
Palladium Strategy Consultants (Pty) Ltd

Corporate profile

March 2007



Introducing Palladium

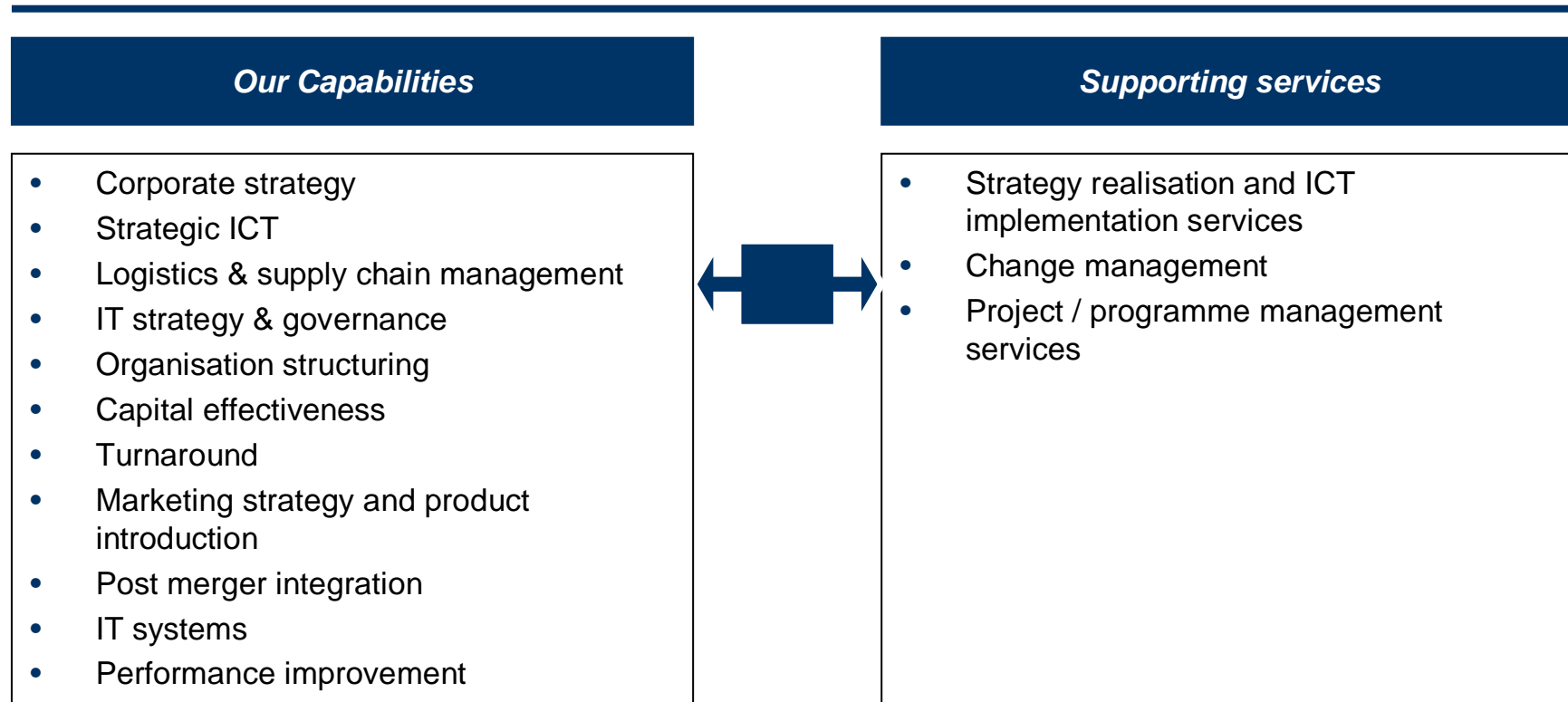
- Palladium is a strategy consulting firm that assists clients to formulate and implement critical decisions on strategy, operations, technology and organisation
- Palladium is the preferred consulting partner to blue chip clients in industries such as Insurance, Manufacturing, Mining, Banking, Retail, Agriculture, Utilities and Telecommunications
- Palladium is privately owned, a resurging trend in consulting, ensuring its independence and autonomy
- Palladium is a new generation consulting firm:
 - We have an integrated view of business and IT
 - We evolve with business and provide solutions to contemporary issues
 - We employ professional, experienced consultants with a proven track record in line management or specialist technical positions

