



→ Architects of Change ←
Commerce and Industry

Introduction

The entrepreneur of today has to be multi-tasked to achieve the full potential of the organisation. A total focus on core competence is necessary at all times.

This is relevant to all organisations in commerce and industry; from finance and engineering to manufacturing. The output to the market is immaterial, be it in the form of a product, system, service, technology or a combination of many components.

However, in practicing total focus, the entrepreneur can become one-dimensional and may not have the relevant support in the organisation to trouble-shoot all the phases in the value chain, even if there are only relatively few depending on the type of business.

Once profitability is affected negatively, it may motivate drastic measures to down-size in one form or another. This may include reducing manufacturing capacity, adjustments to human resources including cuts in skills development and training, surgery to the marketing budget, or even considerations to give access to competitors to buy into the organisation.

Organisational health checks should not only happen when the red flag is out. As much as annual budgets are prepared, closer inspection should regularly be made to establish whether or not the systems and processes that are in place are still optimal.

The incidence of rapid changes in technology and business methodologies should serve as drivers to introduce a new organisation; an enterprise that could become the envy of your competitors and a delight for your customers.

Alpha Concepts boasts many credentials of interventions in blue chip organisations that have transformed them into cash cows. Our combination of strategy development, and the introduction of hygiene factors in operations, is a proven recipe to set your organisation on a new road to success. Your organisation could possibly even be converted to become the benchmark for your sector.



Management & engineering consultants

Management and
engineering
consulting



Energy and power



Telecommunications



ICT



Mining



Electrical rotary
machines



Heavy engineering



Management and engineering consulting

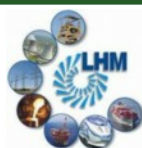
GRINDROD
LOCOMOTIVES

BIDVEST
Panalpina Logistics

KETHSTORE

Alpha Concepts has capabilities in both management consulting and professional engineering consulting. In management consulting our specialisation is in the transition from strategy to operations. In professional engineering consulting our specialisation is in the areas of mechanical and industrial engineering, project management, information technology, as well as plant and facilities management.

Systems thinking



EOH

Our systems thinking approach enables holistic organisational transformation. Engagement of the people dimension occurs early on in the analysis. We make use of soft systems methodology to enable a holistic approach to system wide organisational transformation.

Assessments, maturity and risk models

SASOL
reaching new frontiers

JASCO
INSPIRE. INNOVATE.

We have developed our own set of assessment and maturity tools in the areas of project management, service management, business process management and quality management, e.g. PMA@Alpha Concepts, SMA@Alpha Concepts, BPA@Alpha concepts and QMA@Alpha Concepts. We also make use of risk management tools to ascertain business risk.

Data analytics and simulation modelling

MTN

internet solutions
A DIVISION OF DIMENSION DATA

We make use of mathematical statistics, decision sciences and industrial engineering tools and techniques for data analytics. We mine the data and perform AS-IS and TO-BE simulation models to test and validate our solutions. Our data analytics and simulation models are used to test target operating models.

→ Vision

To move our clients towards progressive operational excellence.

