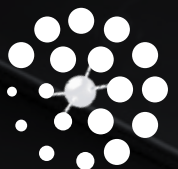


TRUTH | TRUST | RESULTS

NTIYIS   
CONSULTING GROUP

We help organisations deliver tangible results.



NTIYISO  
BUSINESS  
CONSULTING

SUBSIDIARY PROFILE





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## TRUTH **TRUST** RESULTS

### COMPANY OVERVIEW

Founded in 2005, the Ntiyiso Consulting Group is an authentically African and globally wired management consulting firm which “seeks to empower institutions that enable Africa’s development.” With over 200 senior professionals, we provide evidence-based and robust solutions to complex management problems and are experts in strategy, governance, organisational turnaround, revenue enhancement and industrialisation consulting.

We deliver sustainable solutions through three subsidiaries, viz. Ntiyiso Revenue Consulting, Ntiyiso Business Consulting and Ntiyiso Industrialisation Consulting. Ntiyiso means ‘TRUTH’ in the Xitsonga language. We are therefore naturally inclined to deliver the most trusted of solutions to our clients.

### OPERATING PHILOSOPHY

Our underlying operating philosophy is to offer products and services as a means to derive value for our clients. Our conviction is that each client is unique and therefore has specific needs that can only be met through a close and personalised partnership that is based on shared responsibility to deliver sustainable results.



## OUR LEADERSHIP

Our leadership team are recognised leaders and visionaries in their areas of expertise. They have acquired vast local and global experience which has been dedicated towards building a culture of performance to the benefit of our clients and our people.

### ALEX MABUNDA Group Chief Executive Officer

Over 21 years of industrial and management consulting experience

#### INDUSTRY EXPOSURE

- ✦ FMCG
- ✦ Real Estate
- ✦ Local Government
- ✦ Information Technology



### ANDISA RAMAVHUNGA Group Chief Advisor

Over 17 years of management consulting and entrepreneurial experience

#### INDUSTRY EXPOSURE

- ✦ Transport
- ✦ Real Estate
- ✦ Financial Services
- ✦ Telecommunications
- ✦ Management Consulting
- ✦ Media and Broadcasting



### MIYELANI HOLENI Group Chief Advisor

Over 20 years of corporate and management consulting experience

#### INDUSTRY EXPOSURE

- ✦ FMCG
- ✦ Real Estate
- ✦ Local Government
- ✦ Financial Services
- ✦ Information Technology



## EXECUTIVE TEAM



### TONDY NKUNA Group Chief Financial Officer: Ntiyiso Consulting Group

#### INDUSTRY EXPOSURE

- ✦ Management Consulting
- ✦ National Government
- ✦ Provincial Government
- ✦ Non Government Organisation
- ✦ Local Government
- ✦ Legal Services



### TREVOR MUPETI Managing Director: Ntiyiso Revenue Consulting

#### INDUSTRY EXPOSURE

- ✦ Civil & Construction
- ✦ Water & Sanitation
- ✦ Local Government
- ✦ Information systems & Technology
- ✦ Management Consulting
- ✦ Non-Governmental Organisation (Emergency Relief)



### ZWELI GWEBITYALA Managing Director: Ntiyiso Business Consulting

#### INDUSTRY EXPOSURE

- ✦ Banking
- ✦ Insurance
- ✦ Technology, Telecommunications and Media
- ✦ State Owned Entities
- ✦ Public Sector
- ✦ Local Government



### AUNTONY MUKHWANAZI Managing Director: Ntiyiso Industrialisation Consulting

#### INDUSTRY EXPOSURE

- ✦ Manufacturing
- ✦ Petroleum and Chemical Industry
- ✦ Gas Industry
- ✦ Utilities
- ✦ Municipalities



### MHLANGANISI MADLONGOLWANA Head of Brand and Marketing: Ntiyiso Consulting Group

#### INDUSTRY EXPOSURE

- ✦ Public Sector Finance
- ✦ Venture Capital (Silicon Valley & SA)
- ✦ Entrepreneurship Development
- ✦ Mining
- ✦ Management Consulting
- ✦ Health and Safety



### VONGANI MACHIMANA Head of Business Development & Sales: Ntiyiso Consulting Group

#### INDUSTRY EXPOSURE

- ✦ Management Consulting
- ✦ Banking & Finance
- ✦ Insurance
- ✦ Manufacturing
- ✦ Local Government

## OUR PRINCIPLES

We have five ways in which we set ourselves apart. This is what our clients expect & experience when working with us to deliver successful projects & valuable outcomes.

