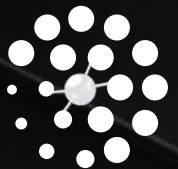


TRUTH | TRUST | RESULTS

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, 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, 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

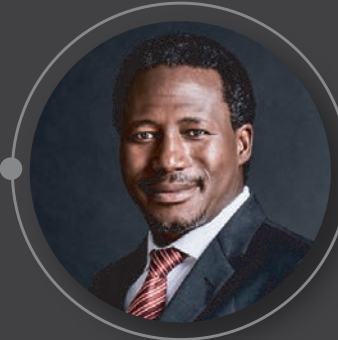
Our leadership team are recognised leaders and visionaries in their areas of expertise. They have acquired vast local and global experience which has been dedicated towards building a culture of performance to the benefit of our clients and our people.

ALEX MABUNDA Group Chief Executive Officer

Over 22 years in Industrial and Management Consulting experience.

INDUSTRY EXPOSURE

- Strategy, Strategic Management and Feasibility Studies expertise
- FMCG, Real Estate and Local Government
- BSc Computer Science



ANDISA RAMAVHUNGA Group Chief Advisor

Over 20 years in Management Consulting and Entrepreneurial experience.

INDUSTRY EXPOSURE

- Strategic, Organisational Design and Turnaround expertise
- Telecoms, Financial services, Media and Transport
- BSc, BSc (Hons) & MBA



MIYELANI HOLENI Group Chief Advisor

Over 20 years in Corporate and Management Consulting experience.

INDUSTRY EXPOSURE

- Local Government and Revenue Management and Enhancement expertise
- Real Estate, FMCG, Financial Services and Information Technology
- BSc, PGD and MPhil (Development Finance)



EXECUTIVE TEAM

TONDY NKUNA Group Chief Financial Officer

Over 21 years in Accounting and Finance experience.

INDUSTRY EXPOSURE

- Finance, Accounting and Revenue Management expertise
- Public Sector and Utilities
- BCom and PGD



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

INDUSTRY EXPOSURE

- Management Consulting
- Banking and Finance
- Insurance
- Manufacturing
- Local Government



TREVOR MUPETI MD: Ntiyiso Revenue Consulting

Over 15 years in Management Consulting experience.

INDUSTRY EXPOSURE

- Water, Sanitation, Civil, Construction, Project Management and Revenue Management expertise
- Local Government
- B Tech, PGD



MELVIN MPALA MD: Ntiyiso Business Consulting

Over 17 years in Management Consulting experience.

INDUSTRY EXPOSURE

- Strategy, Business Process Engineering and Auditing expertise
- State Owned Entities, Local Government, Telecoms NGOs, Corporate Finance and Transport and Logistics
- ACCA (UK) and Project Management



AUNTONY MUKHWANAZI MD: Ntiyiso Industrialisation Consulting

Over 18 years in Chemical Engineering and Management Consulting experience.

INDUSTRY EXPOSURE

- Process Development, Transaction Advisory and Business Development expertise
- Manufacturing, Utilities, Chemical, Petroleum and Gas Industries
- BSc Chemical Engineering



OUR PRINCIPLES

We have five ways in which we set ourselves apart. This is what our clients expect and experience when working with us to deliver successful projects and 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 development opportunities on behalf of communities and regions. We achieve this through end-to-end project conceptualisation and development. We also develop strategic economic development and infrastructure master plans.

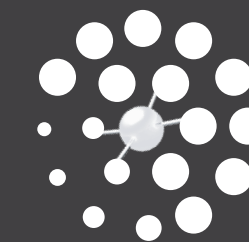
SERVICES

- Economic Planning
- Infrastructure Planning and Development Support
- Industrial Project Development

We unlock new economic streams for growth.



We help organisations deliver tangible results.