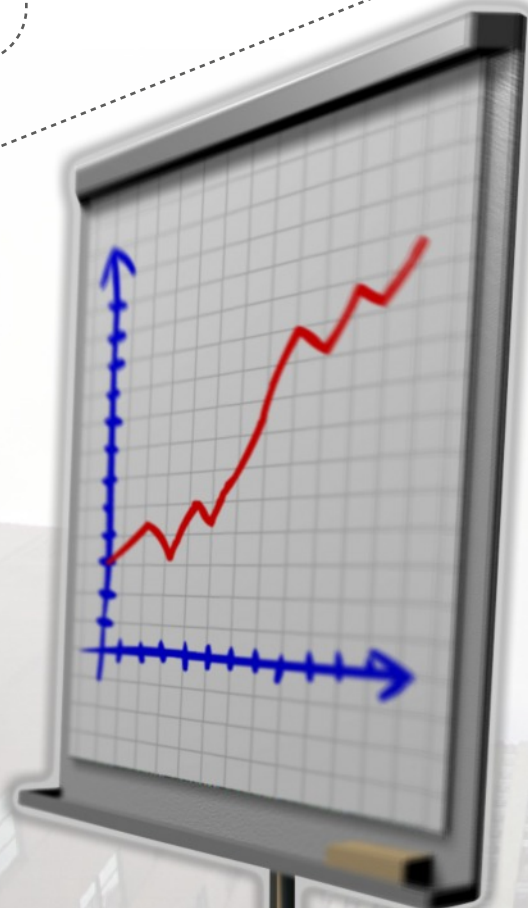
→ Partnership

For Alpha Concepts, a working partnership is one that addresses your day-to-day business operations, with attention to the origins that are prohibiting your organisation from being profitable. The devil lies in the detail and we will find the right solution that will mobilise your organisation towards new heights through performing organisational excellence. Our ability to exercise organisational surgery has placed us in a class of our own, and our concept of partnerships underscores a step-by-step process which will cement a long-term professional relationship.



Purpose

Our purpose is to review and change your organisational efficiencies through the implementation of proven state-of-the-art solutions. We help our clients to implement and realise sustainable systems and processes through professional intervention, including human resources, hardware and software solutions, to mention a few.



Motivation

We are motivated by the motto: 'Success breeds multiple successes'. Through our concept of systemic decision-thinking, applying all our diverse talents as specialists and collectively as a team, we enable organisational excellence to deliver enhanced value from one customer to the next.

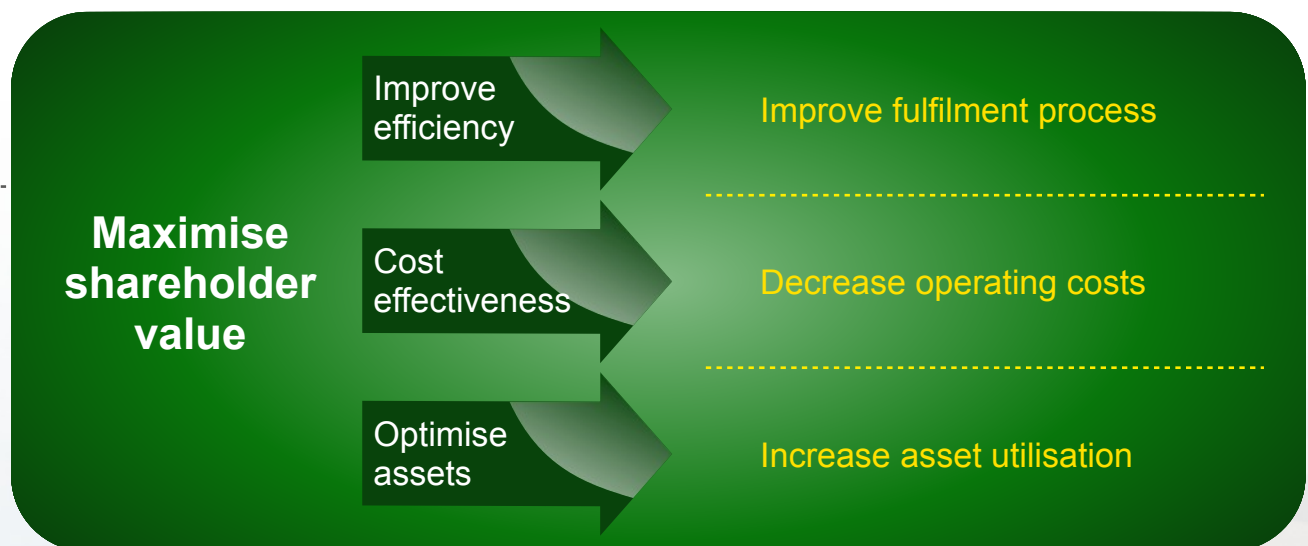
Our primary motivation is to maximise your shareholder value, regardless of whether you are the sole proprietor and beneficiary or are listed on local or international stock

exchanges. By improving identified fill rates we will improve your effectiveness which will positively reflect on your total competence. As a consequence of our meticulous intervention and removing of bottlenecks from your operations, new measures of cost-effectiveness will be introduced. Finally, by reviewing the utilisation of your fixed and movable inventory, we will optimise your assets and advice on redundancies and the need for innovation in plant and equipment.

