ESD strategy, implementation plan including performance measures, ESD framework as well as ESD processes for executing the strategy which includes templates and forms.
Duration	Benefits to the client	Outcomes
Aug 2016 - present	An ESD strategy and operating arrangement that enables Rand Water to implement ESD across its business with measures to track progress and the effect of their ESD strategy.	<p>Follow on work to:</p> <ul style="list-style-type: none"> Align the SED framework and incorporate into the ESD framework and processes. Develop the functional structure for ESD Benchmark and development of job profiles for six SCM roles.


Clients	Requirement	What we did
 <p>MYEZO ENVIRONMENTAL MANAGEMENT SERVICES <i>Environmental Stewardship</i></p>	Community development and upliftment strategy and plan	Assisted Myezo during the development of the rehabilitation plan for Alexkor Mine with developing a strategy and plan on how the community of Richtersveld could be empowered economically. Identified 43 projects of which 13 were scoped and prioritised for implementation.
Duration	Benefits to the client	Outcomes
July - September 2014	Compilation of the community profile and impact assessment, community upliftment strategy and implementation plan including a governance process for effective implementation.	Our contract was extended to include stakeholder engagement sessions. The stakeholder engagement enabled us to provide a report of which organisation could be involved in which project to enable sustainable implementation of projects.

Start-ups and new enterprises

New enterprises are faced with the challenge that the entrepreneur has an idea that they need to commercialise but are not clear on how to implement it. These are some of the ways in which we support new businesses to take away the pain of formalising a new entity:

- **Business planning:** We assist clients with developing their business concept into a viable idea that could be commercialised.
- **Business formalisation:** We advise clients on the legislative requirements when formalising an entity. We support clients through the formalisation process with clarifying the requirements by the different departments that they need to register with.
- **Business funding:** We develop business plans for clients that are in line with the requirements of investors and guide them on the different organisations they can approach to fund their new venture.
- **Corporate branding:** Assist clients with their marketing material and corporate identity. We design and develop logos, stationery and websites for a consistent and enhanced image of the client's enterprise.


Clients	Requirement	What we did
 <p>Vaal University of Technology VUT <i>Your world to a better future</i></p>	Feasibility study and business plan for the commercialisation of technology inventions.	<p>We developed the following outputs for the commercialisation of the Grijp Fence and Leather Production inventions:</p> <ul style="list-style-type: none"> • Feasibility study <ul style="list-style-type: none"> • Business concept, Proposed business model, Industry analysis • Market analysis • Technical feasibility, Viability analysis • Commercialisation plan • Comprehensive business plan <ul style="list-style-type: none"> • Business description, Industry and Market analysis • Strategy and Implementation • Marketing and Operations arrangement • Financial analysis, Sensitivity and scenario analysis • Commercialisation proposal
Duration	Benefits to the client	Outcomes
February 2016 - present	The outcome of the project were a feasibility study on the commercialisation of the project as well as a comprehensive business plan to use when sourcing funding for the project.	We were appointed as a preferred service provider for the development of feasibility and business plans for the commercialisation of technology based projects


Clients	Requirement	What we did
	Feasibility study of nutritionally enhanced maize meal product Business planning	Researched and developed a comprehensive business feasibility study comprising of: <ul style="list-style-type: none"> • Business concept, Business model, Market analysis • Technical feasibility • Viability analysis (5 year forecast) The study was concluded with a recommendation on how to commercialise the business idea. Compiled comprehensive business plan for a client in the entertainment industry.
Duration	Benefits to the client	Outcomes
Nov 2015 - present	The client has a comprehensive business plan with 5 years financial projects which they are using to establish a media company and to source funding for equipment.	We have subsequently conducted multiple business plans for clients across Gauteng (Sedibeng & West Rand). Our scope of services expanded to include the development of corporate identity and marketing material. We have successfully delivered more than 20 different projects for the client


Established enterprises


Growth management for an established enterprise is critical for the achievement of the aspirations of the business owner. We support business owners in areas such as:

- **Strategy and business planning:** We support clients with their strategic thinking on how to build capacity within their organisation. We conduct an assessment of the business covering strategy, structure, process, people and technology in order to identify areas where the business owner needs to focus.
- **Managing financial growth:** Regular financial analysis of the enterprise assists with highlighting good performance areas and improvements that need to be made to improve profitability. We are able to complete a comprehensive analysis of the financial performance and advise the business owner on potential areas of improvement to boost profitability.
- **Improvement of operations:** We assist business owners with the assessment of how well they are managing their business in order to identify areas of improvement and non-value adding activities.
- **Improvement of support functions:** We advise clients on how to best manage their support functions. We provide advice on the best approach for the management of outsourced functions.