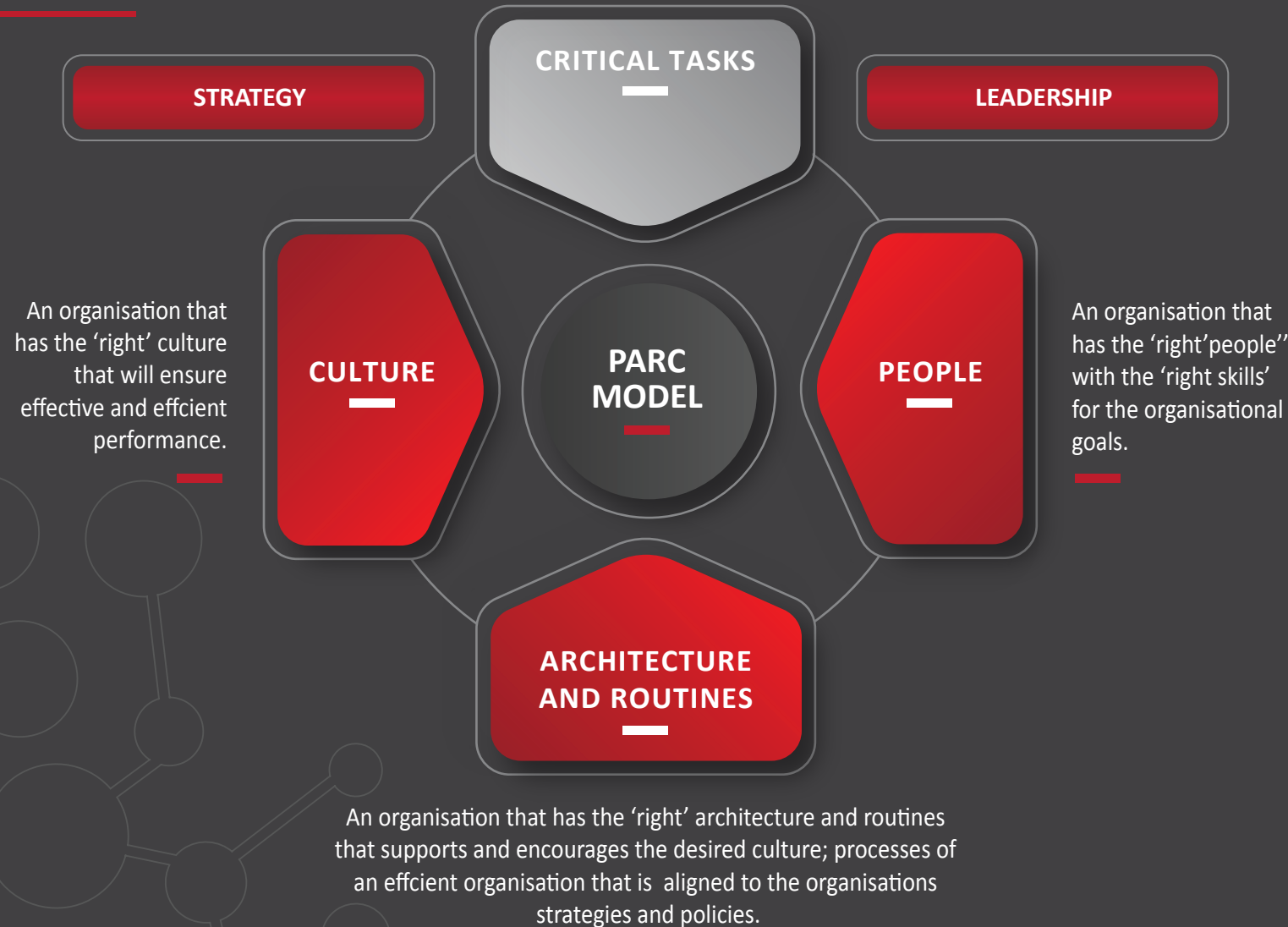
NTIYISO
BUSINESS
CONSULTING

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 the various organisational improvement areas as aligned to our overarching philosophy, the PARC model.



We help organisations deliver tangible results.

