

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.

✓ ————— BBBEE Level One rating, 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.

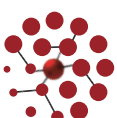
✓ ————— Stanford GSB Seed Transformation Programme Alumni.

✓ ————— 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.

1



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
- MBA, BSc (Hons) & BSc



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
- MPhil (Development Finance), PGD (Development Finance) and BSc



TONDY NKUNA
Group Chief Financial Officer

Over 21 years Accounting & Finance experience

- Accounting, Financial & Revenue Management expertise
- Public & Private Sector
- MBL, PGD (Business Administration) & BCom



NDABEZITHA MABASO
Acting Chief People Officer

Over 18 years in Strategic HR Leadership.

- Legal Services, Manufacturing, Public Sector, Media & Entertainment, Financial Services, and IT
- Strategic HR Leadership and Workforce Optimization
- Advanced Diploma: Labour Dispute Resolution Practice
- Certificate: New Managers Program
- Bachelors: Human Resources Management



REGOMODITSE MAVIMBELA
Head of Marketing and Sales Support

Over 22 years in Communications and Marketing in Public & 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 & Process Automation
- Financial Services & Public Sector
- BCom (Economics)



TREVOR MUPETI
Head of Codification

Over 15 years in Management Consulting experience.

- Water, Sanitation, Civil & Construction Project Management
- Revenue Management expertise
- Local Government
- PGD (Business Administration) & B Tech



THABISO NDEBELE
ACTING MD: Ntiyiso Revenue Consulting

Over 16 years in Strategic Leadership.

- Manufacturing, Transport, Public Sector, Consulting, Energy, and Logistics
- Strategy Development & Implementation
- Operations & Process Optimization
- MBA
- MPhil in Management (2024, Universidad Catolica De Murcia)
- Currently pursuing Doctorate in Business Administration (DBA)



MOSHE MABANNA
MD: Ntiyiso Business Consulting

Over 15 years of Management Consulting experience.

- Telecommunications
- Public Sector,
- Financial sector
- Mining and OEM's
- Bachelor of Accounting Sciences



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



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.”



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.

"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.

