

*Expect
the
Unexpected*

...





What is our standard of success?

What is reality?

WHAT ARE THE RULES OF THE GAME?

FIFA 2010 South Africa

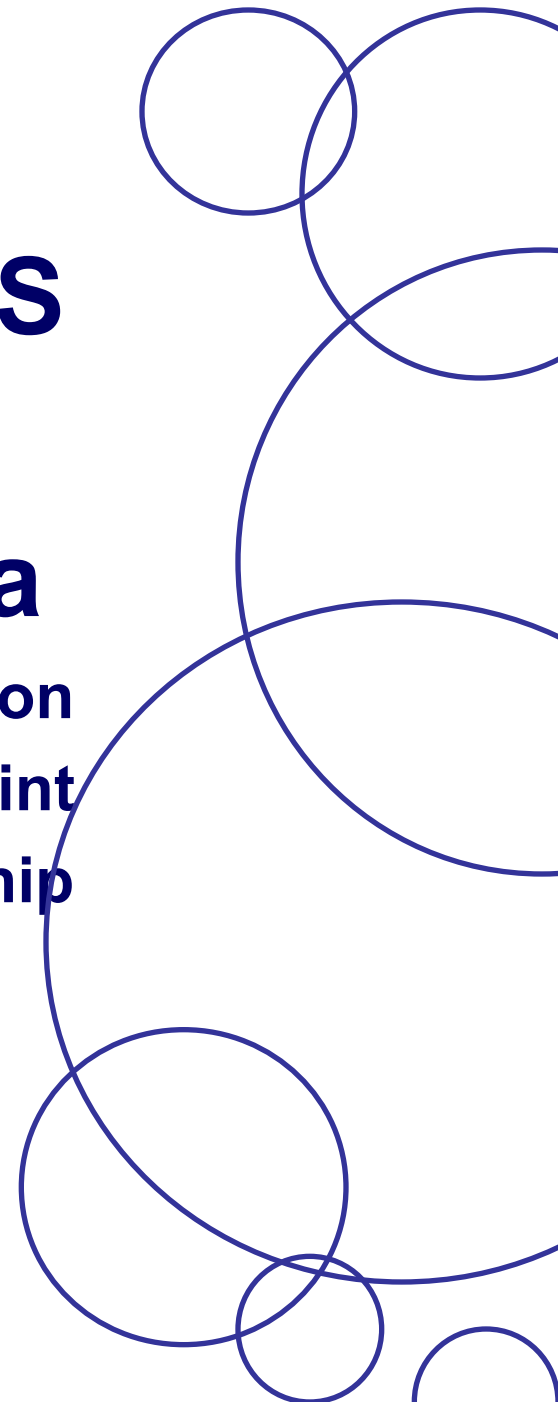
An Inspiring vision

Tested blue-print

Effective Leadership

South Africa achieved the

IMPOSSIBLE



Business Success

inCOME