Palladium, the precious metal from which our name is derived, provides the properties that describe our service

- Palladium is a precious metal ... **highly valued** ... Palladium has earned its high regard through service of the highest standard, incorporating our uncompromising set of values
- The precious metal Palladium was named after the asteroid Pallas discovered at the same time. Pallas is the Greek goddess of **wisdom**. Similarly the advice we provide to our clients enable them to make the right decisions for their specific businesses and the issues facing them
- Palladium is associated with other **precious** metals such as gold and platinum. Our alliances are the best in their specific fields of expertise
- Palladium is **highly rated** in terms of its ability to attract electrons to itself. We employ the best people in our industry

Palladium's applications include fine jewellery, thin leaf, surgical instruments and acting as a catalyst, which reflects our capability to deliver engagements, create new strategic directions for our clients and enable change and business transformation

Palladium is a strategy consulting firm with a unique value proposition



- Our in-depth knowledge of our client's industry enhances our ability to add value through ... rapid ... relevant ... specialist ... 360° ... solution design and realisation

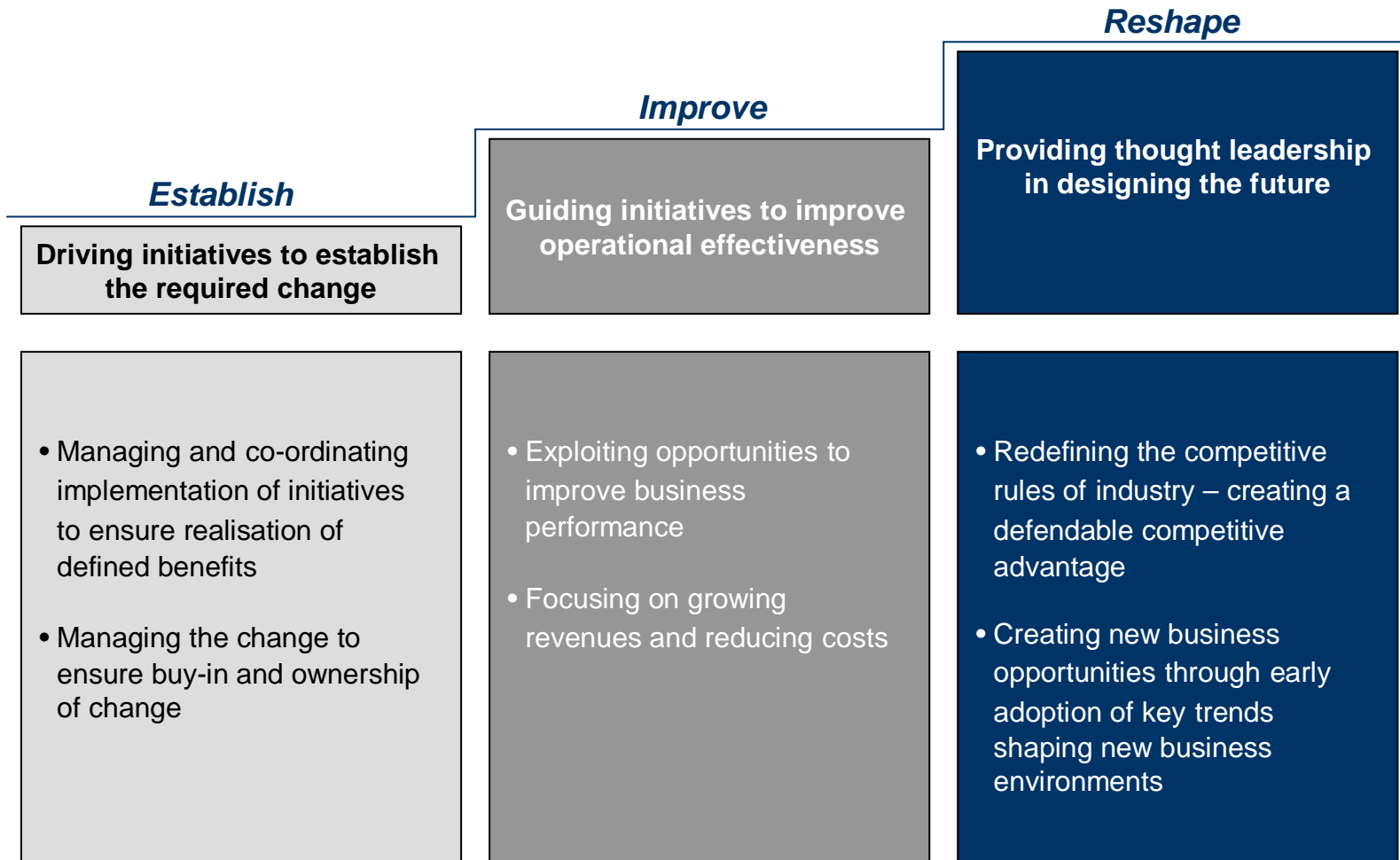
Palladium focuses on solving complex problems; particularly those that keep senior executives awake at night

