

INDUSNET

A S S E S S | D E S I G N | D E L I V E R

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# PROSPECTUS 2016

**Our mission** is to be your trusted advisor of technology and solution architecture, through structured business alignment methodologies. This is achieved by creating a visible, measured strategic framework that takes technology trends and business processes into account. Creating your short, medium, and long term IT business strategy and infrastructure solutions.

INDUSNET is an Independent Architecture Technology service provider. We specialize in the assessment of and consultation on business and technology requirements, design of aligned solutions and delivery of these projects through technology assurance and defined project management principles. Long-term value is created through long-term planning, multi-year

strategies and continues operational optimization through Industry best practice.

In today's economy, wasteful expenditure can mean the difference between success and failure. Technology is a main driver of the fine line that exists between these opposites.

Our core focus areas are in automation, mobility, and communication infrastructures.

Through multiple years of experience, INDUSNET is able to assist with a number of contemporary Information Management challenges including:



- Legal audit finding evaluation and compliance
- Conduction Infrastructure audits
- Cost analysis, containment, and identification of cost saving opportunities
- Operational efficiencies and best-practise management structure
- Product agnostic project based solutions
- Short, medium, and long term technology based

Company  
**Objective**

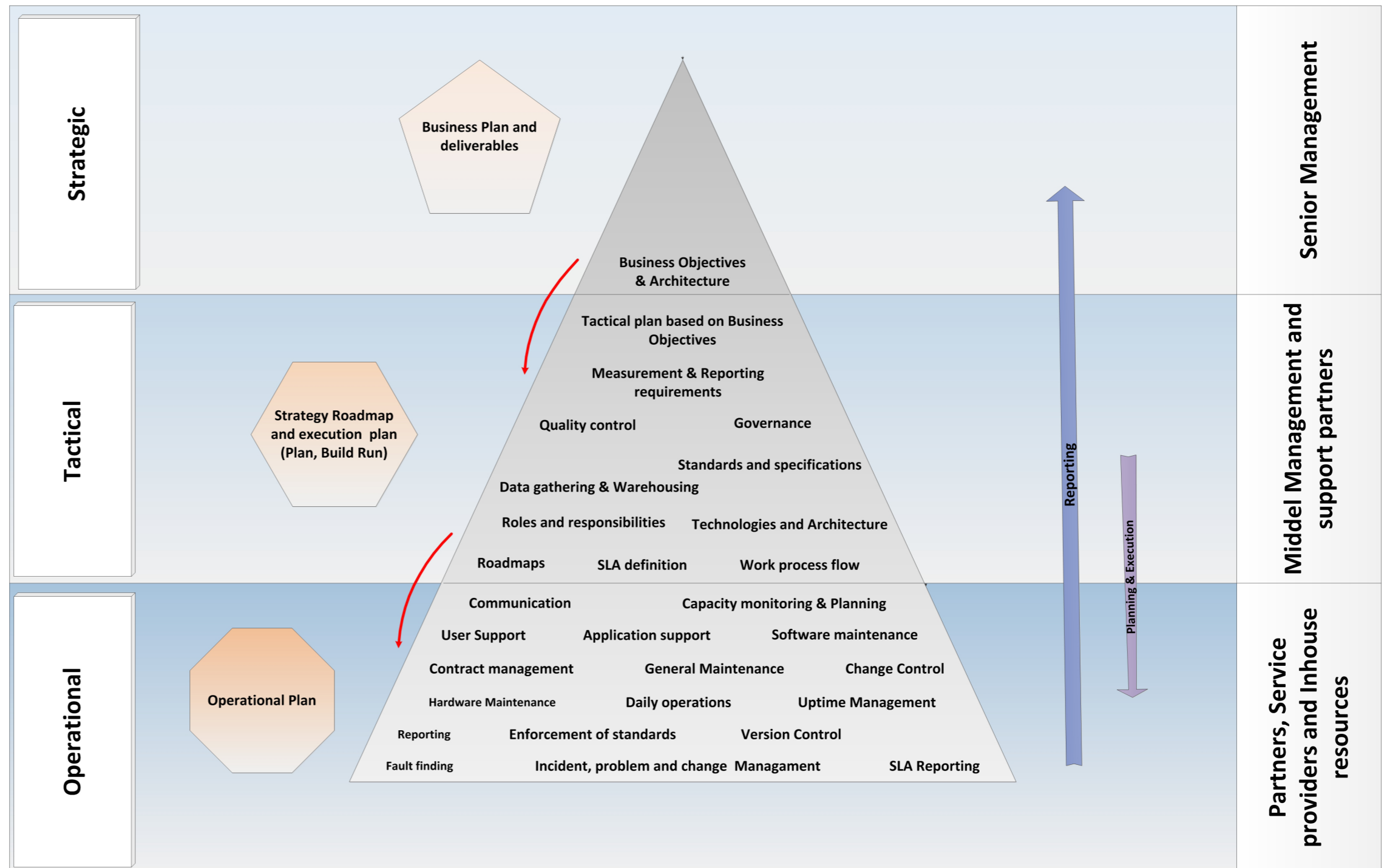
The alignment of business requirements with technology has always been a challenge for organizations. At the rapid rate of technology development and ever-changing business environment finding a perfect fit between technology and business is becoming increasingly difficult. The technocrats speak one language, business another and it requires a special interpreter to ensure the set objectives are understood and achieved on time and within budget.