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



3



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**



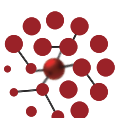
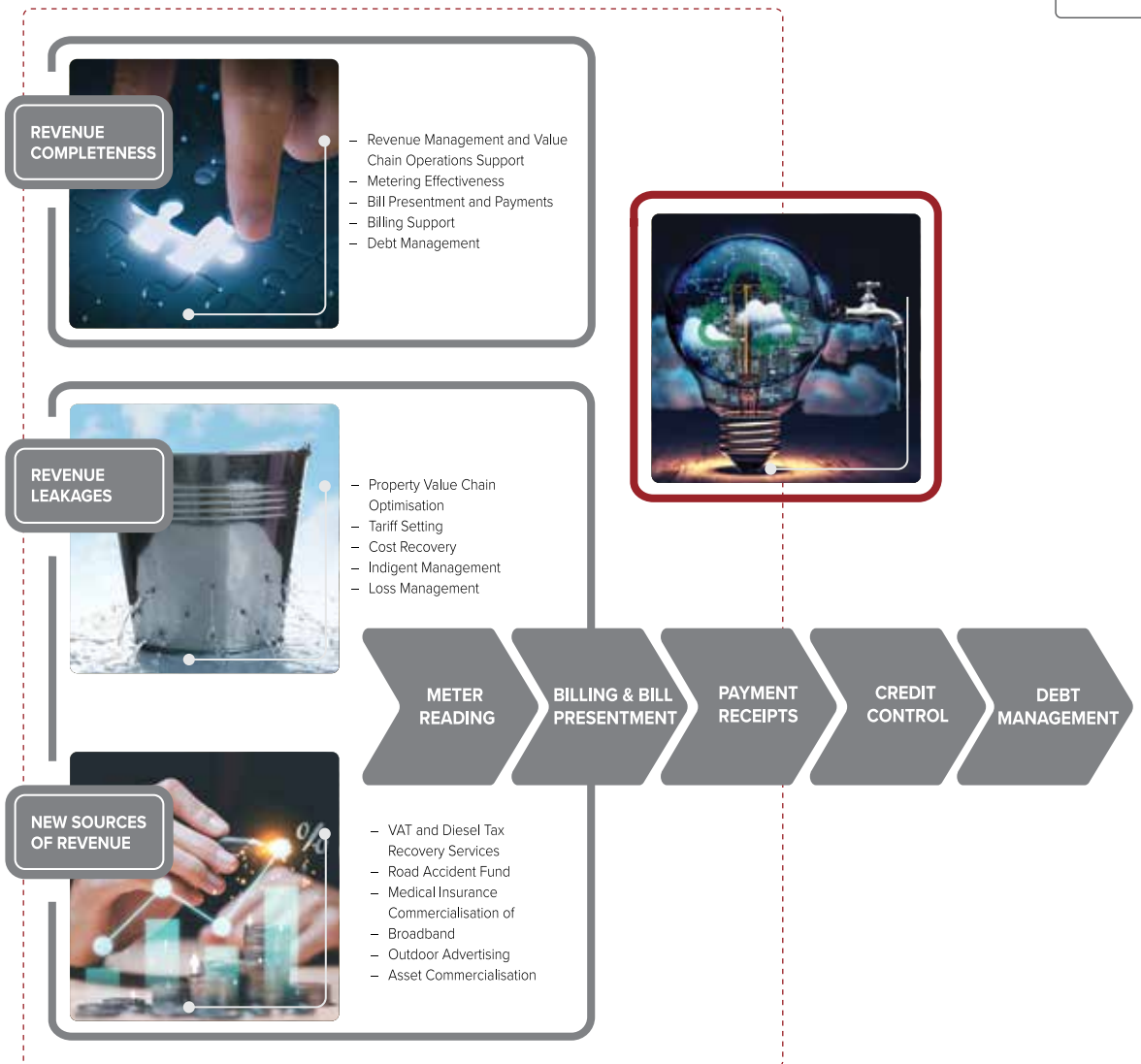
We support organisations to perform effectively and deliver on their mandate to support economic development.