Palladium believes in the delivery of uncompromising value to clients through a set of unique differentiators

<i>Consulting philosophy</i>	<i>Competence base</i>	<i>Values and principles</i>
<ul style="list-style-type: none">• Uncompromising focus on shareholder value• Innovative, cutting edge and best fit solutions• High impact / high delivery consulting• Director-led engagements• Competency building for clients• Long-term client relationships• Flexible pricing and risk sharing models	<ul style="list-style-type: none">• Top class consultants• Deep analytical skills - and process specialists• Industry, business and ICT skills• Multi-disciplinary teams	<ul style="list-style-type: none">• Ethics• Integrity• Professionalism• Quality• Teamwork• Invest in growing intellectual capital

Palladium is a tier one strategic consulting firm with a focus on Strategic ICT and specifically the leveraging of IT to meet business needs

Palladium adds value to our clients in strategy development, improvement initiatives and realisation of defined benefits



Our focused analysis provides precise answers to complex questions

Creating a winning strategy

- How do we grow our business significantly?
- How do we differentiate our business and create strategic advantage?
- What core competencies do we require to implement our strategy?
- How can we measure and track the achievement of our strategy?

Improving business performance

- How do we affect a post merger integration?
- How do we effectively implement change?
- How do we affect a quantum performance improvement?
- How do we reduce our cost base and establish continuous improvement thereafter?



