

Company Profile

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The Inobits Vision

To be an internationally recognized, specialist IT organization, providing and advising on "Innovative Business and IT Solutions" to a multi-national customer base.



Inobits Values and directives

Our history

Inobits Consulting (Pty) Ltd was established in September 1999 as a high-end consulting and training company.

Track record

Over the last 5 years Inobits have consulted to more than 200 companies in over 11 countries, ranging from small companies to multinational enterprises. Training was delivered in over 35 countries to more than 4000 people, of which half was done in the last year. Over this time Inobits have established itself as a global player in the Microsoft solution consulting and training space.

Principles

We value individuals and reward excellence. We strive to lead the pack in terms of bleeding and leading edge knowledge assimilation, implementation and transfer. We prioritize the quality of our advice and good customer relations.

Our people

Inobits has a highly motivated staff compliment that is handpicked out of the top technical expertise available. Our company comprises of certified Microsoft engineers, developers and trainers. All our consultants have a strong background of practical experience (At least 5 years, mostly 10+ years) in their various fields.

We strongly believe in empowering and skilling the individual. We operate exceptionally well as a team and all consultants possess excellent interpersonal skills.



Inobits Offerings

Inobits Consulting specializes in:

- >> Technical Business Solutions
 - > Microsoft Identity Management
 - > Microsoft Solutions for Management
 - > Business Process Management
 - > Data Warehousing & Business Intelligence
- >> Advanced Infrastructure Designs
- >> Knowledge Transfer (Customized Training, Course Development)

Positioning Inobits Consulting

In line with our company policy we aim to become a niche market player, offering clients the benefit of our outstanding intellectual capital. Consulting skills at Inobits range from infrastructure installation to high-level software architecture and development. This varied skills base enables Inobits Consulting to participate in projects at various levels and phases, ranging from an advanced infrastructure design phase, to the design of workflow processes, to developing of ITIL processes of an ICT organization.

As such, Inobits is one of only a handful of South African companies with the relevant skills sets to architect products around the Microsoft .Net strategy. The company also offers customized .Net training, and often helps re-architects software products to align with the Microsoft .Net vision.

Our directors and staff are highly regarded experts in their respective specialist fields. We focus primarily on providing expert consulting services and offering our clients value-added services. These services focus on the implementation of Microsoft and K2 solutions.

Why use technology consultants?

The technology landscape of today

The latest technology for complex networks offers a new world of freedom and a wide range of options for custom-tailored IT solutions. The pace of technological change forces organizations to upgrade, update and enhance skills on a continuous basis, while protecting previous investments. Current and existing systems are often irreplaceable, and should continue to support an organization's core business. Where applicable, these existing systems need to integrate with the new technologies and solutions.

Reducing risk

While it is today possible for companies to design their own network and application infrastructure, the vast variety and rapid evolution of technologies makes it very difficult to make informed and tested design decisions about critical design aspects. A design or implementation of a certain technology would be a first for such a company, with no or little previous experience.



The risk of doing such a design with limited knowledge and little experience can be dramatically reduced by enlisting the services and expertise of a consultant who's full time job it is to be a specialist in the involved technology.

For this reason, more organizations are entrusting a part of their activities to a competent business partner.