### END-TO-END SOLUTIONS

Our range of methodologies are designed to deliver holistic solutions that consider the internal and external environment.

### TAILOR MADE SOLUTIONS

We apply first principle problem solving for unique client conditions.

### TOTAL COST OF OWNERSHIP

Our services are provided at a competitive total cost of ownership, which provides additional value for money for our clients.

### CULTURAL AFFINITY

We are respectful and approachable, and also have a demeanor that is resonant with African culture.

### COLLABORATIVE APPROACH

We believe in personal interactions and less about the slides when developing solutions.



**NTIYISO**  
REVENUE  
CONSULTING

We improve cash positions of medium to large sized municipalities and utilities. We achieve this by deploying our Revenue Maturity diagnostic model to optimise and enhance specific components of the entire revenue value chain.

#### SERVICES

- Revenue Conversion and Completeness
- Revenue Administration and Protection
- Revenue Coverage and Growth
- Revenue Customer Management
- Revenue Data Science

*If it's money, we will find it for you.*



**NTIYISO**  
BUSINESS  
CONSULTING

We improve the profitability and sustainability of medium and large sized organisations. We also enhance service delivery capabilities of public and private entities. We achieve this by aligning the organisational ecosystem viz. strategy, leadership, people, architecture, routines and culture.

#### SERVICES

- Strategy Development
- Leadership Capacitation
- Value delivery Optimisation
- Human Capital Optimisation
- Culture Transformation
- Architecture and routines

*We help organisations deliver tangible results.*



**NTIYISO**  
INDUSTRIALISATION  
CONSULTING

We unlock economic opportunities on behalf of communities and regions. We achieve this through end-to-end industrial project conceptualisation and development. We also advise and implement on strategic economic development and infrastructure master plans.

#### SERVICES

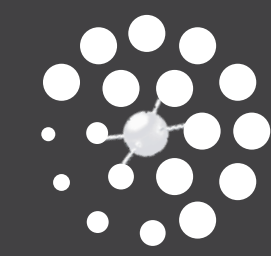
- Economic planning
- Infrastructure planning and development support
- Industrial project development

*We unlock new economic streams for growth.*





We help organisations deliver tangible results.



**NTIYISO**  
BUSINESS  
CONSULTING

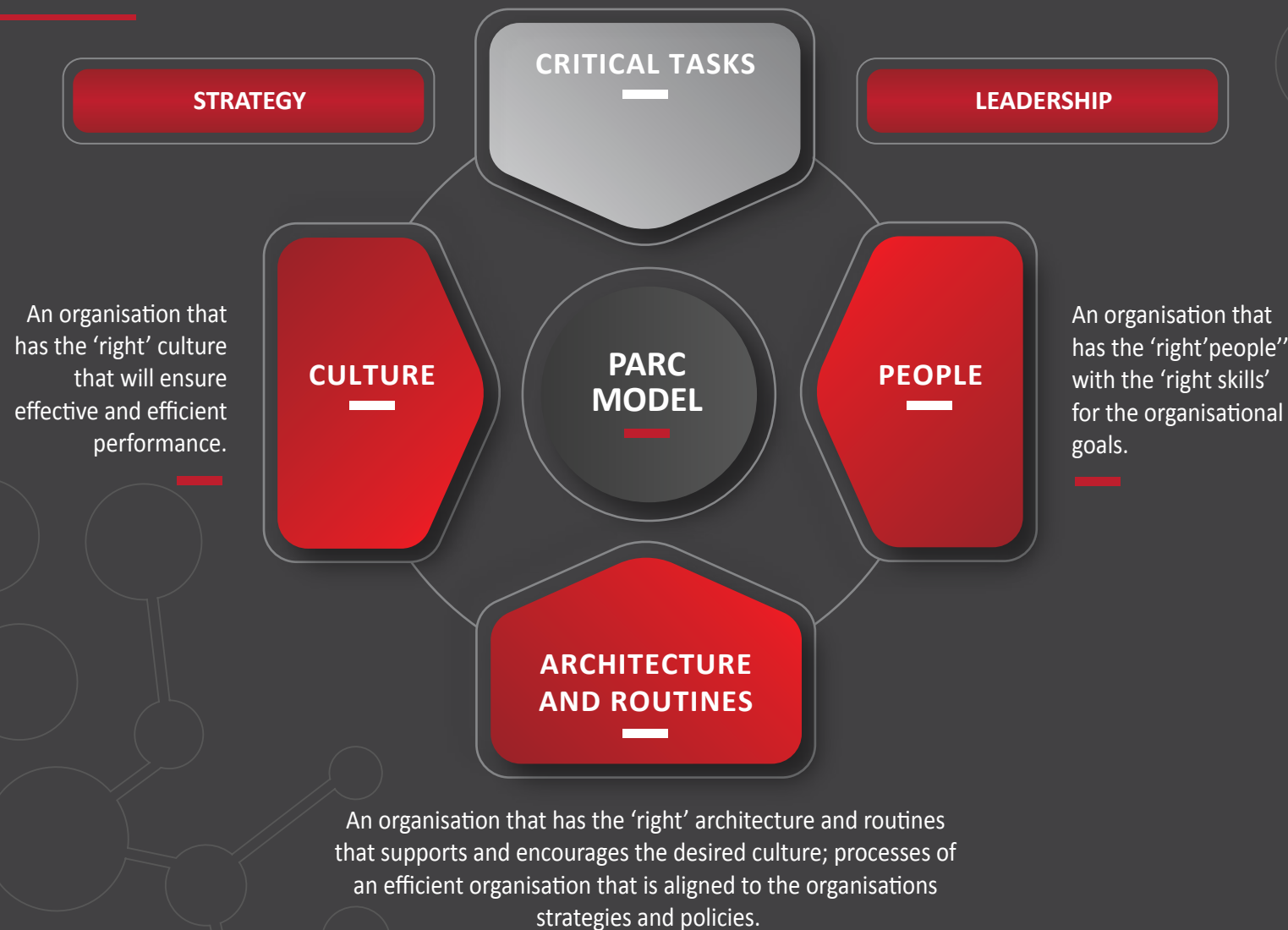
We help organisations deliver tangible results.