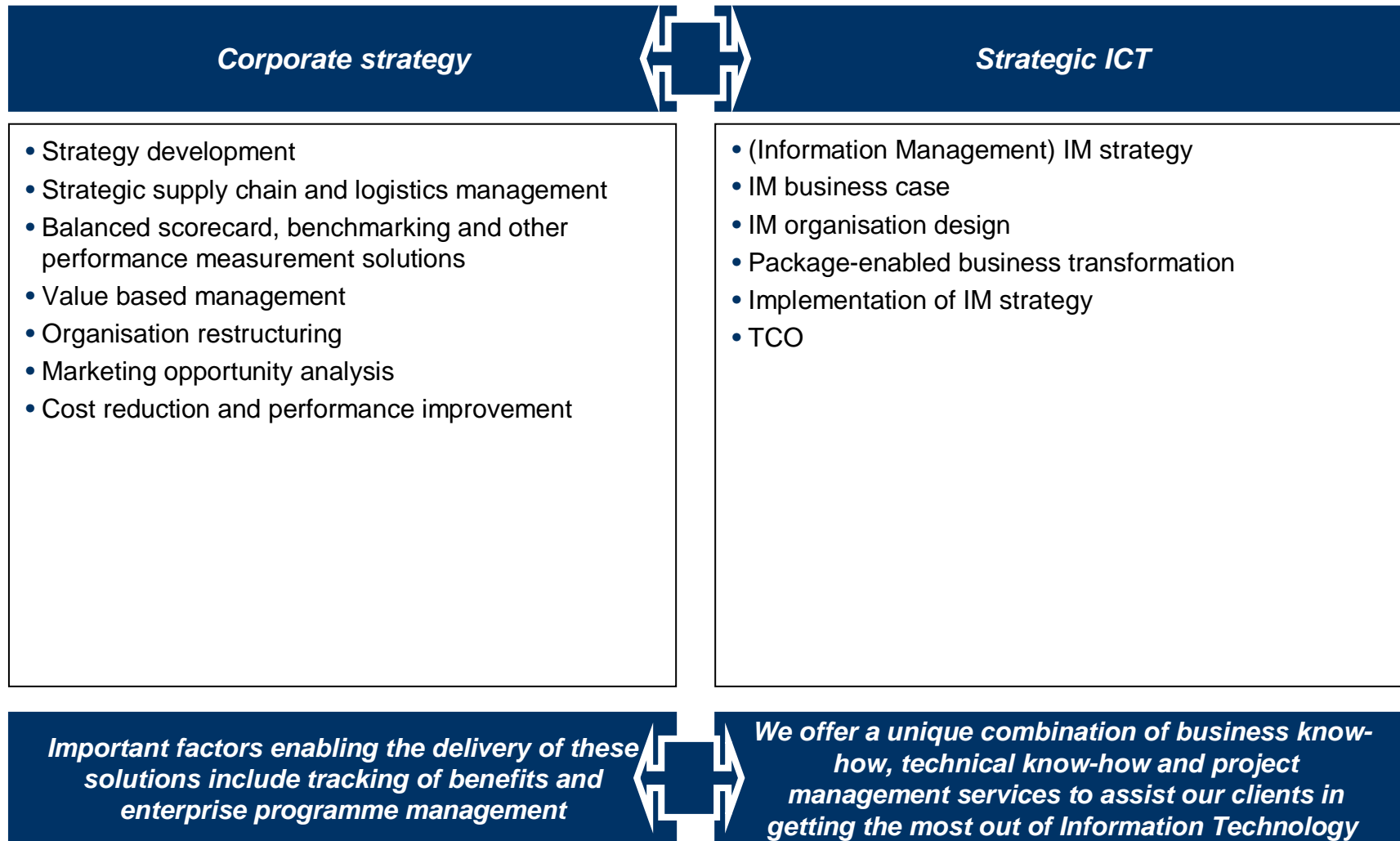
Exploiting IT for business

- Does our technology deliver what the business requires?
- Do we realise real value from our technology?
- How do we manage information as a strategic resource?