Clients	Requirement	What we did
	Business mentoring of Violet Electronics	<p>We provided business coaching for TPM Contracting over a period of ten months covering the following aspects:</p> <ul style="list-style-type: none"> • Business strategy and planning • Market segmentation and new business development plan • NBD including support in selling • Development of marketing material • Funding application • Overall improvement of operations
Duration	Benefits to the client	Outcomes
Jan 2016 - Present	The client gained a better understanding of their business, its performance on financial and non-financial aspects of the business, improved selling to boost sales and had an experienced mentor to provide support with improving the effectiveness of the business.	Our contract was extended to provide mentoring in the second year of the programme.

Clients	Requirement	What we did
	Business mentoring of TPM Contracting	<p>We provided business coaching for TPM Contracting over a period of ten months covering the following aspects:</p> <ul style="list-style-type: none"> • Business strategy and planning • Market segmentation and new business development plan • NBD including support in selling • Development of marketing material • Recruitment of sales consultant • Overall improvement of operations
Duration	Benefits to the client	Outcomes
Jan 2016 - Present	The client gained a better understanding of their business, its performance on financial and non-financial aspects, improved selling to boost sales and had an experienced mentor to provide support with improving the effectiveness of the business.	Our contract was extended to provide mentoring in the second year of the programme.

Clients	Requirement	What we did
	Business mentoring of Dreamcatcher	<p>We provided business coaching for Dreamcatcher over a period of ten months covering the following aspects:</p> <ul style="list-style-type: none"> • Business strategy and planning • Governance and oversight • Market segmentation and new business development plan • NBD including support in selling • Business process mapping • Overall improvement of operations
Duration	Benefits to the client	Outcomes
March 2016 - Present	The client gained a better understanding of their business, its performance on financial and non financial aspects, assisted with selling activities to boost sales and had an experienced mentor to provide support with improving the effectiveness of the business.	Our contract was extended to provide mentoring in the second year of the programme.

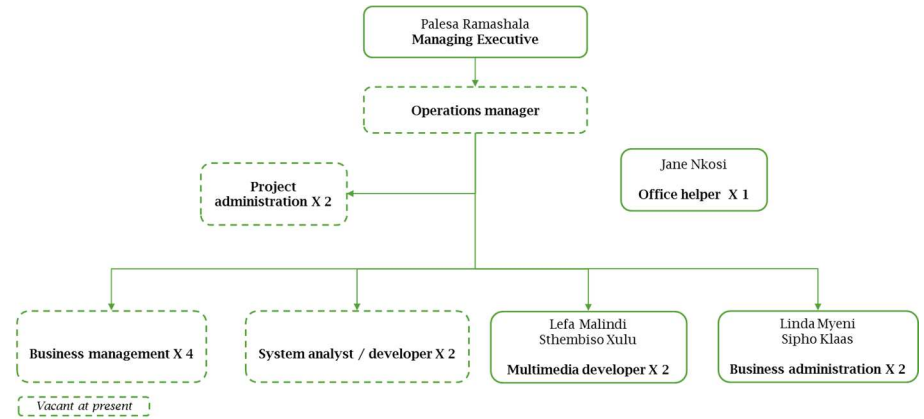
Clients	Requirement	What we did
	Business mentoring of Blackmoon Design and Advertising	<p>The scope of the programme includes execution of the following projects:</p> <ul style="list-style-type: none"> • Business strategy and planning • Corporate governance and communication • Diversification of the client portfolio into the corporate and other sectors.
Duration	Benefits to the client	Outcomes
December 2016 - Present	The objective is to support the client to redefine the scope of their business, align the business culture to the new arrangement and support them with their NBD efforts.	The project at its infancy. The client was acquired as a result of the results we have achieved in order mentoring programmes.