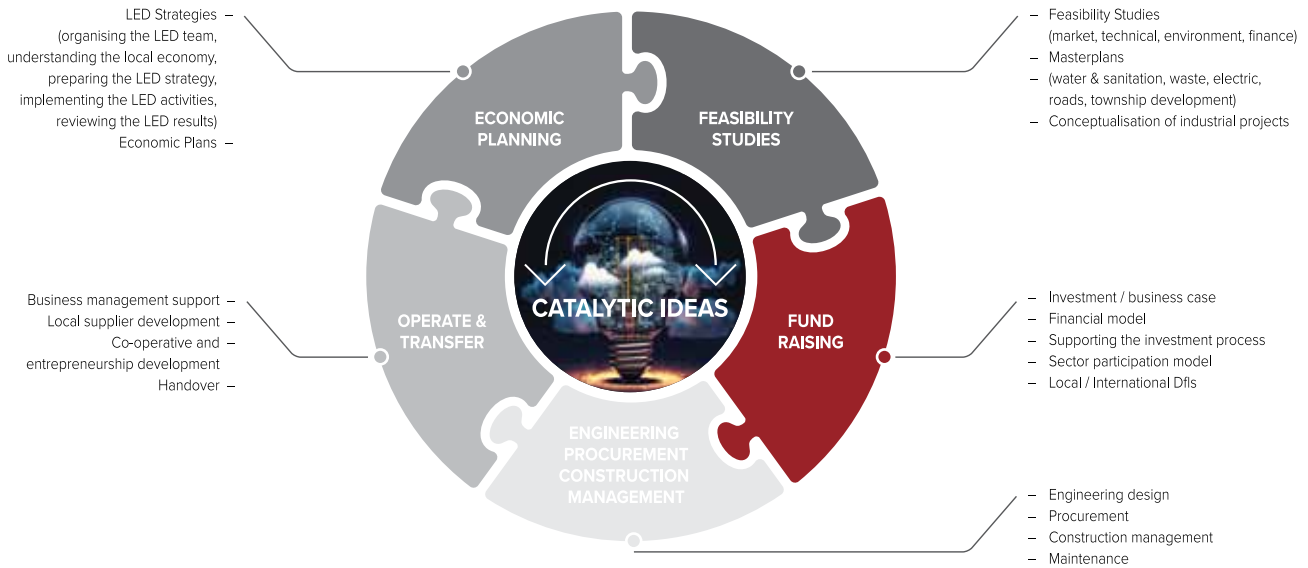
4

“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



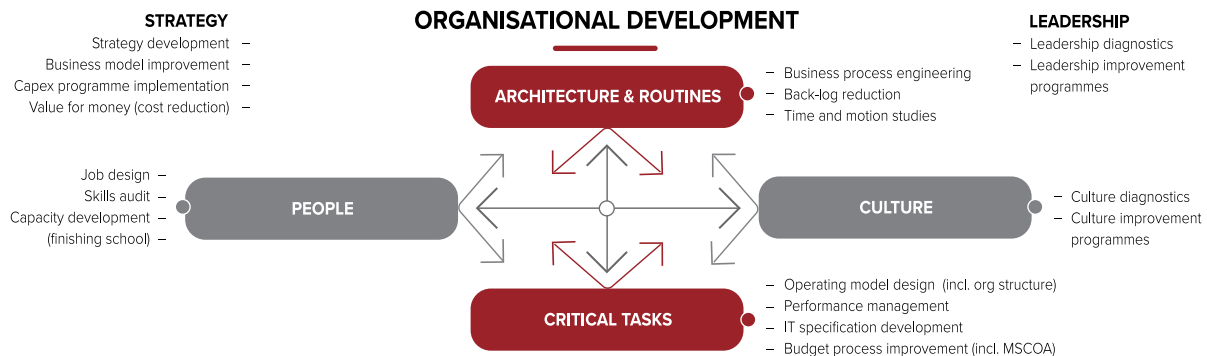
ECONOMIC DEVELOPMENT



5 “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.”

OUR VALUE PROPOSITION: HOW WE DELIVER OUR MISSION

6 “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.

OUR DIGITAL PRODUCTS AND SERVICES

7

We design practical, secure platforms and roll them out end-to-end. Our focus spans regulated gaming and lotteries and municipal revenue, with modular products that integrate cleanly and are backed by teams who can design, build and run.

DIGITAL PRODUCTS

GAMING AND LOTTERY CORE PLATFORM

Our platform runs the operation end-to-end — ticket issuance, draw management and payouts — with ticket integrity and real-time verification at its heart. It is built for online and retail environments and gives management live sales and risk visibility.

- Ticket integrity and real-time verification
- Draw, payout and dispute workflows with audit trails



RETAIL AND DIGITAL DISTRIBUTION SUITE

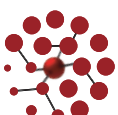
This suite powers lottery and gaming distribution across retail and digital channels. It integrates to POS/terminals and club networks, governs agent activity and promotions/referrals, and measures channel mix, conversion and retention with clear performance reporting.

- POS/terminals, agent oversight, promotions and referrals
- Performance reporting with early-warning alerts



CENTRALISED USER SELF-SERVICE PLATFORM "CUSP"

CUSP is a comprehensive platform designed for municipalities, SOEs and private sector companies, involved in revenue or bill presentment, offering end-users the convenience of securely viewing and paying their monthly bills from the comfort of their homes. Additionally, the platform enhances customer interaction and overall experience through features such as up-to-date statements, electronic payment options, service requests, fault reporting, and meter reading submissions.



