

NTIYIS 
CONSULTING GROUP

20 YEARS

20 YEARS OF UNLOCKING AFRICA'S DEVELOPMENT.

Unlocking Development.

TRUTH | **TRUST** | RESULTS



COMPANY PROFILE

THE FIRM AT A GLANCE

OUR PEOPLE

How are we different.

OUR VISION

The change we want to see in the world.

OUR MISSION OR WHAT WE DO

The role we play in bringing about change.

OUR VALUE PROPOSITION

How we deliver our mission.

OUR PAST PROJECTS

Impact we have had on the world.

OUR APPROACH TO WORK

How are we different.

ABOUT US

CONTACT US



Founded in 2005 and headquartered in Waterfall City, Midrand.



100% black owned and managed.



Authentically African and globally wired management consulting firm.



Footprint in 9 Provinces and exposure in Zambia.



Over 240 consultants with more than 50% female representation.



Stanford GSB Seed Transformation Programme Alumni.



Over R55bn of municipal revenue under management.

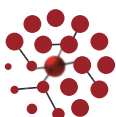


R3.75bn in capital raising for infrastructure projects.



4 Social Housing Institutes capacitated covering some 26 projects impacting some 8 441 number of families.

(nti-yi-so) Ntiyiso means 'TRUTH' in the Xitsonga language



"We empower institutions that enable Africa's development."

OUR PEOPLE: HOW ARE WE DIFFERENT

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 of industrial and management consulting experience.

- Strategy, strategic management & feasibility study expertise
- FMCG, Real Estate, Local Government
- BSc Computer Science



ANDISA RAMAVHUNGA
Group Chief Advisor

Over 20 years of management consulting and entrepreneurial experience.

- Strategic, organisational design & turnaround expertise
- Telecoms, financial services, media & transport
- BSc, BSc (Hons) & MBA



MIYELANI HOLENI
Group Chief Advisor

Over 20 years of corporate and management consulting experience.

- Local Government and revenue management & Enhancement expertise
- Real Estate, FMCG, Financial Services, Information Technology
- BSc, PDG and MPhil (Development Finance)



TONDY NKUNA
Group Chief Financial Officer

Over 21 years accounting & finance experience

- Finance, accounting & revenue management expertise
- Public sector, utilities
- BCom & PGD



REGOMODITSWE MAVIMBELA
Head of Marketing and Sales Support

Over 22 years in Communications and marketing in Public and Private sector.

- Communication Strategy, Brand building, and Advertising
- Stakeholder management, Key Account Management
- Internal Communications
- MBL, BCom, Executive Development Programme, Post Grad Diploma in Advertising



KOKETSO MOENG
Head of Business Systems and Analytics

22 Years of IT Experience.

- Data & Analytics. Enterprise Architecture and Process Automation.
- Financial Services & Public Sector.
- BCom: Economics



TREVOR MUPETI
MD: Ntiyiso Revenue Consulting

Over 15 years in Management Consulting Experience.

- Water & Sanitation, civil and construction, project management & revenue management expertise
- Local Government
- B Tech, PGD



AUNTONY MUKHWANAZI
MD: Ntiyiso Industrialisation Consulting

Over 18 Years of chemical engineering and management consulting experience.

- Process development, transaction advisory & business development expertise
- Manufacturing, utilities, chemical, petroleum & gas industries
- BSc Chemical Engineering



DZINGIRA MATENGA
MD: Ntiyiso Business Consulting

Over 20 years of management consulting experience.

- 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)



SILAS HLOPHE
MD: Ntiyiso Consulting Group KZN

Over 20 Years in Management and Consulting Experience.

- Corporate Governance
- Policy Development
- Research and Strategy
- Development
- Project Management
- Local Government
- Audit and Risk Management
- MA – Business Leadership
- BCom (Hons) Accounting



OUR VISION: THE CHANGE WE WANT TO SEE IN THE WORLD

“Africa is besieged with underdevelopment. This low level of Development is characterised by low real per capita income, widespread poverty, lower level of literacy, low life expectancy, low level of infrastructure maintenance, and underutilisation of resources.”



