



COMPANY PROFILE

DIGITAL SCIENCE (PTY) LTD

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1. Introduction

Digital Science has been trading since August 1987. Today, seventeen years later, Digital Science has established itself as one of the leading suppliers in the Information Technology Industry. The company allows no compromise for quality products and customer service, providing the client with the complete solution, from hardware to software. This includes extended warranty maintenance servicing on hardware and software.

1.1 Black Empowerment Development:

Digital Science was formed in 1987.

Digital Science (Pty) Ltd was established to develop and empower Black managers and directors. Due to a shortage of skills in the Information Technology field, the resources of Digital Science S.A. (Pty) Ltd are utilised to assist and implement information technologies in conjunction with Digital Science (Pty) Ltd. This co-operative development will continue until the staff are fully trained and able to implement and maintain the required technologies.

1.2 Affirmative Action Policy:

- 1.2.1** The definition of previously disadvantaged groups includes:
All South Africans who are Black, Coloured, Asian, Women and the Physically Disabled Persons.
- 1.2.2** Previously disadvantaged employees will be involved with the implementation of the policy and the process will be open and transparent to all.
- 1.2.3** The ultimate objective is for Digital Science to reflect the demographics of the country in the workforce composition. To achieve this objective, previously disadvantaged employees will be prioritized in the company promotion and employment policies. This is an extremely sensitive point and can only be done if the necessary selection criteria are adhered to and do not cause a drop in the standard of performance.
- 1.2.4** The main thrust of the policy is on training and development as well as the general upliftment of previously disadvantaged groups of employees. Care should however be taken that targets do not become a rigid and inflexible mechanism which encourages tokenism and insufficient allocation of resources.
- 1.2.5** The process of implementation is a dynamic one, which has a life of its own and therefore, needs to be properly managed (i.e. in terms of measurement , evaluation, involvement, communication, etc.). In principle, the process will end when a critical mass can be seen as being achieved when the placement of employees from disadvantaged groups happens automatically without being imposed by policy.

2. Business Philosophy

The core philosophy at Digital Science is “**customer driven solutions**”

2.1 Vision....

... to offer the best personalised service, at the most competitive price possible to our customers.

2.2 Mission...

... is to become the leading black economic empowered provider of personalised core business solutions, through the services of experienced support staff, using the latest IS Technology and Business Software.

In achieving its mission, Digital Science will constantly educate, train, innovate, experiment and re-invest in its human resources and technology.

3. Company Distinguishing Features

Vendors increasingly have large customers with big, complex purchasing requirements. It is for this reason that core critical skills are retained at Digital Science. Our marketing strategies are based on superior responsiveness to customers via customized marketing programs. Expense-to-revenue ratio is used as a monitoring tool; for in these situations selling depends on the vendor's ability to marshal its resources effectively across a range of buying locations, buying influences, product lines and international organizational boundaries.

3.1 Services

Digital Science is on the cutting edge of networking technology, implementation and supporting Large Local Area Networks (LAN's) and Wide Area Networks (WAN's) with a complement of 5 qualified technical staff currently maintaining a variety of equipment who are trained to support UNIX, LINUX, Microsoft Windows and Novell with TCP/IP applications in the Networking environment.

Auditing of both software and hardware inventory is done using NetSupport Manager. These enable clients to connect, command and control all areas of IT infrastructure.

Digital Science supports a number of Syspro sites running on Microsoft SQL Server on Microsoft Windows and Linux platforms.

Digital Science is able to offer several accounting, distribution and manufacturing software packages such as ACS Embrace, Accpac, Syspro, Pastel, Quickbooks and Brilliant.

Digital Science is a Hewlett Packard Partner, as well as, IBM, Mecer, Intel and Cisco Business Partners for Hardware. Digital Science is also an authorized Software reseller for: SCO UNIX, Novell, Microsoft, Linux and is able to supply, install and maintain the above-mentioned Operating Systems in the Local and Wide Area Networking environment using, Cisco, 3Com and HP Routers utilizing X25, Frame-Relay, Diginet, ADSL and ISDN (Dial on Demand) Protocols.

Digital Science is an Internet Solutions Value Added partner offering link-up and support for Internet/ Intranet solutions, incorporating e-commerce and mail.

Telephone and video conferencing is also available for mufti-party conferencing irrespective of geographical location.

4. Organisational Structure

4.1 Shareholders

Digital Science (Pty) Ltd

Name	Percentage shareholding
I. J. Makhura Koza (Black Woman)	55% ,
D. Koza (Black male)	15%
D.J. van der Merwe (White Male)	30%

4.2 Staff Complement: 10

Sales:	2 Sales
Technical:	3 Technical staff
Support:	1 Software support
Admin:	2 Administrative staff.
General:	2 General staff including a driver.