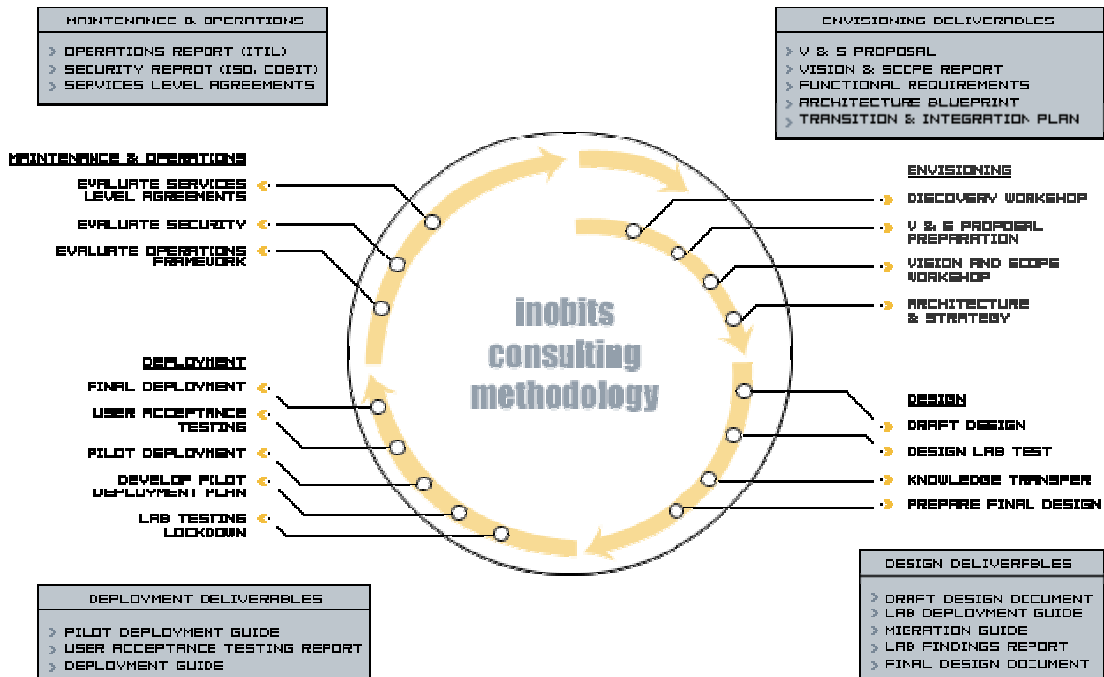
Inobits Consulting believes that the only constant in life is change. It is a strong, dynamic and agile company. This ensures that we are adaptable and enables us to provide the right skills at the right time with minimum risk to the customers. We offer a comprehensive range of services from network planning to systems monitoring, maintenance and integration on the Microsoft and K2 Suite of products.

Recognized as an industry leader, Inobits Consulting has completed numerous successful projects for the top 200 African and Middle East organizations. We have developed a unique implementation methodology, which has resulted in the following benefits to our clients:

- >> Common methodology used by all Inobits consultants
- >> A structured and organized approach to projects management
- >> Simplified project management
- >> Clearly defined solutions and outcomes
- >> Minimized project risk
- >> Guaranteed service excellence and delivery
- >> Leading-edge niche skills

Consulting Methodology

A strict methodology is followed on all consulting projects. This has been derived from the MSF (Microsoft Solutions Framework) and adapted for local conditions.



Technical Business Solutions

Identity Management and Provisioning

Identity management and provisioning are without doubt the best kept secrets of leading enterprises across several industry verticals.

Definitions:

Identity Management – Integrating and consolidation of various different information systems' identity information to form a common identity repository, from where accurate identity contexts and information can be propagated to the same and other systems. Such systems typically include HR systems, PABX systems, Active Directory, and physical Access Control systems.

Provisioning – Identity Lifecycle Management in terms of creating, maintaining and removing of accounts and records relating to identities in accordance to business processes and rules. This can include the creation, moving, disable, enabling and removal of user accounts in systems such as HR, PABX, Active Directory, and physical Access Control systems. Such actions are typically audited and orchestrated by workflow systems, if not entirely automated. Furthermore, access and rights to systems can be provisioned in a similar fashion, in order to create a role-based authentication and authorization platform.

Some of our services include:

- >> Business and technical environment analysis pertaining to identities
- >> Analysis and Designing of corporate strategy regarding Identity Management
- >> Analysis and Design of Identity Management architecture
- >> Implementation of Identity Management and provisioning solutions
- >> Operational frameworks and guides pertaining to Identity Management

Our strategies, architectures and research are the results of continuous research of the latest industry standards, protocols, mechanisms, vertical business drivers and software vendor directions and roadmaps.

These solutions also require a number of technical services that often include workflow, directory & meta-directory services as well as authentication, authorization, and auditing services. In this field Inobits delivers world-class end-to-end secure business solutions built on sound, scalable technical solutions.



Enterprise Management Solutions

Inobits Consulting provides planning and design expertise to facilitate the creation of an effective and scalable ICT systems monitoring and management environments. Inobits Consulting specializes designing and implementing management solutions using Microsoft Systems Management Server (SMS) and Microsoft Operations Manager (MOM) systems according to ITIL and MOF processes and guidelines.

