



# Lulosim

## *Sustainability driven Solutions*

An ever-changing world requires professionals who are equally dynamic. Delivering Strategy, Innovation, Execution

OUR COMPANY  
**PROFILE**

We help you  
**Think**  
before you  
**Act**

“

## Digital and data-driven business consulting

A consultative approach to problem-solving, decision making, and action planning is at the center of our processes. We are here to help you realise your potential and discover what's next in the ever changing corporate landscape.

We're Strategic | We're Creative | We're Solution-driven

**SIMNIKIWE MAMA** ”  
MANAGING DIRECTOR

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# About Us.

Technological innovation, change in legislations and adapting to the new normal requires continuous change and adaptation to industry movement. It is often necessary to look for suitable-partner for support to compensate lack of time, resources or competences. LULOSIM (Pty) Ltd is a Management Consulting company in the technology space operating from South African and has national and international reach in its offering. Established during the world wide pandemic in 2020 as a solely black-owned entity, that mainly operates in the IT sector.

“We Offer high impact intelligence about our clients business with an aim to enable increase productivity and performance that enhances the bottom line”

## Value Proposition

LULOSIM (Pty) Ltd is a Management Consulting entity that offers high impact data driven intelligence for our client's business with an aim to enable an environment that allows the organisation to increase productivity, activity and performance that enhances the bottom line.



**lulosim**

# WE HELP YOU TO **FIND THE RIGHT SOLUTIONS.** ” ”

## VISION

To establish a footprint in the market by providing world-class expertise to our clients, ensuring we deliver high quality solutions, while innovating client processes.



## MISSION STATEMENT

- To formulate strategic partnerships with our clients
- To strive for the provision of superior quality solutions to our client's challenges through innovative thinking
- To explore our clients' opportunities
- Empower businesses to make informed decisions, based on reliable information.

# LULOSIM VALUES

- Client-centric
- Collaboration
- Integrity
- Reliability



## ■ Company Ethos

Lulosim has a core set of values that are centred around the principle of valuing employees as the greatest asset of the company. We carry this value throughout our service offering .

We believe that the customer needs come first and that our employees or those of our clients need to balance product quality with the value benefits to customer in order to create loyalty and repeat business.



# BUSINESS DESCRIPTION

LULOSIM (Pty) Ltd is a Management Consulting company that specializes in Business Analysis, turnkey Software Development, Technology integration along side Software Testing and Business Intelligence powered by Project management.

Our company was founded as a response to the growing need for IT sector specific expertise into the analysis of business processes and adjustment thereof during their transition towards adopting to the new normal and globalisation. We stand as an ideal partner for medium to large companies positioning

themselves for opportunities locally and internationally. The primary aim is to enable our clients to operate at their optimal level using sustainable and scalable IT tools, infrastructure and through the use of trained and credible software.



“You can not solve a problem on the same level that it was created. You have to rise above it to the next level” - Albert Einstein



# BENEFITS OF WORKING WITH US



## 01 EXCELLENCE

We offer services that provide you intelligence, through reliable measurements using bespoke software that suites your business internally and externally which allow you to make the right business decisions in terms of:

- Organisational health state of the business
- Business intelligence data and analytics on demand
- Bottlenecks to your operational model
- Effectiveness of the organisation's operating model
- Current and precious competence in your business (Leadership and employees)
- Competence in the delivery of strategy
- Overall business performance

**02** Using our custom industry specific experience in developing software, we provide solutions to align the current gaps in your business model.

- Bespoke software development that scales and has a positive long-lasting impact on the business and its customers.
- Efficient and accurate results in order to be proactive in decision-making

**03** Business Intelligence reports allow us to analyse your business and provide innovative workable technology-driven solutions to addressing gaps in performance with the aim to reach your desired optimal output.

**04** Alignment of human capital with processes and top-level strategy

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# VALUE PROPOSITION



## OUR APPROACH



LULOSIM applied a methodology that provides a solution-based approach to solving problems. This approach is also known as Design Thinking. In applying this approach across our service offering we are able to tackle complex problems that are ill defined or unknown by the organisation's staff or management. By re-framing the problems, we are able to identify human centric ways of understanding and solving them. We implement the Agile methodology in your organisation and boost the organisation's throughput by using the following process:

## APPROACH EXPLAINED

### EMPATHISE

From a business perspective, our initial approach is to gain a deeper understanding through what the company shares and through our engagement with key personnel involved in the area of concern.

