



## Corporate Overview

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## Company Overview

Founded in 1988 with a vision of serving as source of consulting expertise ready to share its knowledge of IT Solutions, we have remained true to our focus, a source of smart solutions for our customers.....procuring and designing just the right solution that will add value to your business.

Embracing the principles of social responsibility and solutions that must be seen to be adding value, over the years, this ethic and principle has seen the company win prestigious contracts and clients in the Southern African continent in countries such as South Africa, Mozambique, Angola, Zimbabwe and Kenya.

The quality of our highly-skilled team of consultants is our most valuable asset and we continually encourage and support our engineers to strive to stay abreast of latest developments in the *ERP, Accounting, CRM and Business Intelligence* technologies.

Our Solutions are aimed at small to mid-tier organisations that require comprehensive enterprise solutions that integrate:

- Enterprise Resource Planning (ERP) & Accounting
- Distribution / Warehouse Management / Manufacturing
- Customer Relationship Management (CRM)
- Human Resources Management (HR)
- Business Intelligence & Dashboards (BI)
- Web Portal & E-Commerce Interfaces
- Software Development - bespoke

So if you are looking for a true partner in business then Unisource is *your IT Solutions source* .....*Going Beyond the Product.*

# Enterprise-Ready Solutions

*We supply ERP, CRM & BI business solutions, each product offering its unique strengths*

## **Pastel ERP & Accounting Solutions:**

Unisource is also a value-added reseller of Pastel ERP & accounting & HR software, offering a comprehensive range of solutions for all types of small and medium sized businesses:

- Pastel Evolution ERP
- Business Intelligence Centre – BIC
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## **Softline Enterprise (Sage) - Accounting & Distribution:**

As a Sage implementation Partner for over 15 *years*, we have deployed many ERP solutions based on Sage accounting/distribution/manufacturing range of products. These products are aimed at mid to large sized organisations:

- Sage X3 ERP
- Sage Line 500
- Sage 1000

## **CRM & Business Intelligence Solutions**

WE offer CRM solutions based the following products:

Sage SalesLogix CRM

- Pastel Evolution Resolve CRM
- BIC
- Sage BI

## **UniBroker** - a Domestic and Commercial Lines Insurance Solution

Administration System used by Short Term Insurance

## Products Available

*The following is but a short list of our product range available with full backup support:*

### **Business Management & Financial Software:**

- Sage X3 ERP (accounting & ERP )
- Pastel Partner & Pastel Evolution (accounting / distribution)

### **Customer Relationship Management**

- Sage SalesLogix CRM

### **Workshop Floor Manufacturing:**

- Workshop Management

### **Bar-Coding Solutions**

- Warehouse Transfers
- Good Receiving
- Dispatching

### **Insurance Software:**

- UniBroker Policy Administration

### **Custom Developed Pastel Evolution add-on Modules:**

- Business 2 Business Gateway – interface Pastel Evolution to any other application
- Logistics Handling
- Bar-Coding
- Workshop Floor Management

### **Database Products:**

- IBM IDS server
- Microsoft SQL-Server 2000 / 2005

**Security Software:**

- AVG anti-virus suite

**Operating Systems :**

- Linux based : LINUX – SuSe Enterprise
- Windows based: Windows 2000-Server, etc

**All Hardware :**

PCs; Workstations; Printers; Scanners

## Strategic Partnership – with Softline SA

Over the last 15 years, UniSource has been an accredited **Softline** business Partner with successful solution implemented in S.A., Kenya, Mozambique and Angola.

With solid vendor relationships with **Softline Accpac** and **Softline Pastel** both divisions of Softline (owned by **Sage PLC, U.K.**) - we are well positioned to offer our clients a wide breadth of products and solutions from accounting to manufacturing and CRM and from small to large enterprise organisations.

- ❖ This relationship requires the Business Partner to invest in on-going training and accreditation on the **Softline** range of products (e.g. Sage x3 ERP, Pastel Evolution, Sage SalesLogix CRM, etc)
  
- ❖ The Partner is responsible for all sales & implementation issues from system design to training.
  
