



TABLE OF CONTENTS

1. INTRODUCTION.....	3
2. SASUKA'S MISSION AND VISION	4
3. SERVICES OVERVIEW	4
3.1. Consulting Services	5
3.1.1. Enterprise Architecture Consulting	5
3.1.1.1 Strategic Workshop Facilitation (Facilitators)	5
3.1.2. Data-warehousing	6
3.1.3. Business and Analytical Intelligence.....	6
3.1.4. Training and Certification	8
3.1.5. Data Quality Management	8
5. COMPANY OWNERSHIP	10
5.1. Directors	10
6. MAJOR CLIENTS	14
7. CONTACT DETAILS	15

1. Introduction

In August 2000, SASUKA TECHNOLOGIES (Pty) Ltd was formed in response to a need for quality services within the IT industry, and the expertise and abundance in the Business and Analytical Intelligence skills.

A key aspect of SASUKA is its involvement and commitment to uplifting previously disadvantaged individuals. This is done through training programmes which are presented at no cost to the individuals. Graduates are further prepared for the working environment by temporarily placing them on customer and/or internal projects.

Sasuka's vision is to be one of the foremost companies specializing, not only in the provision of sound Business and IT solutions, but also in forming long-term business partnerships with its customers to ensure that their investment in IT is leveraged to maximum effect. This vision is encapsulated in the company's name, which is an Nguni word that means, "***collectively taking off***" or "***moving forward***".

SASUKA is a 100% black owned IT company. We adhere strictly to the SMME guidelines – all our staff members are from previously disadvantaged groups.

SASUKA's operational strategy is geared towards forming strategic alliances with selected IT companies to combine different expertise in providing comprehensive IT solutions. This gives rise to the long-term business relationships where SASUKA can draw on the resources of its alliance partners, and vice versa. A relationship of particular strategic importance is the one with SAS Institute to which SASUKA is an accredited Quality Partner as well as a Training Partner.

