# The Smart Idea Group

**GROWTH | THINKING | TECHNOLOGY**

# COMPANY PROFILE

**The Smart Idea Company (Pty) Ltd**

Reg No: 2016/427663/07 Vat Reg No: 4160277887


**Head Office:**
**+27 11 581 9000**
34 Monte Carlo Crescent,
Kyalami Business Park,
Kyalami, Johannesburg

**Cape Town Office:**
**+27 21 200 7000**
163 Uys Krige Drive,
Tygerberg Office Park,
Plattekloof, Cape Town

**Durban Office:**
**+27 31 941 1850**
12 Sookhai Place,
Derby Downs Office Park,
Westville, Durban

## “IT’S REALLY A SIMPLE PHILOSOPHY

# WE CALL IT WIN-WIN.”

**MD STEVEN TETLUK**

‘We believe that greatness exists within each of us.
Our business is about people.

We create exciting and fresh environments in which people grow.

We drive growth in our people who deliver exceptional value to our clients.

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 become 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.

**Steven Tetluk**
**Managing Director**

# CONTENTS


ABOUT THE SMART IDEA GROUP 4

ABOUT COPIER MARKET 5

WHY WE EXIST 6

SIMPLE FACTS ABOUT US 7

WHAT WE ARE HERE FOR 8

WHAT WE DO BEST 10

OUR POINTS OF PRESENCE 12

OUR SERVICES 13

WE CAN DO MORE (ADDITIONAL SERVICES) 15

OUR HEAD OFFICE COMPLEX 16

TRULY SOUTH AFRICAN INTELLECTUAL CAPITAL 17

CONTACT 18

# OUR STORY...SO FAR

## 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**

## WAS CREATED

The Smart Idea Group

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PanSolutions

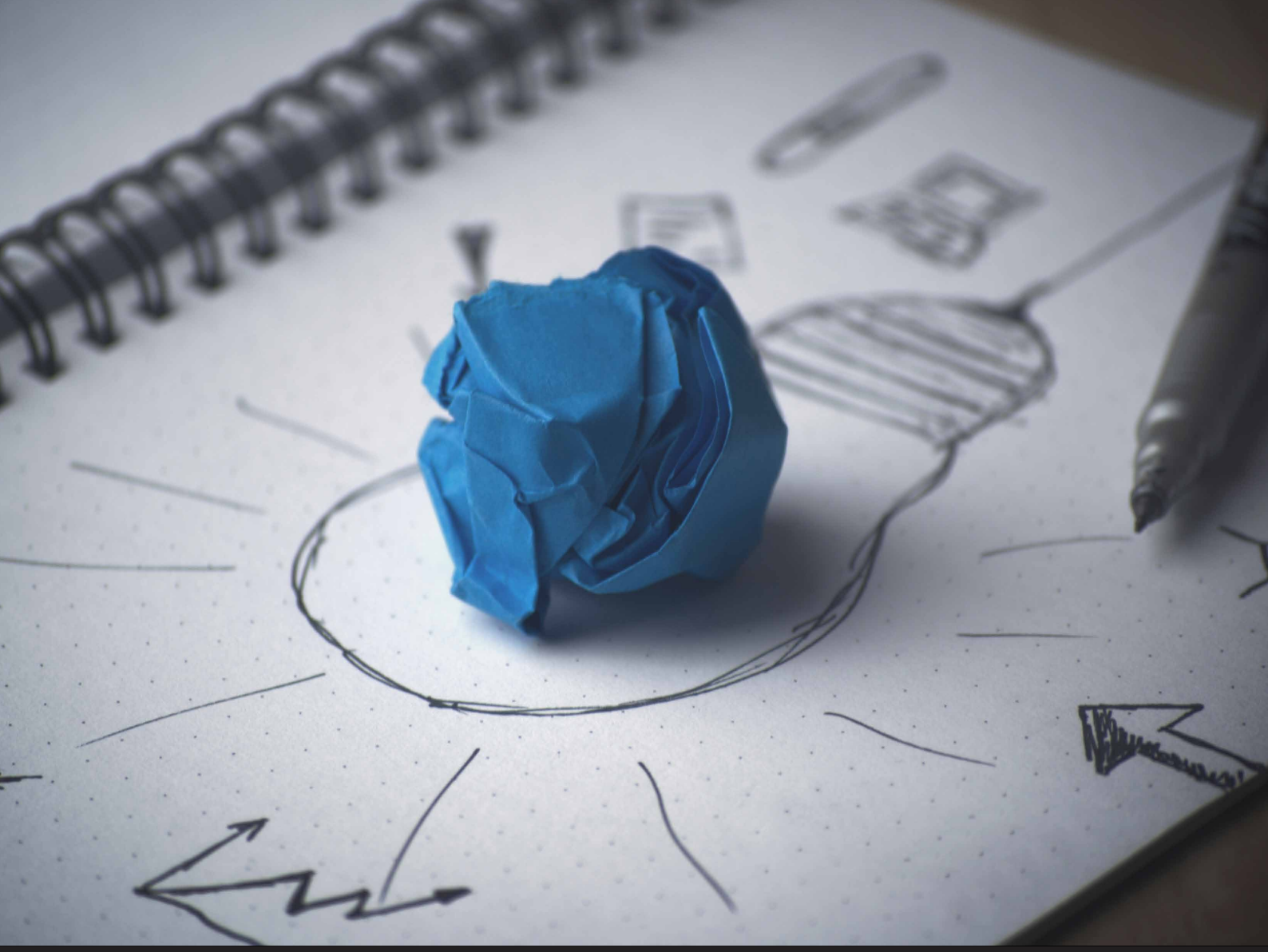
**Authorised Dealer**

# copiermarket
## Smart · Certified

Copier market, a wholly owned subsidiary of The Smart Group (TSG) is a Level 4 B-BBEE contributor, with a specific focus on new and remanufactured Kyocera copiers, printers and Panasonic PABX systems. With the national financial and infrastructural backing of TSG, Copier Market has the unrivalled ability to provide cost effective office automation solutions to match any office or school/training requirement. Copier Market was borne to satisfy the ever growing need for office equipment rentals to clients who may not qualify for traditional financing options. We provide world class service and maintenance through TSG to a broad spectrum of clients, which includes Copier Market's innovative financing options and prepaid service agreements on remanufactured equipment.

