

Kanimambo COMPANY PROFILE



"The **control centre**
of one's **life**
is one's
attitude."



Why Kanimambo?

Kanimambo is a reputable support platform with an excellent reputation amongst clients, suppliers and within the business community.

Kanimambo is proudly South African – established and built by sons and daughters of Africa. Kanimambo has embraced the new South Africa, believes in the essence of partnerships and is committed to make a difference in the lives of many.

Kanimambo wants to improve business development awareness.

Kanimambo wants to smooth-line business operations.

Kanimambo wants to share the light together.

Join hands with Kanimambo and share in the experience towards a prosperous South African economy.

Who is Kanimambo?

Kanimambo works in close relationship with our clients to develop, implement and support cost effective IT Business Solutions that will give the client a competitive edge, enhance their image and facilitate the development of their staff. This will be achieved using state of the art, yet affordable, technology.

At Kanimambo we are driven to deliver the following services on various technology platforms:

- ★ Application Programmes Development and Solutions
- ★ Support of, and enhancements to, legacy systems
- ★ Systems Integration
- ★ Network Support Services
- ★ Business Management Services
- ★ Project Management Services
- ★ Records & Registry Management Services
- ★ CV Response handling Services
- ★ Mentorship Programmes
- ★ IT Service Management

In our quest to enable our clients to optimally utilise our services, we also offer supporting products, such as:

- ★ Adobe Intelligent Document Platform (IDP)
- ★ PaperTrail – Electronic Document Management System
- ★ COR™ Asset Lifecycle, Productivity & Workspace Management Suite
- ★ Records & Registry Management System

At Kanimambo the customer is the most valued, most cherished person in our entire operation. We are committed to understanding and interpreting their needs. This includes our devotion to meeting the client's objectives, deadlines and budget constraints. An essential component of our abilities is the provision of resourceful, easily accessible solutions, where cutting edge development is at the core of the

operation process. Thus developing and maintaining trusted strategic partnerships, from which the development of business and human potential evolves.

Kanimambo's staff and contractors are chosen for their competence, experience and unique abilities. They are representing the people of our vibrant country – all being fanatical about what they do. This passion is applied to enhance our clients' business processes in an effort to position them as industry leaders. Our people's educational background, including various academic qualifications, forms an integral part of Kanimambo's intellectual capital.

" **Duty** makes us do things **well**, but **love** makes us do them **beautifully**."

CORPORATE PROFILE

Kanimambo's Shareholding and Ownership

Kanimambo is a predominantly female owned, Broad Based Black Economic Empowered company established in 1997. 70% of our shareholding is held by females and 30% by individuals from the designated groups.

Ownership

The table below depicts the shareholding in **Kanimambo**.

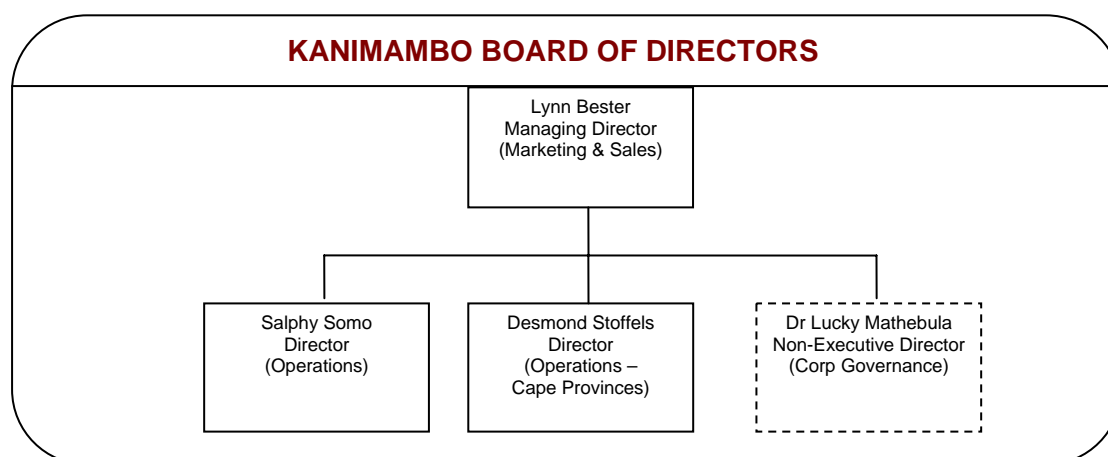
Name	Position in Company	% owned	Gender	HDI	PDI
L. Bester	Managing Director	61.7%	Female	Yes	No
P. Wiese	Shareholder	8.3%	Male	No	No
S. Somo	Director	5.8%	Female	Yes	Yes
D. Stoffels	Director	5.8%	Male	Yes	Yes
B. Maselwanyane	Manager	5.8%	Male	Yes	Yes
S. Nhlapo	Manager	5.8%	Male	Yes	Yes
Kanimambo HDI Trust	Shareholder	5.0%	Male + Female	Yes	Yes
Isaac Tau	Shareholder	1.8%	Male	Yes	Yes

Table 1: Kanimambo Shareholding as at June 2010

Kanimambo has been certified as a level 3 BBBEE contributor by the independent assessment company BEE Rating Solutions (Pty) Ltd.