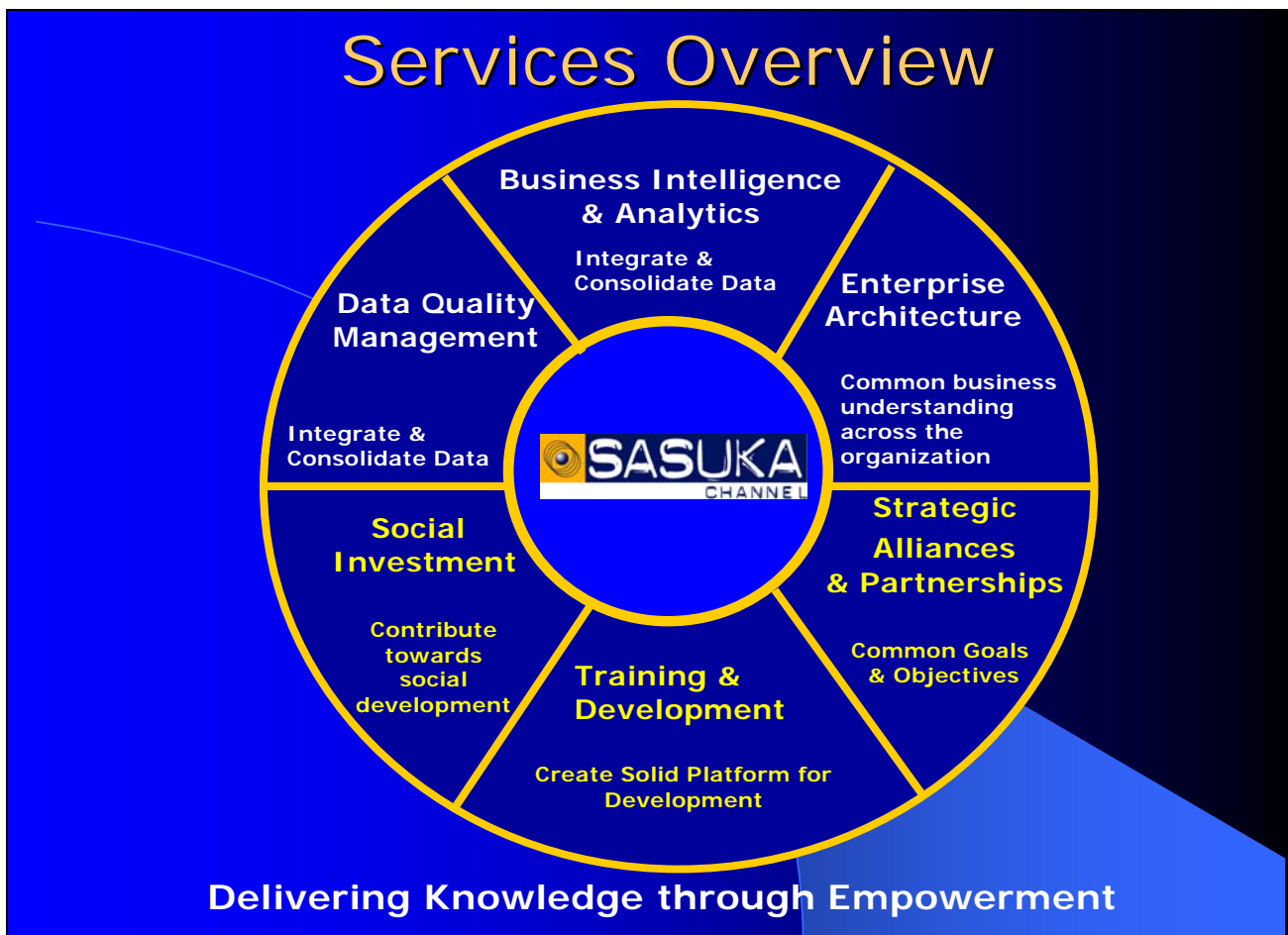
2. Sasuka’s Mission and Vision

Sasuka’s mission is

“to deliver strategic business information to all facets of the organisation.”

Sasuka strives to adhere to strict business values and principles to ensure sustainability and integrity of the organisation. Business morality and professionalism are some of the critical values of the organisation that will ensure continuous improvement and sustainability of the organisation.

3. Services Overview



Sasuka’s core service is to provide business and analytical intelligence solutions to our clients, that deliver the ability to learn from the past, monitor and communicate the present and gain insight into the future of the organisation. These solutions are enabled by integrating information from disparate systems, to derive one version of the truth of the business.

Sasuka also provides services in defining and assisting in the implementation of an Enterprise Architecture. This type of service enables proper alignment of Sasuka's core services to the strategy of the organisation.

To support the solution implemented, Sasuka offers training services to clients to ensure that the solution provided will be well maintained. Through the PDI training program, skilled resources become available to be recruited by clients.

3.1. Consulting Services

3.1.1. Enterprise Architecture Consulting

To achieve its goals and objectives, all organisations need to develop a strategic plan on how they intend to deliver their goals and objectives. Sasuka has the capabilities and experience in Information Technology strategy development. As organisations move towards e-Strategy, some fail in that they assume that e-Business or e-Government is the same as the norm. It took the advertising industry ten years to realise that Television is not a substitute of print media i.e. originally business wrote scripts for adverts on TV and in the same manner the Internet has brought about the necessity to have an e-Strategy. This is where Sasuka can assist your business.

King (1995) suggests that the guiding architecture of an organisation should be based on the strategic vision. In other words, the vision bridges the organisations "As Is" and its proposed future state "To Be". The organisation's survival is dependent on its current and future capabilities. Organisations survive from the synergy of their capabilities.

Through Enterprise Architecture, i.e. the design of Information systems from Business Architecture, Information Architecture and Technology Architecture, Sasuka will help your organisation leverage the current IT investments and propose future technologies to ascertain your organisation's survival through enabling technologies. EA will guide all IT decisions and validate investments made.

3.1.1.1 Strategic Workshop Facilitation (Facilitators)

Sasuka's consultants have experience of facilitating a wide range of events on behalf of organisations including:

- ❖ Stakeholder involvement workshop.
- ❖ Strategic workshops.
- ❖ Workshops to enable operational staff to contribute to strategy development.