Of course Copier Market, as a TSG company, also supplies and services new equipment and offers traditional financing options to SME's and large corporates, using the TSG backing and national infrastructure.

- 3 Year service warranty
- 48 Point quality control
- On-site technical support
- Service plan, including toner
- Free delivery, training and installation
- In-house rental facility



## WHY 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 become 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.

# SIMPLE FACTS ABOUT US

**2 500 +**
Valued Customers

**4200 +**
Machines

**240 million**
(and growing) prints

**Tens of thousands**
VoIP minutes

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.

8

# WHAT WE ARE HERE FOR

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 and an ECN Service Provider; accredited to install, manage and invoice VoIP minutes over the ECN Network. In addition to these global giants, The Smart Group has a Smart Surveillance, CCTV & Access Control product range, 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 all ways.

### STEVE TETLUK
**MANAGING DIRECTOR**

The Group is led by MD Steve Tetluk (51), 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.

### TREVOR DALTON
**FINANCIAL DIRECTOR**

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.

### GARETH WILMOT
**SALES DIRECTOR**

Gareth Wilmot (42) 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.

# OUR WEALTH OF SMART TECHNICAL SUPPORT

## WHO WE ARE

**VASIE NAIR**
TECHNICAL MANAGER (DBN)

**HAROLD WILSON**
TECHNICAL MANAGER (JHB)

**CIMARON WILLIAMS**
TECHNICAL MANAGER (CPT)

**INDIREN COOPASAMY**
SERVICE MANAGER

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copiermarket
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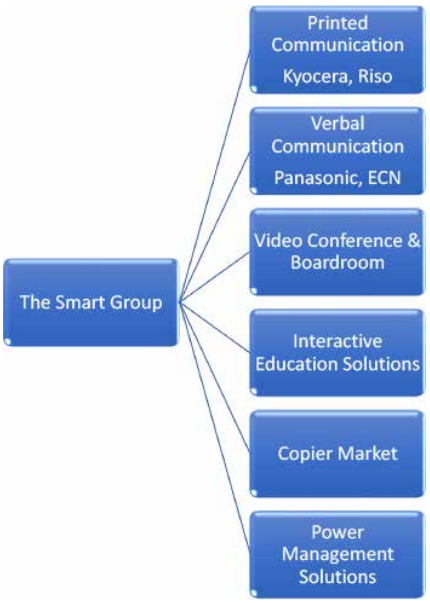
# OUR STRUCTURE AND RANGE OF SOLUTIONS

**What we do best**

WE ARE DRIVEN BY CREATING EXPERIENCES THAT DELIVER RESULTS FOR YOUR BUSINESS AND FOR YOUR CONSUMERS




## LEADING BRANDS / OUTSTANDING PRODUCTS

The Smart Idea 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 optimize staff effectiveness through automating tasks; freeing up staff to focus on clients and not data capture - decreases costs and increases profitability and client retention. With our team of experienced professionals, we can help you to design and profit from the new economy.