- ❖ We many successfully deployed Enterprise solutions in the following industries:
  - Cosmetics (Clarins)
  - Media (The Sowetan)
  - Packaging (Future Packaging)
  - Mining (ITM Mining)
  - Steel (AIG Sales)

- Sports Nutrition (USN)
- Quasi-Government (Gidani, national lottery)
- Hotels (Lonrho)
- Hi-Tech Electronics (Concilium Technologies)

## Notable Achievements

*Over the last 20 years, UniSource has gained considerable experience and expertise as a supplier of Accounting & ERP solutions and as a Software development House - here are some we are proud of:*

- ❖ Development of *UniBroker* – an interactive insurance MIS - 1995.
- ❖ Development of *UniCargo* – a system generating all the required - 1992  
Freight & Forwarding documentation.
- ❖ Established clients in neighbouring states such as Mozambique,  
Angola, Zimbabwe, Kenya
- ❖ Being awarded as a **Softline Super-Platinum Business Partner** (1 of 4 only) - 2007

*.....20 years of proud contribution to the Southern African Business.....Going beyond the Product*

## Service Ethics

**Service Level Agreements** in the form of monthly support retainers are contracted with our clients.

Regular Maintenance meetings are held periodically with clients permitting work reviews, future planning and accountability.

Our list of long-term clients (dating back to 1989) bears testimony to the importance UniSource places on service and client relationships.

## UniSource & Client Relationships

*Some of our prestige clients - bearing testimony to our philosophy of long-term relationships & service:*

- Future Packaging - 15 years
- Hotel Cardoso - 16 years
- Clarins Cosmetics - 10 years
- The Sowetan (media) - 12 years
- Global Mining Supplies - 10 years
- Allied Distributors (manufacturing) - 10 years
- Bronsair (air conditioning) - 9 years
- AIG Sales (Steel fabrication) - 5 years
- RET Automation Controls (electronics) - 4 years
- Transnet – Virtual Care Pharmacies - 4 years

- IMS Engineering - 2 years
- MECS Filling & Manufacturing - 2 years
- Elliott International (Removals) - 3 years
- USN (Sports Nutrition) - 2 years
- Beyond Outsourcing (finance) - 2 years
- Gidani – national lottery

*In other parts of Africa:*

- The Lonrho Group:
  - Lomaco (cotton farming) - 13 years
  - Hotel Cardoso in *Mozambique*, - 15 years
- SCANMO (Scania trucks) also in *Mozambique* - 8 years
- ITM Mining Limited in *Angola* - 14 years
- H. Young & Co in Nairobi *Kenya* - 10 years

## Proven Solutions Track Record

*Since 1989, UniSource has been developing and implementing ERP / CRM:*

- 1989 UniSource signed up as a Sage (then a.k.a. Tetra) business partner doing implementations with the Tetraplan product.
- 1995 UniSource is one of the first partners to deploy solutions with Informix database and Tetraplan – because of UniSource’s recognised expertise with Informix database & 4GL
- 1996 Implemented the first solution for Tetra in Maputo, Mozambique
- 1998 Implemented the solutions for Tetra in Luanda, Angola and Kenya
- 1997 UniSource commences bespoke software development with the Tetraplan product

- 1999 Bar-Coding inventory interface & EDI modules developed for the Tetraplan product
- 2001 Implemented solution for Transnet / Virtual Care Pharmacies – replacing legacy mainframe system
- 2002 Implemented Line 500 solution at Future Packaging – large distribution company with branches in South Africa
- 2005 Designed and implemented a manufacturing solution for MECS Manufacturing
- 2006 Elliott International – implemented 90 user system custom-configured job-costing
- 2007 Gained another prestige client – Gidani the Lotto company
  
- 208 Implemented a CRM / ERP solution for the hi-tech electronics industry – Concilium Technologies

## Contact Details

### Corporate Headquarters

#### UniSource House

22 9<sup>th</sup> Ave Highlands North Ext, Johannesburg

+2711 440 8051 tel / +2711 440 8075 fax

#### Branches:

UniSource – Durban +2731 5837308 tel., +2731 5837255 fax

Paul G. Gama

**CEO (founder)**

### **Local Sales Office**

Same as above

Sales Manager: Duane Singh

Sales Staff: 2 sales consultants

### **Local Support Office**

Same as above

Support Manager: Andrew Downs

Support Staff: 8 consultants

### **Software Development Office**

Same as above

Development Manager: Eddie Wentzel (Director)

Software Development Staff: 2 software engineers

### **More Vendor Information**

1. Year Business started: 1988
2. Principal Business: ERP & Distribution & Accounting solutions
3. Number of direct support personnel: 10x