Our consultants provide the following services in these areas:

- >> ITIL assessments
- >> ICT organizational assessments and alignment to ITIL and MOF
- >> Designing systems monitoring management solutions. This includes the physical design, logical design and capacity planning.
- >> Creating deployment roadmaps
- >> Overseeing the deployment
- >> Assisting the client in the creation of collections and packages that facilitate management and software distribution.
- >> Software Architecting

Business Process Management and Automation (BPM/BPA)

Inobits has worked with leading BPM vendors to deliver a very exciting range of solutions. At present Inobits Consulting utilizes the K2 workflow engine from Sourcecode along with Microsoft .NET technologies such as ASP.NET and BizTalk server to deliver business process management and automation solutions to our customers.

Inobits focuses on the following BPM/BPA solution areas:

- >> Employee Relationship Management
- >> Recruitment (enrolment)
- >> Employee self-service
- >> Travel and expenses
- >> Time tracking
- >> Leave application
- >> Sales Lead Tracking
- >> Service Sales fulfillment and Resource Allocation
- >> Invoice Issuing and tracking
- >> Expense Requests
- >> Purchase Orders

K2 Business process data reporting

- >> Reporting on business data in K2 workflow system
- >> Balanced Scorecard reporting of KPIs in K2 workflow system
- >> Microsoft SharePoint Lists / K2 data synchronization



Business Intelligence and Data Warehousing

Inobits Consulting excels at using a product base that includes (but is not limited to) Microsoft SQL Server 2000, Microsoft Analysis Services 2000, Microsoft Data Transformation Services (ETL) and ProClarity.

Our consultants provide services in the following areas:

- >> Business requirement analysis
- >> Data warehouse architecture
- >> Conceptual data modeling
- >> Meta-data architecture and design
- >> Analysis of infrastructure design
- >> Data and dimension modeling
- >> Data extraction and cleaning (ETL process)
- >> Client application development or customization
- >> KPI / KPA measurement and visualization

Inobits Consulting can add value to a BI project with development:

- >> Product enablement through customization and development
- >> Application/System Integration (EAI) using BizTalk Server
- >> Workflow Development
- >> Custom tools and scripts to automate tasks and facilitate migrations or integrations



Advanced Infrastructure Designs

Directory Service Solutions

Deploying directories can be a complex task requiring specialist skills and careful planning. The ultimate aim in the design and implementation of a directory service is to get it right the first time, thus avoiding costly mistakes.

Our consultants provide the following services:

- >> Active Directory designs for complex and large environments. This includes physical and logical design as well as capacity planning.
- >> Creating deployment roadmaps
- >> Creating migration roadmaps
- >> Overseeing the deployment and migration. Inobits assists the client by providing custom scripts to automate these tasks.
- >> Auditing existing installations and making recommendations

Messaging Solutions

The ability to exchange information seamlessly has made messaging systems a key component of efficient enterprises. Deploying reliable and scaleable messaging solutions in large corporations has its challenges. Inobits Consulting specializes in the design of Exchange messaging solutions, which can also include components such as instant messaging and conferencing.

Our consultants provide the following services in these areas:

- >> Microsoft Exchange designs for complex and large environments. This includes the physical design, logical design and capacity planning.
- >> Creating deployment roadmaps
- >> Creating migration roadmaps
- >> Overseeing the deployment and migration. Inobits assists the client by providing customized scripts to automate these tasks.
- >> Auditing existing installations and making recommendations



Learning Solutions

Course Development

Inobits Consulting develops course content and materials for instructor-led training. After assimilating required knowledge and spending sufficient time with the client to design the course, a set of manuals and CDs are produced that make up a course that can be re-delivered by other trainers. These materials typically consist of the following components:

- >> Instructor Manual
- >> Student Manual
- >> PowerPoint Slides
- >> Hands-On Lab Manual
- >> Virtual PC image for lab simulations.

Knowledge Delivery (Training)

Inobits Consulting employs only the best qualified instructors in order to ensure a world class standard of course delivery. Quality is ensured in that the instructor is expected to maintain an average of 4 (out of 5) on course feedback. All attendees complete a feedback and evaluation form (manual or electronic). Topics such as instructor, materials, facilities and skills growth are constantly evaluated, and always yield world class results.

Course Delivery is only available in English.