Board of Directors

The Board of Kanimambo currently consists of 4 individuals – depicted in the graph below.



APPLICATIONS & PRODUCTS PROFILE

" The greater the **difficulty** the more **glory** in **surmounting it.**"

Kanimambo's Applications & Service Offerings

Staffing Solutions

The attraction and retention of talented workers is now a challenge facing many business organisations worldwide. Companies with talented workers are more likely to do better than others and it is incumbent upon them to attract new and retain more talent in critical positions. This is beneficial to their organisations as these companies are likely to be more competitive.

At Kanimambo we recognise that our clients have varying staffing requirements and structure our staffing solutions to address these needs. We supply various resources to the market, using different models:

- ✓ Contracting (where a resource is supplied to our client for a limited, fixed period at an agreed hourly or monthly rate)
- ✓ Permanent placements (where we do the recruitment and screening on behalf of the client and submit candidates to be placed in permanent positions at the client)
- ✓ Project teams (where the client has a need for a group of people to deliver a pre-defined task and we supply a total solution to address the required task at an agreed price)
- ✓ Temporary staff (where the client requires resources for a very short-term period). These are mostly non-IT skills, such as data capturers, clerks, etc.

Kanimambo specialises in ICT resources (developers, project managers, process engineers, business analysts, etc.), but have expanded our service offering during the past 2 years to include non-IT skills to be supplied to our clients, e.g. managers, clerks, tellers, secretaries, data capturers, call centre agents, etc.

We have a competent team of specialists addressing the staffing needs of our clients. All members of the team are AIPSC certified by the APSO Institute of Personnel Service Consultants.

Applications Development & Solutions

At Kanimambo we are driven to deliver the following services on various technology platforms (incl. Cobol, Natural, Informix, Java, C#.Net, VB.Net, XML, ASP/JSP, and many more):

- ★ Business Analysis
- ★ Process Analysis & Engineering
- ★ Database Administration (Oracle, MS SQL, ADABAS, MS ACCESS, and others)
- ★ Business and User Requirements
- ★ JAD / RAD Workshops
- ★ System / Technology Architecture
- ★ UML Modelling
- ★ System Design
- ★ System development & maintenance

Systems Integration

System integration is the bringing together of various components, which might include hardware and software systems and utilities, sub-systems, programs and business processes, into one comprehensive, interoperable system or business solution, and ensuring that all the components function together as a system, regardless of platform or technology. The system integrator brings together discrete systems utilizing a variety of techniques such as computer networking, enterprise application integration, business process management or manual programming. In today's connected world, the role of system integration engineers is becoming more and more important as more and more systems are designed to connect together, both within the systems under construction and to systems that are already deployed.

Kanimambo has the experience, skills, processes, and tools to help solve your application-, data- and business process integration challenges.

Network Support Services

Kanimambo has experience in Novell, Microsoft and Cisco networks as well as IBM network technologies. We are also expanding our knowledge of Linux.

Services can be delivered on the vital business items listed below varying from individual contractor/consultant placements to full Network management outsourcing.

- ★ Infrastructure Management
- ★ Network Management
- ★ Network Design and Implementation
- ★ Network Administration
- ★ Desktop Support
- ★ Storage Management

Business Management Services

Many new and upcoming businesses in the new South African market today don't necessarily dispose of the expertise or qualified personnel to ensure that the business management processes are implemented effectively.

This is where Kanimambo makes the crucial difference!

The first decade of service delivery has established Kanimambo as a leader in Business Process Management and we have gained extensive skills with solid experience in this exciting discipline. Kanimambo offers various products to assist users in exploiting these disciplines, e.g. Adobe Workflow (workflow and BPM), PaperTrail (electronic document management), Kofax (document imaging and scanning), etc.

Services on the items below can be delivered varying from individual contractors or consultant placements to supplying full business solutions.