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

DIGITAL SERVICES

STRATEGIC IMPLEMENTATION SUPPORT FOR GAMING AND LOTTERIES

We design, build and launch regulated gaming and lottery operations, then continuously improve performance.

- Design: operating model, governance and roadmap
- Build and launch: platform, data, payments, channels and readiness
- Assure and improve: compliance (AML/CFT, KYC, responsible gaming, RNG), GGR reporting, KPIs and optimisation
- These services apply to both the Gaming & Lottery Core Platform and the Retail and Digital Distribution Suite.

STRATEGIC IMPLEMENTATION SUPPORT FOR BILL PRESENTMENT AND PAYMENT

Our support is designed to ensure the rapid and effective roll-out of CUSP. Our team will work closely with you to integrate the solution into your key revenue-related processes and financial systems. This approach streamlines and improves revenue collection, enhances the customer experience, provides valuable data analytics, shortens implementation timelines, and creates a clearer path to measurable results.

DIGITAL TRANSFORMATION

We design and deliver digital transformation that sticks across strategy, dashboards and day-to-day operations, grounded in real process change and data.

PROVEN GLOBAL EXPERTISE IN LOTTERY MARKET DEVELOPMENT

With a strong track record exceeding ten years in lottery platform development, national operator consulting, and digital transformation, we have successfully delivered solutions across multiple markets.



LOTTERY AND GAMES PLATFORM

- Developed and deployed a scalable digital lottery ecosystem.
- Integrated multi-channel sales (terminals, online, mobile) for enhanced reach.



CONSULTING AND TECHNOLOGY DEVELOPMENT

- Designed operational frameworks for lottery clubs.
- Provided technical advisory on digital gaming expansion.



LOTOMATIC BRAND, SATTI ZHULDYZ STATE LOTTERY

- Implemented state-wide lottery infrastructure.
- Optimized game variety, security protocols, and retail expansion.



STOLOTO, NATIONAL LOTTERIES

- Enabled end-to-end automation of ticket sales & prize distribution.
- Designed a fraud-resistant gaming architecture.



CONSULTING ON THE DEVELOPMENT OF NATIONAL LOTTERY OPERATORS

- Advised on policy, governance, and regulatory compliance.
- Helped transition traditional lottery models to digital platforms.

REVENUE VALUE CHAIN DEVELOPMENT

8

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 campaign 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

EMFULENI 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-engineering 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

ECONOMIC DEVELOPMENT

9

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.