Our valuable clients



Our focus is primarily on the manufacturing and Information, Communication and Technology ICT sectors. We have worked with a variety of clients across the business lifecycle with some depicted below:



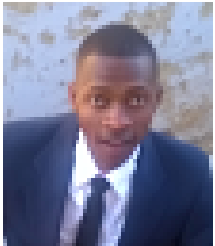



Our formidable team



The following is our proposed team and their curriculum vitae is attached to the proposal.

Name and focus area	Qualifications	Expertise
 <p>Palesa Ramashala Managing Executive</p>	<ul style="list-style-type: none"> • Masters in engineering management, UP, 2011 • Masters in business management and administration, USB, 2008 • Bachelor of Science: Chemistry and Biochemistry, UNISA, 2005 • National Diploma: Chemical Engineering, VUT, 1996 • Governance for SMEs, IoDSA, 2015 • Practical Project Management Principles, The George Washington University, 2000 • Prince2 project management methodology - Foundation - APMG International, 2008 • Managing Successful Programmes - Practitioner - APMG International (MSPR/531632) • Understanding ISO9002 and general auditing techniques, SABS, 1996 • Internal Auditing to ISO9001:2000, MaXsimise Control Solutions, 2004 • Implementing ISO14001 EMS, QCS International, 1997 • Environmental Auditing to ISO14001, QCS International, 1998 • Trainer Training in ISO14001 EMS, QCS International, 1998 	<ul style="list-style-type: none"> • Strategy development and implementation • Enterprise development to improve business health and sustainability • Business feasibility studies and business plans development including the securing of funding. • Business performance improvement • Management and delivery of capital projects • Community development and upliftment • Management of business change including stakeholder management • Training and facilitation • Project and contract management
 <p>Jabulile Morobi Performance Improvement Specialist</p>	<ul style="list-style-type: none"> • Masters in management of technology, UP, 2012 • Risk Management Diploma, UNISA, 2009 • Bachelor of technology: Quality, TUT, 2007 • National Diploma: Analytical Chemistry, VUT, 1996 	<ul style="list-style-type: none"> • SHEQ management (ISO 9001 & SANS 17025) • Management of compliance testing against national standards for food and water products. • Process development and implementation. • Development of procedures and methods. • Auditing of laboratory processes against standards • SHEQ activities management and maintenance of accreditation standards (SANS 17025, ISO 9000) • Integrated risk management • Customer management • Project management • Operations performance improvement • Performance management • Budgeting and budget control • Procurement and management of capital budget

Name and focus area	Qualifications	Expertise
 <p>Linda Myeni Business Consultant</p>	<ul style="list-style-type: none"> National diploma: Administration Management, TUT, 2014 	<ul style="list-style-type: none"> Development of business plans Development of marketing and sales plan Business feasibility studies Industry and market research Small business administration management
 <p>Sipho Klaas Business Consultant</p>	<ul style="list-style-type: none"> National diploma: Credit Management, TUT, 2015 Certificate: New Venture Creation, Khulisane Academy, 2011 	<ul style="list-style-type: none"> Business concept development Development of business plans Development of marketing and sales plan Business feasibility studies Industry and market research Business registration and formalisation Small business Management Implementation of business health improvement project
 <p>Sthembiso Xulu Multimedia Developer</p>	<ul style="list-style-type: none"> National Diploma: Information Technology and Multimedia 	<ul style="list-style-type: none"> Design and development of corporate identify including company logos, branding and stationery. Design and development of marketing material. Design and development of website including the creation and linking of social media accounts. Management of databases Graphical User-Interface Design Multimedia design and development Manipulation of graphics Development of media artworks

Name and focus area	Qualifications	Expertise
 <p data-bbox="271 539 533 595">Mojalefa Malindi Multimedia Developer</p>	<ul data-bbox="622 256 1361 400" style="list-style-type: none"> • National Diploma: Information Technology and Multimedia (Current) • The mini enterprise programme • Entrepreneurial skills • Project management skill 	<ul data-bbox="1447 256 2011 689" style="list-style-type: none"> • Information and Computing systems • Development Software and technical programming • Management of databases • Design and development of corporate identify including company logos, branding and stationery. • Design and development of marketing material. • Design and development of website including the creation and linking of social media accounts. • Multimedia design and development • Manipulation of graphics • Development of media artworks





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