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Corporate Profile **2015**

## WHO WE ARE

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IED Consulting is an independent firm specialising with compliance, consultation, capacity building and business development. We provide professional business services to individual clients and corporate clients.

With 8 years experience in business management our business is built on a reputation for providing innovative, reliable and cost-effective services to clients. Our mission is to meet and exceed customers' expectation right the first time.

## OUR MISSION

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IED Consulting represents quality to our customers and to us. We provide a hassle-free environment for our clients, suppliers and fellow employees.

We have a thorough policy where our work is concerned:

- Do the job right the first time
- Know our customers' needs and expectations
- Hire above-average, customer-oriented employees
- Perform our jobs in a safe & secure environment
- Be leaders of a modern techniques and technology in our industry
- Take pride in our work and in the image of the company
- In all endeavours act with integrity
- Be profitable

## OUR VISION

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To be a force to be reckoned with, be innovative and cost-effective consulting firm within the niche market we serve in business consultancy. We facilitate the process of growth and transformation initiatives for new and existing companies through BBEE analysis, interpretation and consultation, and we use the guidelines of the BBEE Codes of Good Practice to promote business confidence. We are trouble-shooters for business and compliance matters.

## BUSINESS SERVICES

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Our experienced business specialists work hand in hand with you to ensure a sound decision on strategic plans and objectives. The scope of work covered includes:

### COMPANY SECRETARIAL SERVICES

Company Registrations  
Shareholder Verification  
Company/Director Changes  
Company Name Changes  
Lost company certificate retrieval CK/Co 14.3

### ACCOUNTING SERVICES

Bookkeeping Services  
Business Plans  
Cash Management Processes  
Cashflow Projections  
Feasibility Studies

### PAYROLL SERVICES

Payslips Preparations  
SARS Deductions>Returns  
EMP 201 Submission and Reports  
EMP 501 Submission and Reports  
UIF Returns

### TAXATION & OTHER SERVICES

Business Income Tax Registration  
Tax Clearance Registration  
VAT Returns

## **CAPACITY BUILDING PROGRAMME FOR NON PROFIT COMPANIES**

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Our Capacity Building programme entails training on the following elements:

- Non-Profit Organisation Act 71 of 1997
- Codes of Good Governance
- NPC Governance
- Financial Governance
- Organisational development, management & leadership
- Accounting Functions
- Performance Evaluation
- Project Management
- Ad Hoc Administration
- Incubation & Mentorship

Institutions which have systems and governance in place tend to attract more donors and greater awareness within the communities they serve. Non-profit organisations, just like businesses, need to focus on building the capacity of their entire organization if they want to maximize their social impact. Both board and staff need to dedicate themselves to raising capacity building to the same level of importance and attention as program development and management – to think early and often about strengthening the organization in lockstep with implementing programs.

## **VIRTUAL BUSINESS INCUBATION PROGRAMME**

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Our Virtual Business Incubation programme is tailored for new and existing entities. The programme runs for 6-18 months and entails the following:

- Undertake evaluations and due diligences of entrepreneurial ideas, with particular emphasis on feasibility and economic viability as well as potential to impact on the Gauteng economy
- Advise SMEs on various aspects of their business plans, with particular emphasis on strategy, marketing, distribution channels, human resource management, operations/supply chain management, finances and fundraising, and the international business environment
- Assist entrepreneurs in proposal writing, fundraising as well as relevant linkages to established companies for business development opportunities
- Oversee business mentoring support and ensure that support is tailored to the specific business needs of each SME on a case-by-case basis
- Ensure tight management of the milestones and progress of SMEs
- Ensure that appropriate records are maintained to allow for monitoring and reporting the progress of incubation activities and ensure that contracted targets are met
- Establish relevant stakeholder network linkages to facilitate market access opportunities
- Facilitate collaborations, business development and market access opportunities.

## **QUALITY ASSURANCE AND CONFIDENTIALITY**

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IED Consulting is committed to quality and the concept of continuous improvement. We have adopted the principles of Quality Improvement Process to help & guide us in order to achieve the dedication and teamwork needed to continue moving forward. Our quality process provides a structure to hear the concerns and needs of our clients, employees and suppliers. The confidentiality of our clients' business information is taken very seriously and protected through the biometric security system.