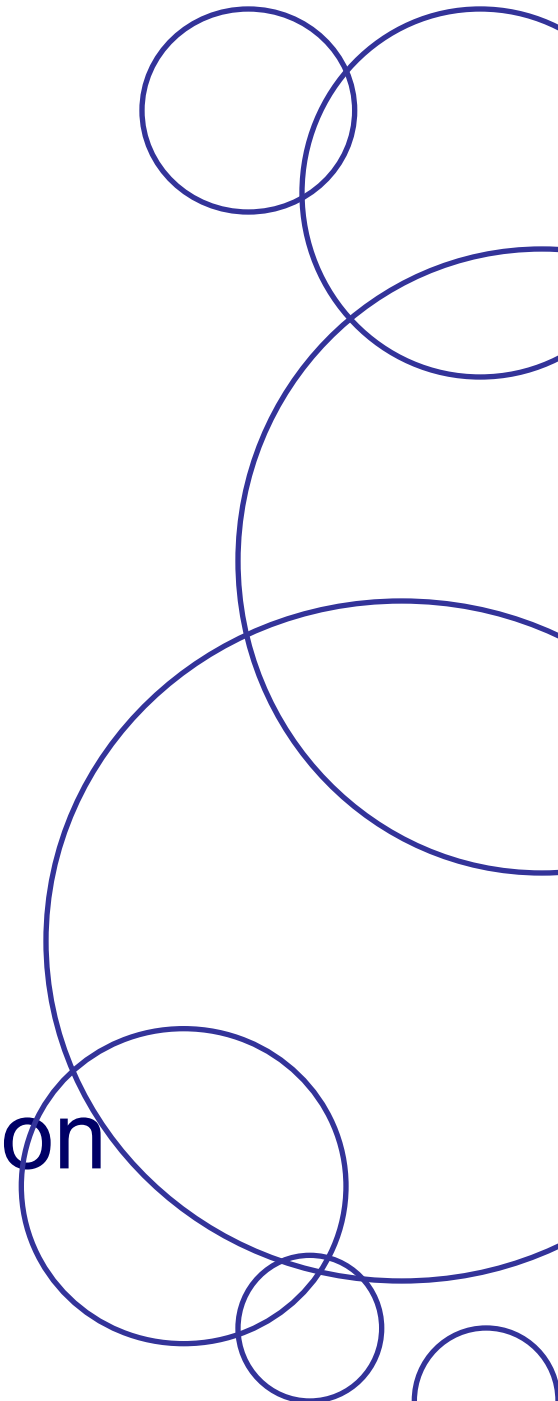


Expenses

Performance Monitor

Evaluate

Corrective Action



Government **COST SAVINGS**

Do more with less

Re-think

- how it should work
- partner with private sector

Local Govt – Service Delivery

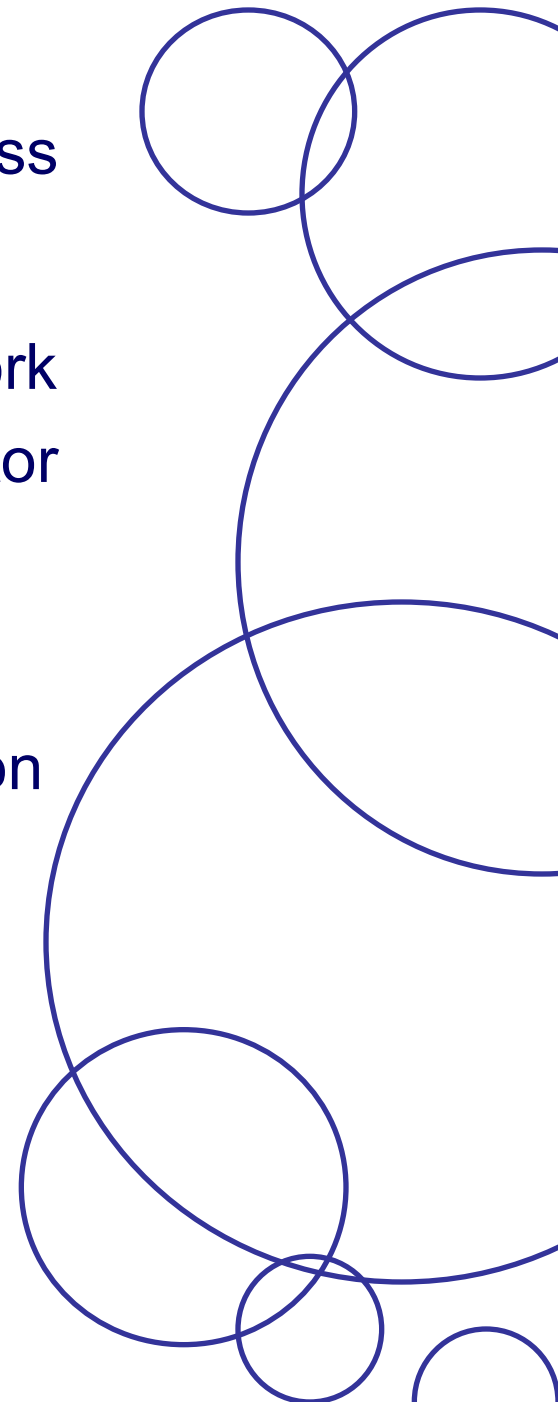
income - utilities METER / Billing / Collection