Strategies

Financial strategies

Corporate strategies



Realisation

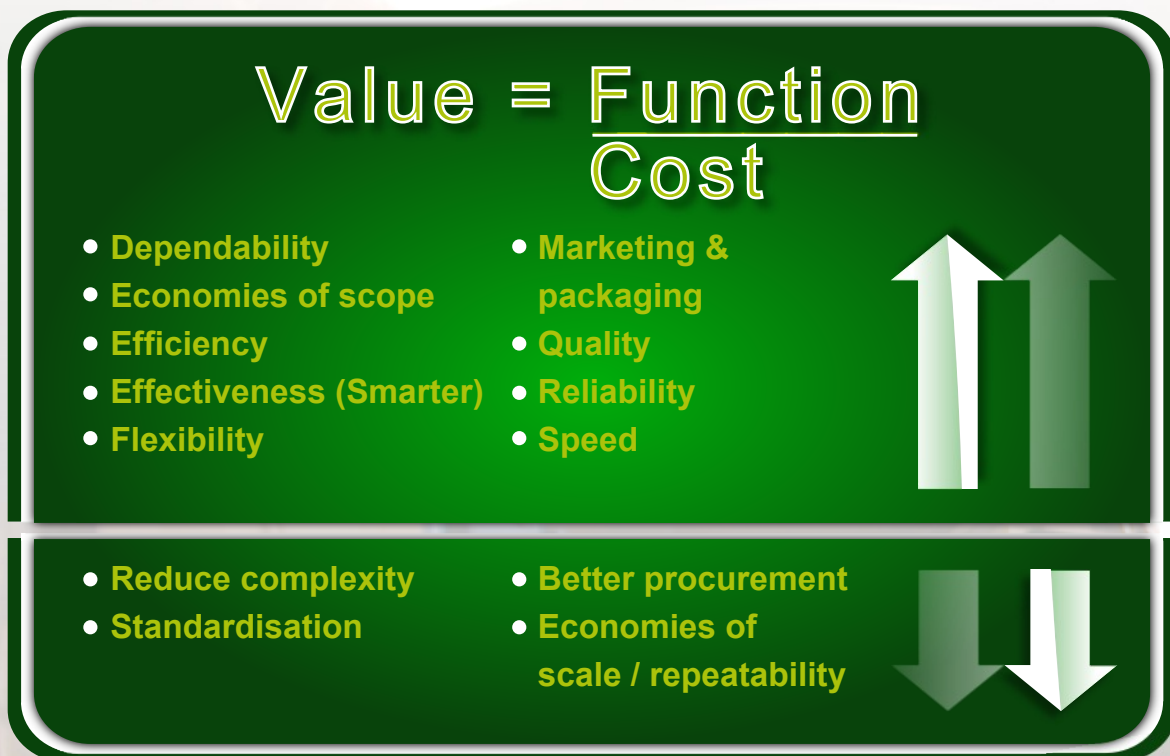
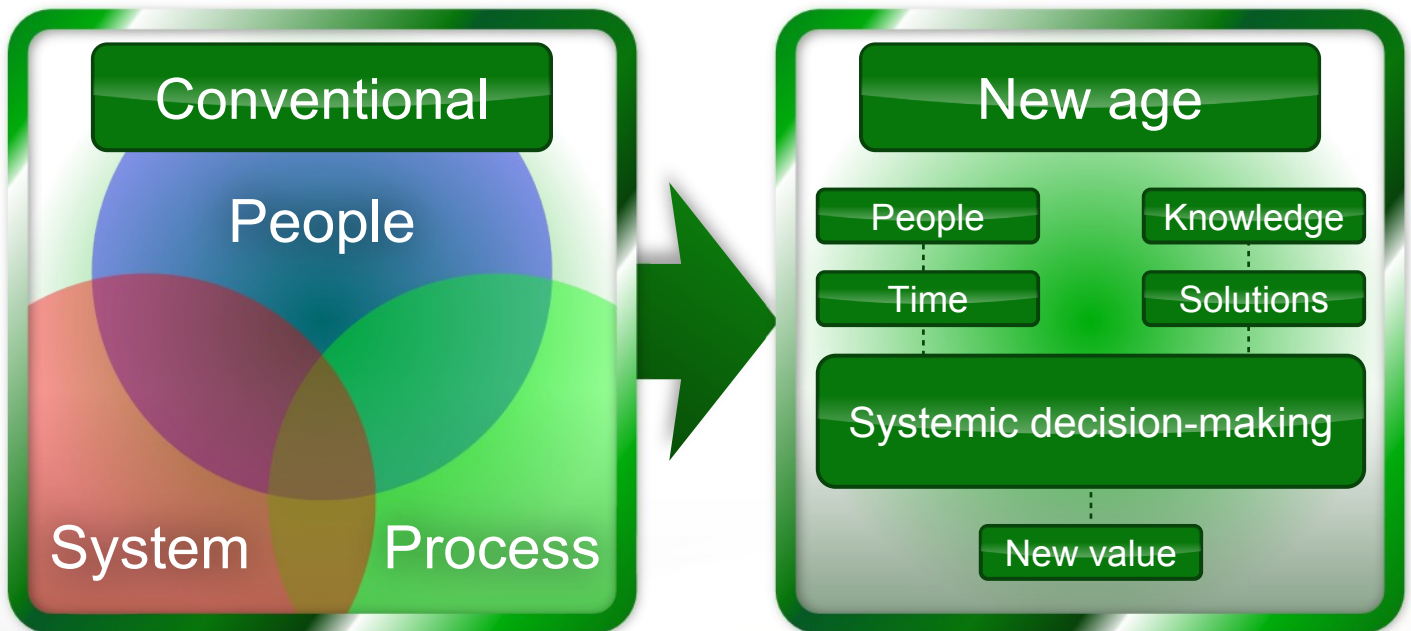
Regrettably for some entrepreneurs the term 'best practice' is in fact 'conventional practice' for their sector. Reality strikes home when the financials are no longer satisfactory. Only through comparison with other successful brands, and by using professional external partners as executive and practical consultants, can the relevant remedies be established and implemented.

