



# BLACKBELT PARTNERS

MANAGEMENT & CONSULTANCY

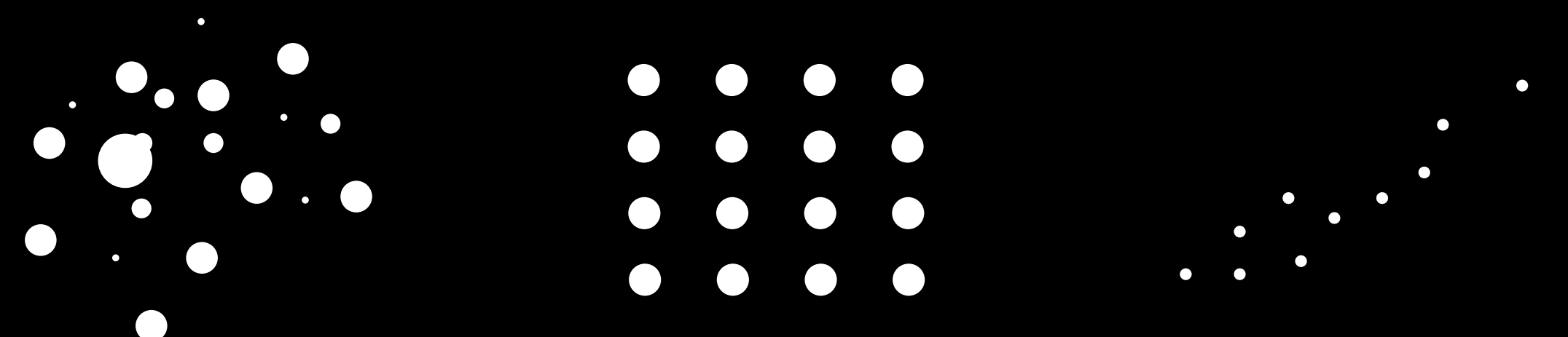
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## PROFILE & PORTFOLIO



# REVIVING BUSINESSES THROUGH RELATIONSHIPS

PROVIDING TAILORMADE SOLUTIONS  
UPON GAINING INSIGHT



DATA



COMPILE



SOLUTIONS

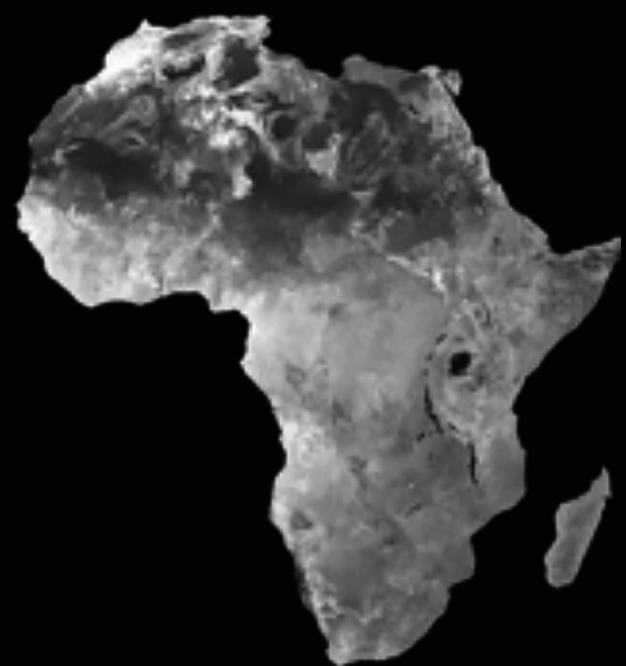


BLACKBELT

# ABOUT US

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Blackbelt is a multifaceted management and consultancy firm. We specialise in developing & delivering bespoke solutions that directly address the requisites of our clientele.



In today's world, agility, fluidity, and creativity are the norm and not the exception. We at Blackbelt pride ourselves in being able to conjure up radical ideas that produce outstanding and innovative solutions that are executed through our full spectrum of service offerings.

Our team comprises of proficient and seasoned elite individuals, experts, creatives, specialists and strategists, who all encompass diverse backgrounds, experiences, and perspectives. Our world-class workforce reflects our global outlook and approach in all our projects.



# WHAT WE DO WELL

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Providing solutions that solve pressing and complicated business problems to help organisations become as efficient and effective as possible are at the core of our methodology.

“Are you in need of a unique, custom solution? Do you require our end-to-end services & expertise to complement a project of yours? Try us out, get in touch. Let’s meet in the dojo.”

– Lotakani Kanjo, Operations Coordinator

## What is the problem?

We identify & break down the problem statement into constituent elements.

## Ascertaining the data?

We conduct comprehensive research utilizing a data-driven approach to distinguish all variables then deduce the best method to achieve your desired outcome.

## The Solution?

We recommend a tenable solution with an implementation plan.

