

Company Profile

CBiA Telecommunications Consulting



1. INTRODUCTION

CBiA Telecommunications Consulting is a specialist provider of a broad spectrum of professional services, driven by a vision to offer sound consulting services and cost effective solutions to telecommunications Operators and Users.

We are a small medium sized South African business able to draw on a wide network of industry experts and suppliers in order to ensure the right mix of substantive expertise, comparative experience and local knowledge to assist clients to craft turnkey solutions to suite our clients business needs.

As a relatively young player at level 1 BBBEE rating, **CBiA Telecommunications Consulting** is sixty (60) percent BWO (black woman owned) while the remaining forty (40) percent is owned by a black Male.

The directors of **CBiA Telecommunications Consulting** have over twenty (20) years' experience in the Telecommunications/ICT sectors collectively.

CBiA Telecommunications Consulting strives to distinguish itself as a professional services partner willing to exceed clients' expectations through its core competencies and experience gained in positions held by the directors in various private and state owned companies such as Eskom, Transnet, Broadband Infracore, Neotel, Vodacom, Siemens Telecommunications, and Dimension Data.

Domiciled in Gauteng Province, the company has its Head Office in Midrand. As part of CBIA Technology Solutions' growth plans, the company aims to set up Office Operations other regions such as Limpopo, Mpumalanga, North West, KwaZulu Natal and Western/Eastern Cape.

2. VISION

To be recognised as a leading and innovative partner to our clients with respect to their requirements to achieve their business goals.

3. MISSION

To continually exceed our client's expectations by providing unequalled professional services and delivering innovative & cost effective solutions.

4. VALUES

It is our belief that through the following company values we will be able to achieve **CBiA Telecommunications Consulting's** vision and mission:

- Innovation
- Integrity
- Professionalism
- Accountability
- Excellence

The Directors firmly believe that through these values, sound Corporate Governance is also achievable.

5. LEADERSHIP

CBiA Telecommunications Consulting is led by passionate, dynamic and skilled partners as company directors involved in the day-to-day operations.

The company seeks to align itself with reputable industry experts either as partners on specific engagements or on advisory capacity as and when suitable.

6. MANAGEMENT PHILOSOPHY

Excellence in products and services to **CBiA Telecommunications Consulting's** customers is the top priority for Management and Directors.

- Excellence in Performance— **CBiA Telecommunications Consulting** have passion for pursuing its mission to grows its customer base and market share through proven performance criteria.
- Excellence in Customer Service— to meet customer expectations, **CBiA Telecommunications Consulting** Management believes in professionalism, openness and integrity when dealing with its clients. Management believe in the “Customer is King” principle.

CBiA Telecommunications Consulting seeks to continuously improve its processes and systems to able to deliver on their promise and to exceed client expectations.

7. PRODUCTS AND SERVICES

CBiA Telecommunications Consulting seeks to serve telecommunications Operators and Users within the African continent, helping them to build sustainable delivery strategies and capacities, and to align them to sustainable growth paths and plans.

Our services include:

1. Business Management Consulting

A service for the Users, our Optimisation Programme (OP) helps you to identify areas for improvement within your organisation.

The programme can offer you improvements across:

- Technical Service Optimisation – audits are conducted to identify architectural weaknesses, technical design, utilisation and productivity improvements that can be implemented.
- Cost Optimisation – one of the most tangible benefits, CBiA Telecommunications Consulting specialises in ensuring you're being correctly billed for the right services, ensuring you're not wasting under-utilised infrastructure and that you're paying the best rates for contracted services.

2. Operations Management Consulting

Knowledge is nothing without the right tools and skills to use and implement it. Using proven methodologies, our consulting practice can advise and mentor you how to best equip your organisation to enable your strategy to be successful.

Our practice is independent and results-driven, and you can rely on our specialist skills to implement strategies across the full spectrum of the telecommunications market.

3. Solution Engineering Consulting

Through partnering with leading telecommunications original equipment manufacturers, **CBiA Telecommunications Consulting** offers the best of breed products to meet the ever growing demands for broadband services delivery for mobile and fixed user markets.

We are gearing ourselves to deliver a suite of professional services bundled with the optimal solutions to take to the markets. Our services here will include:

- Solution Architecture
- Planning and Design

- Project Management
- Operations Management

4. Business Development Consulting

CBiA Telecommunications Consulting are passionate about seizing opportunities to help our clients transform their businesses and our telecommunications consulting experts provide critical support and expertise to help companies achieve lasting results. We focus on developing pragmatic strategies to identify gaps in the market.

As part of the proposed growth strategies, we act as *trusted advisers*, supporting telecommunications Operators in making strategic decisions about where to play in the future ecosystem, how to benefit from new delivery models and new opportunities to monetize broadband, and how to partner to increase revenue pools.

8. COMPANY INFORMATION

Company Name	CBiA Telecommunications Consulting
Entity Type	PTY(LTD)
Company Registration Number	926279930
Postal Address	PO Box 5650, HALFWAY HOUSE, Midrand, 1685
Income Tax Number	2015/159778/07
BBBEE Rating	Level 1
Contact Person	Mr Thamsanqa Thami Sibiyi