NTIYIS 
CONSULTING GROUP



Our vision is to see a developed Africa; one that takes full advantage of its abundant natural resources (people, geography, nature, etc.) for the growth and prosperity of its inhabitants.

NTIYIS 
CONSULTING GROUP

20 YEARS

20 YEARS OF UNLOCKING AFRICA'S DEVELOPMENT.

"We empower institutions that enable Africa's development."



OUR MISSION OR WHAT WE DO: THE ROLE WE WANT TO PLAY IN BRINGING ABOUT THE CHANGE.



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We unlock development by “empowering institutions that enable Africa’s development.”

WE EMPOWER IN 3 WAYS.

1



**NTIYISO
REVENUE
CONSULTING**



We develop revenue value chains that create cash surpluses that can be invested in infrastructure that supports economic development.

2



**NTIYISO
INDUSTRIALISATION
CONSULTING**



We support economic planning, infrastructure planning and development, industrial project development to stimulate economic growth.

3



**NTIYISO
BUSINESS
CONSULTING**



We support organisations to perform effectively and deliver on their mandate to support economic development.

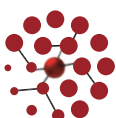
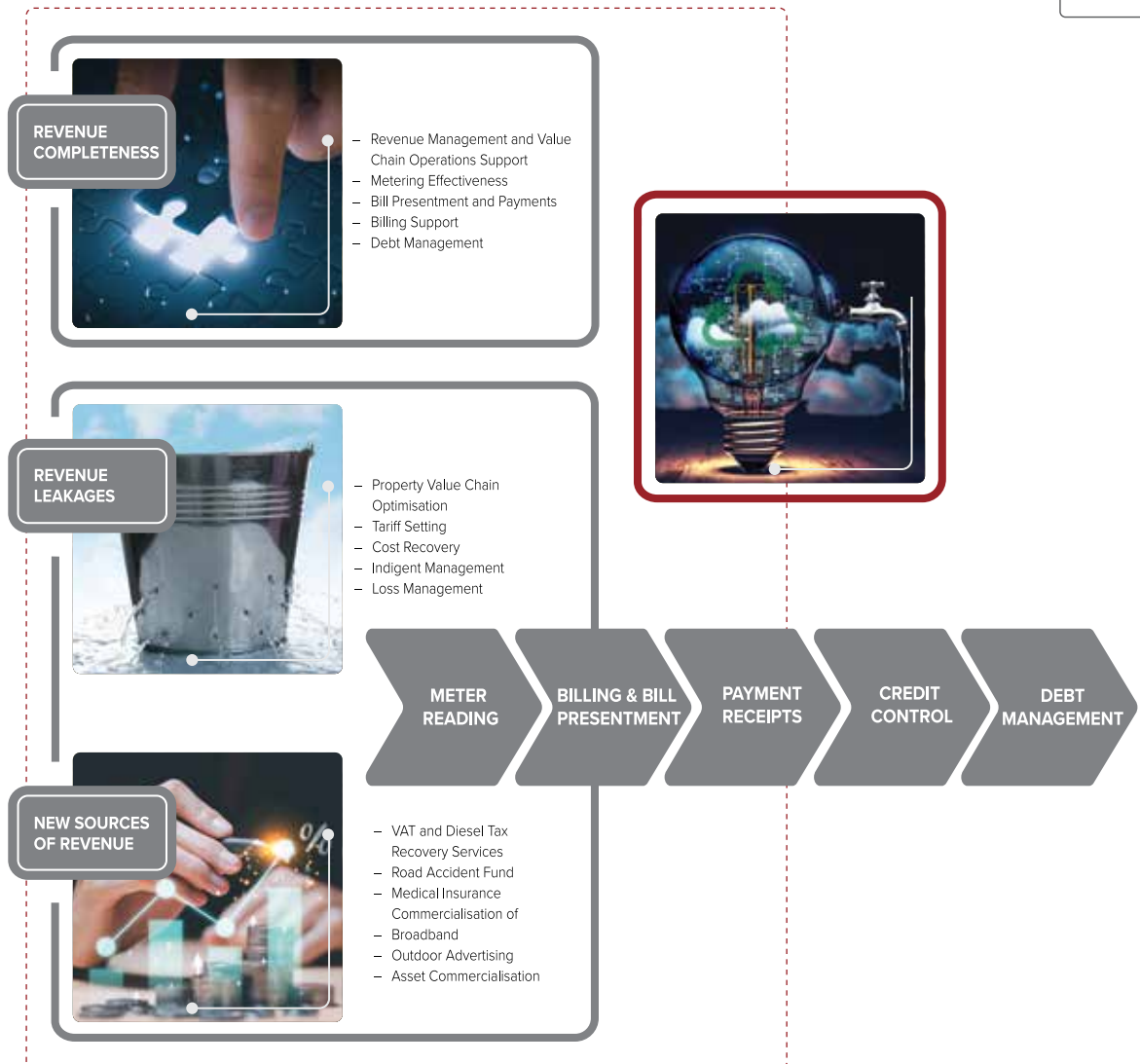




