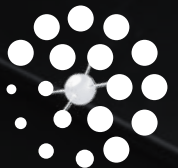


TRUTH | TRUST | RESULTS

NTIYIS   
CONSULTING GROUP

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



NTIYISO  
REVENUE  
CONSULTING

SUBSIDIARY PROFILE







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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

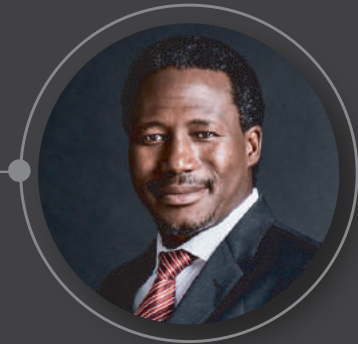
Our leadership team are recognised leaders and visionaries in their areas of expertise. They have acquired vast local and global experience which has been dedicated towards building a culture of performance to the benefit of our clients and our people.

### 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

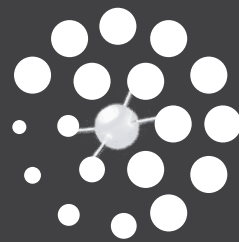
- ⊕ Economic Planning
- ⊕ Infrastructure Planning and Development Support
- ⊕ Industrial Project Development

*We unlock new economic streams for growth.*



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**NTIYISO  
REVENUE  
CONSULTING**

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## OUR SERVICE OFFERING

Ntiyiso Revenue Consulting is a leader in revenue management and enhancement consulting. We offer comprehensive revenue management and enhancement solutions, from strategic engagements, to implementation and monitoring of impact. Our capabilities are combined into five service offerings that can be customised depending on the organisation's business requirements and needs.

### NTIYISO REVENUE MATURITY METHODOLOGY



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**OUR  
PRODUCTS**

**REVENUE CONVERSION  
AND COMPLETENESS**

- ⊕ Revenue Management and Value Chain Operations Support
- ⊕ Metering Effectiveness
- ⊕ Bill Presentment and Payments
- ⊕ Billing Support
- ⊕ Debt Management
- ⊕ E-Journal Processing

**REVENUE ADMINISTRATION  
AND PROTECTION**

- ⊕ Property Value Chain Optimisation
- ⊕ Tariff Setting
- ⊕ Cost Recovery
- ⊕ Indigent Management
- ⊕ Loss Management

**REVENUE COVERAGE  
AND GROWTH**

- ⊕ VAT and Diesel Tax Recovery Services
- ⊕ Road Accident Fund
- ⊕ Medical Insurance
- ⊕ Commercialisation of Broadband
- ⊕ Outdoor Advertising
- ⊕ Asset Commercialisation

**REVENUE CUSTOMER  
MANAGEMENT**

- ⊕ Customer Education
- ⊕ Stakeholder Engagement

**REVENUE DATA SCIENCE**

- ⊕ Revenue Data Cleansing
- ⊕ Data Warehousing

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## OUR APPROACH AND METHODOLOGY

We at Ntiyiso Revenue Consulting believe that revenue is the fuel that enables institutions to meet their obligations and to deliver services to their clients. NRC has developed world class methodologies, models and tools to diagnose inefficiencies and leakages within the revenue value chain and implement sustainable solutions to unlock bottle necks and increase revenue.



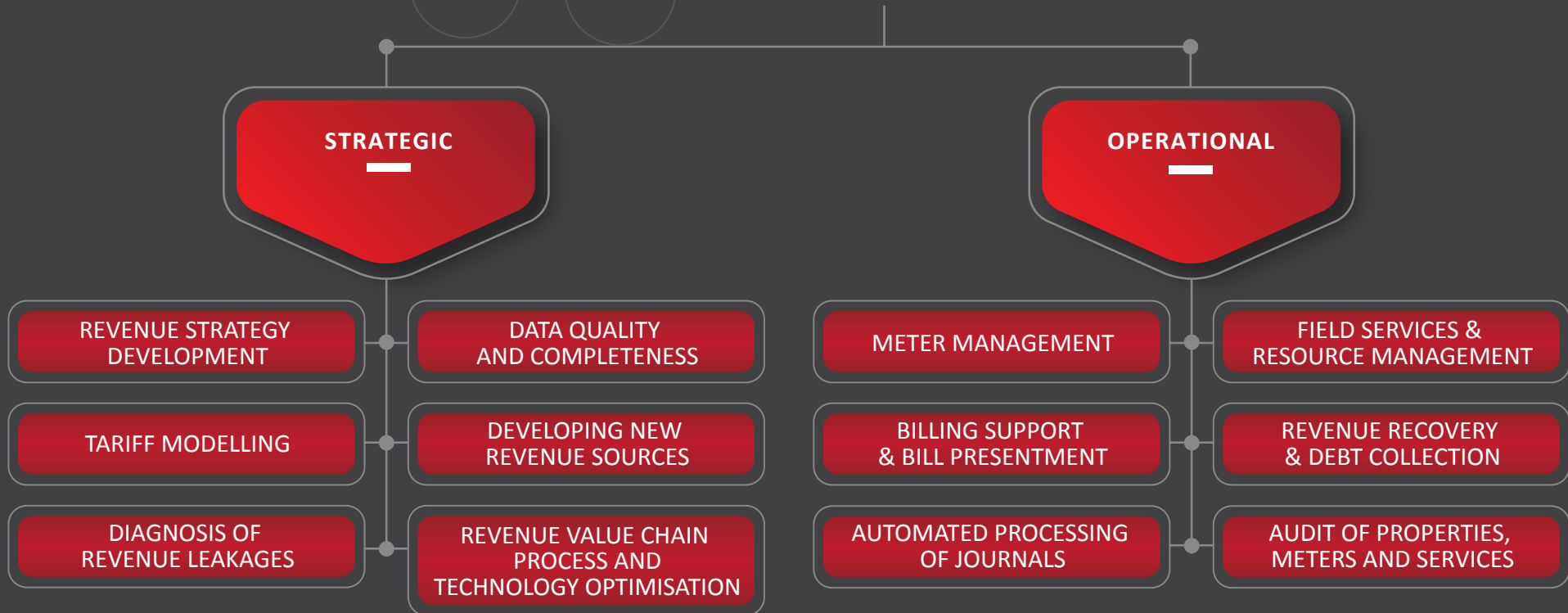
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## OUR CAPABILITIES

We possess a number of distinct capabilities, methodologies and tools to deliver results in the various organisational improvement areas i.e. operational, financial and management support



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# PREVIOUS AND CURRENT PROJECTS



Revenue Management - Recovery of revenue and improvement of processes



**Ekurhuleni**  
METROPOLITAN MUNICIPALITY

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 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



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



**Mnysha**  
Municipality  
a world class african city

---

Data cleansing



**Joburg**  
a world class african city

---

Debt collection



**DR. KENNETH KAUNDA**  
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



**Chelms-Chabane**  
LOCAL MUNICIPALITY

---

Strategy Development;  
Revenue Management and Customer Education



**EMFULENI**  
LOCAL MUNICIPALITY

---


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



**OKHAHLAMBA**

---

Funding and implementation



**Bhishaswini**  
Municipality

---


LED strategy renew



**LESEDI**  
Local Municipality

---

Debt collection,  
Bill presentment & payment solution



**Mogale City**

---


Debt Collection;  
Revenue Enhancement



**MAHIKENG**

---

Debt Collection



**health**  
Department of Health  
REPUBLIC OF SOUTH AFRICA

---

Provider to render reintegration programme



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