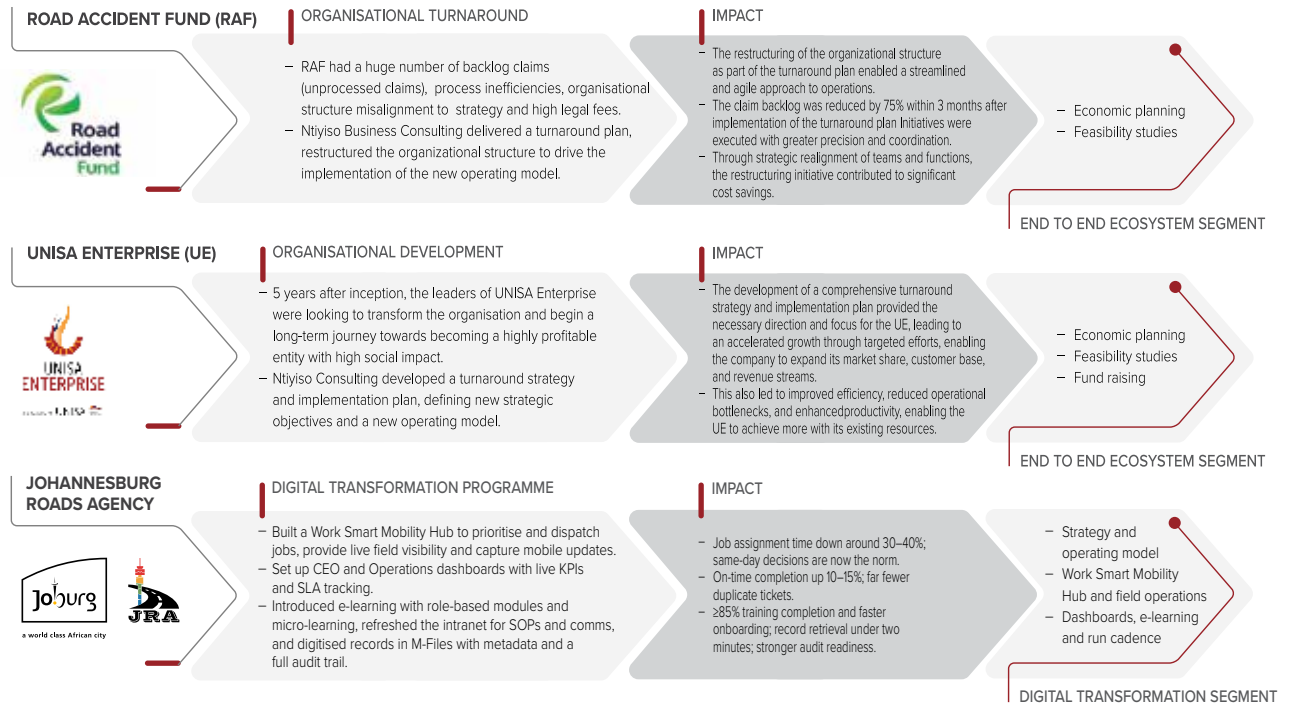
IMPACT

- 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

ORGANISATIONAL DEVELOPMENT




















CLIENTS WE HAVE SERVED

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

<p>CITY OF TSHWANE MUNICIPALITY OF TSHWANE</p> <p>Revenue Management - Recovery of revenue and improvement of processes</p>	<p>Ekurhuleni METROPOLITAN MUNICIPALITY</p> <p>Revenue enhancement: Master data Management. Creation of a single view of customer. Establish a Real Estate Department. Map costs associated with collection & disposal of waste</p>	<p>ECDC EASTERN CAPE ECONOMIC DEVELOPMENT CORPORATION</p> <p>Strategy development, business planning and scenario planning.</p>	<p>UMLATHUZE MUNICIPALITY</p> <p>Revenue enhancement: Analysis income and expenditure pattern and billing. Developed tariff model</p>	<p>Mellmotho Municipality</p> <p>Revenue enhancement: Successfully conducted feasibility study on landfill gas reclamation</p>	<p>SHRA SOCIAL HOUSING REGULATORY AUTHORITY</p> <p>Conducted tenant audits and tenant satisfaction surveys for Social Regulatory Authority (SHRA)</p>
<p>PROVINCIAL GOVERNMENT REPUBLIC OF KZN</p> <p>Successfully reviewed disparate call centres that the KZN Department of Transport had for various services</p>	<p>MIDVAAL Water Company PURIFIED EXCELLENCE</p> <p>Strategy: facilitated and developed on organisational strategy for Midvaal Water</p>	<p>Housing Company Tshwane</p> <p>Successfully conducted a turnaround strategy for Housing Company Tshwane</p>	<p>MUNICIPALITY OF TSHWANE</p> <p>Financial Recovery Plan Creation; Organisational Diagnostics; Longterm Financial Planning Model</p>	<p>Ekurhuleni Housing Company</p> <p>Successfully conducted a turnaround strategy for Ekurhuleni Housing Company</p>	<p>City of Ekurhuleni</p> <p>Credit control work force management</p>
<p>GPF GAUTENG PARTNERSHIP FUND</p> <p>Facilitation and Development of the GPF strategy</p>	<p>MTN</p> <p>Common Support Services</p>	<p>Bitou</p> <p>Revenue Enhancement: Strategy, Debt Collection; Elimination of Leakages; Revenue Coverage</p>	<p>SHRA SOCIAL HOUSING REGULATORY AUTHORITY</p> <p>Tenant Income Audits; Tenant Satisfaction Surveys</p>	<p>MUNICIPALITY OF TSHWANE</p> <p>Revenue Management and Enhancement Operational Support</p>	<p>Rustenburg Local Municipality</p> <p>Meter reading, credit control & debt management, indigent management</p>