Reconfigure and optimise supply chain and logistics

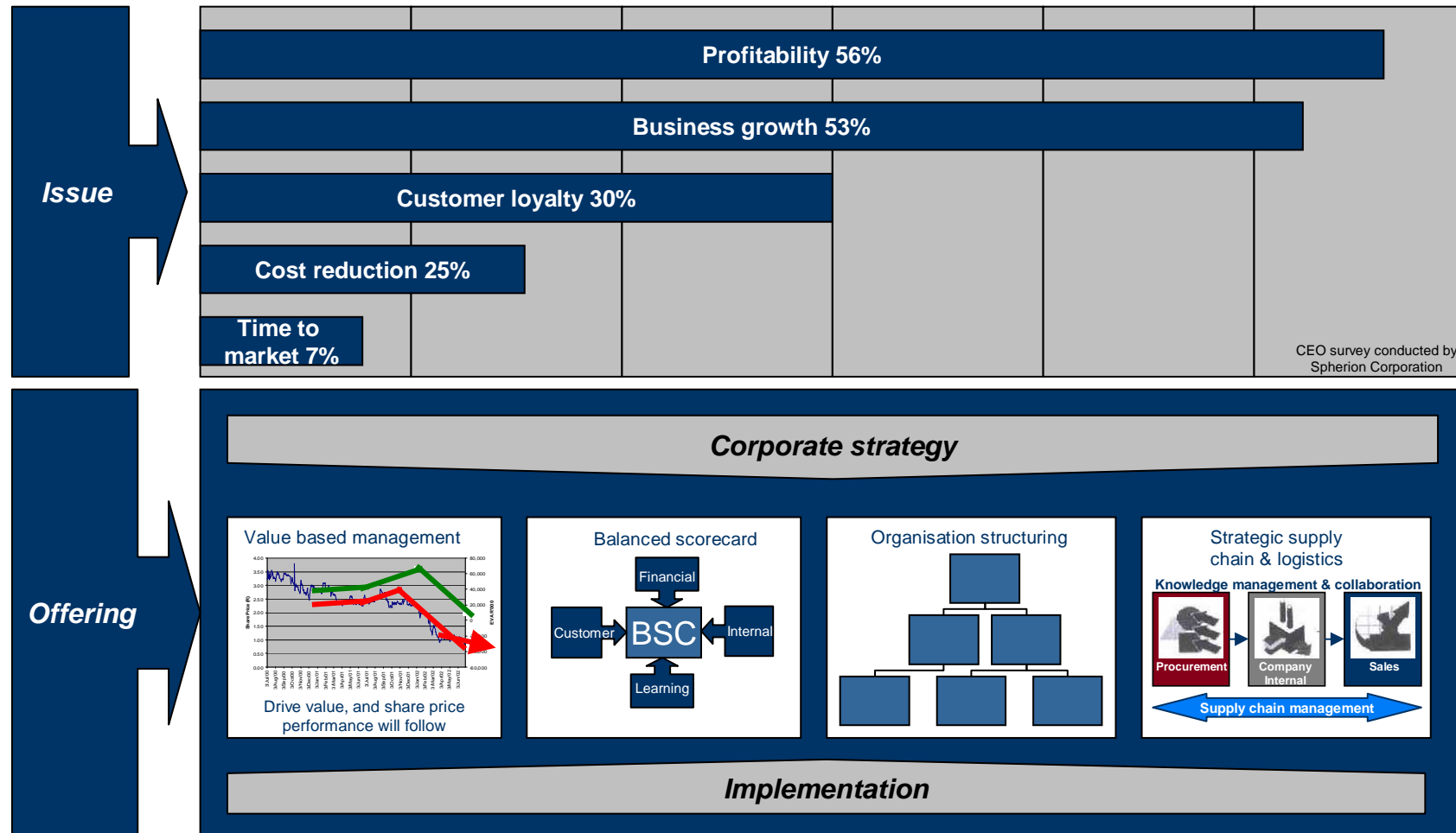
- How do we link up and down the value chain?
- How can we improve our supply chain?
- How can we reduce total logistics costs?

Palladium's strategic consulting offerings enable value for our clients ...