- ★ Business Analysis
- ★ Knowledge Management
- ★ Change Management
- ★ Business Process Automation
- ★ Process Re-engineering
- ★ Electronic Document Management
- ★ Records Management
- ★ Business Planning & Strategy Development
- ★ Document Imaging & Scanning
- ★ Messaging & Scheduling (e-mail)
- ★ Data Search & Retrieval
- ★ Mentoring and Coaching

Project Management Services

Kanimambo firmly believes: "Only well managed projects become successful projects". This is the foundation of our project management service offering to our clients. We have delivered excellent project management skills nationally and internationally (USA, UK). Service offerings include:

- ★ Programme & Project Management
- ★ Project Office Establishment
- ★ Project Office Administration
- ★ Project Facilitation
- ★ Project Audits

Records and Registry Management Services

The primary focus of the Kanimambo Registry Services offering is to assist public and private enterprises with all registry related activities. These activities can be summarised as follows:

- ★ Consulting Solutions:
 - File Plan Creation, Maintenance and Implementation
 - Registry, Records Management, Archiving and Imaging Assessments and Audits

- Preparation of Registry, Records Management, Archiving and Imaging Strategies
- Creation of Policies for any of the above activities
- Assistance with the implementation of the above strategies.
- Outsourcing of the total Registry component
- Records Management and Registry skills transfer

- ★ Resourcing Solutions (supply of skills to companies)
 - Records Manager
 - Registry Clerk
 - Imaging and Scanning Operator
 - Indexing Clerks
 - Data Capturers

- ★ Registry Software Solutions to:
 - Manage File plans (manually and electronically)
 - Manage Records (manually and electronically)
 - Manage Documents (manually and electronically)
 - Archive Records and Documents
 - Imaging of current and back-dated documents (scanning)
 - Enable fast Search & Retrieval of electronic documents, records and indexes
 - Provide control for the flow (check-in and check-out) of documents and records with full audit trail
 - Reporting, including reporting of changes to File Plans to National Archives and Records Service of South Africa (Department of Arts & Culture)

Kanimambo's Product Offerings

Adobe Intelligent Document Platform

For Enterprises and governments alike success depends upon the agility and flexibility of the organisation. But too often the time and expense required to extend or modify core enterprise applications have resulted in manual workarounds that lead to process inefficiencies, delays, and poor quality of information. The Adobe Intelligent Document Platform automates and streamlines processes to facilitate information sharing and business transactions that extend beyond core applications and users.

The platform also provides a more secure and flexible way to extend the power and reach of enterprise applications inside and outside the firewall. The Adobe Intelligent Document Platform uses Adobe Document Services to create and integrate Intelligent Documents that can be accessed through universal clients. With the Adobe Intelligent Document Platform, your organisation can improve customer satisfaction, speed time to market, and extend the value of your investment in enterprise applications to gain competitive advantage.

The IDP suite consists of the following Adobe LiveCycle products: Form Designer, Intelligent Forms, Reader Extensions, 2D Barcodes, Central Pro, Web Output, Document Server, Document Security, Policy Server, Form Management and Workflow.

PaperTrail.Web – Document Management System

PaperTrail is a browser based Document Management system that has established itself as a complete document management solution that is straightforward, flexible and powerful. From Image Management to Electronic Forms - from the banking fraternity to industrial organizations - PaperTrail covers it all and it addresses the following 4 key areas of Document Management:

- ★ **Electronic Document Warehousing**

PaperTrail.WEB provides easy secure access to data and documents stored in a central secure location within the organisation. Documents are easily searched and results are easily viewed, annotated and printed from their current location with no file movement required.

- ★ **Knowledge Management**

Sequential collaboration is facilitated through a series of personalized inboxes. Users have the ability to forward documents amongst workgroups or direct documents through predetermined rule based workflows, enforcing people-centric routing and the approval of documentation. Consecutive collaboration is facilitated through real time chat and white boarding. All document actions and annotations are seamlessly audited and stored in PaperTrail. WEB admin audit module.

- ★ **Electronic Form Control**

Electronic forms are distributed, authenticated and managed using the built-in e-form module. PaperTrail.WEB replaces internal forms such as requisitions and applications in order to streamline communication and reduces the costs associated with pre-printed stationery.

★ Content Management

PaperTrail.WEB facilitates the auditing and control of the content of documents, by managing the original files such as Word Documents or Excel Spreadsheets. Document revisions are recorded and archived allowing an audited rollback to previous versions.

MESSAGEmanager – FAX and VOIP Solution

Despite the popularity of email and the Internet, fax continues to be important for business communications. It is estimated that there are 112 million fax machines in use in the world today with more than 6 million new units sold each year.

If you are considering purchasing a new fax server you should consider an IP FAX solution which gives the following benefits:

Convergence

- One network for voice, fax and data.
- Eliminate redundant administration costs.
- More efficient bandwidth use (packet switched vs. circuit switched).
- Seamless maintenance – fax server doesn't touch PSTN.
- Savings grow with VoIP roll out!

