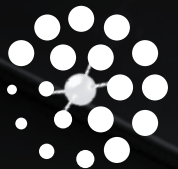


TRUTH | TRUST | RESULTS

NTIYIS   
CONSULTING GROUP

We unlock new economic streams for growth.



NTIYISO  
INDUSTRIALISATION  
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

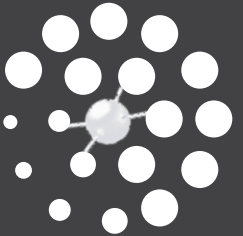
- ⊕ Economic planning
- ⊕ Infrastructure planning and development support
- ⊕ Industrial project development

*We unlock new economic streams for growth.*





We unlock new economic streams for growth.



**NTIYISO**  
INDUSTRIALISATION  
CONSULTING

We unlock new economic streams for growth.



## OUR SERVICE OFFERING

Ntiyiso Industrialisation Consulting's DNA is rooted in development of catalytic projects to boost economic development and industrialisation whilst creating jobs in the process. Over the years, we have conceptualised, researched, developed, fund-raised and implemented several farming, manufacturing and energy projects in Limpopo, Free State and North West provinces.

### ECONOMIC PLANNING

Economic development plans at local (LED), district and provincial level.

### INFRASTRUCTURE PLANNING AND DEVELOPMENT SUPPORT

Electricity, water, sanitation, integrated transport plan (ITP), township development and integrated waste management plan.

### INDUSTRIAL PROJECT DEVELOPMENT

This includes opportunities that require research & development, product development, project development and fundraising.



## OUR PRODUCTS

### ECONOMIC PLANNING

- ✦ Local Economic Development
- ✦ Economic Recovery Plans
- ✦ District Development Plans
- ✦ Technology Brokering

### INFRASTRUCTURE PLANNING AND DEVELOPMENT SUPPORT

- ✦ Water Master Plan
- ✦ Sanitation Master Plan
- ✦ Electricity Master Plan
- ✦ Integrated Waste Management Strategy
- ✦ Town Development Master Plan
- ✦ Integrated Transport Plan (ITP)

### INDUSTRIAL PROJECT DEVELOPMENT

- ✦ Concept Development
- ✦ Project Definition
- ✦ Fund Raising
- ✦ Project Execution
- ✦ Operations and Management Support
- ✦ Financial Modelling
- ✦ Market Research
- ✦ Bankable Business Plans
- ✦ Environmental Impact Analysis
- ✦ Risk Management





## OUR PHILOSOPHY

We are economic development strategy experts. We subscribe to the belief that in order to enable growth of local and regional economies,

### OUR CAPABILITIES

there is a need to continuously identify innovative industrialisation opportunities and complete the project development / investment cycle for these opportunities.

KNOWLEDGE & TECHNOLOGY  
RESOURCES PROFILING

MARKET RESEARCH

R&D AND PRODUCT  
DEVELOPMENT

SKILLS PROFILING

SMMES / COOPERATIVES /  
INSTITUTIONAL ARRANGEMENT PROFILING

NATURAL RESOURCES  
PROFILING

INFRASTRUCTURE PROFILING

ECONOMIC DEVELOPMENT  
STRATEGY & EXECUTION MODEL

INVESTMENT  
RESOURCES PROFILING

CULTURAL & INDIGENOUS  
RESOURCES PROFILING



## OUR APPROACH

### INDUSTRIALISATION PROJECT DEVELOPMENT AND IMPLEMENTATION

**OPPORTUNITY  
DEFINITION**  
3-6 Months

- Quantify economic value associated with the opportunity
- Define the implementation strategy

**PRE-FEASIBILITY  
STUDY**  
6-9 Months

- We make detailed assessments to determine the key specific drivers of a project
- Verify that the project has good prospects for success in delivering intended results

**FEASIBILITY  
STUDY**  
9-18 Months

- Develop a bankable business plan
- Solicit supporting material of interest such as off-take agreements, intellectual property agreements etc.

**OPERATIONS AND  
MANAGEMENT SUPPORT**  
5-20 Years

- This is the phase where we provide management and operations support
- Oversight is provided at varying degrees until a healthy level of consistent autonomy is reached

**PROJECT  
EXECUTION**  
2-5 Years

- Project management (resources, schedule and cost control)
- Procurement of services
- Training

**PROJECT  
DEFINITION**  
12-18 Months

- Project information is scoped and organised into a business design covering all the relevant aspects and systems manner that our clients can rely on to commence execution / implementation of the project





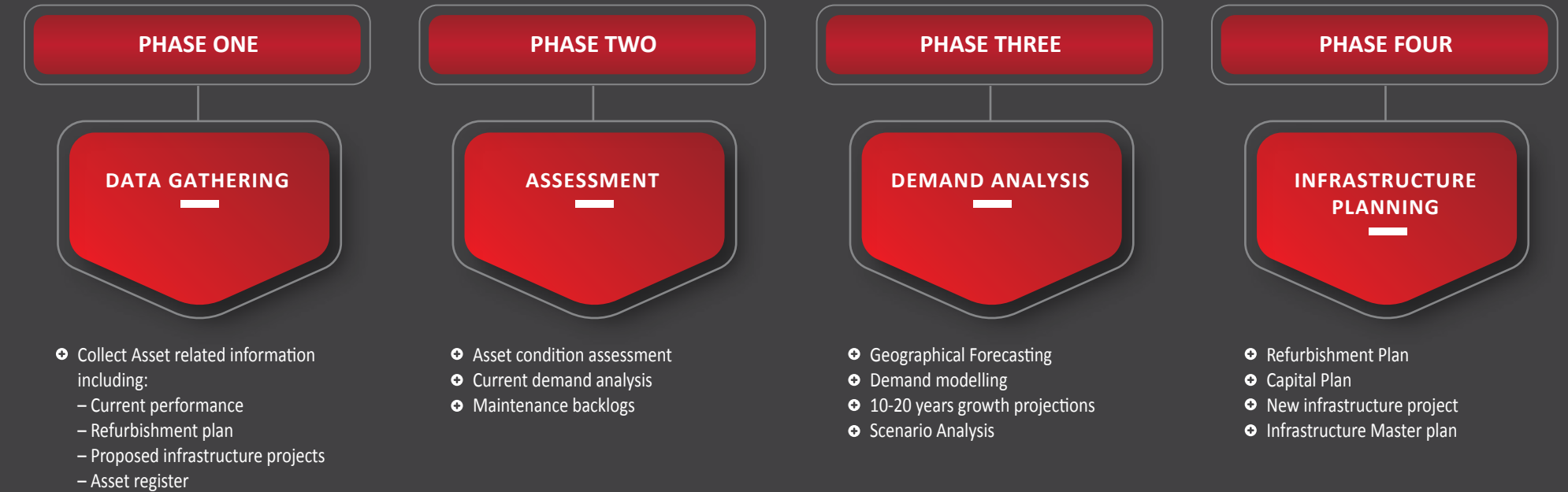
## OUR APPROACH

### ECONOMIC PLANNING




## OUR APPROACH


### DEVELOPMENT OF INFRASTRUCTURE MASTERPLAN




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







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[@NTIYISOCONSULTING](https://www.facebook.com/NTIYISOCONSULTING)



[WWW.LINKEDIN.COM/COMPANY/NTIYISO-CONSULTING-CC/](https://www.linkedin.com/company/NTIYISO-CONSULTING-CC/)

TRUTH | **TRUST** | RESULTS



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