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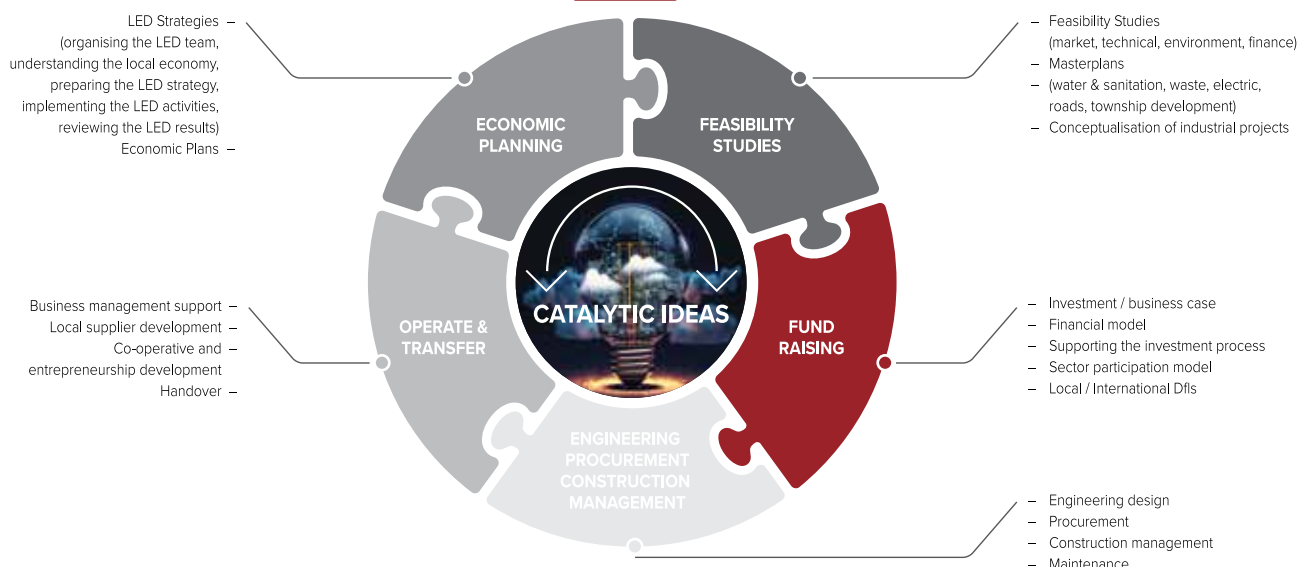
“We develop revenue value chains that create cash surpluses that can be invested back for community development. We create surpluses by improving the effectiveness of the revenue management value chain (or components thereof) (“revenue completeness”), eliminating any leakages that arise from the value chain (“revenue leakages”), and identifying and converting new sources of revenue (“new revenue sources”).