At Alpha Concepts we assess your organisation's business processes, including hygiene factors, utilising

specific components to arrive at a solution that would truly be considered 'best practice'. We have overhauled the conventional marriage of people, systems, and processes into one solution and customer value, which is underscored by people, knowledge, time and solutions.

The result leads to a new age of systemic or holistic decision-making.

New age



Value adding

Our value lies in the combination of academic performance and diverse experience as a change agent to add intellectual capacity to your organisation.

We transform customer performance from average to excellent, and your success would stand testimony towards our own future marketing endeavours. The risk, if any, is therefore on us to perform and to deliver our professional knowledge. The Alpha Concept of Systemic Decision-Making will increasingly enhance the flow of value throughout your organisation.

We do not only add value, but brand ourselves as creators of value.

As we dissect the various functions in your organisation, such as economies of scope, effectiveness, flexibility, quality and speed, we will introduce cost benefits that may include standardisation of processes, a reduction in complexities, improved procurement policies, economies of scale and others.



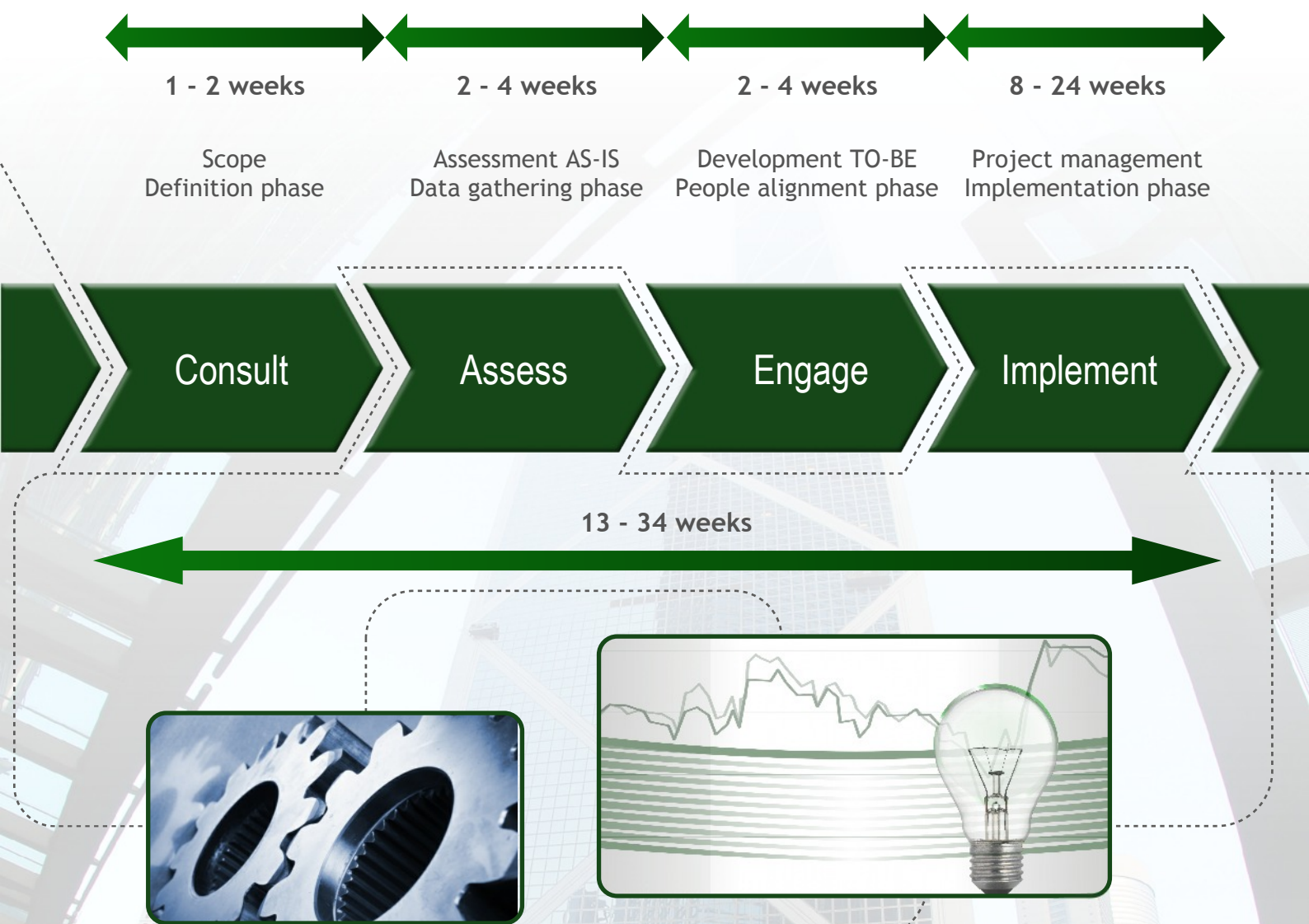
Way forward

Once Alpha Concepts is appointed, an assessment is done and the strategy presented for management review and validation. Work streams are reviewed over different phases.

The work streams support systemic or holistic decision-making, with detailed attention to every part of the organisation that may constitute a barrier to achieving operational excellence.

Our approach consists of four phases: consult, assess, engage and implement. Timelines depend on the scope of engagement. Indicative timelines are reflected in the image below.

An analysis is done on all sections of the value chain and a benefits case validation is presented to an Executive Steering Group for approval. A project management team drives the entire process from start to implementation and mobilises all parties through professional reporting and high-level communication.

