

Africa(n) Digital Success

ADS Value Proposition



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OUR VISION



To Assist African Businesses Pursue
Excellence and Growth through Digital
Transformation.



WHAT WE DO

We develop a Digital Strategy and a Digital Transformation Roadmap for our clients based on an identified digital technology portfolio and technology platform that will enable pursuit of ***“Excellence and Growth”***.

The Digital Roadmap lays out the shortest route to be taken to enable our clients to quickly take advantage of 4th Industrial Revolution technologies.

We do this by:

- Reviewing the External Business Context for the client to capture trends in their ecosystem;
- Ensuring the Value Chain is understood, and associated challenges are captured with regard to the use of technology. This is to optimise process execution, collect high quality data, and process data to generate credible analytics.
- Identifying the Strategic Objectives to be pursued, Future Technology Portfolio, Digital Technology Platform, and the Digital Transformation Roadmap to address challenges;
- Identifying Success Factors for the implementation of the Digital Strategy, including embedding a Digital Culture, Strategic Principles, and Strategy Metrics .



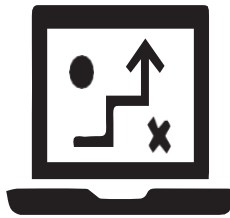
OUR SERVICE OFFERING

To support our clients in their Digital Transformation Journey we offer services that will enable them to use Data, Information, and Technology to inform:

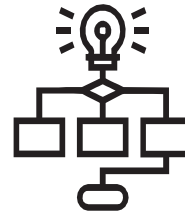
- i. Identification of business drivers for sustainability and growth
- ii. Digitalisation of the execution of business processes to:
 - a. maximise revenue,
 - b. maximise use of resources (people, physical assets, information, funds),
 - c. control operational costs,
 - d. increase profitability
 - e. manage business risks
- iii. Selection and implementation of appropriate technology/digital solutions



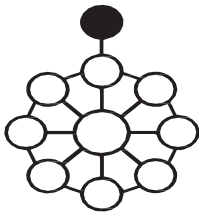
CIO
Advisory
Services



Digital Strategy
Development



Business Process
Management



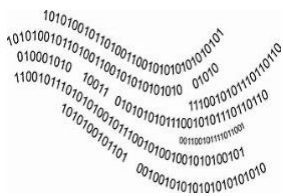
Definition of the Enterprise
Architecture



ICT Program and Project
Portfolio Management



Enterprise Information
Management



ICT Solutions
Sourcing



Business Analysis for IT
Services



Deployment of ICT
Solutions

HOW WE ARE DIFFERENT

- a. We are executives with an in-depth understanding of ICT and more than 30 years of experience working in a number of diverse industries
- b. Having been on the customer side, we understand the problems encountered with the adoption of new technologies and have developed methodologies that assist our clients in overcoming these challenges
- c. We are not selling you the latest “fad” or “hype”
- d. We help you to “**Get Real**” about your situation
- e. Using our methodologies, we do an in-depth analysis of your environment - external and internally - and develop a comprehensive Future ICT Solution Portfolio and appropriate Digital Technology Platform
- f. We develop with you a realistic and comprehensive **Digital Transformation Roadmap** for the implementation of the portfolio and platform.

ADS DIGITAL STRATEGY DEVELOPMENT PROCESS

| | | | | | |
|----------------|---|---|--|---|---|
| WHAT | External Business Context <ul style="list-style-type: none"> • Research • Interviews • Deskwork | Internal Business Context <ul style="list-style-type: none"> • Workshops • Deskwork | Strategic Choices <ul style="list-style-type: none"> • Workshops • Deskwork | Success Factors <ul style="list-style-type: none"> • Workshop • Deskwork | IT Strategy Completion <ul style="list-style-type: none"> • Closing Presentations |
| OUTCOME | Documents: <ul style="list-style-type: none"> • Trends & Impact • ICT Trends & Impact | Documents: <ul style="list-style-type: none"> • Value Chain • ICT Portfolio • SWOT Analysis • Strategic Themes | Documents: <ul style="list-style-type: none"> • Future ICT Portfolio • Digital Transformation Platform Conceptual Architecture Diagram • Digital Transformation Implementation Roadmap <p><i>+ Check point with Executive Management</i></p> | Documents: <ul style="list-style-type: none"> • Culture Assessment & Change Plan • Strategy Principles • Strategy Metrics • Risks and Mitigation | Documents: <ul style="list-style-type: none"> • Complete Digital Strategy • Actionable Roadmap • Quick wins vs TO Dos • Governance map |
| WHO | Executives: CEO, and Heads of the Departments with their teams, | Internal Stakeholders: Senior representatives from all university departments | Internal Stakeholders: Senior representatives from all university departments | Internal Stakeholders: Senior representatives from all university departments | Executives: CEO, and Heads of the Departments with their teams, |



