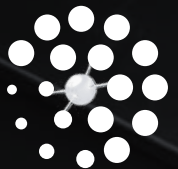


TRUTH | TRUST | RESULTS

NTIYIS   
CONSULTING GROUP

We help organisations deliver tangible results.



NTIYISO  
BUSINESS  
CONSULTING

SUBSIDIARY PROFILE







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**NTIYIS**   
CONSULTING GROUP





TRUTHITRUSTRESULTS



## 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

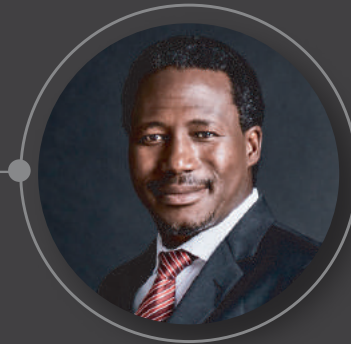
Our leadership team are recognised leaders and visionaries in their areas of expertise. They have acquired vast local and global experience which has been dedicated towards building a culture of performance to the benefit of our clients and our people.

### 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



**DZINGIRA MATENGA**  
MD: Ntiyiso Business Consulting

Over 20 years of management consulting experience.

**INDUSTRY EXPOSURE**

- ✦ Strategy, Operations Improvement & Productivity, Transformation (PMO) Management
- ✦ Energy (baseload & renewables), Mining (multiple commodities), Financial Services (Retail, Investment Banking), Logistics (Port, Rail, Trucking), Manufacturing, SOE's
- ✦ Chartered Management Accountant (UK) – Prince2 Certified Practitioner (SA) – BA (Hons) Accounting & Finance (London) – Sustainability Certification (University of Oxford)



**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.



## OUR SUBSIDIARIES



### 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

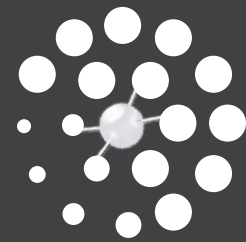
- ⊕ Economic Planning
- ⊕ Infrastructure Planning and Development Support
- ⊕ Industrial Project Development

*We unlock new economic streams for growth.*



We help organisations deliver tangible results.





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## 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.

**STRATEGY**

**CRITICAL TASKS**

**LEADERSHIP**

**CULTURE**

**PARC MODEL**

**PEOPLE**

**ARCHITECTURE AND ROUTINES**

An organisation that has the ‘right’ culture that will ensure effective and efficient performance.

An organisation that has the ‘right’ people” with the ‘right skills’ for the organisational goals.

An organisation that has the ‘right’ architecture and routines that supports and encourages the desired culture; processes of an efficient organisation that is aligned to the organisations strategies and policies.

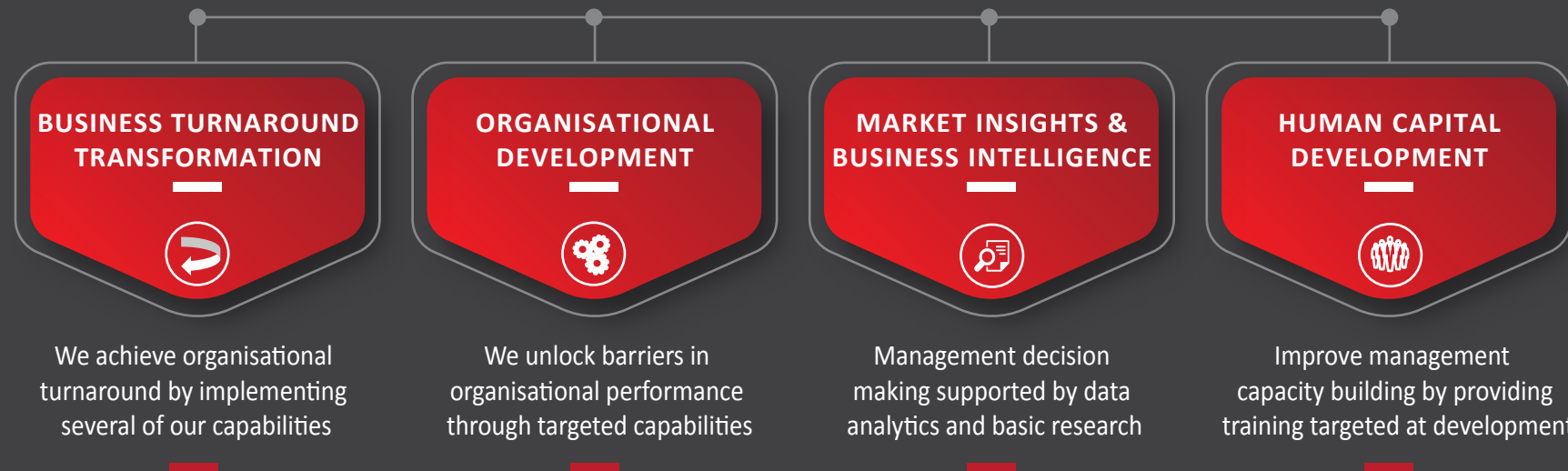
We help organisations deliver tangible results.