REVENUE VALUE CHAIN DEVELOPMENT



"We empower institutions that enable Africa's development."

ECONOMIC DEVELOPMENT



5

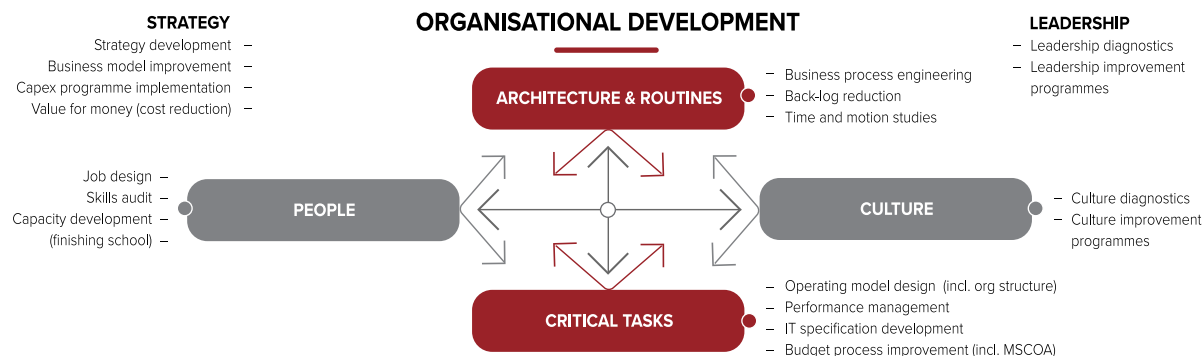
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OUR VALUE PROPOSITION: HOW WE DELIVER OUR MISSION



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“We develop organisations that are effective in delivering their mandates and are responsive to societal needs. We assist institutions to better deliver their strategic mandates by applying the science of business and the basics of management to continuously align the entire organisational ecosystem to resolve problems that hinder the achievement of strategic outcomes.”



Organisational turnaround based on realignment of the above organisational components.



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REVENUE VALUE CHAIN DEVELOPMENT

CITY OF TSHWANE



OPERATIONAL SUPPORT

- The City had a growing debtors book and was at a revenue deficit in 2014. In addition, there was an unwillingness from consumers to pay their debts.
- Ntiyiso Consulting implemented an end-to-end revenue programme that transformed the approach to revenue management across the revenue management value chain and implemented various campaigns to garner stakeholder buy-in.

IMPACT

- Contributed to collection of R1.5 billion in historical debt in one year.
- Improved monthly collection rates to average **95% of target**, from around 80%.
- Increased annual payments by **R700 million**.

- Economic planning
- Feasibility studies

END TO END ECOSYSTEM SEGMENT

EMFULUNI LOCAL MUNICIPALITY



DEBT COLLECTION

- The Municipality was facing challenges of inadequate revenue collection, the lack of enforcement of credit control and debt collection policy as well as lack of monitoring of the meter reading function.
- Ntiyiso Consulting re-engineered the meter reading and credit control processes and deployed the inhouse Software solution to effectively manage and monitor the processes.

IMPACT

- Achieved a yield of 26.3% in a single FY on the collectable of R2,8Bn, we collected R 747m.
- Improved the % of actual billing from 60% to 75%.
- Implemented structure and process flow for meter reading and credit control that has been adopted by the Municipality.

- Economic planning
- Feasibility studies
- Fund raising

END TO END ECOSYSTEM SEGMENT

CITY OF EKURHULENI



CAPITAL CREDIT CONTROL MANAGEMENT RAISING

- The City had a growing debtors book that was marred with incorrect billing on consumer accounts as well as the inability to reach the City's collection targets. Various revenue turnarounds had been implemented with limited success.
- Ntiyiso Consulting re-engineered the meter reading and billing processes and deployed the inhouse Revenue Management System as well as the introduction of handheld devices to effectively manage the meter reading function.