Training Experience

Inobits Consulting has been used by Microsoft Corporation as a Readiness Training Partner World-Wide providing specialized technical training on Beta and Released Versions of Microsoft products to consultants, engineers and partners in a variety of countries. This has been further expanded by using Inobits Consulting in Microsoft Corporation's Partner Academy Program.

Trainers attend special workshops arranged by Microsoft Corporation in Redmond, Seattle, to gather information from internal Microsoft resources.

Early exposure

Inobits works closely with the product developers while the products are still in Beta development phase to gain a comprehensive understanding of the product. The material is then collated to create a high-level, in-depth technical training course, which is delivered months before official training materials are made available.

Wide audience

Inobits has been involved extensively in training Microsoft consultants, PSS (Product Support Services) engineers, Sales force (Microsoft Sales Academy) and Microsoft partners in South Africa, the UK, Germany, Sweden, France, Italy, Czech Republic, Dubai, Kuwait, Saudi Arabia, Turkey, Slovenia, Russia, Israel, Lebanon, Pakistan, Jordan, Egypt, Morocco, Nigeria and the Ivory Coast since 1999. Recently the USA was added to this list.

Certification and Partners

As a registered **CPLS** (Certified Partner for Learning Solutions) and also a **K2** Workflow (Sourcecode) Training Partner, Inobits Consulting offers a variety of high-end and customized training courses to clients and partners. The training is typically not aimed at the certification market such as MCSE's, but caters for customized and specialized courses (e.g. Data Warehousing) to clients, as part of consulting and development engagements.



Our competitive advantage

Our Instructors are field-experienced consultants

- >> Inobits Consulting has one of the largest, most cohesive and highly skilled and accredited consulting teams in Africa and the Middle East.
- >> Inobits Consulting leads and is involved in many projects over the world, ranging from Identity Management projects, large Data Warehousing projects to Active Directory and Exchange projects.
- >> Our unique relationship with Microsoft, both locally and internationally, strengthens our market positioning. Inobits Consulting is a Managed Partner, as well as a Certified Gold Partner (Enterprise Systems and Learning Solutions).

Areas of expertise:

- >> Windows Server 2000/3
- >> Windows XP
- >> Active Directory
- >> Network Security
- >> Exchange Server 2003
- >> SQL 2000 / SQL 2005
- >> Office 2003 System “Connected Productivity”
- >> Visual Studio .NET and .NET Framework

Inobits is a gold CPLS

As a registered Gold CPLS (Certified Partner for Learning Solutions) Inobits Consulting offers a variety of high-end and customized training courses to clients and partners. The training is typically not aimed at the certification market such as MCSE’s, but caters for customized and specialized courses, e.g. data warehousing, offered to clients as part of consulting engagements.

Early exposure to Microsoft products ensures that when they ship, Inobits is ideally positioned to provide our clients with the information they need to make appropriate business decisions. Continuous skilling in leading-edge technologies, together with the internal interaction between training and consulting, enables Inobits to provide clients with the best service in both these areas.



Our relationship with Vendors

Our relationship with Microsoft



As a Microsoft GOLD Certified Partner, Inobits Consulting has built a close relationship with Microsoft. Our consultants have been involved with Microsoft Corporation (USA) from the early development phases of Microsoft Windows 2000 in 1999. Since then Inobits have developed several White Papers, contributed to MSPress books and developed Microsoft course material. Moreover, our consultants have presented on numerous Microsoft topics at international Microsoft conferences.

◆ Partner Status

- >> Gold Advanced Infrastructure Partner
- >> Gold CPLS
- >> International MIIS Partner

◆ Microsoft Awards

- >> Inobits was a nominee for the "Solutions Integrator of the year" award in 2003 and 2004
- >> Inobits was also a nominee for the "CPLS of the year" award in 2004.
- >> Inobits was a nominee for the "Gold Partner of the year" award in 2004

◆ White Papers

Security

<http://www.microsoft.com/technet/Security/bestprac/bpent/sec1/secstrat.mspx>

<http://www.microsoft.com/technet/Security/bestprac/bpent/sec1/secthret.mspx>

<http://www.microsoft.com/technet/Security/bestprac/bpent/sec1/secplan.mspx>

Capacity Planning

<http://www.microsoft.com/technet/itsolutions/ecommerce/maintain/optimize/capplan.mspx>

<http://www.microsoft.com/technet/itsolutions/ecommerce/maintain/optimize/perfmgt.mspx>

◆ MSPRESS books

Inobits consultants were co-authors of the popular Building Enterprise Active Directory Services - "Notes from the field" series.

