



BCIT (PTY) LTD
Reg. No: 84/04459/07
Ground Floor, Comcorp House, Rivonia Gardens,
31 Wessels Road Street, Rivonia, 2128
P.O Box 1668 Rivonia, 2128
Tel: (011) 803-8049
Fax: (011) 234-2528
Web: <http://www.bcit.co.za>

Company Profile 2009

Business Context

Constant and rapid information technology innovations and an increasingly competitive business environment driven by the powerful force of globalisation is driving businesses to seek new strategies to maintain their market leadership, create and expand sustainable client bases and to venture into international markets. These forces have created a new competitive paradigm, which requires companies to automate their internal processes and to operate through flexible structures to keep up with these rapid changes.

This competitive paradigm has been created as a consequence of the explosion of the Internet as a vehicle for information dissemination and a robust platform for business information systems, the penetration of electronic commerce as a new and de facto way of conducting business and the growing importance of information as a crucial corporate asset. BCIT's mission is to assist clients to leverage these new technologies to deliver tangible business value to shareholders, partners and customers.

Company History

In response to the ever changing technology landscape and the business context described above, two experienced IT consultants put their resources together in 1999 to form a consultancy company that will assist its clients leverage emergent and current IT technologies for business advantage. The name and acronym, BCIT, stands for business centric Information Technology solutions and that is exactly what the company provides to client base.

Philosophy

BCIT core philosophy centres on the concept of strategic fit - technology must be aligned to the business to deliver value. Our philosophy is to provide our customers with holistic, integrated, robust and business centric information technology solutions that address identified business problems on time, within budget.

The cornerstone of our business policies is reflective of this philosophy. We constantly strive to attract the best skills and employ the best information technology practices while not neglecting the broader socio-economic and transformational policies of representation and empowerment. At BCIT,

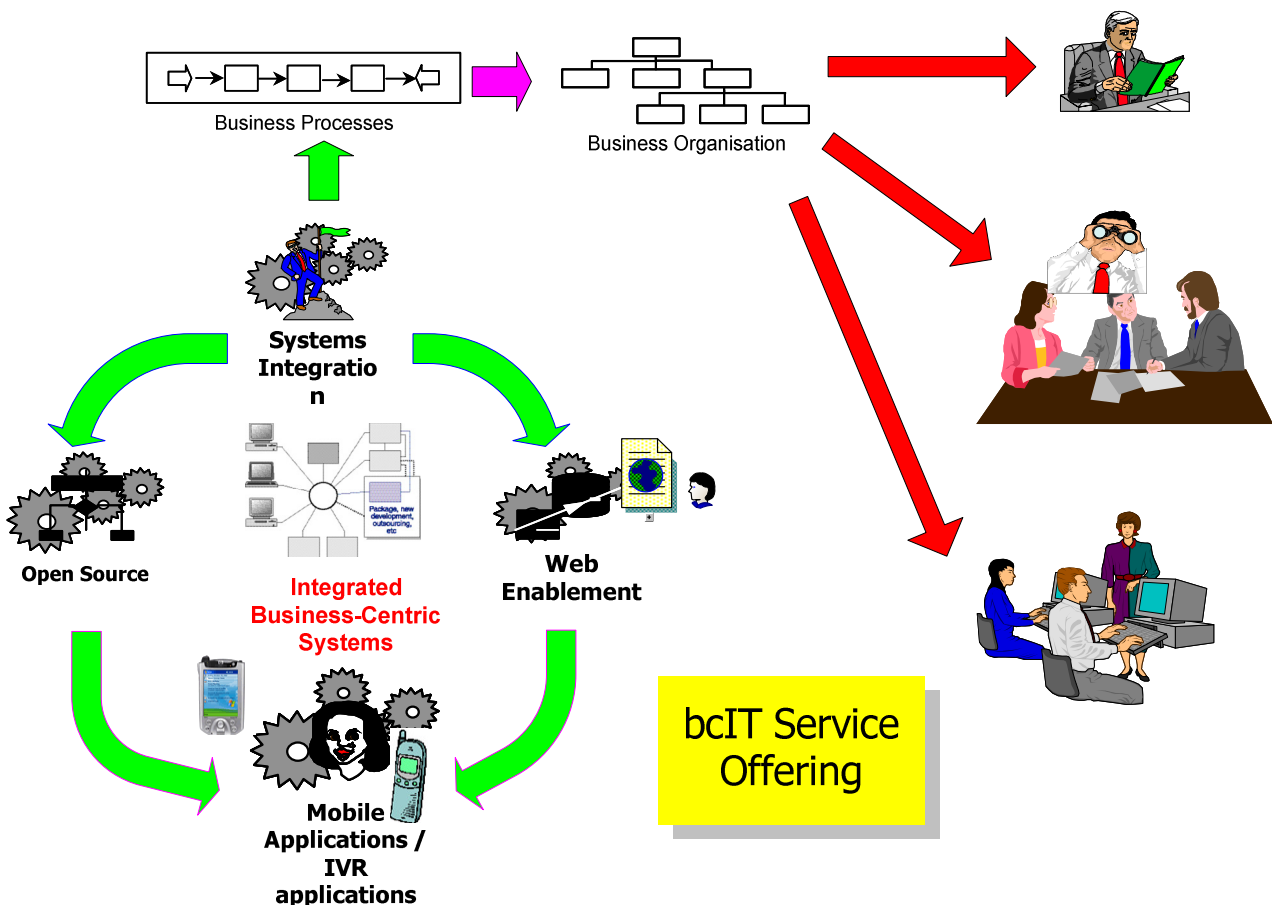
- We are about delivering value and impact to our customers
- We want to build our reputation by giving our clients what we say we will, when we say we will.
- We want to create an environment of entrepreneurship, shared ideas, shared efforts, and shared responsibilities in an atmosphere of openness that recognizes each individual's need to grow both professionally and in personal wealth.