OUR PRODUCTS

BUSINESS TURNAROUND TRANSFORMATION

- Strategy Development
- Governance and Compliance Framework
- Business Modelling
- Operating Model Design
- Systems Specifications
- Fleet Productivity
- Programme Management and Support
- Risk Management
- Value for Money
- Business Process Re-engineering
- Capital Productivity
- Budgeting and mSCOA Compliance

ORGANISATIONAL DEVELOPMENT

- Organisational Structure Design
- Skills Audits
- Job Design

HUMAN CAPITAL DEVELOPMENT

- Leadership Development
- Human Capital Capacitation
- Culture Diagnostics and Implementation
- Performance Management
- Change Management

MARKET INSIGHTS AND BUSINESS INTELLIGENCE

- Data Gathering & Cleansing
- Data Presentation and Dashboarding
- Data Analysis

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.

TAILOR MADE SOLUTIONS

- First principle problem solving and not a cookie cutting approach.
- Take time to hear you and jointly define organisational problem to be solved.
- We are evidence based and believe in structuring solutions with quick wins by building key deliverables/ minor outcomes as milestones through out the various stages of project delivery.

COLLABORATIVE APPROACH

- We are very workshop heavy and less about the slides when developing solutions.
- We continuously seek consensus for the proposed solutions and spend significant time with management to foster buy-in.
- We are target driven and regularly monitor and evaluate performance of the projects (achievement of milestones and targets).

AGILE AND FLEXIBLE












- We bring about solutions through piloting prototypes and in sprints.
- We draw on our experience and technology to experiment through incremental innovations.
- We are not afraid to scrap solutions that are not working.

CULTURAL AFFINITY















- We are respectful and culturally aware of our operating environment.
- We are approachable and have a demeanor that is resonant with the African culture.
- We immerse ourselves in our clients' organisations across the levels to develop mutually beneficial working relationships.

We help organisations deliver tangible results.

PREVIOUS AND CURRENT PROJECTS

 <p>CITY OF TSHWANE IGNITING EXCELLENCE</p>	 <p>Ekurhuleni METROPOLITAN MUNICIPALITY</p>	 <p>EASTERN CAPE ECDC ECONOMIC DEVELOPMENT CORPORATION</p>	 <p>UMLATHUZE MUNICIPALITY</p>	 <p>Metsimaholo Municipality</p>	 <p>SHRA Social Housing Regulatory Authority</p>	 <p>NSFAS</p>
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.
 <p>PROVINCIAL GOVERNMENT REPUBLIC OF KWAZULU-NATAL</p>	 <p>MIDVAAL Water Company PURIFIED EXCELLENCE</p>	 <p>HOUSING COMPANY TSHWANE</p>	 <p>NGQUSHWA MUNICIPALITY</p>	 <p>Ekurhuleni Housing Company</p>	 <p>City of Ekurhuleni</p>	 <p>BREED VALLEY</p>
Successfully reviewed disparate 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
 <p>GPF GAUTENG PARTNERSHIP FUND</p>	 <p>MTN</p>	 <p>Bitou</p>	 <p>SHRA Social Housing Regulatory Authority</p>	 <p>Rustenburg Local Municipality</p>	 <p>Rustenburg Local Municipality</p>	 <p>Film and Publication Board</p>
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

 <p>Joburg a world class african city</p>	 <p>Joburg a world class african city</p>	 <p>DR. KENNETH KALINDA DISTRICT MUNICIPALITY</p>	 <p>PSIRA</p>	 <p>CEF Group of Companies</p>
Data cleansing	Debt collection	Industrial project development; Economic development	Provision of debt collection services	Transaction advisory service
 <p>SEKHUKHUNE District Municipality</p>	 <p>CITY OF JOHANNESBURG</p>	 <p>EMFULENI LOCAL MUNICIPALITY</p>	 <p>VOKHAHLAMBA</p>	 <p>BHAMBANANA MUNICIPALITY</p>
Meter Reading and maintenance	Strategy Development; Revenue Management and Customer Education	Debt Collection; Revenue Enhancement; VAT Recovery; Water and energy loss	Funding and implementation	LED strategy renew
 <p>LESEDI Local Municipality</p>	 <p>MAHIKENG LOCAL MUNICIPALITY</p>	 <p>MAHIKENG LOCAL MUNICIPALITY</p>	 <p>health Department of Health REPUBLIC OF SOUTH AFRICA</p>	
Debt collection, Bill presentment & payment solution	Debt Collection; Revenue Enhancement	Debt Collection	Provider to render reintegration programme	



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