### DEFINE

Using our Business Analytical tools and Business intelligence data sampling we are able to collate and deconstruct what we see in order to synthesize before we assume the core problem that needs to be addressed.

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## DEVELOP / DESIGN

Depending on the area of focus, we develop or design a prototype solution that can be presented to management before the deployment of the software build or creating of strategy. This step allows us to leverage off the company's previous experience that may have not been communicated to us during the fact-finding step.

## IDEATE

Using our experienced team we are able to generate ideas by drawing similarities between the problem identified and previous solutions that worked. This approach allows us to avoid reinventing the wheel and to rather enhance or tailor solutions for your organization. The proverbial "Thinking outside the box" is an approach we use during our Ideate process as we have to identify a sustainable solution for your company.

## TEST & ROLLOUT

Through out our service offering, we stress test our approach using various methodologies that have allowed us to simulate outcomes and predict potential barriers. Assessing human capital, competencies and scalability we are able to recommend the most desirable approach that suites your organisation. Lulosim prides itself in our inhouse continuous support and flexible custom service level agreements to suite our clients demand.

# OUR CLIENT TARGET MARKET

With the ever-changing global climate and relevance in service and product offering to an organisation's target market, LULOSIM, caters for a wide spectrum of clients ranging from the financial sector such as banking, to the telecommunications sector, from private companies to the public sector departments at local, provincial and government departments.



# SERVICES OFFERED

## BUSINESS ANALYSIS

Business analysis is the professional discipline of identifying business needs and determining solutions to business problems. Our company delves into finding solutions which often includes a software-systems development component, but may also consist of process improvements, organisational change or strategic planning and policy development.

- We provide business analysis expertise
- Identify business areas that can be improved to increase efficiency and strengthen business processes
- Functional business analysis that looks at the current system to see how it works and what the customer needs.
- SWOT analysis to identify the strengths, weaknesses, opportunities and threats of a business.
- MOST analysis that focuses on qualitative research

that helps you as an organisation to determine which buyer motivations are most important for individual consumers.

- The use case model method to determine the requirements of a system from an end user's perspective. This method also helps Lulosim to identify gaps that need to be filled in by software development.

## SOFTWARE DEVELOPMENT

Every business has a unique set of requirements according to their own business operations, having the right software development solution can increase productivity exponentially and therefore increasing business growth and productivity. Lulosim develops custom software built to fit your internal and external organizational needs.

We offer End-to-end Services

Lulosim software developers understand that building custom software involves a lot more than just writing great code. The quality of our products support and guidance through the process is the key to the success of any software development project.

Vast software development language and Code

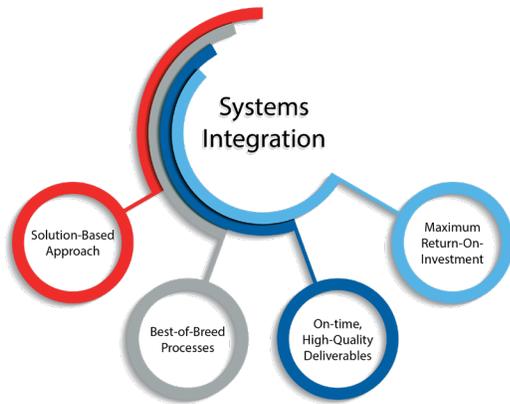


Our team designs and develops custom software solutions according to the organisations needs and specifications. JAVA is one of our programming languages which can be used to create complete applications that may run on a single computer or be distributed among servers and clients in a network. Using such programs can allow your organization to adapt to the ever-changing reality of business by applying software that makes sense to the employees and can benefit the end user.

## We offer integration development

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Integrating with a third-party system or external software program, our software development team will assist with the Software Integration.



## Software Testing

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Understanding the software and IT industry we know that many organisations prefer to develop software in-house. Lulosim offers a service that allows you to be rest assured that the software developed by you as an organisation, is tested and can scale or be sustainable. We provide software testing services to ensure that possible bugs have been identified, fixed and are ready to be put to market.

With the software developed by our team, the service of software testing comes standard and utilises in some cases, external third-party teams to ensure that the results are unbiased.