Business Scope and Services

The business world is in constant need of better IT solutions, and we're on a mission to deliver them. We have a culture that is passionate about IT, encourages teamwork, works extended hours, is always willing to undergo steep learning curves, raises the bar on what's possible and focuses on doing whatever it takes to help customers succeed. These are the attributes that drive our company and we have consultants who share these values.

Our ultimate goal is delivering product independent robust information technology solutions for improving, optimising and streamlining the core business operations and processes of our clients. Our aim is to ensure that information technology investments assist our clients in achieving their strategic business and operational goals.

The scope of our business spans the provision of IT services and the deployment of consultants that have skills that are not in our business domain on the needs basis. We are currently on the SITA tender 569 and 570. The major focus areas of our IT services are **systems integration & web enablement, open source consulting, mobile applications, IVR applications including Text-to-Speech applications.**



❑ **Systems Integration & Web Enablement focusing on:**

- **Business Analysis, Systems Analysis & Design using UML**
- **Web Applications**
- **E-Commerce Applications**
- **XML Web Services**
- **Microsoft .NET**
- **Java (J2EE Architecture)**
- **Delphi**

Our consultants also have competencies in various programming languages and software architectures that typically use Oracle products, MS SQL Server, Inprise application development toolsets (Borland Delphi, JBuilder), Rational Tools, EntireX (with NATURAL / ADABAS for the legacy environment) from Software AG, IBM Tools (MQSeries and Websphere) and distributed computing architectures such as COM and CORBA. An incremental and iterative SDLC (Systems Development Life Cycle) that uses **Unified Modelling Language** is employed for all Systems Integration & Web Enablement projects.

❑ **Open Source Consulting**

The Open Source platform gives customers an opportunity to cut costs on software licenses and invest more on the services and solutions that they need. In a nutshell, open source software and solutions empower the end-user.

This is an excerpt from the opensource.org website:

*The **basic idea behind open source** is very simple: When programmers can read, redistribute, and modify the source code for a piece of software, the software evolves. People improve it, people adapt it, and people fix bugs. And this can happen at a speed that, if one is used to the slow pace of conventional software development, seems astonishing.*

The internet would not be as it is today if open source programs such as Apache, Sendmail, PERL, PHP and the Berkeley BIND (which translates IP addresses to domain names) did not exist. Open source software has over the years proven itself to be robust, reliable, secure and best of all, free. Major corporations such as Oracle, Sybase, SGI, BEA, Inprise, Sun and IBM and many others have released products and services that take advantage of this revolutionary software development paradigm.