expenses – utilities

Telecommunications

Electricity

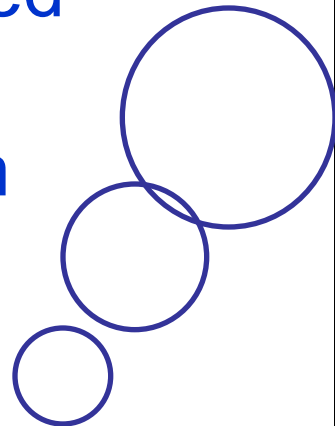
Water & Effluent



Knowledge of problem

*“Telecommunication
and Utility costs
are a necessary
evil”*

- increasing overall costs, despite planned efficiencies and savings.
- Complexity of **managing supplier accounts**.
- Difficulties in **account consolidation** - large volume of data at varying times.
- **Account allocation** to the correct cost centers is difficult - unrelated services.
- Complexity of **Data analysis** on accounts.



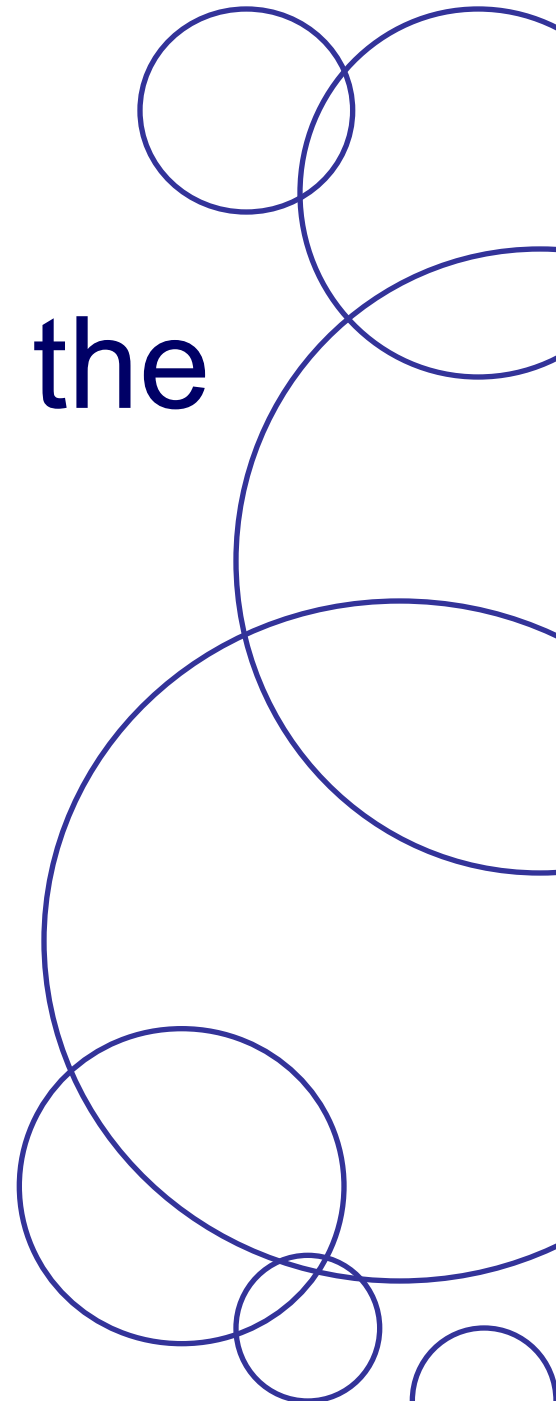
What are the rules of the game?