# OUR CORE STRENGTHS

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## RESEARCH

We provide brand & business strategies, brand auditing and assessments as well as customer journey and experiences. After conducting research we are able to formulate custom solutions tailor made to your requisites, conjoined to implementation plans supported with tracking analytics and reporting.

## ALLIANCES & ACQUISITIONS

Our team's degree of experience enable us to organise, negotiate, and execute deals from inception to closure. We are known for our ability to provide sophisticated, innovative and commercially-minded advice to both public and private clients on structuring, negotiating, documenting, and implementing local and multi-jurisdictional M&A transactions, as well as managing legal risk. Blackbelt's legal team work closely with regulators to ensure that all operations are legally compliant and aligned with international corporate governance standards.

## IMPLEMENTATION

We construct an implementation process and plan that answers to the 'how' as well as the 'what'. The high-level plan is broken down to the practice of the plan, methods and designs, models adopted, specifications, standards as well as policies to be incorporated in order to achieve the desired outcome: success.

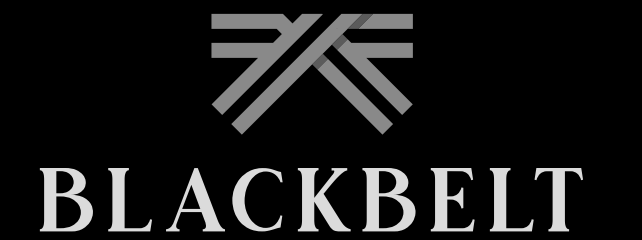
The plan will outline:

- + The strategic goals and steps involved in the project.
- + The resources (including Blackbelt team members) necessary to accomplish strategic objectives and goals.
- + The project completion timeline.

"Our integrated service offerings & approach maximises the interaction between leading brands and their prospective customers."

- Blake Hamilton, CEO of Blackbelt

# MANAGEMENT CONSULTANCY



We assist new as well as already existing companies grow their customer base by exploring and creating market exchange opportunities. In engaging these exchange relationships and facilitating these exchange opportunities, we alleviate the complexities of organising the resource transfer and production activities on your behalf.

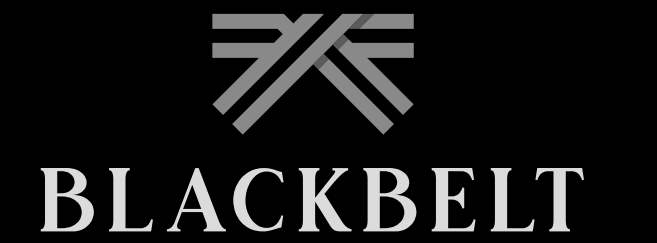
We interpret consultancy as the process of bridging the gap between production and consumption; helping our customers access resources needed and the holders of resources to reach the users. Our invested interest sees our strategists forging select strategic alliances to bring the best of Blackbelt to our clientele.

“Our aim is to assist clients in the implementation of a developed strategy, brand exposure, and consumer engagement”

– Thembi Zikalala, Senior Brand Strategist at Blackbelt



# OUR PROCESS



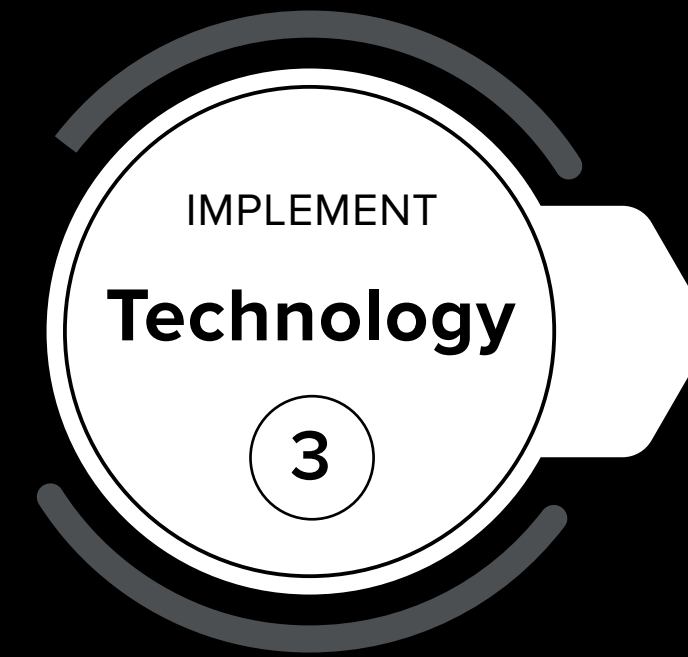
## 1. INSIGHT

Brand discovery workshop is hosted where the brand is created or if existing, is audited. Targets & visionary goals are identified.