INDUSNET was founded with the objective of providing an expert service to bridge the gap. As independent technology architects and solution specialists INDUSNET operates as if an extension of its client's work force. The advantage of being independent ensures that the clients best interests are always placed first as no limitations are experienced with service offering or product suites.

INDUSNET also ensures that the right level of resource with the correct expertise is available for each project. No project is too small or too large. Professional architecture and solution specialist resources are available within the service offering as required, ensuring maximum productivity. The advantage of an independent architecture service is that resources can be scaled up and down as required without long-term operational impact and resource overheads.

INDUSNET's service offering is unique, providing a service focusing on the clients' requirements on a project-to-project basis.

INDUSNET has recently aligned itself with BEE requirements as stipulated by the Mining charter. As a "Small and Medium Enterprise (SME) it is 26% black owned with active director level participation.



## Bridging the GAP between Business & Technology

INDUSNET provides an interface between business objectives and technology delivery.

The creation of an architecture strategy will provide an aligned approach between business and appropriate technologies. The creation of the strategy will involve defining a future state requirement based on business principles objectives and goals. A current state assessment is required to define the GAP between the current and future strategy. INDUSNET strives to create long-term relationships as defining, the strategy cannot be seen as a once-off process but should be seen as a continuous process to ensure that the end goal is achieved between seemingly unrelated

projects over extended periods of time. Infrastructure projects are to be aligned with the strategy to ensure synergy between project and avoiding duplication of costs and focusing on the long-term goals.

INDUSNET creates a tactical technology interface between the business and operations that are delivered to the client. The tactical interface will assist in executing the strategy through identification of operational optimisation, synergies, and cost reduction exercises.

The below diagram is a typical depiction of areas within the tactical layer will assist in bridging the gap between the business strategy and operations.