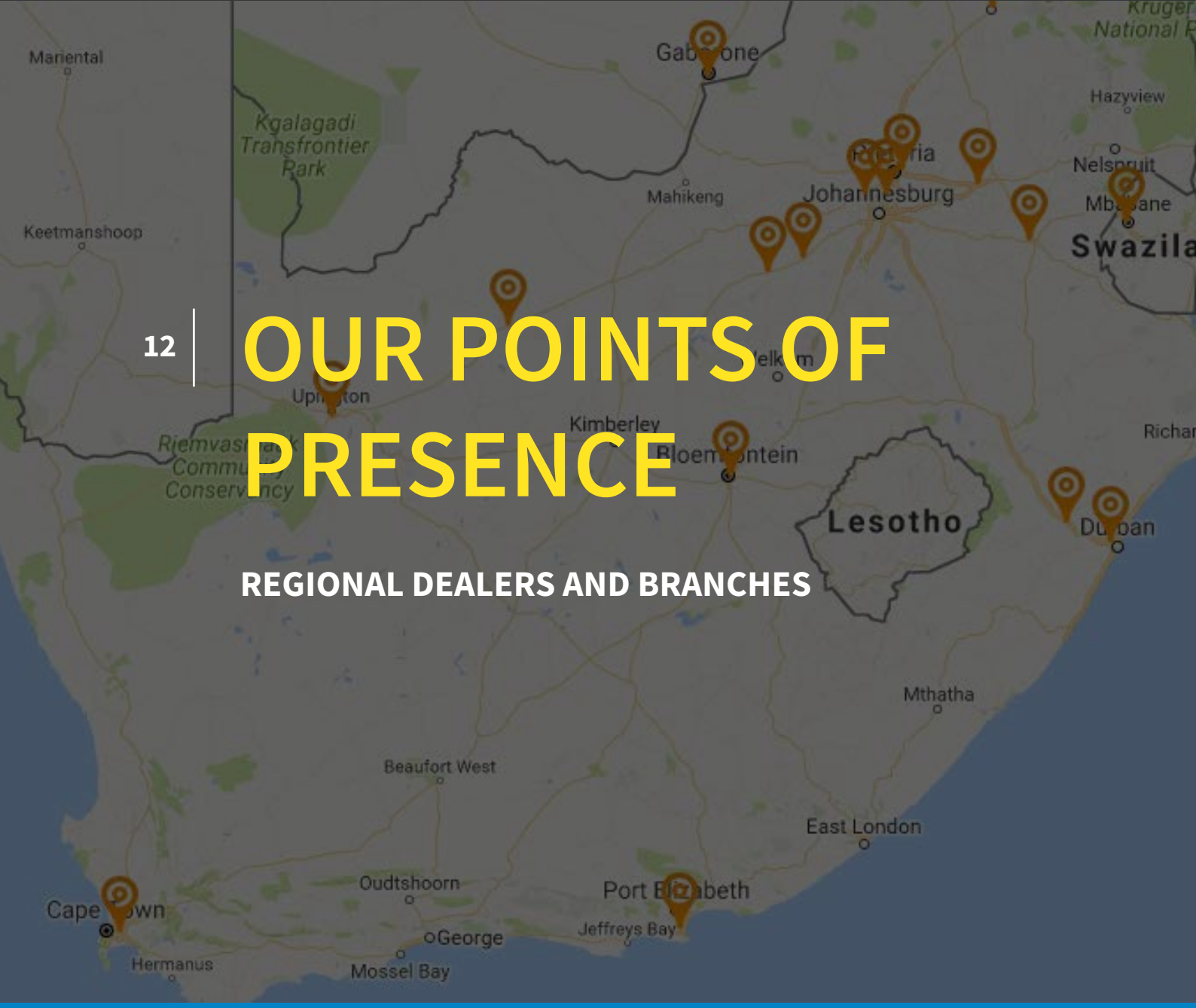
## ECN VOIP SERVICE PROVIDER

As an ECN VoIP Service Provider we can 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.

