

## Growth

### **The Smart Group Vision**

Our business is about people.

We create exciting and fresh environments in which people grow.

### **Our hierarchy of needs:**

Our People, Our Clients, Our Shareholders – in that order.

### **Why do we exist?**

When our people grow, our clients grow: As our people grow, we learn how to deliver better solutions to problems – some of which our clients don't know they have. When we solve these problems, our client's businesses grow more profitable (and we build their trust further).

When our clients' business grows, they tell their people and their clients. When they tell their people and their clients, our business grows.

**It's really a simply philosophy – we call it win-win.**

## Thinking

### **A World Class Leader in Document Solutions**

Previously part of the Reunert Group of companies, the company has had a credible history spanning many years as a business leader, serving the needs of South Africa's top companies. The company began life as Panasonic in the mid-80s and has retained its strength with this brand. In May 2017, Reunert Ltd agreed to uncouple the Distribution Business from the Direct B2B Branches. The Direct B2B business and the 3 branches were purchased by the current and previous senior management in an MBO in order to unlock greater value to the clients through a skilled, dedicated and innovative management team.

A new entity - The Smart Idea Company (Pty) Ltd was created for the more than 2 500 valued customers, over 4000 machines, 240 million (and growing) prints, and most importantly the -

## Technology

Wonderfully passionate and driven team of 130 men and women who make this formidable business deliver results every day to our valuable and mostly long-time clients.

The Smart Group is an Authorised Dealer for PanSolutions which distribute the ever reliable Kyocera Document Solutions in addition to being an authorised dealer for the never-say-die Panasonic PABX business systems. In addition to these global giants, The Smart Group has a Smart product and service offering, which has been specifically selected to enable your business technologically.

Decades of working with many leading companies has given us a birds-eye view of what good companies do better. Enabling us to fine-tune our offering and innovate.

## Growth

The Group is led by MD Steve Tetluk (50), who has been in this industry since the early 90's, and involved with the Panasonic OA business in various forms as an employee and owner for 17 years. Steve with his wife, Paula pictured below.



Financial Director Trevor Dalton (CA) SA (51) heads the Finance and administration Team; he has a wealth of experience and knowledge gained in senior positions across varied industries including Insurance, Tax, Office Automation and the motor industry. Trevor with his sons, Michael and Mathew pictured below.

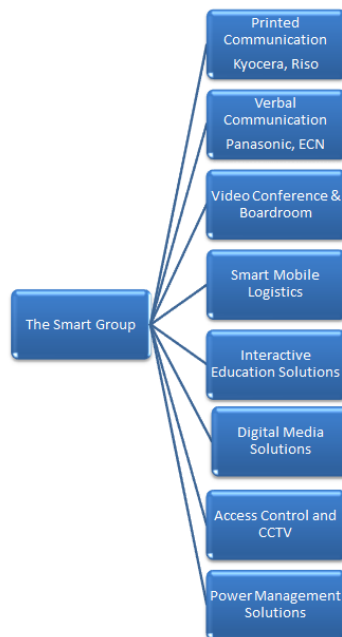


## Thinking

Gareth Wilmot (41) leads the sales teams around the country as Sales Director, ably assisted by the various Branch and Sales Managers across the country – he has held various Senior Sales positions in the group since 2000, culminating in GM for the largest branch in 2014 – Gauteng.



## The Smart Group Structure and range of solutions

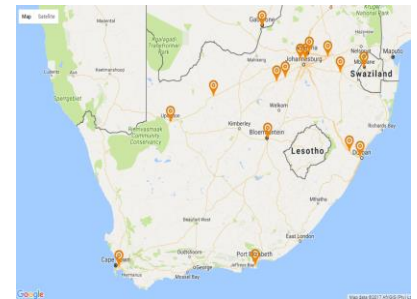


## Technology

### Regional Sales and Service Points of Presence

With our own nationwide footprint in Gauteng, Cape Town and Durban in addition to a 12 strong regional dealer network, we are ideally placed to effectively manage service and supply regionally for you.

