



Business Profile of

ACORSER CORPORATE AND BUSINESS CONSULTING

This document basically gives an introduction to the firm Acorser Corporate and Business Consulting Pty Ltd. Section 1 gives a brief introduction of the firm and highlights its vision and mission. Section 2 goes ahead to explain the major services that the firm offers. Section 3 goes further to explain the industry / sector overview. Section 4 gives a highlight of the major clients. Section 5 highlights the firm's resources. Section 6 Provides a list of some members of the management team. Section 7 gives a high light of the firm and its corporate social investment interests.

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## **1. INTRODUCTION TO THE COMPANY**

Acorser Corporate & Business Consulting doing business as Acorser is a firm with head quarters in South Africa, and engaging clients in eight other African countries with registered representative interests in Ghana, Nigeria, Cameroon, Rwanda, Kenya, Tanzania, Namibia, Zimbabwe, and Botswana.

Our core business is research and the provision of specialist consultancy and corporate training solutions in the disciplines of legal & regulatory compliance audit and systems management, project management, brand and other intellectual property management, performance and strategic management, marketing research & strategies, taxation & debt recovery.

These services are provided through two divisions namely the advisory division and the Acorser academy.

ACORSER was first formed in 2005 as a research outfit; its first objective was to assist students and knowledge providers with educational research methodologies in the business and administrative sciences. In 2008 the firm expanded its scope and to date Acorser helps entrepreneurs and companies streamline their management procedures, business administration methods and practices by compiling guidelines and simplifying systems.

Our staff have been advisors to a number of companies and non profit organizations in conducting market research, and have assisted in developing and designing strategic documents with regards to their management practices. Due to our presence in eight countries of sub-Saharan Africa, we are conversant about business and economic policies that are contemplated and implemented across the different sub-regions.

### **Our Vision**

Our goal is to lead in all our core markets of fast moving corporate services, to be the best at identifying and meeting client's needs through delivery of superior services. We aim to maintain and sustain a positive partnership with our consultants, employees, investors and publics while securing valuable and growing assets to our clients.

### **Our Mission**

"To be a world class firm where research and services are outstanding, tailored and delivered not only to ensure the survival but the outright success of our clientele"

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## 2. SERVICES

The firm operates from two divisions with the provision of the following services:

### A). Research and Advisory Division

#### **Research services include**

- Legal and regulatory environment research,
- policy developments in different business sectors,
- Management and market research and strategies,
- Management and business development research,
- Intellectual property related issues, including searches, and research involving infringements of copyrights, trademarks, patents, industrial designs,
- Political risk analysis on businesses in different sectors

#### **Advisory and Support Services**

Services in this division include:

- Organizational structures, including formation and registration of companies and trusts, including drafting of necessary entity formation or conversion documentation.
- Corporate structuring and restructuring schemes including mergers and acquisitions advice and negotiations,
- Risk assessment and risk management advice,
- Provision of compliance advice and business environment regulatory analysis and compliance management systems;
- Provision of assistance in registration of business names and other intellectual property (trademarks, patents and industrial designs),
- Assist in putting together purchase and lease agreements, exploration rights applications and necessary contract documentation,
- Provision of strategic management and human resource performance systems;
- Provision of advice on policy, protocol and procedure development
- Assist clients to ensure proper business implementation,
- Management of business contracts,
- Assisting clients in franchise related contracts and setting up such businesses,
- Assist clients in writing projects & tenders processes,
- Assisting clients who are in the mining & minerals sectors with securing appropriate licences and other compliance procedures,
- Assist clients liaise relationships for outsourcing of business operations.