OUR LEADERSHIP



Lungi Sangqu, Chief Executive Officer

Lungi Sangqu started her career as a computer programmer in the early nineties. She has worked with public and private companies, assisting them to achieve their business goals through the innovative use of Information and Communication Technologies (ICT).

Over the past 20 years Lungi has held executive positions at the Department of Social Services, South Africa Post Office (SAPO), State Information Technology (SITA), and the South African Reserve Bank (SARB), where she deployed a Bank Supervision solution for reserve banks in 11 SADC countries. She became the Head of IT from 2007 to 2010 at DHL Express, an international express courier company responsible for providing ICT services for 49 countries in the Sub-Saharan region. She moved to UNISA in September 2010 as an Executive Director and Chief Information Officer, providing IT services for over 400 000 distance learning students located across the world. In May 2016 she joined Transnet as the Chief Information Officer of Transnet Freight Rail, a position she relinquished in September 2020.

Her highest formal qualification is a Master of Leadership (MBL) degree from the UNISA School of Business Leadership (SBL). Lungi also holds a Bachelor of Science (BSc) with Mathematics, Chemistry, and Computer Science as majors.

She was appointed Chairperson of the Board of the Association of South African University IT Directors (ASAUDIT) for the period 2014 -2015, She made the top 5 finalists list for the IT Personality and Visionary CIO 2015 Awards sponsored by the Institute of Information Technology Professionals South Africa (IITPSA). Lungi enabled the transformation of service delivery to Unisa students by building over a period of five years a robust ICT Digital Technology Platform (for about R1,5 billion. This enabled the institution to automate key business processes such as student application, registration, submission and marking of assignments.

OUR LEADERSHIP



Bridget Ngewu, Chief Operations Officer

Bridget Ngewu has been in IT for more than 15 years. Her roles have included those of Oracle Functional Consultant, Systems Analyst, Head of Business Analysis, Business Relationship Manager and Data Governance Manager.

She has provided her services as follows:

- SITA, Coega and Wesbank, through New Dawn Technologies, ICT-Works and iFactory Consulting in the implementation of Oracle applications.
- She has worked with both public and private companies, assisting such companies in meeting their objectives and the acquisition of the right solutions to support their business processes.
- Other organizations include Absa, Unisa and the South African Reserve Bank

Bridget's core capabilities are centered on bridging the gap between business and IT. She assists in guiding businesses towards proper articulation of business challenges to ensure provision of the right solutions. This is achieved through analysis, business process development and facilitation of conversations between business and IT.

Some of the key major projects in which she has been involved include the implementation of an IT Demand Management process, the roll out of an Enterprise Content Management (ECM) solution, Customer Relationship Management (CRM) solution, the implementation of a Data Governance function and other Information Management related initiatives using the Data Management Body of Knowledge.

Her qualifications include a Master of Business Leadership (MBL) degree from Unisa Graduate School of Business Leadership, a BCom degree in Industrial and Organizational Psychology from Unisa and a National Diploma in Information Technology.

INDUSTRIES SERVED

| | |
|--------------|------------------|
| ICT | Property |
| Telecoms | Energy |
| Logistics | Transport |
| Construction | Hospitality |
| Agriculture | Higher Education |
| Mining | |


CLIENTS SERVED

| | |
|----------|-------------------------------|
| Transnet | Walter Sisulu University |
| UNISA | Department of Social Services |
| SARB | Absa |
| DHL | SITA |
| SAPO | Wesbank |
| | Coega |

PARTNERS

TranXend
New Dawn
NkwaliTech
Zengele Projects

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