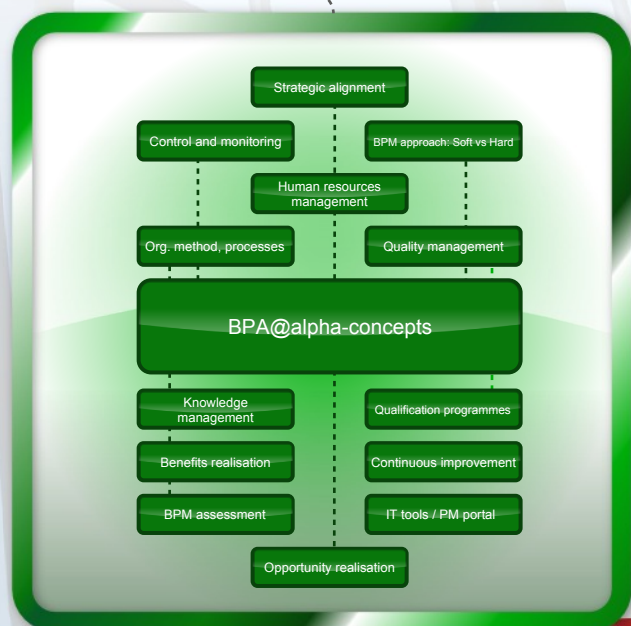
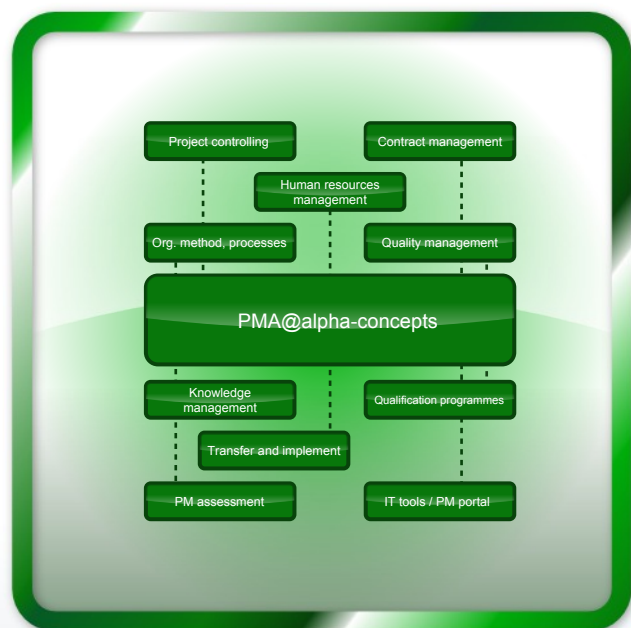
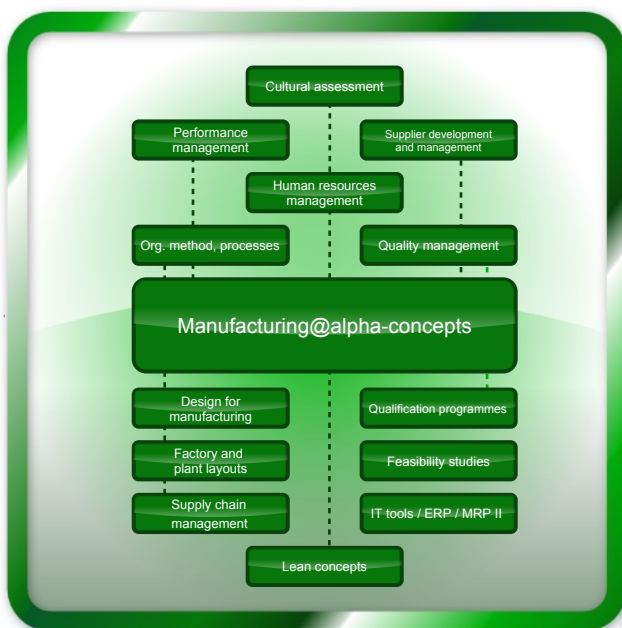


→ Competencies

Alpha Concepts has extensive experience in business strategy development resulting in operational adjustments and implementation throughout Southern Africa.

We inculcate holistic decision-making through the application of proven methodologies and techniques, supported by advanced evaluations and maturity tools of the actual situation in the A-Z of the value chain of your

organisation. Coupled with our expertise in systems thinking we are able to move our clients towards progressive operational excellence. This enables a holistic approach to business process management leading to further insights in operational areas like project management, information technology, quality and supply chain management.