### C). Acorser Academy (Corporate Training Division)

Services in this division include:

- Advice on the type of trainings that different employees in different companies need to attain different set of skills
- Design workshops based on need analysis of different corporate clients,

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- Organize training forums and workshops,
- Preparation of course materials for workshops and conferences,
- Providing consultants on our data base as facilitators of different training forums,
- Management advisory services on training events,
- Educational policy development.
- Provision of services of accredited moderators and assessors and assist institution and companies interested in training to secure relevant accreditations with institutional bodies.
- **See The List Of Scheduled Courses And Workshops For 2014**

### **3. INDUSTRY / SECTOR OVERVIEW**

The industry which although unknown to many people is the fastest growing industry in recent time with a very high impact on every economy. Acorser's target market is mainly juristic persons seeking to expand their market cutting across the African continent. Most of our clients require us to engage in research, project designs and management strategies which are the competent areas of our advisory. Our clientele base is fast growing, evaluating a business that started in 2005 with only four clients and having increased to a position of more than 50 (fifty) consistent clients confirms our belief that not only is the firm growing but the industry too.

Moreover, in recent time with several research based firms merging to leverage their resources is a signal that the industry has greater prospects of growth, thus Acorser having access to experts in different jurisdictions is what sets us apart.

The industry demands much competency on the part of staffing, thus the firm's policy is to ensure development of human capital, and does not relent efforts nor spare its resources in staff training and development.

### **4. CLIENT LIST**

Acorser has provided services to a number of companies and other organizations. Some of which include:

Air Traffic and Navigation Services Company Limited (ATNS); Overstrand Municipality – Hermanus; South African Social Security Agency (SASSA); SASOL Shared Services Centre; Companies and Intellectual Property Commission (CIPC); University of Stellenbosch; Associated Fruit Processor Pty Ltd; Travel with Flair (Pty) Ltd; HAAS Factory Outlet; Vodacom Pty Ltd South Africa; Vodacom (Pty) Ltd Democratic Republic of Congo (DRC); Anglo-gold Ashanti (Pty) Ltd; Hellberg Farms; Avon Justine (Pty) Ltd; Enlightened Security Force (Pty) Ltd; Pail Pac (Pty) Ltd; Insofer Maimsofer Manufacturing SA; Santam; Liberty life; Mondi; Pick n Pay; Kumba Iron Ore; Centre for Small Business Development, University of Johannesburg; City of Johannesburg; Exxaro; South African Human Research Council; Journal Of Corporate Citizenship;

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UNISA Centre For Corporate Citizenship; South African Institute For Occupational Hygiene; Investor Responsibility Research Centre; Department For International Development (DFID); Development Bank Of South Africa; Development Resource Centre – South Africa; Department of Labour - South Africa

The above mentioned firms have used our consultants and our human capital on different projects ranging from research to corporate training services, and we pride ourselves having worked with and for these firms.

## **5. RESOURCES**

Acorser operates its business as a knowledge and information centre, and because our network of experts have access to recent ideas and applicable theories in business makes our firm outstanding when compared to its competitors. As a firm Acorser employs 50 experts and consultants located across South Africa operating from two offices: Johannesburg and Cape Town. Furthermore, having offices in several countries across Africa means that information emanating from our offices is reliable.

We understand that our success depends on the growth of our human capital. This is achieved through recruiting, training and retraining of our employees whether permanent or independent contractors. Our commitment to training, development, our diverse range of services and ever expanding networks ensure that our people work in an environment which is dynamic, inspiring, challenging and rewarding; these are the qualities which set us apart from our competitors. We pride ourselves as a driving force in the knowledge industry, and as one of the firms with the most equipped library, up to date technology, software for research, and databases for the access of different information in the field of business and managerial sciences. Examples include Westlaw resources, Lexis-Nexis educational resources amongst others.

## **5. OUR EMPOWERMENT INDEX STATUS**

Acorser is a principally black owned and black managed firm. 50 percent of the shares are owned by citizens of South African origin. It is classified as a level 3 and compliant with code of good practice as a micro – exempt enterprise. The management team is made up of persons classified in the Republic of South Africa as being of black origin. Most of our employees and consultants are of black origin. Our corporate social investment pays attention to provision of education to persons of previously disadvantaged background. Nevertheless, because Acorser provides solutions to the challenges of African businesses, our policy is to attract the best of talents thus we recruit and continuously train and retrain our staff to ensure that they can deliver up to our expectations.