IMPACT

- Contributed to monthly collection rate of 90% average from around 70%.
- Improved monthly readings on to bill from 75% to 91%.
- Reduction of BP443 3 Months estimates from 19,836 to 11,294 to date.

- Economic planning
- Feasibility studies
- Fund raising

END TO END ECOSYSTEM SEGMENT

OUR PAST PROJECTS: IMPACT WE HAVE HAD ON THE WORLD



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ECONOMIC DEVELOPMENT

DR RUTH SEGOMOTSI MOMPATI DISTRICT MUNICIPALITY



SECTION 78 STUDY (FEASIBILITY TO DETERMINE MECHANISM TO PROVIDE A MUNICIPAL SERVICE)

- Client had a challenge of managing the WSPs in the water and sanitation provision sphere and also lacked internal capacity to provide the services.
- Ntiyiso consulting undertook engineering, financial and socioeconomic viability assessments to identify the optimal mode to provide water and sanitation services.

IMPACT

- Improvement in bulk metering via installation of necessary bulk meters and developing IWA water balance to reduce water loss
- Operationalisation of a sanitation plant that was unused for the previous 8 months
- Training and grading of process controllers in line with DWS requirements

- Economic planning
- Feasibility studies

END TO END ECOSYSTEM SEGMENT

HOUSE OF HEMP



SETTING UP A FACILITY TO CULTIVATE HEMP

- House of Hemp had applied for a license that would allow it to cultivate and extract high THC for medicinal use, however it had not been granted. Additionally, the proposed operation also lacked the requisite funding.
- Ntiyiso Consulting intervention facilitated relevant discussions with the licensing authority (SAHPRA) and developed a feasible technical solution as well as engaging potential investors.

IMPACT

- The license was successfully issued.
- Recommendation of a feasible technical solution.

- Economic planning
- Feasibility studies
- Fund raising

END TO END ECOSYSTEM SEGMENT

MARULA INDUSTRIAL HUB



CAPITAL RAISING

- Client needed support with capital raising and requisite licenses for establishing a marula industrial hub to provide workspace for Marula processors, coaching, mentorship, product testing facility and access to market.
- Ntiyiso Consulting successfully assisted with attaining a bio-trade license from DFFE.

IMPACT

- Client is proceeding with finalizing off-takes based on the bio trade license. Off take agreements will assist with securing funding for the project.

- Economic planning
- Feasibility studies
- Fund raising

END TO END ECOSYSTEM SEGMENT



9

ORGANISATIONAL DEVELOPMENT

ROAD ACCIDENT FUND (RAF)



ORGANISATIONAL TURNAROUND

- RAF had a huge number of backlog claims (unprocessed claims), process inefficiencies, organisational structure misalignment to strategy and high legal fees.
- Ntiyiso Business Consulting delivered a turnaround plan, restructured the organizational structure to drive the implementation of the new operating model.

IMPACT

- The restructuring of the organizational structure as part of the turnaround plan enabled a streamlined and agile approach to operations.
- The claim backlog was reduced by 75% within 3 months after implementation of the turnaround plan. Initiatives were executed with greater precision and coordination.
- Through strategic realignment of teams and functions, the restructuring initiative contributed to significant cost savings.

- Economic planning
- Feasibility studies

END TO END ECOSYSTEM SEGMENT

UNISA ENTERPRISE (UE)



ORGANISATIONAL DEVELOPMENT

- 5 years after inception, the leaders of UNISA Enterprise were looking to transform the organisation and begin a long-term journey towards becoming a highly profitable entity with high social impact.
- Ntiyiso Consulting developed a turnaround strategy and implementation plan, defining new strategic objectives and a new operating model.

IMPACT

- The development of a comprehensive turnaround strategy and implementation plan provided the necessary direction and focus for the UE, leading to an accelerated growth through targeted efforts, enabling the company to expand its market share, customer base, and revenue streams.
- This also led to improved efficiency, reduced operational bottlenecks, and enhanced productivity, enabling the UE to achieve more with its existing resources.