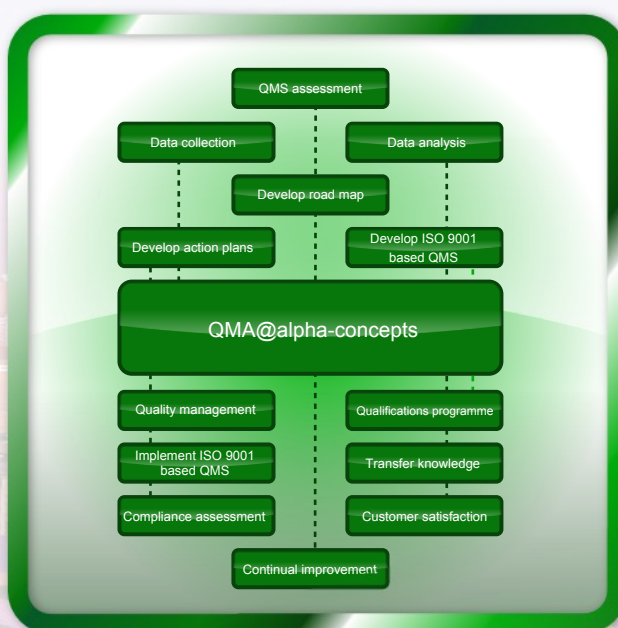
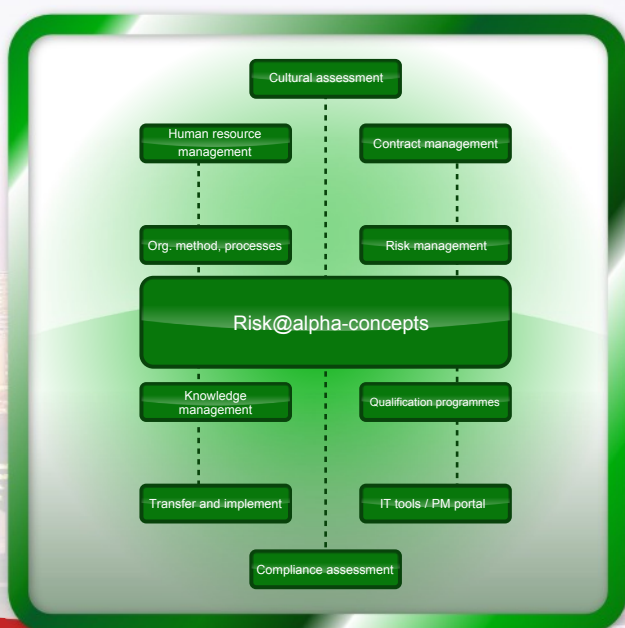
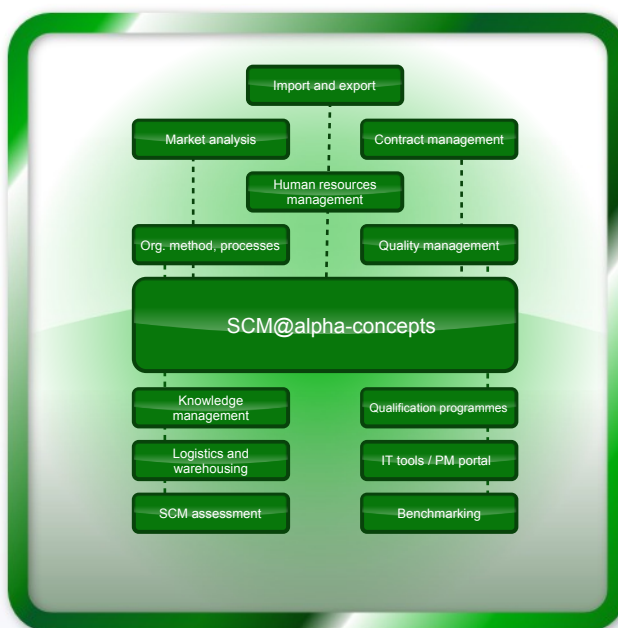


Competencies

We are branded as a systems-thinking organisation that can change organisational cultures to cultures that can stand the 'test of time', and engage professionals in operational excellence.

Although daunting to organisations, our systemic approach constitutes a winning recipe for any organisation.

Alpha Concepts has developed this into an art and concludes its competencies with multiple structures for operational excellence.



Our footprint

We believe that the company we keep will define and cultivate our ability, character and experience. Our continued growth is of benefit to those who engage our services.

Alpha Concepts' vision is to move our clients towards progressive operational excellence. We are proud to list some of the companies we have effectively and fruitfully steered towards success by achieving sustainable solutions:



internet solutions
A DIVISION OF DIMENSION DATA

Internet Solutions



MTN



Jasco



LHMarthinusen



Heincrist



TRG International



RRL

RRL GRINDROD



GOLD FIELDS

Gold Fields



Bidvest

Bidvest

Panalpina Logistics



Bidvest

ACTOM



EOH



Coral Blue

TRANSNET



Transnet



daVinci

SASOL
reaching new frontiers



SASOL Natref

NOVENTa

HAMC Mozambique



Skye-lab Technologies Cc
GLOBAL BUSINESS PROFESSIONAL CONSULTANTS
Registration No: 2007/198674/23

Skye-lab Technologies



Wits Transnet Centre of Systems Engineering



UNIVERSITY OF THE
WITWATERSRAND
JOHANNESBURG

Wits

Credentials

The company you keep defines your ability, character and experience.