### **Some Members on the Management Team**

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### **Mr. Tshepo Moloi**

Mr. Moloi is the Chairman of the board of Acorser. He is a researcher and policy analyst in areas around economic policies, political risk analysis and rural development. He has a Master degree in International Relations majoring in International Political Economy from the University of KZN, a Bachelors of Arts Degree Honors in Political Science and Development – Stellenbosch, a Bachelors of Arts (BA) Degree in political science from the University of Zululand (where he is currently a guest lecturer). He is currently undertaking a master of Public Administration degree – University of Harvard – John F. Kennedy School of Governance, where he researches on failed public policy models of the model economies. His interest in the development of South African businesses led to his joining Acorser as an economic analyst. His areas of interest are around economic and investment policies in relation to foreign direct investments and political risk analysis. He has engaged in so many research studies for government on the decade of reconstruction of businesses in South Africa, and has engaged in several cross boarder research ventures taking South African businesses especially in the manufacturing and mining sectors to countries like Sierra Leone, DR Congo, Ghana and Nigeria, just to mention a few. He is a seasoned trainer and his interests include training public administrators and policy makers in both the public and private sectors in areas of management and corporate governance.

### **Martins Mbah Njah**

Mr. Njah is a director / and has worked as Chief Consulting Officer at Acorser. He is a researcher and legal consultant, with research interests and consulting experience in areas around new venture creation, international trade finance, fiscal aspects of international trade, debt recovery, capital markets and securities regulation. He helps entrepreneurs and companies streamline their management procedures, business administration methods and practices by compiling guidelines and simplifying systems. He also trains entrepreneurs/ business owners, different categories of managers and policy makers in both the public and private sectors in areas of management, corporate governance, law and regulatory compliance.

His research, consulting and training experience spans a wide variety of industries, including the manufacturing, retail, agriculture and the food industries. As a scholar he has taught entrepreneurship and new venture creation at the centre for small business development (CSBD) -University of Johannesburg and has published several articles and co-published books in commercial law, financial markets and new venture creation.

He holds a Master of Laws degree in Mercantile Law (LL.M) from Stellenbosch - South Africa, a Masters Degree in Business Administration (MBA) Edinburgh Scotland in view, and he is a PhD candidate in securities market regulation at the University of South Africa. He holds postgraduate certificates, Intellectual Property Law, and a certificate in monitoring and evaluation. He is a member of the Chartered Institute of Arbitrators UK.

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**Thembinkosi Tshabalala**

Mr. Tshabalala is the training director and heads the Acorser Academy as a principal manager. Tshabalala came on board Acorser first as a trainer because of his passion for training, and has led the unit to grow to be an academy with training interest in both public and private sector clients. He has coordinated corporate training ventures and has been hands on in designing workshops and other training related courses for Acorser. He has wide experience in training and has engaged in training in other parts of Africa.

He holds a Masters of Commerce Degree in Management, an Honours degree in entrepreneurship from the University of Pretoria. A Bachelor of Commerce degree from University of Witswaterstrand.

**8. SOCIAL RESPONSIBILITY/CORPORATE INVESTMENT**

The management of Acorser believes that the company is a person who lives within the community and ought to be responsible to the development of the communities and its people. Part of the company's profits is reserved for social causes and the development of our communities. At Acorser we believe that readers are leaders, as such we think that to empower and develop children through education is the only way to secure a sound future for Africa. Acorser therefore has a sponsorship agreement with The African Rural Girl Child Foundation (ARUGIC) a non profit organization (NPO) which has as its objectives: to reach out, sensitize, advocate, develop and empower the girl child in rural communities across Africa. It therefore works in assisting ARUGIC to carry out community research, develop and implement education, health and related projects, and has sought corporate mentors for the rural girls within and without South Africa.