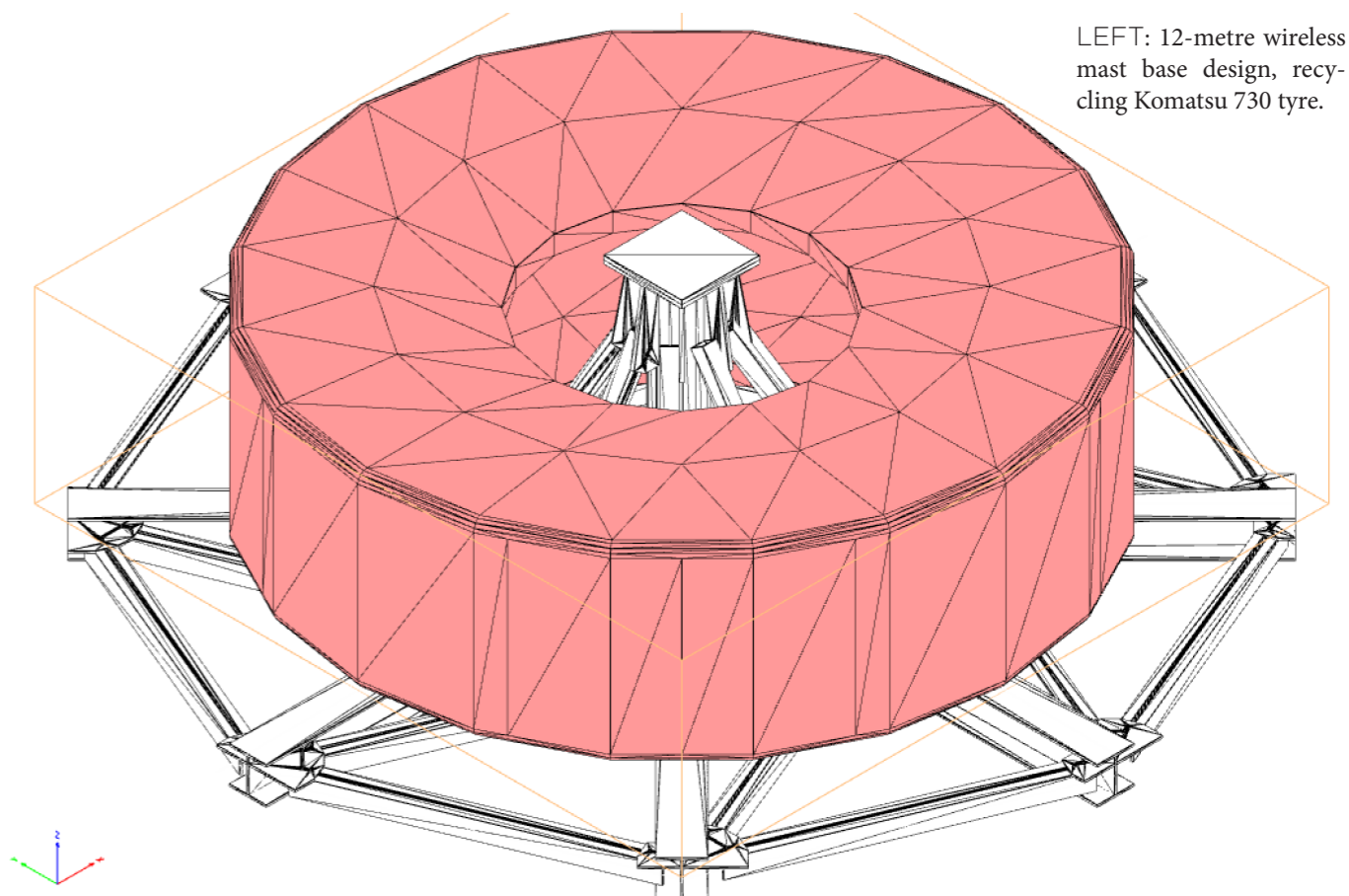
### Expertise Offering

INDUSNET has successfully participated in a wide range of ICT related projects across a wide range of industries and client bases. INDUSNET has

developed an expertise in the mining industries with a number of large clients. Our expertise includes:

- Enterprise architecture
- Solution architecture across a wide range of products and business strategies
- Infrastructure Technology Architecture
- Business requirement analysis
- ICT infrastructure designs, quantification and quality assurance
- Technology and operational audits

- Turn-key technology project implementations
- Electrical and civil designs required as part of the turn-key solution
- Short, medium and long term infrastructure capacity planning
- Tender assistance through drafting of tenders, creation of specifications and tender evaluations
- Creation of standards and quality control procedures during project implementation
- Long- and medium-term strategies and capital plans
- Multiple year road maps, life cycle plans, of technologies
- Creation of business cases through cost and technology analysis
- Cost analysis and reduction exercises
- Project management
- Technology expertise include:
  - o C&I project execution, greenfields and upgrades
  - o Wireless network audits, design and optimisation
  - o Design and quality assurance of large wireless mesh solutions
  - o Design of control and server room environments
  - o Local area network design and implementation
  - o Structured cabling project consisting of profibus, CAT5,6,7,7E Ethernet cabling, fibre optic
  - o Wide Area Network design and optimisation
  - o Infrastructure cabling management
  - o Telephony migration, legacy analogue to IPT
  - o Video conference design and optimisation
  - o Internet protocol (TCP/IP) logical designs and implementation on layer 2,3 & 4 networks
  - o Server and backend design and implementation
  - o Security and firewall designs and implementation



LEFT: 12-metre wireless mast base design, recycling Komatsu 730 tyre.