BCIT has highly skilled technicians in the open source arena to assist companies to implement open source solutions and simplify the complexities of the configuration and systems administration that are inherent in open source software. The solutions are delivered using the powerful Linux Operating System. Here are some of the open source tools that we use at BCIT:

- [GNU/Linux](#) - A powerful operating system for servers and workstations.
 - [Perl](#) - A powerful and flexible programming language.
 - [Apache](#) - The world's most popular web server.
 - [Tomcat](#) - Apache Servlet container that implements Java Servlet and Java Server Pages (jsp) Technologies
 - [PHP](#) - General purpose, HTML-embedded, Web-development scripting language that is built into the Apache Web Server.
 - [MySQL](#) - A fast and powerful database.
 - [GCC](#) - One of the most widely used compilers.
 - [Gnome](#) - Easy to use desktop environment with a powerful application development framework
 - [KDE](#) - Another easy to use desktop environment.
 - [RedHat](#) - Distribution used for our servers.
 - [Mandrake](#) - Distribution used for our desktops.
 - [Mono Libraries](#) - .NET on Linux
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❑ Infrastructure Provision and Maintenance

BCIT provides the following Cabling Related services:

- Installation of Data Points (Krone, Molex, Meganet)
- Installation of Voice Points (Krone, Molex, Meganet)
- Installation of Network Cabinets (Adler)
- Building of Server Rooms
- Installation and configuration of switches and routers (3Com, Cisco, HP, H3C)
- Installation of Access Control, UPS and generators (APC, Rittal)
- Installation of Fire Protection Systems
- Supply, installation and configuration of servers (IBM, HP, SUN, DELL)

BCIT also provides Electrical Reticulation services including:

- Provision of Certificate of Compliance
- Installation of Air Conditioners, UPS and generators

BCIT also provides maintenance and support on all infrastructure related activities mentioned above.

❑ Mobile Applications / IVR and Fax

[Time and Attendance / Access Control](#)

BCIT provides Biometric Time and Attendance system that uses GPRS to update a central system. The Biometric Time and Attendance system only needs power and reports can be drawn over the internet from a centrally hosted database. The system used fingerprint verification, thus eliminating buddy clocking. Clocking in and out can also be done via SMS.

[Microsoft Windows CE](#)

BCIT is also embarking on a venture to develop applications for the Personal Digital Assistants (PDA) using the Microsoft CE operating system. With a growing number of mobile workers using PDAs from HP, Compaq and Dell, a need for turnkey applications in these arena is growing rapidly.

[Java 2 Micro Edition](#)

BCIT is also embarking on a venture to develop applications for the Symbian type cellphones. With GPRS costs reducing and people using their cell phones for business, a need for applications in this arena is growing rapidly. Remote / Mobile workers can apply for leave, interact with central system via such applications running on their phones at minimal costs.

[Interactive Voice Response](#)

BCIT has implemented an Interactive Voice Response (IVR) system using the Asterisk Open Source Software. This is linked to the three GSM networks and using Text-to-Speech Festival system and the languages developed by the CSIR, can notify people via Voice into their voice mails.

[Faxing Solutions](#)

BCIT has implemented afaxing solutions using the HylaFAX Open Source Software. This allows for fax to email capability within an organisation and centralised faxing system that keeps track of all the faxes sent out and received.