## **CLIENTELE**

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IED Consulting is proud to have landed the following blue chip clients as well as medium-sized successful companies:

### **ADVERTISING**

Native Africa Holdings

### **CONSTRUCTION SERVICES**

Ngqethu Construction and Services

NL3 Construction (Pty) Ltd

### **EVENT MANAGEMENT COMPANIES**

Luiswa Trading & Projects (Pty) Ltd t/a Saseka Events

Connect Event Management cc

Damasque (Pty) Ltd

Orchards Events Managements (Pty) Ltd

### **GEOGRAPHICAL INFORMATION SERVICES**

Saluningi Trading (Pty) Ltd

### **MANUFACTURERS**

Value Cement (Pty) Ltd

Kraviforce (Pty) Ltd

### **MEDIA SERVICES**

Advent Digital cc

### **MEDICAL SUPPLIES**

VTR Medics (Pty) Ltd t/a Mvuzo Medical Supplies

### **MINING**

Morgenzon Business Consortium

SLM Resources (Pty) Ltd

Imbali Crube (Pty) Ltd

### **MILLING**

M3D Milling (Pty) Ltd

### **PROPERTY DEVELOPMENT**

Halfway Property Unlimited Group

Umsomi Trading (Pty) Ltd

### **SECURITY SERVICES**

Mbambisanani Security and Projects (Pty) Ltd

### **TRANSPORTATION**

Enkomeni cc

Avazim Trading (Pty) Ltd

Indalo Business Solutions (Pty) Ltd

## BUSINESS CASE STUDY

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### Luiswa Trading & Projects (Pty) Ltd t/a Saseka Events

Saseka Events was established in March 2013 by two top performing 3<sup>rd</sup> year Accounting and Marketing students who wanted to make a name for themselves and Saseka. As per the client brief the following processes were taken into action:

#### Requirements by the client from IED Consulting

- CIPC Registration
- All compliance matters were completed
- Due Diligence was conducted for business funding and customer retention
- Saseka Events was enrolled on our Virtual Business Programme for 4 months
- Saseka Events was registered on various Supplier Development databases

#### Output from IED Consulting and Saseka Events

The company now has a staff complement of six employees who are knowledgeable about the business and the eventing industry at large. The directors (having gone through our VBI Programme are highly knowledgeable about the processes of running a company successfully, they know a lot about legal requirements and compliance issues to consider when hosting a major event. This has also made them understand that a business idea/product or service does not just keep the business running. For a business to be sustainable you need to build strong pillars for business success.

Their academic studies have helped a lot as they were able to compile a practical business plan, draft proper accounting statements and create business systems that will ensure transparency.

22 and 24 years old, respectively Lufuno and Thato had no desire to be spoon-fed and confined in their thinking thus have made it happen for themselves. Unique Avcom assisted them also to understand eventing in terms of media planning, audio and video requirements. They have also learned a lot about emergency requirements for big events that attract crowds of more than 200 people (and less).

Now that they have both graduated from University of Johannesburg, they will solely focus on making their own mark in the business world.

## BUSINESS STRATEGIC COLLABORATIONS

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IED Consulting operates in collaboration with the following individuals/entities with the purpose of business growth, trade exchanges, advisory and social investments:

- Advent Digital cc
- 21 Media Ducks (Pty) Ltd
- Lupi Ngcayisa Foundation
- Lillian M & Associates

## CORPORATE SPONSORSHIP

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At IED Consulting we put our values into practice. We are proud sponsors of Limitless Social Club Seminars. The purpose of LSC is to empower women-owned businesses with information and business tools they need to create greater success and immense participation in the South African economy.

## **PROFILE OF THE COMPANY DIRECTORS**

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**LEBOGANG MAKOLA - MANAGING DIRECTOR** has experience in the banking industry having worked for First National Bank, ABSA Limited and Nedbank Retail. He holds a National Diploma in Cost and Management Accounting which he obtained at Vaal University of Technology in 2004. His vast business experience includes sales, cash management process, business compliance, due diligence, client support & retention and business incubation.

He is the Chairperson of MBC Consortium which has interests in colliery mining in Mpumalanga. He is also the founding member of 360 Trading & Projects which specialises with digital marketing. He also does a lot of business awareness at University of Johannesburg, Wits University, UNISA campuses and Pretoria University teaching young student entrepreneurs how to start sustainable businesses.

He is also studying Accounting Science [Bcompt Degree] at University of South Africa.



**LONDIWE MAZIBUKO - FINANCIAL DIRECTOR** is a SAICA qualified Chartered Accountant who has extensive experience in the Law, Auditing & Accounting industries having worked for Lebea & Associates Attorneys and Deloitte & Touché. She has recently joined Standard Bank Head Office. She holds a Bachelors Degree in Accounting Science from University of Witwatersrand, a Post Grad Diploma in Accounting Sciences and Honours in Accounting Sciences with CTA from UNISA.

She has wealth of experience in tax, auditing, business administration and other statutory matters as well as non-statutory. She is a member of ABASA and has travelled extensively within the country together with the organisation offering free motivation and career guidance to high school learners who want to pursue accountancy as their chosen profession.



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