INDUSNET makes use of the TOGAF technology requirement model to provide structure to the creation of information technology strategies that ensure a long-term vision and cost effective solutions across multiple projects.

The integration of new technologies may lead to disruptions of existing business processes and infrastructure. Without proper planning and an end-to-end approach the likelihood of successes is limited. The TOGAF technology model is applied to assist with the transition. Introducing new

technologies requires more than just implementing a technology and trusting that the expected outcome will be achieved. The successful integration of new technologies is dependent on the technology change management process that is also implemented. INDUSNET makes use of a formal model to assist with the change management process combining a number of industry leading models and best of breed approaches. The below model indicates the eight areas of investigation that is required to ensure successful technology change and adoption.

### IT Maturity Model & Analysis

Modern day organizations are driven to maximise efficiencies and cost effectiveness. Correctly planned and executed business aligned IT creates a driving force to ensure business goals are achieved on time and in budget, enabling business growth.

Creating a business aligned information management structure requires the integration of a number of disciplines, resources, and strategic planning.

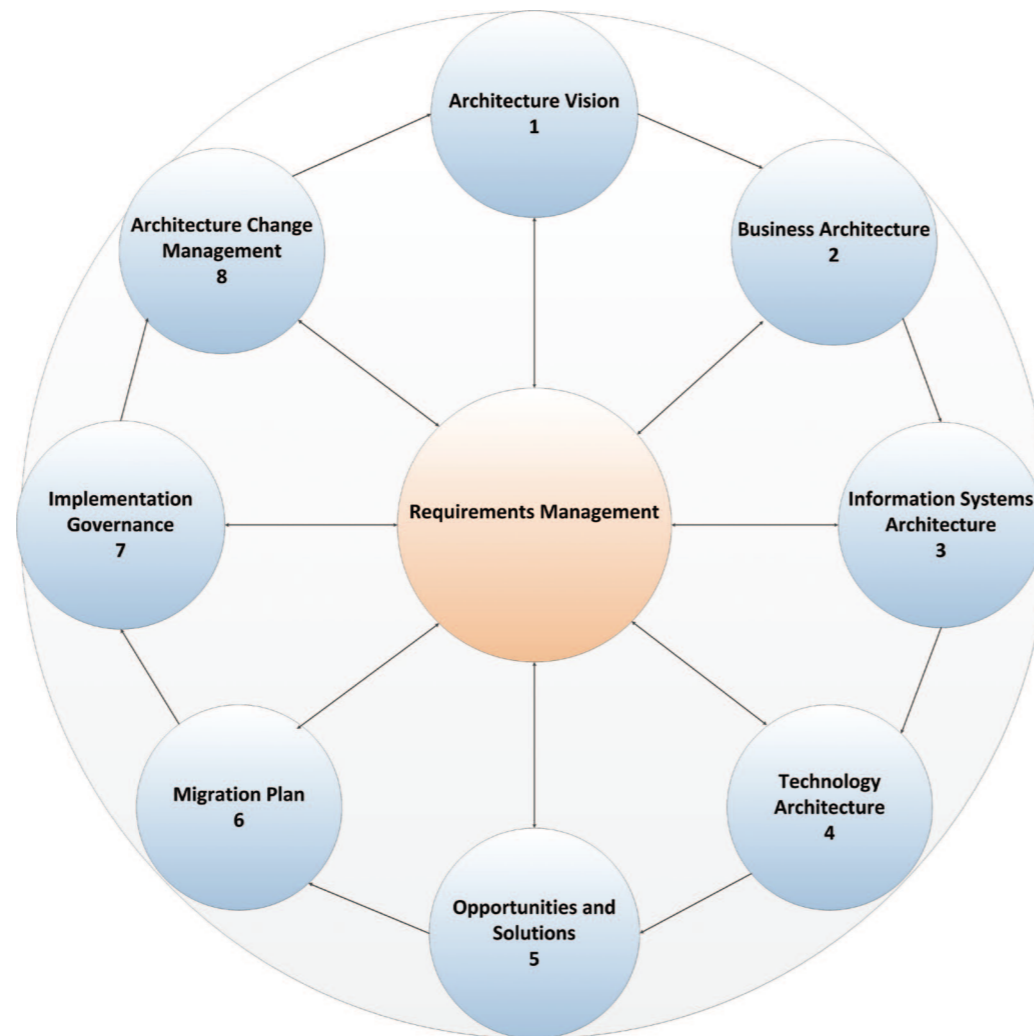
INDUSNET is able to provide this service through business consulting and technology architecture alignment. We have multiple years of experience in creating business alignment strategies to achieve business goals through innovative solutions to address business needs.

