



Company
Performance
Optimisation

COMPANY PROFILE

OUR MISSION

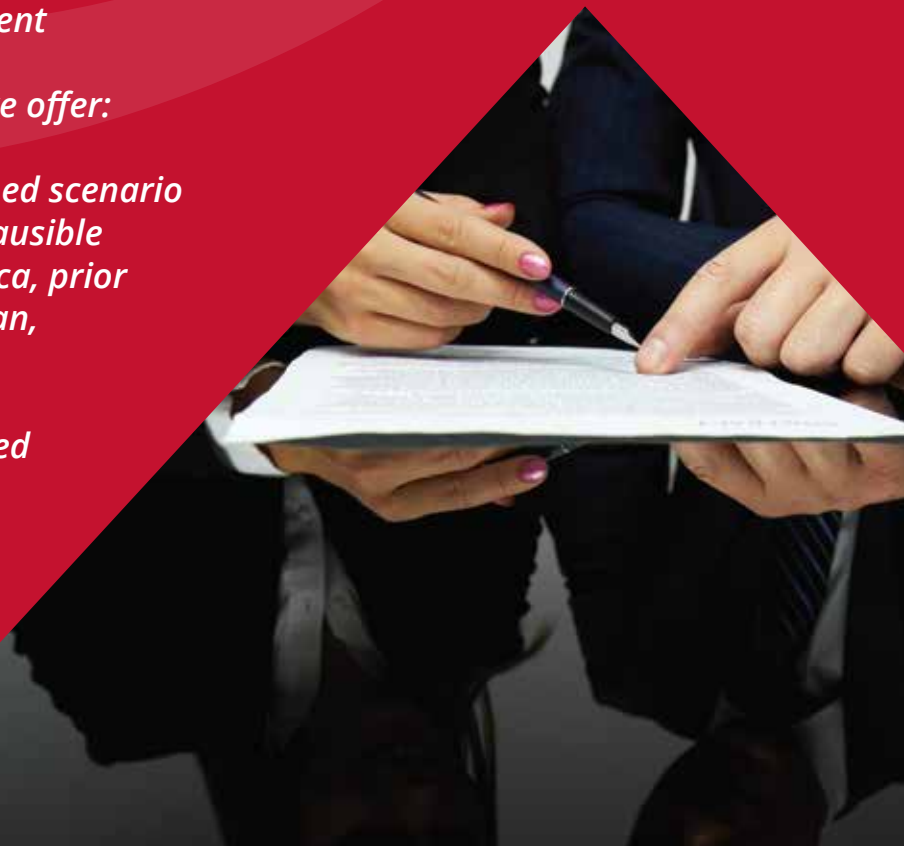
To supply a one stop consulting service to companies and institutions to enable them, not only to position themselves strategically appropriately in the market place, but to also ensure that their enterprise architecture is aligned with their strategic plan and that all their business facets are being applied optimally as per the balanced scorecard.

WE OFFER

- *Strategy Facilitation*
- *Enterprise Architecture (Analysis and Facilitation)*
- *Balanced Scorecard Facet Analysis and Facilitation i.e.*
 - o *Financial analysis and advice*
 - o *Client / customer needs satisfaction as well as determining of future needs*
 - o *Succession planning and training and development*
 - o *Business Process analysis and optimisation*
 - o *Cultural change management*

Note: In addition to the above, we offer:

- *the services of a world-renowned scenario planner, to sketch the most plausible future scenarios for South Africa, prior to us facilitating a strategic plan, and secondly*
- *the services of the centre for informatics of a well established institution, for research into big data, data mining and AI.*



OUR STORY

Primo Consulting is a B-BBEE Level 2 company that was established by its founder in 1998.

The team has vast corporate and management experience - the MD having had 29 years of corporate experience, the last 15 years of which was as head of HR on one of AA PLC's biggest mines, employing some 60 000 employees. It was during this period as HR manager that he managed to turnaround the mine's medical scheme of some 30 000 members.

*In addition, he managed (on a contract basis) a broiler operation, as well as a solar company. The team's consulting experience covers **wholesale, retail, and manufacturing** sectors. In addition, we have facilitated strategic plans of Chambers of Commerce of both Klerksdorp and Potchefstroom, schools and a faculty of a university.*

Our team consists of a MD who is a HR and Lean Six Sigma practitioner, a CA and an Associate who is a member of the IIBA, and who also conducts IIBA endorsed courses on business analysis and workshop facilitation.

THE TEAM

Our team consists of experts in their fields who are equipped to solve a wide range of challenges within each unique enterprise.

MD: Nankie de Wit

(B. Comm. Diplomas in Business Management and IR; and a Certificate in Lean Six Sigma Black Belt – USA)

Associate Consultant: Cromwell Baloyi

(B.Admin Hons – University of Kwazulu-Natal and Masters in HRM Leeds Business School – UK)

HAND-PICKED ASSOCIATES

Winton Myers

(BA Hons. Master of Business Leadership – UNISA; Certified in Production and Inventory Management – CPIM)

Raadt Rademeyer

(B.Comm Hons – CTA and practicing auditor – CA)



OUR METHODOLOGY

Primo Consulting's methodology is to ensure that a strategic plan is in place and current, and that the architecture is aligned to the strategic objectives of the company so that the company's 'health' can be assessed on the balanced scorecard basis. Thereafter, use is made of the scientific methodology of Six Sigma and business analysis, to sketch the AS-IS (the present situation) of the core processes.

Working alongside the various levels of management, using the scientific methodology of Lean Six Sigma, namely, DMAIC, as well as business analysis and business process mapping and modelling techniques, Primo Consulting would then identify and analyse opportunities for improvement, constructing a compelling business case for improvement, and establishing a baseline from which to measure improvements, in conjunction with management.

Working with subject matter experts and management teams, processes are redesigned and improvements are made to those areas where the biggest improvements are required, and which will impact on the strategic objectives of the company.

Our consultants facilitate all of the above within the framework of a change management programme. Its aims are threefold - to internalise redesigned processes, to obtain buy-in from all stakeholders, and to enable management teams to make use of the tools and methodologies in future.



SUMMARY OF SERVICES

- *Scenario planning*
- *Strategy facilitation*
- *Enterprise architecture (analysis and design)*
- *Business process analysis*
- *Business process redesign*
- *Business process optimisation*
- *Lean production and service delivery*
- *Establishing 'lean' production and service delivery as a company culture*
- *Programmed change management*
- *Mentoring*
- *Facilitation*

CUSTOMER FEEDBACK

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*“The Wesvaal Chamber of Business has unique challenges, as it was 198 years old, and needed to be relevant. Our organisation was forever changed and reinvented. Thanks for your input.” – **Lee-Anne Murphy, CEO***

*“There is nothing more daunting than when you realise that your company is not functioning as it should – and that your bottom line is affected as a result of the dysfunctionality. Your input and advice to SunFarming has changed our enterprise.” – **SunFarming Board***



CONTACT US

Nankie de Wit

Address:

*1 Humperdinck Avenue,
Potchefstroom, 2531*

Tel:

018 290 7382

Mobile:

082 824 3724

Email:

info@primoconsulting.co.za

Website:

www.primoconsulting.co.za

