

PHALO BUSINESS SOLUTIONS

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PHALO BUSINESS SOLUTIONS

COMPANY PROFILE

14 Kyalami Crescent,
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“We at Smart Idea 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 B-BBEE 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 Smart Idea MD, Steve Tetluk on the announcement of the partnership between King Phalo Group, represented by Lumkile Matyunjwa and Smart Idea in Phalo Business Solutions.

This agreement allows PBS immediate access to all the resources (technical and financial), of the established and well experienced Smart Idea.

Phalo Business Solutions has a specific focus on new and remanufactured Kyocera copiers, MFP's, printers and Panasonic PABX systems. In addition, PBS has direct access to Tier One Data and VoIP provision using Fibre or wirelessly through the ECN Service Provider Status of Smart Idea.

One invoice - multiple services

The 18 years of national financial, technical and infrastructural experience and backing of Smart Idea, supported by the branches in Johannesburg, Durban and Cape Town, ensures that Phalo Business Solutions has an ideal product offering with impressive, experienced after sales service and support.

Phalo Business Solutions has the unrivalled ability to provide cost effective office automation solutions and world class service to exceed the requirements of large, medium or small offices as well as a wealth of experience (through Smart Idea) in the education and training sectors.



PHALO BUSINESS SOLUTIONS (PBS), IS 51% OWNED BY KING PHALO GROUP (PTY) LTD WITH THE REMAINING 49% OWNED BY THE SMART IDEA COMPANY (PTY) LTD.

PHALO BUSINESS SOLUTIONS IS A LEVEL 2 B-BBEE 125 % CONTRIBUTOR.



PHALO BUSINESS SOLUTIONS



MANAGING DIRECTOR

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DIRECTOR

STEVE TETLUK

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Lumkile, is a skilled entrepreneur with many years as a successful participant in the fuel and energy sectors. He has honed his skills specifically in the sales, marketing and finance areas.

Steve, 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.

OUR PRODUCTS



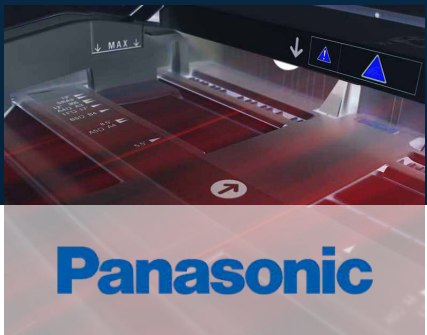
**KYOCERA LOW, MEDIUM AND HIGH VOLUME A4 AND A3 COLOUR/
MONOCHROME MULTIFUNCTIONAL DEVICES**



**RISO COMCOLOR INDUSTRIAL
HIGH VOLUME PRINTERS**



**PANASONIC PABX SYSTEMS AND
SWITCHBOARDS**



**PANASONIC SCANNERS AND
RELATED SOFTWARE SOLUTIONS**



**STAR LEAF VIDEO CONFERENCE
SOLUTIONS**



**ECN VOIP
SOLUTIONS**



**CLEVERTOUCH INTERACTIVE
SOLUTIONS**



**SURVEILLANCE
SOLUTIONS**



**A WIDE RANGE OF ACCESS
CONTROL**

Phalo Business Solutions has innovative financing options to satisfy the ever-growing need for office equipment for clients who may not qualify for, or require traditional financing options. Some of these options are listed below:

PPA

THE PREPAID PRINT AGREEMENT

Where prints (Minimum 20 000 prints per month) are paid for in advance, appropriate equipment supplied, and no credit checks or credit facility is then required.

ODP

ON DEMAND PRINTING

Large short-term printing contracts (12 months or less + 1 million prints or more) - where we supply all equipment and consumables and at the end of the contract, simply collect the equipment - no rentals, no long-term contracts, no equipment to buy or sell.

CBS

COPY-BLOCK SERVICE

Client buys the machine for cash and with a CBS prepaid service agreement - no credit checks or credit required - includes all toner, spares and callouts.

SLA

SERVICE LEVEL AGREEMENT

Postpaid service level agreement which requires credit approval and a credit agreement - includes toners, spares and callouts.

RF

RENTAL FACILITY

36/48/60 month fixed term rental facility granted for equipment through our in-house or external finance houses - credit approval is required. SLA required.

LBP

LAY-BY PURCHASE

6 months to pay - select your new or remanufactured machine and start the payment plan - delivery immediately after final installment. CBS included with all LBP options.

REMANUFACTURED COPIERS



48 POINT QUALITY CHECK

Remanufactured copiers go through a rigorous assessment and remanufacturing process, whereafter they are thoroughly tested and then delivered and installed as we would any new machine.



WARRANTY

Of course, all Remanufactured copiers carry the same Service Warranty as new machines – They have a warranty for as long as they are under a valid TSG Service Agreement (typically 36 months for Remanufactured machines).

Naturally, Phalo Business Solutions, as a Smart Idea company, also supplies and services the entire Smart Idea range of new equipment and offers a wide range of financing options, using the Smart Idea backing and national infrastructure.