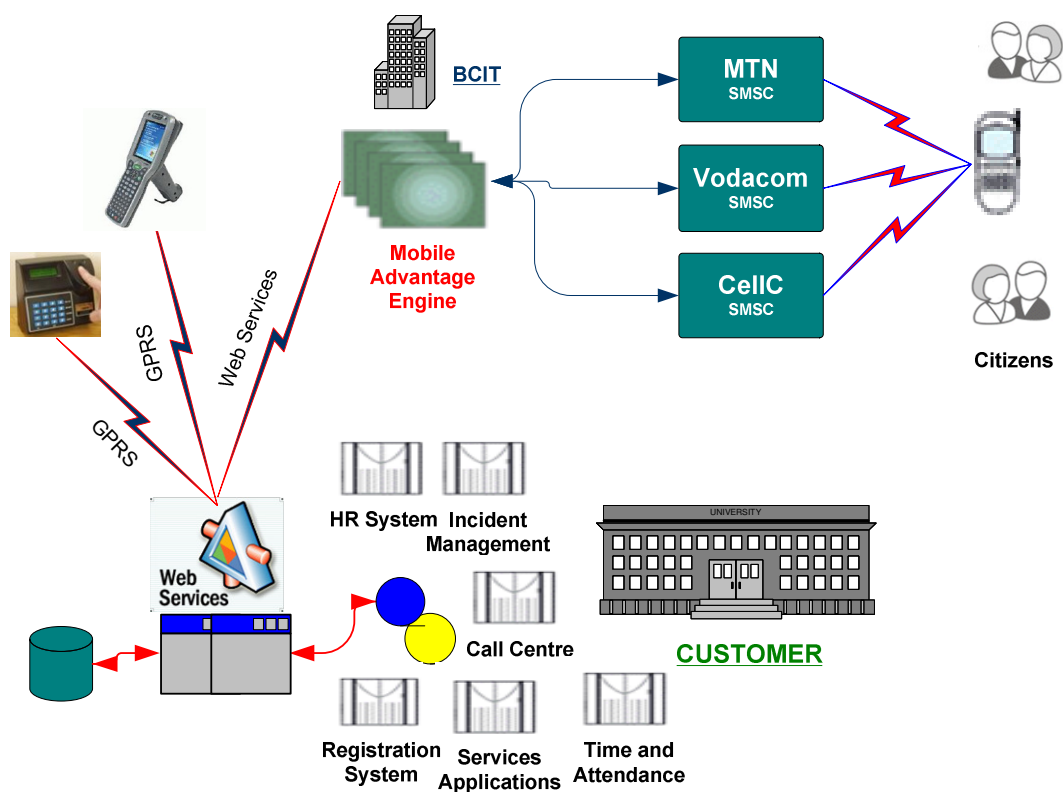
[Mobile Advantage Gateway](#)

BCIT has developed an in-house interactive GSM Gateway called Mobile Advantage (MA). MA is focused on the commercial usage of the Short Message Service (SMS) by SMS-enabling any application or system. It also uses USSD, MMS and Location based services protocols.

This versatile system enables companies to use SMS for various applications such as classifieds, SMS competitions, promotions, surveys, customer relationship management, and SMS-to-email service. The system is suited for interactive communication with many large groups of people at the same time. The system is continually being enhanced based on customer needs. Some of the applications that the system has been used for is the distribution of the matriculation results whereby candidates query their results via their student number and ID number from their cell phones.

BCIT is a Wireless Application Service Provider (WASP) with all three networks (Vodacom, MTN and Cellc). BCIT is also a first tier member of the Wireless Application Service Provider Association (WASPA) – the watchdog of all WASPs.

The architecture for the Gateway is diagrammed below:



Clients

Northwest Provincial Government - Dept of Local Govt. Housing, Planning & Development - Developed an IT Strategy for the Department

Excel Credit Control - Development of a client-server Debt Collection System

Virtual Care Pharmacies - Development of a corporate web site, Intranet and Extranet. Site Address: <http://www.virtualcare.co.za/>

Unisys South Africa - Provision of IT Consultancy and Systems Integration Services for the HANIS project and Hardware and Software Sourcing

Wilberforce Institute - Provision of Hardware and Network Consultancy Services, Server Deployment and Open Source Software Implementation

Associated Chemical Enterprises - Development of a corporate web site. Site Address: <http://www.acechem.co.za>

Alexandra Technical College - Provision of Hardware and Network Consultancy Services.

Quantum Health – Development of a client Server Pharmacy Management System

Biovac Institute – Developed a corporate site with some web-enablement

National Youth Commission – Management of the Youth Information Site

National Youth Commission – Provision of Bulk SMS and Mobile Originate

AIG (SA) – Provision of Bulk SMS services

National Treasury – Development of a client server system

SITA/CPSI/Department of Home Affairs – provision of bulk SMS and querying services via sms for marital status, passport application status etc.

Gauteng Provincial Government – provision of bulk SMS and querying services via SMS

Department of Public Service and Administration – Development of a web based performance management system

Centre for Municipal Research and Advice – Provision of Network Design, implementation including sourcing of hardware and implementation of the entire network

Gauteng Department of Health – Implementation of an NGO database on a C#/MS SQL Server platform

SITA – Provision of Resources under Tender 348 and 569 to a number of government departments

Department of Environmental Affairs and Tourism – Business Analysis work on the integrated Permitting System for the department

Department of Correctional Services – Change Management services on the RDOMS system and the implementation of LCD system for messaging

Subcontracting to partners:

Shared Objectives (Pty) Ltd. - **Liberty Life** – assisted in the Health EDI System Oracle System Integration project.