- Economic planning
- Feasibility studies
- Fund raising

END TO END ECOSYSTEM SEGMENT

EKURHULENI DEVELOPMENT COMPANY



ORGANISATIONAL TURNAROUND

- EDC had been unsuccessful in achieving full accreditation status.
- Ntiyiso Consulting supported the EDC on governance, financial management, organisational restructuring, tenant management facilities management and property development.

IMPACT

- Developed a five year strategic document, annual business plan, as well as revised the EDC risk register to include risks and mitigation management strategies as recommended by the social regulator SHRA. Ntiyiso Consulting also successfully developed a financial management strategy and a funding model for Greenfield and Brownfield property development projects.
- This led to EDC achieving full accreditation status.

- Economic planning
- Feasibility studies
- Fund raising

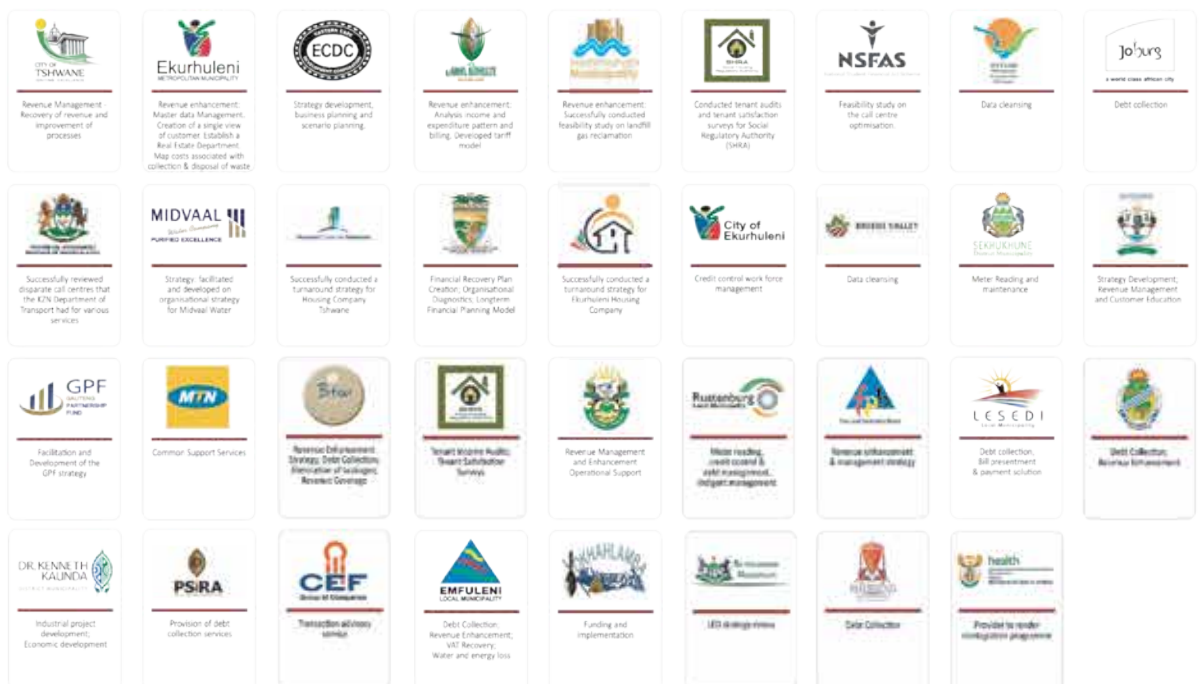
END TO END ECOSYSTEM SEGMENT

CLIENTS WE HAVE SERVED



10

We have served a diverse portfolio of clients in pursuit of our mission.



OUR APPROACH TO WORK: HOW ARE WE DIFFERENT



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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

We deliver evidence based results by providing a total customer solution, i.e. providing solutions across the entire ecosystem/ value chain of economic, organisational, and revenue development.



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 demeanour that is resonant with African culture.