◆ Joint Development Program

Inobits Consulting has been appointed as one of only ten JDP (Joint Development Program) Partners world-wide and have led a Windows 2003 Server design and deployment at one of South Africa's largest banks.



Our relationship with Sourcecode (K2 Workflow)

Inobits Consulting has been appointed as a consulting partner for Sourcecode (Pty) Ltd. in South Africa and the Middle East. As such, Inobits Consulting provides customers with the necessary architecting and development skills to develop and deploy workflow solutions.



According to Deon Smith, Senior Workflow Architect at Inobits, “The relationship with Sourcecode serves us well in deploying state-of-the-art solutions to customers, while minimizing costs and development time.” Inobits’ close relationship with Sourcecode and wide experience with Microsoft technologies and platforms provide Inobits with unrivaled understanding of the aspects of enterprise workflow and enabler technologies.

Inobits sees workflow as instrumental in enabling customers to streamline internal and business processes, as well as the controlled automation of back-end infrastructure processes.

◆ Inobits appointed as only K2 International Training Partner

Sourcecode appointed Inobits as its only training partner in 2003. Inobits has since developed several world class courses around the K2 product, and delivered these courses to more than 400 people in the United States and South Africa.



Our customers

Our experience indicates that the business market increasingly uses high-level consulting experts for professional and independent advice. This presents excellent opportunities for Inobits Consulting, as our customers expect nothing less than highly skilled, professional, predictable and committed long-term business partners. Inobits Consulting focuses its efforts on the corporate market (large- to medium-sized companies) both locally and internationally.

South African customers

Government

- >> Independent Electoral Commission
- >> Gauteng Provincial Government
- >> Department of Justice
- >> Department of Correctional Services
- >> SARS

Financial

- >> Standard Bank
- >> Nedcor
- >> Absa
- >> Investec
- >> First National Bank
- >> Rand Merchant Bank
- >> HSBC
- >> BoE

Industrial & others

- >> BHP Billiton
- >> Columbus Stainless
- >> Nampak
- >> Concor
- >> Eskom
- >> Northam Platinum
- >> BMW South Africa
- >> Duferco Steel
- >> Discovery Health
- >> Denny Mushrooms
- >> Peters Papers
- >> Lechabile Storage Solutions
- >> De Beers

Educational

- >> University of Western Cape



◆ Insurance

- >> Mutual & Federal
- >> Liberty

◆ Telecommunications

- >> Vodacom
- >> MTN
- >> Cell C
- >> Telkom

◆ Mining

- >> Anglo Coal
- >> Anglo American

◆ Information Technology

- >> Microsoft South Africa
- >> Deloitte & Touche
- >> Syspro (SA and overseas)
- >> Canon
- >> AST Group
- >> Arivia.kom
- >> Hewlett Packard
- >> CS Holdings
- >> Accenture
- >> T-Systems
- >> Sourcecode
- >> Harvey Jones



International customers

- >> Saudi Aramco
- >> Microsoft Corporation, USA
- >> Syspro – USA and Canada
- >> Ministry of Planning, Kuwait
- >> Saudi National Guard
- >> Microsoft Dubai
- >> Reserve Bank of Sierra Leone
- >> Gulfweb, Kuwait
- >> Sabic, Saudi Arabia
- >> Microsoft Arabia
- >> Microsoft Ireland Operations Limited
- >> Al-Alamiah, Saudi Arabia
- >> Bank of Tanzania
- >> CCH Australia
- >> Kuwait Finance House
- >> Sterling & Hunt, UK
- >> Kuwait Oil Company
- >> Arabic Computer Systems
- >> ZADCO
- >> Kuwait Finance House
- >> Qatar Gas
- >> Oman LNG



Management

◆ Inobits Consulting – South Africa is directed and managed by:

- >> Denis Bensch
- >> John Barsby
- >> Louis de Klerk
- >> Dawie Human

◆ Inobits Consulting – Middle East is directed and managed by:

- >> DeWet Klopper
- >> Hud Krause

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