Centralised Administration

- Eliminate fax server in every location.
- One fax server can serve multiple offices.
- Gateways connect remote offices to PSTN.
- Proxy servers route between gateways.
- WAN / VPN provides back haul.

Consolidation

- Reduces idle fax resources.
- Less personnel, fewer servers, less rack space, etc.
- Least cost routing.
- Lower cost of IDD and STD Calls by shifting traffic to IP.

VoiceXML

Instead of a keyboard and a mouse, VoiceXML lets users access the web via speech recognition and touch tone for input and pre-recorded audio and text to speech for output.

The benefits of developing in VoiceXML include:

- Deliver web content and services through the telephone
- Leverage existing Internet infrastructure and skill-sets
- Ensure portability across implementation platforms
- Decrease the level of expertise required to create voice applications
- Enable rapid voice application development, similar to HTML for the web
- Provide "Voice View" for web content

COR™ IT Asset Lifecycle, Productivity & Workspace Management Suite

Kanimambo is an authorized reseller of this exciting, all South African product! The product was developed by webINTELLECT in compliance with the IT Infrastructure Library (ITIL), is fully ISO19770-1 compliant and is certified by Microsoft. The suite is available on a SaaS (Software as a Service) principle. This software runs on the designated server/s within the client's environment ensuring that no sensitive data is compromised, giving the client complete control over the process. Cost savings can further be optimized by the "turn-on-turn-off" features of the model. Organisations have the flexibility on a month-by-month basis to choose which of the features included in the **COR™ suite they would like to utilise that month. Only features used are billed for, adding to better cost control in IT centres. No or limited CAPEX expenditure will be required.**

One of the main features of the product is COR™ Asset Manager (CAM), which is used for the automated detection of WinTel IT assets and a complete interrogation/reporting of the hardware and software configurations of these assets. Once assets have been identified, they can be tracked in terms of user-definable events/rules pertaining to that asset down to detailed configuration level.

By implementing COR™ any organization will be able to efficiently integrate and manage its IT (Hardware, Software and Network Infrastructure) through its lifecycle, from acquisition to disposal.

Meta (now Gartner): "Software licenses are one of the IT assets CIOs should have on their cost-improvement radar screen. They are a key component of the asset sub portfolio managed within the IT organization's overall IT portfolio management process

By 2007, asset management will be centralized in an enterprise asset centre of excellence (A-COE), enabling effective portfolio management, improved cost transparency, business-user accountability, and ultimately rationalization of business demand. Through enterprise views of asset deployment, configuration, ownership, and financial impact analysis, the A-COE will run the business of IT, building business credibility and best-of-breed cost advantages (25%+ savings across the IT organization)."

The components of COR are totally modular and the client can select which modules to be engaged. There are no hidden costs or annual license fees – the service is engaged at a monthly service cost and can be terminated with 30 days notice at any time. Costing is done per module.

The modules are:

- **COR™ Asset Lifecycle Management**
Detects and tracks all IT assets through their lifecycle
- **COR™ Application Tracker**
Tracks and monitors the usage of applications on assets
- **COR™ Service Desk**

- Logs calls by Users (Full Helpdesk)
- **COR™ Incident Management**
Tracks incidents as logged by the COR SD
- **COR™ Problem Management**
Analyses and resolves errors
- **COR™ Service Level Management**
Defines agreements between business and IT as well as underpinning contracts with vendors
- **COR™ Change Management**
Manages change requests and determines impact on organisation if change is suggested
- **COR™ Financial Management for IT Services**
Reports on the true costs of IT
- **COR™ Event Management**
Defines user specific events
- **COR™ Integrator**
Sets up bidirectional integration with existing and 3rd party applications given proper access rights
- **COR™ Dashboard**
Visually represents data and conditions of service

Records & Registry Manager

Our in-house developed software system is an easy-to-use system which addresses all areas of records management. The system is fully compliant to all requirements for Records Management as prescribed by the National Archives and Records Service of South Africa.

Features of the system include:

- Manage File plans (manually and electronically)
- Manage Records (manually and electronically)
- Manage Documents (manually and electronically)
- Archive Records and Documents
- Imaging of current and back-dated documents (scanning)
- Enable fast Search & Retrieval of electronic documents, records and indexes
- Provide control for the flow (check-in and check-out) of documents and records with full audit trail
- Reporting, including reporting of changes to File Plans to National Archives and Records Service of South Africa (Department of Arts & Culture)

"The **most successful people** in life are generally **those who have the best information.**"