4.3 Board of Directors

Name	Designation
D Koza (Black)	Managing Director
D.J. van der Merwe (White)	Director
I.J. Makhura Koza(Black)	Director

4.4 Combined Black Component: 6 people

Employee:	Designation:
D Koza (Black)	Managing Director
Ingrid Makhura Koza(Black)	Director
Craig Davies (Coloured)	Technician
Alfred Dontso (Black)	Cabling Specialist
Eric Mathe (Black)	Cabling Assistant
Numsa Khanylib (Black)	General Administration

4.5 Female Component: 4 people

Employee:	Designation:
Ingrid Makhura Koza	Director
Barbara Taylor	Accounts
Gail Smit	Sales / Tele-Sales
Nomsa Khanylib	General Administration

5. Conclusion

Digital Science is committed to a long-standing partnership with its Customers through the provision of products and services that will add value to the Customers growth, profit and image.

By supporting this SMME company, more jobs will be created and skills transferred to previously disadvantaged individuals – unlike large BE companies, whose infrastructure will remain the same regardless of the size of turnover!

<u>Main Objective:</u>	Consulting, marketing, distribution, selling, implementing, maintaining and exporting of computers and associated computer equipment, office automation products, office furniture, stationery and consumables, cabling and networking, maintenance contract of computer, printers, fax and copiers.
<u>Type of firm:</u>	Proprietary Limited
<u>Postal Address:</u>	P.O. Box 3227 Randburg 2125
<u>Physical Address:</u>	316 York Avenue Ferndale Randburg
<u>Contact Person:</u>	Deo Koza (Cell 082 345 1012)
<u>Location of Head Office:</u>	Randburg, Gauteng
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<u>Website:</u>	www.dgs.co.za
<u>E-mail:</u>	info@dgs.co.za : deo@dgs.co.za :
<u>Bank details:</u>	
	Branch: Standard Bank, Randburg
	Branch Code: 018005
	Account Type: Current
	Account Number: 220070083
<u>Auditors:</u>	W K H Landbrebe & Co Suite 7 Denavo House 15 York Street Randburg, Telephone: 011 886 1238/9 Fax: 011 787 6703
<u>Company Registration Number :</u>	1997/ 002443 / 07
<u>VAT Registration Number:</u>	4950/102/05/5
<u>Income Tax Registration No:</u>	9165/022/84/0 - Johannesburg Office
<u>RSC Levy Reference No:</u>	81333057
<u>PAYE Registration No:</u>	7860718727

Annexure 2:**COMBINED CLIENT REFERENCES****Annexure 2:****CLIENT REFERENCES**

Digital Science has customers country wide in government and all commercial sectors including the Medical, Financial, Retail and Mining fields.

Some of our clients include

Department of Transport	Hendrick Mlondobozi	012 309 3280
Department of Statistics	Lolo Songo	012 310 8068
Department of Land Affairs	Rommy Bodibo	012 312 8252
Department of Home Affairs	Estelle Groenewald	012 314 8370
Department of Justice	Rene de Bryun	012 3151380
Department of Defence	Major Janse van Rensburg	012 313 2360
Department of Labour	Raedene Pretorius	012 309 4009
South Africa Police Service	Makhalo Pitsi	012 393 3596
South Africa Reserve Bank	Bandile Masango	012 313 3262
SITA	Titus Malinga	012 482 3122
City of Johannesburg	Susan Maree	011 407 6289
City Power	Selby Shabangu	011 490 7725
Eskom	Ruth Maake	011 871 2421
Eloptro	Mike Iverson	011 921 4570
Metrorail	Ronel Naidoo	011 733 7600
Financial Services Board (F S B)	Ian Strydom	012 4288000
Nail Outdoor	Anton Denbo	011 444 2817
National Health Laboratory Services (NHLS)	Caren Smit	011 4899434
Pikitup	Emil le Grange	011 712 5211
Urban Brew	Ben Greyling	011 285 6130
Vibramech	Donovan Bellingham	011 762 5501
Radmark	Damien Wright	011 235 7600
Kool Aluminium	Merlin Smart	011 793 3641

Annexure 3:**BLACK EMPOWERMENT SUPPLIER RATING**

<u>Criteria</u>	<u>Requirement</u>	<u>Compliance</u>
Black Ownership		70% Black Shareholders
Black Management		70% Black Management
% Black Skilled Personnel		75% Black Skilled
Procurement from BEE Suppliers		10% BEE Suppliers
% Female Management		50%