## OUR OVERARCHING PHILOSOPHY

Our purpose as an organisation is “to empower organisations that enable Africa’s development”.

At Ntiyiso we aim to turnaround or improve the efficiency, profitability, or social mandate performance of large to medium organisations. We achieve this by aligning the organisational eco-system utilising our overarching philosophy, the PARC Model.



We help organisations deliver tangible results.



## OUR SERVICE OFFERING

At Ntiyiso Business Consulting, we possess a number of distinct capabilities, tools and methodologies to deliver results in various organisational improvement areas.



We help organisations deliver tangible results.

Our value proposition is underpinned by the following products:

**WE HELP ORGANISATIONS DELIVER TANGIBLE RESULTS**



**We help organisations deliver tangible results.**

## OUR COMPETITIVE ADVANTAGE


We have four ways in which we are different in our ways of working.  
This is what you can expect and experience when you work with us to deliver projects, deliverables and outcomes.




**We help organisations deliver tangible results.**




PREVIOUS AND CURRENT PROJECTS




Revenue Management - Recovery of revenue and improvement of processes



Revenue enhancement: Master data Management. Creation of a single view of customer. Establish a Real Estate Department. Map costs associated with collection & disposal of waste




Strategy development, business planning and scenario planning.




Revenue enhancement: Analysis income and expenditure pattern and billing. Developed tariff model




Revenue enhancement: Successfully conducted feasibility study on landfill gas reclamation




Conducted tenant audits and tenant satisfaction surveys for Social Regulatory Authority (SHRA)




Feasibility study on the call centre optimisation.




Successfully reviewed separate call centres that the KZN Department of Transport had for various services




Strategy: facilitated and developed on organisational strategy for Midvaal Water




Successfully conducted a turnaround strategy for Housing Company Tshwane




Financial Recovery Plan Creation; Organisational Diagnostics; Longterm Financial Planning Model




Successfully conducted a turnaround strategy for Ekurhuleni Housing Company




Credit control work force management



Data cleansing




Facilitation and Development of the GPF strategy




Common Support Services




Revenue Enhancement Strategy; Debt Collection; Elimination of Leakages; Revenue Coverage




Tenant Income Audits; Tenant Satisfaction Surveys



Revenue Management and Enhancement Operational Support




Meter reading, credit control & debt management, Indigent management




Revenue enhancement & management strategy


PREVIOUS AND CURRENT PROJECTS




Data cleansing




Debt collection




Industrial project development; Economic development




Meter Reading and maintenance




Strategy Development; Revenue Management and Customer Education



Debt Collection; Revenue Enhancement; VAT Recovery; Water and energy loss



Debt collection, Bill presentment & payment solution



Debt Collection; Revenue Enhancement



TRUTH | TRUST | RESULTS





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TRUTH | **TRUST** | RESULTS



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