# PROJECT MANAGEMENT

To complete a project on time and within budget is at the heart of our approach when it comes to our project management services. We engage in efficient planning, organisation and monitoring to ensure that the projects are in line with the core objectives. Lulosim incorporates the use of various policies, procedures and principles to plan, implement and complete a project.

# FUTURE GROWTH OPPORTUNITIES

## COMPANY STRENGTHS

Lulosim is a fully black-owned / BBBEE, experienced in telecoms and financial sectors business with a wide scope of opportunities that seek to attract services providers that will not only get the job done but will benefit the commissioning company with their score card.



# OUR CLIENT PORTFOLIO

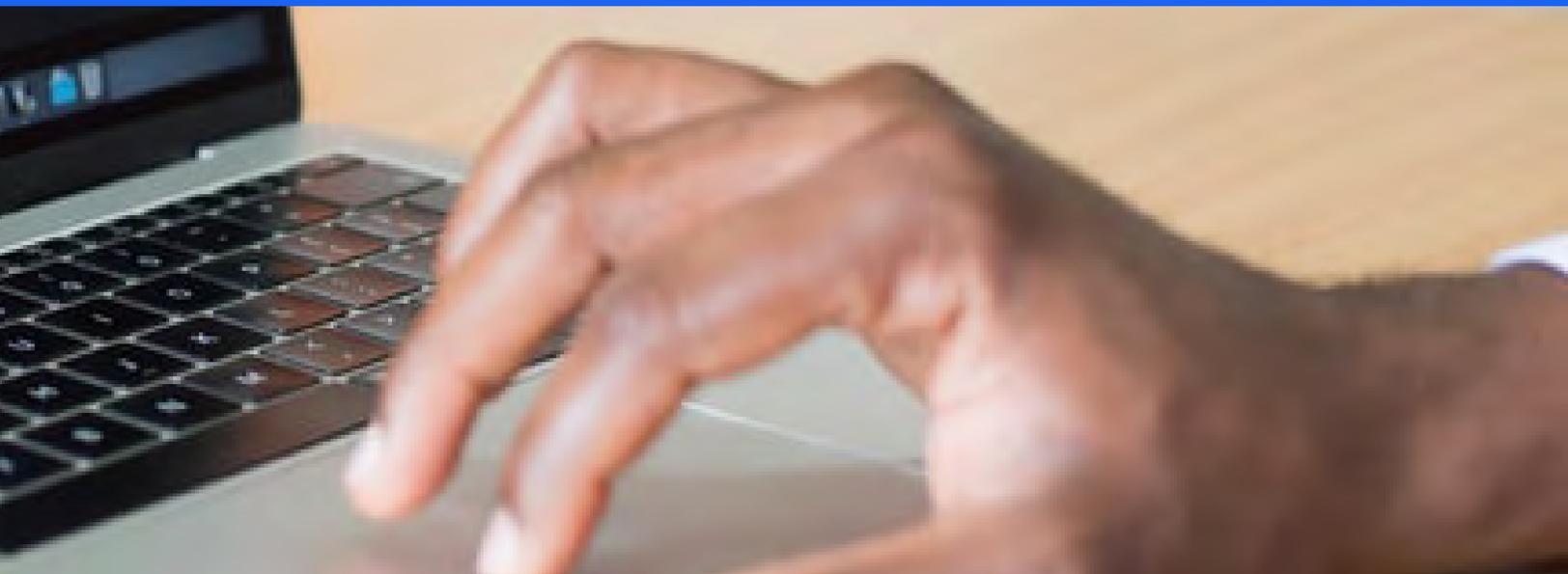


## TO ESTABLISH A GLOBAL FOOTPRINT

Through our efforts in ensuring that Lulosim proposition to our clients leaves a lasting impact in their entire value chain, we have positioned ourselves as an agile company that caters for a vast array of industries. This approach is preparing our team for the establishment of a global footprint that will operate utilising the 'new-normal' mindset that is not limited by location or geopolitical factors.

## TO DIVERSIFY INTO ALL THE MARKET SECTORS / INDUSTRIES

Our company's services have been evolving since the inception of the company. Our ability to scale and move with the times is what makes our team dynamic and agile. "We practice what we preach". Lulosim applies the same processes and techniques internally to ensure that the company keeps its promise and is always looking at growth opportunities and reaching out to corporates that can benefit from our services.





# lulosim

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