Regional dealer and branch points of presence:



### Leading Brands / Outstanding Products

The Smart Group has the capacity to support the largest electronics brands such as Kyocera Document Solutions and specialize in Document Management Systems where we design processes which optimise staff effectiveness through automating tasks; freeing up staff to focus on clients and not data capture - decreases costs and increases profitability and client retention.

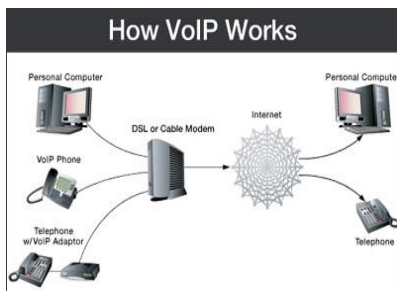
The days of suppliers passing on their inefficient processes and costs to clients are over –

## Growth

We can help you to design and profit from the new economy.



As Panasonic Virtual and VoIP PABX dealer we are able to provide our clients with the ideal solution – it's not all and only about the "cloud" – many solutions are not ideal for this – so we rather understand the unique needs and design a voice solution accordingly.



Serving the needs of business for decades, we have the latest technical knowledge and business acumen to create systems that not only ensures you get the most out of your assets, but that streamlines productivity and enables your business to run better and more profitably.

## Thinking

Providing a comprehensive range of business hardware combined with best of breed software applications, The Smart Group offers powerful tools to optimise your output. Through the services of highly professional IT Consultants, The Smart Group service bridges the gap between technology and business.

We offer a complete range business solutions including:

- ✓ Kyocera Low, medium and high volume A4 and A3 colour/monochrome multifunctional devices
- ✓ Riso Comcolor Industrial High Volume Printers
- ✓ Panasonic PABX systems and switchboards
- ✓ ECN VoIP Solutions
- ✓ Panasonic scanners and related software solutions.
- ✓ Best of Breed CCTV Solutions
- ✓ A wide range of Access Control
- ✓ Star Leaf Video Conference Solutions
- ✓ Innovolt Power Management & Consulting
- ✓ Mobile Device Repair Logistics

## Technology

The Smart Group of companies includes **Smart Mobile Logistics** which is an advanced technical repair facility established in 1996, dedicated to greening the planet by remanufacturing used mobile handsets and returning them to the market at substantially reduced prices to consumers and dealer network;



**Digital Media Solutions** is another group company which is a niche digital media integrator for the advertising and franchise market; providing infrastructure and supporting content on screens across Africa in KFC stores as far north as Ghana;



And as close by as our very own Gautrain network – design, manufacture, installation and support on all 10 stations; platform information and advertising screens, escalator screens and touchscreen information kiosks. Having also

## Growth

manufactured bespoke single and double sided kiosks for all three international airports, DMS has the knowledge and capacity to deliver bespoke innovation to the FMCG, QSR and digital media industry across Africa.



## Thinking

### Our Head Office Complex



With our Head Office based centrally in Kyalami, Midrand to effectively service the needs of our clients in Gauteng, The Smart Group offers nationwide service and support through a network of local PanSolutions dealers as well as our very own regional branches in Durban and Cape Town.

Meeting the needs of business and offering quick-turnaround with 24/7/365 service delivery (in our branches only) and a very responsive service in all regions in the economy.

Furthermore, The Smart Group has direct access to a PanSolutions dealer presence in neighbouring countries in the region including Swaziland, Botswana, Mozambique and Namibia. Thus extending innovation and service, beyond our borders.

## Technology

### Truly South African Intellectual Capital

As a proudly South African company, we're committed to investing in the people and technology that make lives and business better. As a level 4 B-BBEE contributor, we're firmly committed to building a company that reflects the South Africa we believe in. Every year, The Smart Group embarks on Socio-Economic Development and Enterprise Development initiatives that add value to the economy and the country.



**Contact** your friendly and professional team at any of The Smart Group branches to find a solution for each your unique technological needs.  
Browse our website

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

Call us for a professional, personal and insightful site evaluation by one of our very Smart Representatives:

The Smart Idea Group   
GROWTH | THINKING | TECHNOLOGY

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Who's in charge here?

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Who's in charge here?

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Nair



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