Financial viability & sustainability

Cost savings

Service Delivery

Clean Audit 2014





Expenses

Cost Savings & Expense Recoveries

Zero risk

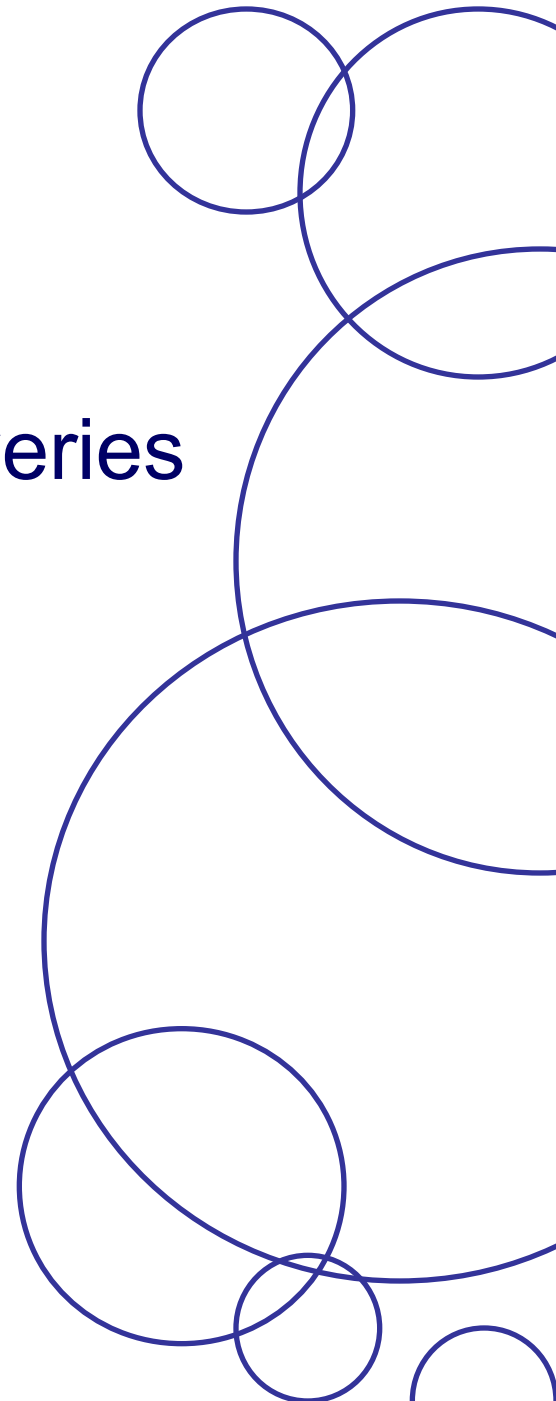
No budget / capex required

If no performance, no cost

Do more with less

Partnership

Risk management



Case Study 1 – Retail

Defining Characteristics:

- **Multi-site – 750 sites**
- **> 2000 Telephony accounts**

Client Benefit:

- **Consolidated telephony account**
- **R800 k ongoing savings identified**

Case Study 2 - University

Defining Characteristics:

- **Multi-site -**
 - 46 buildings
 - in 8 geographical areas
- **Advanced Telephony systems (VOIP + LCR)**

Client Benefit:

- **Consolidated telephony account**
- **R3,5 m savings identified**
- **R1,4 m recoveries (refund)**

Case Study 3 - CITY

Defining Characteristics:

- **Multi-site – 146 sites**
- **Advanced Telephony systems (VOIP + LCR)**

Client Benefit:

- **Consolidated telephony account**
- **R10,8 m ongoing savings identified**
- **> R2 m recoveries (credit/refund)**

Case Study 4 – “Top 21” Municipality

- **Multiple sites**
- **Electricity, Water & Telephony audit**

Client Benefits/cost savings:

- **Electricity: Savings – R1,9 m p/a**
- **Telecoms: Savings R1,2m p/a**
- **Water: dispute lodged – excess of R100m**

*Expect
the*

Unexpected !