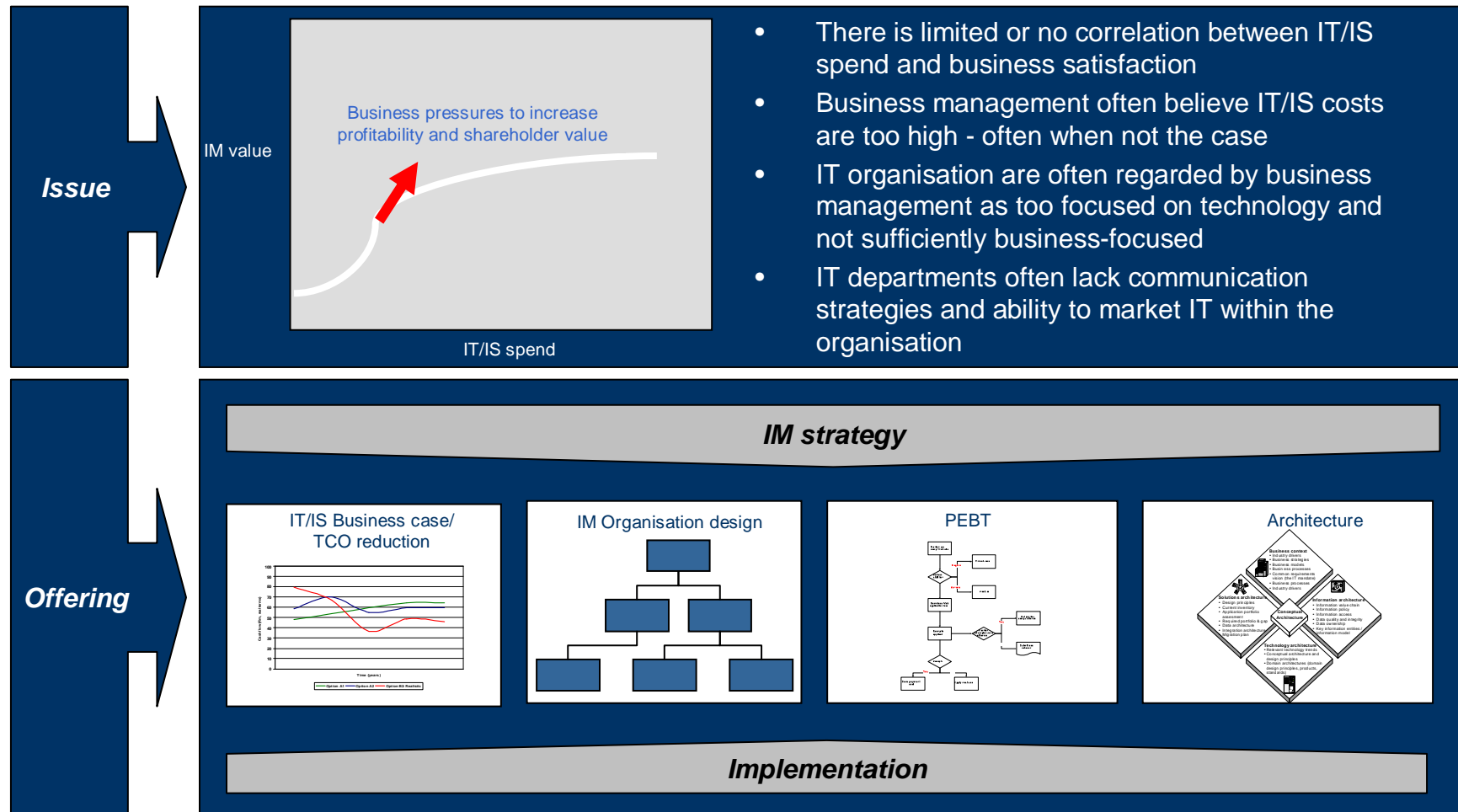
... and illustrate our understanding of typical corporate strategic issues

- Palladium's strategic consulting offerings addresses typical top management agenda items



... and our ability to provide solutions in the strategic ICT arena

- Palladium's strategic ICT offerings enable IT organisations to meet business expectations



Palladium has delivered a wide range of engagements across various industries

<i>Industries and clients</i>	<i>Engagements</i>
<ul style="list-style-type: none">• Manufacturing• Agriculture• Retail• Utilities• Mining• Government• Assurance and insurance• Banking• Transport	<ul style="list-style-type: none">• Corporate strategy• Balanced scorecard• Strategic options• Marketing strategy• Corporate performance improvement• Business process re-engineering• Business transformation• TCO reduction• Group wide IM strategy• Enterprise architecture (technical and application)• System specification and selection• Facilitating / managing IT outsource contracts• IT management outsourcing• Programme and change management• IM governance• Organisational structuring• Strategic sourcing• e-Business strategy• Supply chain design & optimisation