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

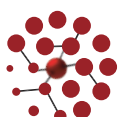
 <p>Feasibility study on the call centre optimisation.</p>	 <p>Data cleansing</p>	 <p>Debt collection</p>	 <p>Industrial project development, Economic development</p>	 <p>Provision of debt collection services</p>	 <p>Transaction advisory service</p>
 <p>Data cleansing</p>	 <p>Meter Reading and maintenance</p>	 <p>Strategy Development; Revenue Management and Customer Education</p>	 <p>Debt Collection; Revenue Enhancement; VAT Recovery; Water and energy loss</p>	 <p>Funding and implementation</p>	 <p>LED strategy review</p>
 <p>Revenue enhancement & management strategy</p>	 <p>Debt collection, Bill presentment & payment solution</p>	 <p>Debt Collection; Revenue Enhancement</p>	 <p>Debt Collection</p>	 <p>Provider to resocial reintegration programme</p>	

**OUR APPROACH TO WORK:
HOW ARE WE DIFFERENT**

13 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

<p>END-TO-END SOLUTIONS</p> <p>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.</p>	+	<p>TAILOR-MADE SOLUTIONS</p> <p>We apply first principle problem solving for unique client conditions.</p>	+	<p>TOTAL COST OF OWNERSHIP</p> <p>Our services are provided at a competitive total cost of ownership, which provides additional value for money for our clients.</p>	+	<p>CULTURAL AFFINITY</p> <p>We are respectful and approachable, and also have a demeanour that is resonant with African culture.</p>	+	<p>COLLABORATIVE APPROACH</p> <p>We believe in personal interactions and less about the slides when developing solutions.</p>
---	---	---	---	---	---	---	---	--



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



14

OUR PREVIOUS EXPERIENCE IN ORGANISATIONAL DESIGN, JOB PROFILING AND SKILLS AUDITING

Company Name	Contact person, phone number & email address	Description of service rendered	Contract Value	Duration of the project
Trans-Caledon Tunnel Authority	Rene van der Linde (012 683 1200) Rvanderlinde@tcta.co.za	<ul style="list-style-type: none"> - Conducting an independent review of three business divisions to design fit for purpose structures to meet requirements in the delivery of the TCTA Strategy and business imperatives. - Change Management - Skills Audit 	R2 001 488	9 Months
JOSHCO	Nokwazi Mtshali (011 406 7300) info@joshco.co.za	<ul style="list-style-type: none"> - Organizational Design Services - Climate and Culture survey - Job Profiling - Change Management 	R1 682 939	36 Months
Department of Justice	Mr. Charles Mooke cmooke@justice.gov.za	<ul style="list-style-type: none"> - Organisational Culture Assessment - Skills Auditing - Job profiles and competencies for each post - Compiling of Department Business Process Models and selected maps 	R950 000	3 Months
UNISA Enterprise	Mando Mabuza Mando.Mabuza@unisaenterprise.ac.za	<ul style="list-style-type: none"> - Development of business transformation strategy - Skills Audits - Strategic planning and facilitation - Change Management 	R 1 449 000	4 years
Johannesburg Roads Agency	Puleng Hlatshwayo (011 491 5754) hlatshwayop@jra.org.za	<ul style="list-style-type: none"> - Organisational Design - Job grading - Job description - Change Management 	R6 797 584	8 Months

15 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.