- ❖ Team building events.
- ❖ Multi-disciplinary service development workshops.
- ❖ User involvement workshops (JAD sessions).

Outcomes

- ❖ What are you after? We work with you to help achieve it?
- ❖ Typically the clients achieve the outcome they want and participants enjoy themselves while doing it. People leave the workshop with a sense of momentum and motivation.
- ❖ Prompt and complete documentation.

Facilitation Approach

- ❖ Teams usually achieve much more than any individual ever can... so we make sure that people participate and all ideas are welcome.
- ❖ We use simple flexible techniques that work.
- ❖ We inject role plays when we want people to think differently.
- ❖ We can compliment our approach with different techniques.
- ❖ Most of all, we listen, and adjust the approach to the desired outcome... some of our best ideas come because our clients challenges us to do things differently.

3.1.2. Data-warehousing

SASUKA provides a complete implementation and support service around the integrated information architecture to deliver accurate, consolidated enterprise information. These services are provided in accordance with the Rapid Warehousing Methodology, which follows the following approach:

- ❖ Assessment of the high-level business needs and the readiness of the organisation to implement the type of solution.
- ❖ Defining detail requirements according to the business priority areas identified in the assessment phase.
- ❖ Designing of the solution based on the business needs.
- ❖ Construction of the solution per iterations.
- ❖ Final test of the solution constructed.
- ❖ Deployment of the solution to the business users.

Project management and Quality Assurance is an integral component of the implementation process.

3.1.3. Business and Analytical Intelligence

Consolidated information in the data warehouse feeds the business intelligence to provide some of the following solutions:

- ❖ Performance Management Solutions to communicate business strategy, and analyse and monitor the performance of the organisation up to an employee's level.
- ❖ Financial Management Solutions to gain predictive and analytical insight into financial planning and budgeting.
- ❖ Risk Management Solutions to analyse and compute risk measures to effectively communicate the risks of the organisation.
- ❖ IT Management Solutions to provide reliable information on IT usage and costs.
- ❖ Customer Relationship Management Solutions to understand customer's behavioural patterns, for the business marketing strategy.
- ❖ Human Capital Management Solutions to align management goals of individual employees with corporate strategy.

3.1.4. Training and Certification

SAS Data Warehousing and Microsoft competencies are provided to previously disadvantaged students by enrolling them on comprehensive training programs. Training is provided free of charge and, on completion, it qualifies the student to pursue a rewarding and challenging career in the IT industry with an international recognized certification. SASUKA is exceptionally proud of the work and results achieved to date by its training initiative.

3.1.5. Data Quality Management

Data is a product of information systems and business processes in any organisation. In the same way that manufacturing firms put quality processes and systems in place to develop high quality products, SASUKA provides a data quality assurance service backed up a methodology and mature, tried and tested world class best of breed products.

SASUKA partners with Dataflux to deliver high quality data to its clients by using a methodology that focuses on the analysis, improvement and control of enterprise data. This methodology comprises of five sub-phases, namely data profiling, data quality, data integration, data augmentation and data monitoring.

Data can be cleansed at source (recommended where feasible) or during the extract, transform and load (ETL) process of a data warehouse implementation, using business rules and definitions that drive the business. SASUKA believes that high quality data is a foundation for improved, sustainable business performance and competitive advantage in a knowledge economy.

4. Strategic Partnerships

Sasuka's is product independent when it comes to delivering business intelligence services, that is why it has formed trusted alliance with the world leaders in business-intelligence software as their implementation partner, and this includes the likes of SAS Institutes, Sybase, Cognos, Business Objects and Crystal Decisions. Sasuka Technologies is also an accredited Training Partner of SAS Institute.

5. Company Ownership

SASUKA is a 100% black owned IT Company that adheres strictly to the SMME guidelines. Sasuka has four directors, of which three are in the management team. A stake of the company is allocated to some of the operational staff members that qualify according to the terms and conditions of the employee company-stake allocation.