## 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><b>CITY OF TSHWANE</b> IGNITING EXCELLENCE</p> <p>Revenue Management - Recovery of revenue and improvement of processes</p>	 <p><b>Ekurhuleni</b> METROPOLITAN MUNICIPALITY</p> <p>Revenue enhancement: Master data Management. Creation of a single view of customer. Establish a Real Estate Department. Map costs associated with collection &amp; disposal of waste</p>	 <p><b>ECDC</b> EASTERN CAPE DEVELOPMENT CORPORATION</p> <p>Strategy development, business planning and scenario planning.</p>	 <p><b>UMLATHUZE</b> VIBRA INTO ACTION</p> <p>Revenue enhancement: Analysis income and expenditure pattern and billing. Developed tariff model</p>	 <p><b>Metsimaholo</b> Municipality</p> <p>Revenue enhancement: Successfully conducted feasibility study on landfill gas reclamation</p>	 <p><b>SHRA</b> Social Housing Regulatory Authority</p> <p>Conducted tenant audits and tenant satisfaction surveys for Social Regulatory Authority (SHRA)</p>	 <p><b>NSFAS</b></p> <p>Feasibility study on the call centre optimisation.</p>
 <p><b>PROVINCIAL GOVERNMENT</b> REPUBLIC OF SOUTH AFRICA</p> <p>Successfully reviewed disparate call centres that the KZN Department of Transport had for various services</p>	 <p><b>MIDVAAL</b> Water Company PURIFIED EXCELLENCE</p> <p>Strategy: facilitated and developed on organisational strategy for Midvaal Water</p>	 <p><b>HOUSING COMPANY TSHWANE</b></p> <p>Successfully conducted a turnaround strategy for Housing Company Tshwane</p>	 <p><b>INQOSITHWA</b></p> <p>Financial Recovery Plan Creation; Organisational Diagnostics; Longterm Financial Planning Model</p>	 <p><b>City of Ekurhuleni</b></p> <p>Successfully conducted a turnaround strategy for Ekurhuleni Housing Company</p>	 <p><b>City of Ekurhuleni</b></p> <p>Credit control work force management</p>	 <p><b>BREEDE VALLEY</b></p> <p>Data cleansing</p>
 <p><b>GPF</b> GAUTENG PARTNERSHIP FUND</p> <p>Facilitation and Development of the GPF strategy</p>	 <p><b>MTN</b></p> <p>Common Support Services</p>	 <p><b>Bitou</b></p> <p>Revenue Enhancement Strategy; Debt Collection; Elimination of Leakages; Revenue Coverage</p>	 <p><b>SHRA</b> Social Housing Regulatory Authority</p> <p>Tenant Income Audits; Tenant Satisfaction Surveys</p>	 <p><b>Rustenburg</b> Local Municipality</p> <p>Revenue Management and Enhancement Operational Support</p>	 <p><b>Rustenburg</b> Local Municipality</p> <p>Meter reading, credit control &amp; debt management, Indigent management</p>	 <p><b>fnb</b> Fines and Publication Board</p> <p>Revenue enhancement &amp; management strategy</p>




# PREVIOUS AND CURRENT PROJECTS



**KHYSHA**  
Municipality  
Mogale City  
Municipality

---

Data cleansing



**Joburg**  
a world class african city

---

Debt collection



**DR. KENNETH KALINDA**  
DISTRICT MUNICIPALITY

---


Industrial project development;  
Economic development



**PSIRA**

---

Provision of debt collection services



**CEF**  
Group of Companies

---


Transaction advisory service



**SEKHUKHUNE**  
District Municipality

---


Meter Reading and maintenance



**GAUTENG PROVINCE**  
LOCAL MUNICIPALITY

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Strategy Development;  
Revenue Management and Customer Education



**EMFULENI**  
LOCAL MUNICIPALITY

---


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



**MOKHAHLAMBA**

---

Funding and implementation



**BHISHO MUNICIPALITY**

---


LED strategy renew



**LESEDI**  
Local Municipality

---


Debt collection,  
Bill presentment & payment solution



**GAUTENG PROVINCE**  
LOCAL MUNICIPALITY

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Debt Collection;  
Revenue Enhancement



**MAHIKENG**  
LOCAL MUNICIPALITY

---

Debt Collection



**health**  
Department  
Health  
REPUBLIC OF SOUTH AFRICA

---

Provider to render reintegration programme







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