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

200

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



FINANCIAL



ECONOMIC

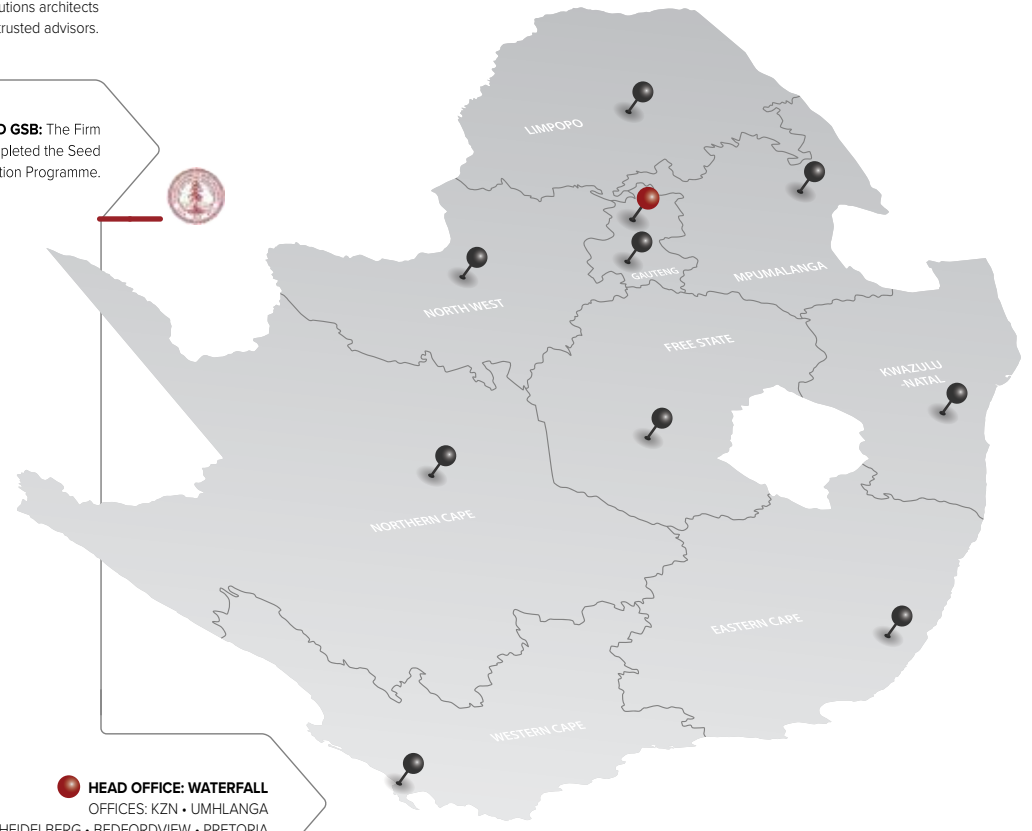


ORGANISATIONAL

20 YRS

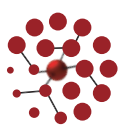
We have more than **20 YEARS OF DEVELOPMENT** and continue to be thought leaders, solutions architects and trusted advisors.

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



HEAD OFFICE: WATERFALL
 OFFICES: KZN • UMHLANGA
 HEIDELBERG • BEDFORDVIEW • PRETORIA

● CURRENT PROJECTS in 9 Provinces



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



TRUTH | **TRUST** | RESULTS

 info@ntiyisoconsulting.co.za

 www.ntiyisoconsulting.co.za

TRUTH | **TRUST** | RESULTS



FOLLOW US HERE

CONTACT US

HEAD OFFICE



Tel: +27 (10) 261-5100



2nd Floor, Block G. Hertford Office Park,
90 Bekker Road, Vorna Valley

KZN OFFICE



Tel: +27 (31) 274-5003



2 Vuna Close, Umhlanga Ridge, 4319

NTIYIS 
CONSULTING GROUP

20 YEARS

20 YEARS OF UNLOCKING AFRICA'S DEVELOPMENT.