ECN
electronic communications network

## BRIDGING THE GAP BETWEEN
# TECHNOLOGY & BUSINESS

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




12

# OUR POINTS OF PRESENCE

## REGIONAL DEALERS AND BRANCHES

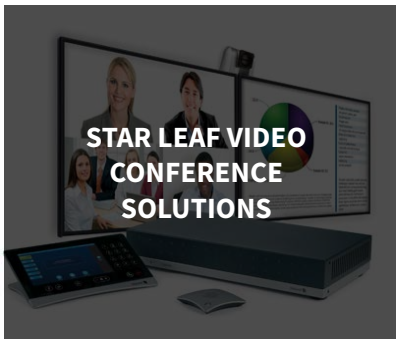
## REGIONAL SALES AND SERVICE

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.

# SHORT PRESENTATION OF OUR SERVICES

**And we can do more!**

We offer a complete range business solutions including:



# SMART CCTV SURVEILLANCE & ACCESS CONTROL

**And we can do more!**

The Smart Idea Group is one the leading suppliers of CCTV, Access Control and related electronic security systems in South Africa. We supply an extensive range of CCTV, Access Control & Intruder detection equipment from internationally acclaimed manufacturers.

We specialize in providing high quality Electronic security equipment in the following sector of the industry:

| | | |
|---|---|---|
| **ANALOGUE & IP CCTV CAMERAS** | **DIGITAL & NETWORK RECORDERS AND ENCODERS** | **VIDEO / FIBRE TRANSMISSION** |
| **BIOMETRIC SYSTEMS** | **NETWORK WIRELESS PRODUCTS** | **ACCESS CONTROL SYSTEMS & ACCESSORIES** |
| **MONITORS** | **OFFSITE MONITORING (VIDEO & ALARM)** | **INTRUDER DETECTION SOLUTIONS** |

16

# OUR HEAD OFFICE COMPLEX

## 34 MONTE CARLO CRESCENT, KYALAMI

34 MONTE CARLO CRESCENT, KYALAMI

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 Idea 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.

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PHALO BUSINESS SOLUTIONS

17

# TRULY SOUTH AFRICAN INTELLECTUAL CAPITAL

Phalo Business Solutions (PBS), is 51% owned by Lumkile Matyunjwa with the remaining 49% owned by The Smart Idea Company.
As a company committed to transformation in South Africa, we have real transformation in process between TSG and PBS.

PBS leverages off the considerable logistics, managerial support and expertise of The Smart Idea Group (TSG) nationally.

"We at TSG are thrilled to partner with the notable skills and passion which Lumkile exudes. We foresee great opportunities for Phalo Business Solutions as a Level 2 BBBEE contributor, to provide companies of all sizes with world class communication solutions including Data, Voice, Printed and Visual solutions to the greater corporate market", commented TSG MD, Steve Tetluk on the announcement of the partnership between Lumkile Matyunjwa and TSG in Phalo Business Solutions.

PROUDLY SOUTH AFRICAN

PHALO BUSINESS SOLUTIONS IS A PROUD B-BBEE LEVEL 2 CONTRIBUTOR

# CONTACT

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

**GAUTENG BRANCH & HEAD OFFICE**

**011 581 9000**
Kyalami Business Park,
Midrand, Johannesburg

**MANAGING DIRECTOR**
**STEVE TETLUK**

**011 581 9000**
**(082) 558 4337**
steve@thesmartgroup.co.za

**FINANCIAL DIRECTOR**
**TREVOR DALTON**

**011 581 9000**
**(082) 772 8172**
trevor@thesmartgroup.co.za

## WHO'S IN CHARGE

**OPERATIONS MANAGER**
**KIM DUNBAR**

**083 444 1666**
kim@thesmartgroup.co.za

**FINANCIAL MANAGER**
**KAYLEY LINDENBERG**

**073 086 5371**
kayley@thesmartgroup.co.za

**CAPE TOWN BRANCH**

**021 200 7000**
Tygerberg Office Park,
Plattekoof, Cape Town

**BRANCH MANAGER**
**MARC BURGOYNE**

**082 788 3017**
marc@thesmartgroup.co.za

**DURBAN BRANCH**

**031 941 1850**
Derby Downs Office Park,
Westville, Durban

**SALES DIRECTOR**
**GARETH WILMOT**

**082 439 4708**
gareth@thesmartgroup.co.za

Call us for a professional, personal and insightful site evaluation by one of our very smart representatives.

Browse our website:
www.thesmartgroup.co.za

Or email us:
info@thesmartgroup.co.za