COLLABORATIVE APPROACH

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



"We empower institutions that enable Africa's development."

ABOUT US:

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” We provide evidence-based solutions to complex management problems.

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With over 200 consultants, we offer end-to-end solutions through three subsidiaries.

200

We deliver our value propositions through **three subsidiaries**.



**NTIYISO
REVENUE
CONSULTING**

FINANCIAL



**NTIYISO
INDUSTRIALISATION
CONSULTING**

ECONOMIC



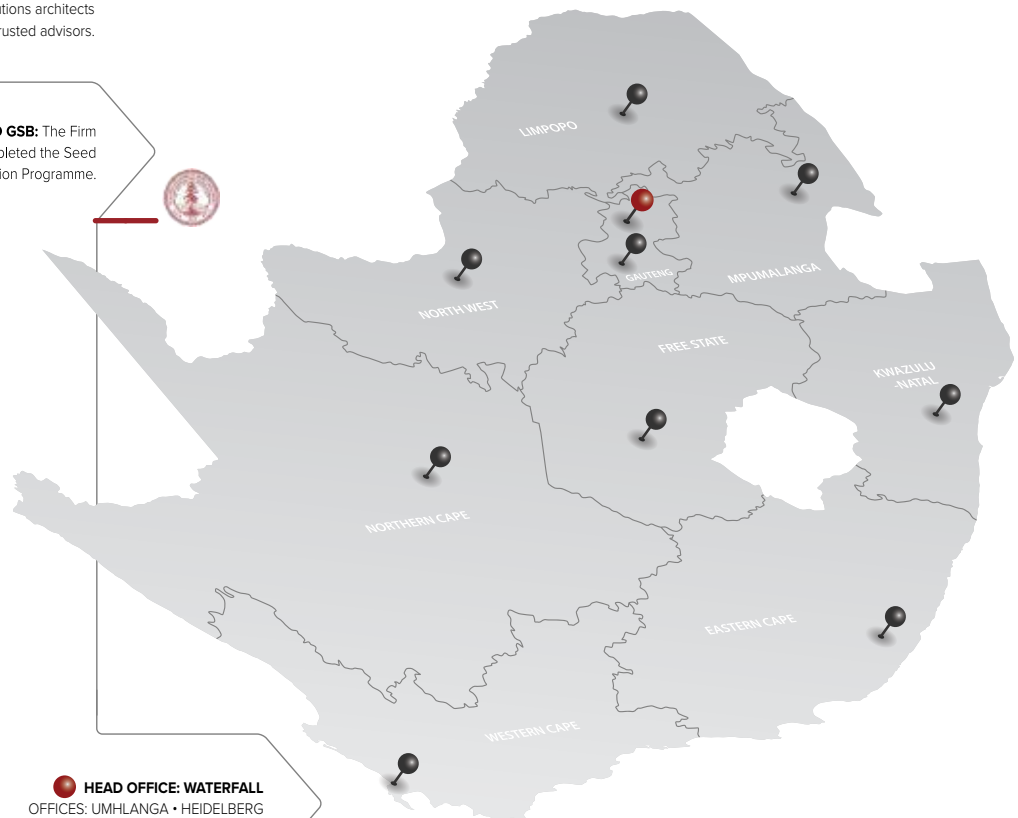
**NTIYISO
BUSINESS
CONSULTING**

ORGANISATIONAL

20 YRS

We have more than **20 YEARS OF DEVELOPMENT** and continue to be thought leaders, solutions architects and trusted advisors.

STANFORD GSB: The Firm has successfully completed the Seed Transformation Programme.



HEAD OFFICE: WATERFALL
OFFICES: UMHILANGA • HEIDELBERG
BEDFORDVIEW • PRETORIA

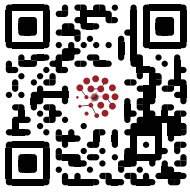
 CURRENT PROJECTS in 9 Provinces



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FOLLOW US HERE

TRUTH | **TRUST** | RESULTS

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