We trust that Alpha Concepts' credentials will also benefit those who engage our services.



Product line management



Quality & risk management



Quality & risk management



Plant maintenance



Manufacturing systems



Supply chain management and plant maintenance



Project management



Execution Excellence
A DIMENSION DATA COMPANY

End-to-end solutions from strategy to operational excellence



Nampak



Clover S.A.



Nampak Bevcap
packaging excellence

Quality control operations



Nampak Corrugated
Making it happen

Special projects



Quality control management



Systems thinking workshop



Innovation incubator for start-ups logistics and assembly system



Manufacturing information system



Baggage handling system



First innovation hub



Automated warehousing

→ Experience

The collective output from having worked with some of the world's most prestigious brands allows for professional engagement across all sectors of industry, underscoring a motion of profitable partnerships.

Management consulting

- Professional operational excellence engagement with EOH.
- ICT strategy and operational plan development for Internet Solutions.
- Professional project management engagement with Internet Solutions.
- Professional operational excellence engagement with MTN.
- Set up of a project management office for Jasco.
- Feasibility study on a cargo facility for Bidvest Panalpina Logistics, to mention a few.

Professional engineering consulting

- Localisation of the manufacture of electrical rotating machines for OEM rail manufacturers at ~80% local content. Localised 58 suppliers.
- Set up a locomotive manufacturing plant for Grindrod locomotives.
- Design and manufacture of motor suspension units and gearbox housings for Grindrod locomotives.
- Design and manufacture of special purpose jigs, fixtures and machines.
- Feasibility study, plant layout and design including equipment selection for Kethstone engineering and infrastructure.
- Design of a warehouse and supply chain processes for Natref.
- Plant layout for motor and transformer manufacturing facility for LHM.



Memberships, affiliations & knowledge transfer

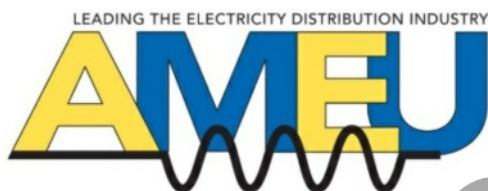
Our participation in renowned bodies has allowed for the transfer of know-how. Know-how which in turn cascades to the application of solutions in client environments. It is our entrepreneurial responsibility to share information with the next generation of knowledge workers.

Memberships, associations and media relations include:

- Member of CESA (Consulting Engineers of South Africa).
- Member of AMEU (Association of Municipal Electricity Utilities).
- Member of RMISA (Risk Management Institute of South Africa).
- Strategic Alliance with JCSE (Johannesburg Centre of Software Engineering).
- Technical programme member of the IEEM Singapore Chapter.
- Reviewer for the Journal of Systems Research and Behavioural Sciences.
- Member of the Editorial Board of the Journal of Engineering and Technology.
- Lecturer at Witwatersrand University and daVinci Institute of Technology.



Systems Research
and Behavioral Science



Academy Publish
Journal of Engineering and Technology



JOHANNESBURG CENTRE FOR SOFTWARE ENGINEERING

Resources

Alpha Concepts boasts access to a global network of solution providers including scientists and engineers. The organisation also has access to state-of-the-art solution sets, mapping tools, opinion-makers and thought-leaders in innovation information technology, project and operations management.

The team can download research results for the technological sustainability of South Africa and can apply this for the purpose of advancing business excellence in its own customer domain. All of these resources contribute towards the individual and collective intellectual capital of the team members thus influencing the scope of the offering and to deliver excellent results.

Training academy

Alpha Concepts has developed novel education and training material tailor-made to each of our client's specific needs. The courses can be done in-house or at outside venues. Short courses of one to three days are offered, as well as a longer five day courses. Our course schedule includes specific topics in the areas of:

- Systems thinking.
- Service management.
- Operational excellence.
- Entrepreneurship and innovation.
- Enterprise engineering.
- Project management.
- Supply chain management.

Alpha Concepts' systems thinking, service management, operational excellence, and entrepreneurship and innovation courses are approved by ECSA (Engineering Counsel of South Africa) for CPD. Please refer to each of the individual brochures for more information.





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Contact Dr. Raj Siriram

Cell: +27 (0)82 894 6253 - Email: raj@alpha-concepts.com - Fax: +27 (0)86 771 0290

Web: www.alpha-concepts.com