5.1. Directors

GEORGE NEGOTA – Chairman

He holds B Juris, LLB degrees and a Diploma in Tax Law from Unisa, Higher Diplomas in Company Law and Tax Law from Wits, a BA (Hons) and Masters in Commerce from RAU.

He is the Director of numerous companies and was active in the Taxi Industry where he served as a mediator, chairperson of the Taxi National Transport Policy Forum and contributed to the drafting of the White Paper on National Transport. He is presently serving as a Director of the Road Accident Fund, chairperson of the Cross-Border Road Transport Agency, an agency of the National Department of Transport and he is in the board of Phalaborwa Mining.

He is a practising attorney. He gained international legal experience whilst working for the legal Department of Mobil Oil in the United States. He attended courses on privatisation in Nigeria and Britain. He worked for the SBDC as a senior consultant. He participated in the conceptualization of KHULA (a government initiated institution founded to wholesale finance to SMMEs) and also drafted its founding documents. He participated in the privatisation of Iscor and National Sorghum Breweries (NSB) whilst working for Edward Nathan & Friedland attorneys.

He has conducted the following commission of enquiries: Mismanagement in the Bus Industry in the North West Province, Alleged mismanagement of private donor funds by the Gauteng Premier and mismanagement at the University of Venda. He investigated the causes of violence in the Taxi Industry in KwaZulu-Natal for the Provincial department of Transport. He also led a team that restructured Eskom and also conducted a study on the rationalisation of state assets in Mpumalanga. He is currently involved in the research study in preparation for the Gauteng Express train, a project which has been initiated by the Gauteng province as one of the SDI's projects.

Samuel Tsitsi Motsumi - Managing

Sam has been in the IT Industry for the past 22 years. He started his computer career in 1981 with Anglo American Life, which later became known as Southern Life. He has worked himself up through the ranks from Mainframe Operations to Senior Systems Analyst. He has acquired expertise in Life Insurance Systems especially in the Benefits Payment Section after he rewrote the entire Benefits Payment System with 4GL.

In 1985 Sam was instrumental in starting Zakheni Computing, the first black programming training school to produce top COBOL programmers in South Africa.

In 1991 he joined ACNielsen as a Project Leader where he gained extensive exposure in Marketing Information Systems in the Media, Retail, MFCG and Customer Sector as Technical Manager for ACNielsen SA, Cyprus, Italy, Hungary, US and ACNielsen-Media Monitor in Berkshire, England. Sam was instrumental in making sure the systems he has developed with his team get implemented overseas.

Sam is a founder member of Sasuka Technologies. He has been involved as a director in the running of the Netnovation Group before forming SASUKA.

Riedwaan Benefeld – Training

Riedwaan has been in the IT Industry for the past 21 years. During this time he has built-up an in depth understanding of the various facets of the IT industry, ranging from the development and implementation of software solutions, to designing and providing technical training courses.

Riedwaan Qualified as an entry-level COBOL programmer in 1987 through Zakheni Computing after working for Southern Life as a computer operator for five years. He joined IGI insurance immediately after qualifying where he worked as a trainee programmer.

In 1989 Riedwaan joined Dexdata where he was employed for ten years working himself up from a programmer to Project Manager. During this period he built up extensive experience in the short term insurance industry and also rewrote Prestasi's Brokers total Underwriting System.

Riedwaan is a founding member of SASUKA and currently drives Sasuka's training initiative. He has been involved as a director in the running of the Netnovation Group before forming SASUKA.

Tshitego Moses Segaetsho – Data Quality and Warehousing

Tshitego started his career with Standard Bank's asset finance division (Stannic) in 1987 in the former Bophuthatswana homeland. He spent 8 years with Standard Bank before leaving in 1995 to pursue a career in IT. During his tenure at Standard Bank, he was awarded a scholarship to study for a Bcom degree majoring in Accounting and Information Systems at North West University. While at university, he worked as an assistant to lecturers in the department of Information Systems, amongst others supervising students doing practical work in computer laboratories.