AST Abraxas (Pty) Ltd. - **Department of Water Affairs and Forestry** – System Analysis and Design of a distributed architecture for a GIS system using ESRI tools

UCTEL (Pty) Ltd. - **Eskom** – Part of a project team to develop a geo-based forecasting system for Eskom Distribution.

Thoughtcorp (Pty) Ltd. - **CIPRO** – Developed corporate web application templates

Cornastone (Pty) Ltd. – [Department of Water Affairs Outsourcing](#) – assisted with the application development using Delphi.

Unisys – assisted with the architecture and project management services on the HANIS project.

Gijima-AST – Who AM I Online Tender at Home Affairs.

Partnerships

Our partnering approach is win-win and synergistic. We engage with companies whose business focus areas are complementary to ours and whose philosophies are in line with a broader socio-economic development framework in South Africa.

Our partnering model is symbiotic. The objective is to assist our partners to derive tangible business value from the projects that are outsourced or performed jointly with us. We are constantly looking to expand our partner base. The following companies are current business partners of BCIT:

- Ciber Information International
 - Vodacom
 - MTN
 - Cellc
 - Sekunjalo IT Services
 - Maslow Consulting
 - Tarsus Technologies
 - Axiz
 - Workgroup
 - Mustek
 - Rectron
 - Sahara Computers
 - Hewlett Packard
 - Business Edge Systems
 - Unisys Africa
 - PM Focus
 - Zakheni ICT
 - Tsepo
 - ATS Database Services
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Management Profiles

Maite Nathaniel Sebolai

MSc (Computer Science)

Nathaniel is a partner and a founding member of BCIT. Nathaniel has over 15 years experience in Information Technology that spans mainframe development to distributed systems using object architectures such as CORBA. He worked for ISM (now IBM (SA)), The Internet Solution and was a managing director of Safika Networks. Nathaniel's rich IT experience spans areas of Technical Sales Support, Operating Systems and Installations, the whole Systems Development Life Cycle and management of IT COMPANY. He is highly experienced in C/C++, MVS/XA CBIPO Installation and MVS/ESA System Programming, Web Applications Development and has developed C/C++ with an ORB (CORBA) on a Sun Solaris Unix platform. He has further extensive experience on Database Design and Implementation using Sybase and Oracle on Sun Solaris Unix platform as well as using Microsoft SQL Server, Unix System Administration, and OS/400 Installation, Maintenance and Upgrades. Nathaniel holds an MSc in Computer Science from the University of North Carolina at Charlotte in the U.S.A. His thesis was on distributed computing architectures with the focus on the Object Request Brokers.

Empowerment Profile

Shareholding

BCIT is owned and managed by Mr. Maite Nathaniel Sebolai. The company is currently evaluating the issuing of share options to all permanent employees and will thus be re-capitalized to allocate more shares once this share option scheme is implemented.

Management Involvement

Mr. MNJ Sebolai is fully responsible for the strategic, tactical and operational issues of BCIT.

Employment Policy and Affirmative Action

BCIT's current headcount is 25 employees. Additional resources are sourced on a contracting basis from an extensive resource database and partners. This database consists of resources from diverse racial and gender backgrounds.

SMME Policies

As an entrepreneurial company, BCIT procures from or outsources to other empowerment SMEs to offer a total solution. One of the services that BCIT provides largely through partners is Network Consulting and the provision of hardware. BCIT focuses on the high level consulting and outsources the implementation and rollout to Senkujalo IT Services. About three projects have been rolled out so far using this mutually beneficial arrangement.

Name	Company	Contact Details	Nature of Relationship
Thabo Mogashoa	Mohwiti Technologies	0828133653	Implementation Partner
Jack Mazwi	PM Focus	011-803 3325	Implementation Partner
Colin Davids	Zakheni ICT	0823984043	Supplier of services
Boitumelo Mathibedi	Tumi Entertainment cc	0827084804	Supplier of services

Contact Information

Ground Floor, Comcorp House, Rivonia Gardens, 33 Wessels Road, Rivonia, 2128

P.O. Box 1668, Rivonia, 2128

Tel: +27-11-803-8049

Fax: +27-11-203-2528

Web: <http://www.bcit.co.za>

<http://www.mobileadvantage.co.za>

<http://www.smsadvantage.co.za>

Email: nathan@bcit.co.za

Maite Nathaniel Sebolai

Mobile:(+27) 083-455-2430

Email: nathan@bcit.co.za

Alternate Email: ndileka@icon.co.za