Palladium's leadership



Managing Director: Paul Aucamp
M Comm (PU), MBA (Ghent)

Paul is the Managing Director and founder of Palladium Strategy Consultants. Paul has been in strategy and information technology consulting since 1987. He has fulfilled leadership positions at Deloitte & Touche, IBM Consulting Group and Bentley West Management Consultants. He has successfully established and grown IBConsulting and Bentley West to respected consulting firms in South Africa. Paul has led many large engagements at some of the largest corporates in South Africa and is a trusted advisor to CEOs and senior management within these organisations. He has also gained valuable line management experience as Director of a financial services group - a position he occupied for 2 years. Paul has also attended several executive development programmes at Insead and IMD.



Director: Sonja van Rooyen
B Comm (Marketing and Financial Management) (Hons), MBA (UCT/UCLA)

Sonja specialises in strategic ICT and e-Business. Prior to joining Palladium, she worked at several technology companies as a senior consultant and within the Financial Services industry in numerous line function roles. She has a broad business experience in finance, marketing, product development and sales which has allowed her to successfully advise clients in the banking and financial services industry, as well as government, retail, agriculture, mining and industrial industries, on various Strategic Technology and e-Business opportunities. Sonja's MBA is complimented by an exchange programme to the Anderson Business School at UCLA in Los Angeles.

Palladium's leadership (cont.)



Director: Andrew Masongwa

B.Sc. Eng (Met) (Hons) Wits, CRM (UNISA)

Andrew practised as a process engineer before moving to consulting. In this capacity, he fulfilled various line management roles in the Mining, Iron and steel as well as Aluminium manufacturing companies. He has extensive experience in management consulting where he successfully managed various client engagements from initiation through to delivery in time and within budget. These engagements include (but are not limited to) corporate strategy, business (re)-engineering, IT strategy, change management, business planning, performance management (corporate and individual), business and operational performance improvement, customer relationships management (CRM), marketing strategy, supply chain management, logistics improvement, organisational design and more. Specific industries that Andrew has served are government, manufacturing, petro-chemical and financial services.



Associate: Karabelo Pitsoe

B.Sc. (Chemistry) UCT, B.Sc. Eng (Chemical) UCT, MBA (De Montfort S.A)

Karabelo is an Associate within Palladium. She started her career with Sasol where she practised as a process engineer for five years. One year out of the five was spent in Foster Wheeler (Reading, UK), where she practiced as a design engineer. She then spent three and a half years as a business analyst for some of Sasol's international projects. As a business analyst she was mainly involved in the economic analysis of projects, developing economic evaluation/decision models and supporting high level negotiations.

Palladium's leadership (cont.)



Associate Director: Herman Evert

B Compt (Unisa)

Herman's consulting career started at Deloitte & Touche, after which he joined Transnet in 1989 during a consulting assignment to corporatise South Africa Transport Services (SATS) into the new Transnet. Herman has served in many Senior Management positions at Spoornet and he has been a member of Spoornet's Executive Board for the last 10 Years. As Chief Information Officer of Spoornet Herman successfully re-engineered and virtually replaced all systems and key business processes at Spoornet. Later as head of Strategy he led an international team of consultants and internal resources on key projects to determine long term strategic choices for Spoornet. As the leader of the Strategic Marketing department he dealt with amongst other items groundbreaking market segmentation, Customer Relationship Marketing and pricing projects in the organisation. Herman spent the last two years heading up Spoornet's rail operations. Herman also attended several Leadership and Management development courses at INSEAD, IESE, WITS and Harvard amongst others.

Palladium offices and contact details



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