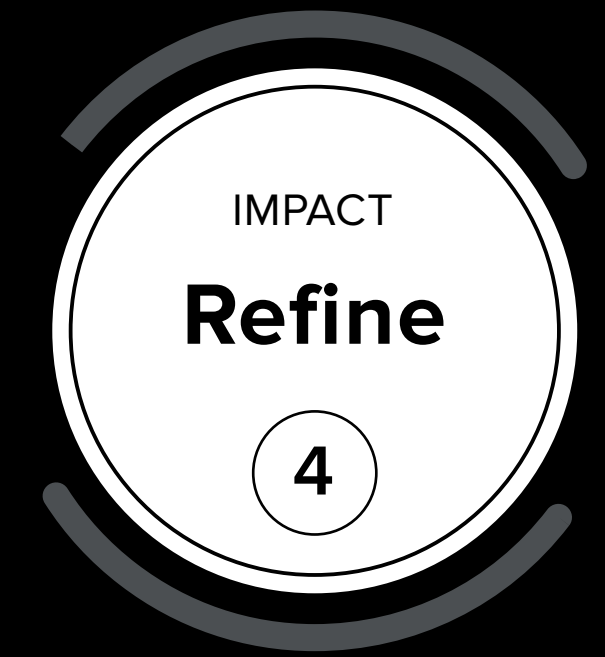
## 2. INNOVATE

Research & strategy; customer persona and competitive environment research is conducted. A turnkey strategy is formulated in conformity with set targets.



## 3. IMPLEMENT

Development: this stage involves the utilisation and integration of modern technology, tools, and practices as the nucleus of the master plan.



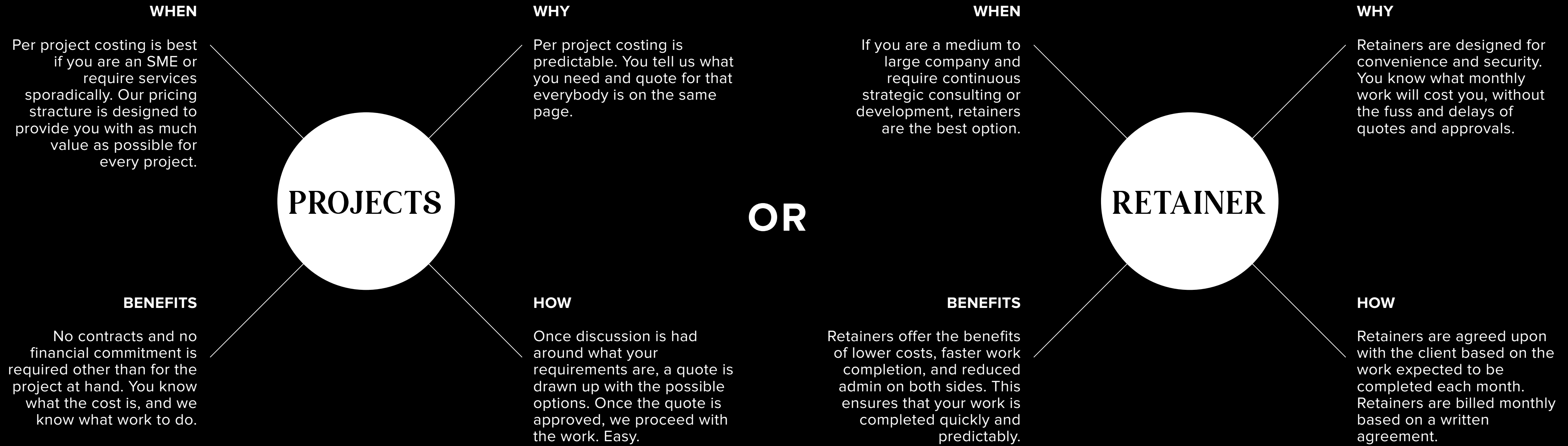
## 4. IMPACT

Execution & maintenance; the implementation plan is rolled out! Services executed in support are monitored and maintained by the Blackbelt team.

“Our process is deeply rooted in data and customer behavioural analytics, which drives the cycle of strategy, creativity, channel management and execution. While the tools are very important, we find that the best results come from a coordinated team that spans different disciplines, working together to drive a specific outcome.”

- Victor Malaza, Managing Director of Blackbelt

# HOW WE CHARGE



## CONSULTING PAY STRUCTURES

### ALTERNATIVE FEE STRUCTURES

Blackbelt offers value-based billing solutions outside of the traditional hourly billing model. This option is designed to make Blackbelt's services more accessible offering financial predictability by expanding the opportunities for cost-saving, risk mitigation, and operational efficiency.

### RESULTS-BASED FEES

Fees expressed in variable terms, as opposed to a flat fee. This variable charging structure is payable subject to a KPI schedule / targets being met for critical indicators of service performance rather than out of the company's general funds.

### EQUITY STAKE ACQUISITION

Compensation for services rendered by Blackbelt can be financed in the form of acquiring an equity stake in the project or company executing it. This option ensures an expended interest & fidelity to the venture or organisation by Blackbelt.

# HALL OF FAME

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# ENTER THE DOJO

How may we strengthen you?



## BLACKBELT PARTNERS

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[www.blackbelt.co.za](http://www.blackbelt.co.za)

