



Specialized Consulting

Solutions Overview

CONSULTING SERVICES

16/07/2019

Consulting Solutions

Unique Consulting Engagements

Our consulting engagements consider the way in which documents are used with in your organization to drive core business process. The way in which documents communicate knowledge and assist in the faster replication of best practice, especially in geographically distributed environments. We also consult on ISO accreditation and has completed two successful projects for **ISO 9001 and ISO 27001 accreditation**

Our focus is on the creation of automated business processes that are supported by the aggregation of knowledge and information to ensure ongoing business success for your organization

Our experience is that there is substantial value to be derived from an automated business process - and partner with software vendors - to ensure the acceleration of your process through automation - thus driving new business acquisition and profit growth

This is supported by a knowledge management program which supports the aggregation -use and re-use of both corporate and personal knowledge in the pursuit of new business value



EDMS Practice

Document Management and workflow solutions that accelerate your business process and improve your competitive advantage



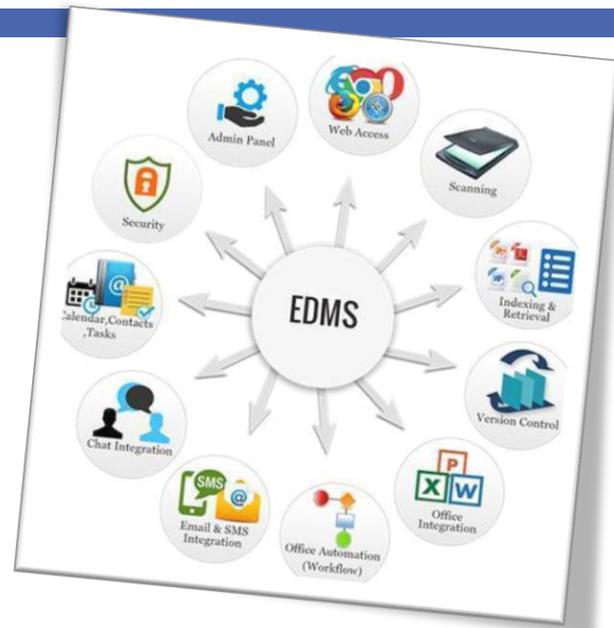
Knowledge Management Practice

Knowledge management consulting, collaboration and knowledge management tools to ensure business competitiveness

The EDMS Practice

Electronic Document Management Systems (EDMS) provide for the storage of documents in an electronic format, to a centralized server environment, where those documents can then be shared, used in a collaborative environment and managed in terms of version control, during change instances, as well as backup procedures, to ensure document security and continuity in compliance with regulatory requirements. This will finally be supported by grants available through the DTI – based on this plan to ensure capital availability for expansion by reducing leverage loans --and then deploying the capital as part of the expansion plan – which delivers:

- **Reduction in the cost of paper folders and storage requirements such as office space and filing cabinets.**
- **Reduction in the cost of faxing and couriers of documents to remote branches and customers, by providing access to documents online.**
- **Reduction in the cost of outbound calls, by answering customer queries during inbound calls, because access to information relevant to these queries become immediate!**
- **Improvement of customer service, and thus customer satisfaction**



CLEAR COST BENEFITS

All of our EDMS and workflow solutions are built to reduce cost and accelerate cycle time – thus ensuring new profitability



Knowledge Management Practice

Our approach is based on the principle of managing for knowledge. We believe that enterprises build competitive advantage through their ability to manage knowledge creation and sharing within the organization, allowing for example the rapid replication of best practice to enable cost benefit and revenue growth in a large distributed environment. During our assessment studies we consider the way in which knowledge is created, how it is shared and how it is communicated. We see knowledge as a combination of People, Process, Content, Infrastructure and Architecture.

Weaver Capital build solutions around knowledge management which allows our customers better access to corporate information, allows them to aggregate both corporate and personal knowledge and through this enable themselves to make more informed business decisions

Strategy Consulting

Consulting around rightsizing, strategic re-positioning, sales strategies, acquisitions and Mergers. This has become a substantial part of our consulting engagements and allow for the combination of all of our experience in a solution that not only builds value for our customers in the process environment – but combine this with clear strategies for expanding business operations – and acquiring new business units – to add to a growing – profitable portfolio

Project Examples

SANAS Project

SANAS made use of a multitude of paper process forms to drive the assessment and accreditation processes within the national quality system. Weaver Capital consulted on the creation of an Electronic document management system and dynamic electronic forms where paper copies could be scanned, recognised as process forms and data dynamically extracted in an ICR process. This extracted data is now dynamically posted to the ERP system with control copies automatically stored to folders in the Electronic document system. The solution improved the speed at which documents are now processed, reduced the cost of manual capturing of documents and led to large improvements in productivity and service delivery



EDULOAN Project

EDULOAN was a similar project to the SANAS intervention for the credit application process on student loans. The improved EDMS and electronic forms solution enabled faster processing and reduction in cost related to manual data capturing.

Faster processing enabled the acceleration of credit approvals and ensured competitive advantage through winning more customers during the student loan application period.



Strategy **Project**

Weaver capital consulted to a printer and copier supplier who intended re-positioning as a specialist IT Managed Services Provider.

The project included strategic re-positioning of the company by adding strategic nice services in Security and document management services to create a focused Managed Service provider

With current services in Managed Print, Secure Operations Centre and end point security services paired with cloud services in document management the company improved its competitive advantage through strategic differentiation from its competitors.



Re-structuring **Project**

Weaver Capital consulted to Sasol in a project to right size and sell the Blacktop road construction company.

The project entailed the restructuring of the senior management team, improvement of the profitability positioning and sale of the organization to a potential investor.

The management team was successfully re-structured and final strategic re-positioning of the company resulted in the sale of the organization to Afrikaner Leases



Disposal **Project**

The consulting intervention was managed in partnership with FRM consulting. It entailed the sales readiness audit of the Premier Mine in Cullinan.

The project resulted in the final sale of the premier mine



Acquisition **Project**

Weaver Capital consulted to **Liketh Coal and its Msobo Coal Subsidiary** on the Bid for the **Total Coal** mining operations that was managed by Deutsche Bank. The process included assessment of the mining assets - assessment of the risk profile as well as rehabilitation fund adequacy as well as continuity in export contracts and slots for the harbour as well as rail concessions. In addition, the funding had to be arranged for a sensible bid. This was arranged with two banking groups as well as an equity investor to make a bid possible.

Weaver Capital handled the risk management - bid construction and fund arrangement - and produced a market related bid. In this instance the bid was won by a mining group who offered a Billion more for the asset - but after a year of losses - were forced to re-negotiate for our assessed value.

The customer mitigated risk - avoided high losses - and was able to avoid a too high a bid for a risky investment



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