Through experience, INDUSNET has developed an in-house maturity model to assist in determining the alignment of business's goals with Information management. Industry best practice frameworks are applied to support our maturity model.

Elements that form part of our maturity model include:

- Key business drivers and technology dependencies definition
- System efficiencies and optimisation opportunities
- Lifecycle planning and management
- Business goal based technology roadmaps
- Service management agreement alignment and evaluation
- Incident, problem, and Change Management methodologies
- Risk Identification and Management
- IT landscapes definition and GAP analysis
- Legal compliance requirement
- Security and vulnerabilities
- Capacity management and predictive solutions

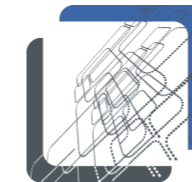
- Asset Management
- License Management
- Audit compliance and rectification actions required
- Project Quality Management
- Cost analysis and containment



INDUSNET has provided services to large mining projects within South Africa and has a working knowledge of technology and service offerings within the region that comply with regulations and vendor offerings.

INDUSNET services are provided in four distinct phases of a project:

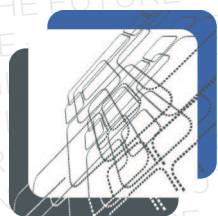
1. Business analysis of the project or requirement to create a quantifiable baseline specification.
2. Technology architecture service to align with business requirements and baseline specification.
3. Project and Technology quality assurance during implementation through industry standard project management practices.
4. Identification of operational inefficiencies and possible cost saving opportunities.



Quality and business alignment is assured from the conception phase to project sign-off by skilled technology and project management resources. Delivery of business objectives will further be ensured through continuous drive to operational efficiencies.

- a) INDUSNET Business Analysis ensures success is achieved from day one through:
  - Creation of user requirements specification
  - Process map and business plan creation
  - Identification of critical success factors
  - Risk analysis and mitigation
  - Scope of work definition
  - Management reporting definition
  - Define Turn Key solution requirement
- b) INDUSNET Solution Architecture
  - Technology analysis, evaluation and business alignment.
  - Detailed and low level design
  - Tender creation and technology specification
  - Creation of Solution Architecture
  - Alignment with Enterprise Architecture
  - Tender evaluation or submission of turn key proposal
  - Solution and infrastructure Integration
- c) INDUSNET Project Management
  - Stakeholder engagement and management
  - Project delivery
  - Risk and issue management
  - Cost and timeline management
  - Project Progress Reporting
  - Implementation of Turn Key Solutions
- d) INDUSNET Optimization
  - Technology architecture discipline road map creation and tracking
  - Management of Problem, Incident and Change Management
  - Monitor utilization and availability management
  - Define and monitor capacity management
  - Address reporting expectation
  - Benchmarking of operational cost and possible cost reduction through renewed management processes or technology renewal.

| Business Analysis                   | Solution Architecture         | Project Management               | Continues Optimization     |
|-------------------------------------|-------------------------------|----------------------------------|----------------------------|
| Business Mapping & Analysis         | Solution Architecture         | Program Management               | IT Operational Management  |
| Enterprise Architecture             | Wide & Local Area Network     | Risk Identification & Mitigation | Asset lifecycle Management |
| Process creation optimization       | Industrial Solutions          | Agile Methodology                | IT Security and Compliance |
| Technology Tender assistance        | Data and operational center   | Project Management               | 24 Support Centre          |
| Management / Technology integration | Wireless Solutions            |                                  | Asset Tracking             |
|                                     | Server Infrastructure         |                                  | License management         |
|                                     | Architecture Frameworks       |                                  | Cost Reduction             |
|                                     | Long term infrastructure plan |                                  | ITIL Fundamentals          |
|                                     | Voice over IP                 |                                  |                            |
|                                     |                               |                                  |                            |



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*Designing the “future”*

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