Tshitego's IT experience continued in 1995 with a COBOL programming certification from the Information Technology Users Council and LUSO Computer Institute. His IT experience spans programming in Visual Basic for Applications (VBA) at the SABC (1996), systems analysis, design and development consulting at various blue chip organisations in South Africa including IBM, SAPPI, African Products, Nedcor and BMW Marketing (1997-1999). He worked his way up from specialist developer analyst in a client server environment to enterprise data management team leader at TOTAL South Africa (1999-2001). Before joining SASUKA in July 2005, Tshitego was enterprise data manager at UNISA Florida Campus for four years (2001-2005).

Formal education and qualifications include BCom degree (North West), Diploma in Project Management (College of Project Management), Diploma in Business Systems Analysis (Faculty Training Institute), Bcom (Informatics) Honours (Pretoria University). Tshitego is busy with a Master of IT Management (M.IT) research thesis through Pretoria University. He is researching the causes and impact of poor quality data in public higher education institutions (universities and technikons) in South Africa.

Tshitego is an active member of the following professional organisations: Black Management Forum, Golden Key International, International Association for Data and Information Quality, The Information Systems Audit and Control Association and IT Service Management Forum in South Africa.

Peter Tshabalala – Sales and Marketing

Peter has been in the Insurance Industry for the past 11 years. He started his career in 1995 with Alexander Forbes. He worked himself up through the ranks to management. He has acquired expertise in the Benefits administrations systems, Mineworkers Negotiated industry funds.

Peter has worked for companies like, Southern Life (currently Momentum), Sanlam, Liberty and Old Mutual. Some of the clients he has worked with include Government departments, Parastatals like Eskom, Transnet and Arivia.kom. He has also done work in the municipality industry getting involved in various projects.

Peter is a Director at Umnotho Holdings, a marketing and strategy consulting company. He has been involved in a number of BEE deals structuring and other business ventures.

6. Major Clients

Sasuka has successfully been involved in the implementation of a number of BI and DW solutions. These engagements include the following:

 North West Provincial Government

Developed and subsequently Web-enabled the financial data mart – extracted from WALKER and PERSAL Systems

 First National Bank


Developed the DataWarehouse and Data Mart to support the FNB Campaign Management Solution for Knowledge Management Department.

 Telkom

Developed Data Analysis and Reporting system for the billing department (Flexibill)

 MTN

Developed Base comparison and Product comparison between ISIS (MTN) and EPPIX (Supercall Billing system) and reported any discrepancies that may exist.

 National Department of Social Development

Developed the DataWarehouse of the Care Dependency Grants and EIS reporting for Monitoring, Evaluating and Auditing Social Department.

 Gauteng Department of Social Services and Population Development

Business and Technical Assessment of the department's readiness to undertake the Management Information System and development of the MIS user requirements definition.

 ESKOM

Developed the DataWarehouse for the Balance Score Card Reporting of Operational Key Performance Indicators for Eskom Generation.

 SARS

Data Cleansing Project – Implementation the project with Ernest & Young.

 ACNielsen SA

Developed the Data Analysis and Reporting system for the ACN Statistics Department.

 SA Eagle Insurance

Developed Support Grants DataWarehouse and EIS reporting

 SAS Institute

Developed DataWarehouse and BI Reporting for Anchor Yeast, First RMB, and Mayibuye.

7. Contact Details

Telephone Number	+27 11 234-7015
Fax Number:	+27 11 807-0578
Key Contact Person:	Sam Tsitsi Motsumi
Designation:	Managing Director
Cell:	+27 82 339-6451
Email:	sam@sasuka.co.za
Company Email:	sasuka@sasuka.co.za
Website Address:	http://www.sasuka.co.za/
Postal Address	P.O Box 1015 Kelvin 2054 South Africa
Head Office	26 Mellis Road 3 rd Floor – Block A Mellis Court Rivonia Ext. 18 Sandton South Africa
North West Office	17 Martin Street Mafikeng 2745
NW Postal Address	P.O. Box 1510 Mafikeng 2745
NW Telephone	+27 18 381 2521
NW Fax Number	+27 18 381 0057