Our Goal is to help our clients increase profitability and cash flow, through a collaborative approach, integrating strategy, operations and finance.
Founded in 2010, Integer Consulting Solutions was specifically formed to help our clients increase profitability and cash flow.

Steven Delport, the founder of Integer Consulting Solutions, has extensive business experience having worked in the banking and consulting industries for 20 years.

During a successful career, Steven worked for both local and international banks and held a number of management positions in retail, corporate and investment banking. He was responsible for a large number of clients across a broad range of industries. These clients varied in size from sole proprietorships and partnerships to state owned entities and companies listed on the Top 40 of the Johannesburg Stock Exchange.

A select list of high profile transactions include:

- joint manager and bookrunner for Eskom’s euro 500m Eurobond
- mandated lead arranger and bookrunner for the international syndicated loans of:
  - Imperial Holdings Ltd (euro 250m)
  - MTN Ltd (USD 3bn), and
  - Sasol Ltd (euro 400m)
Steven holds a Master of Business Administration from Wits Business School and a Bachelor of Commerce from the University of South Africa.

Over the years, Steven’s strengths have included:

- the ability to convey complex concepts in a manner which is simple and easy to understand, and
- the provision of mentoring, training and guidance to team members

It is this ability to make the complex simple, the willingness to share, and the passion, dedication and enthusiasm which Integer Consulting Solutions brings to our clients. We believe in collaboration and the development of long term relationships

Through a unique combination of:

- skills and insights gained from formal studies, and
- experience and knowledge gained from exposure across various industries and companies

Integer Consulting Solutions is well positioned to help your company increase profitability and cash flow.
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Our approach is collaborative, we work with, and transfer skills to, our clients
Everything we do is geared towards helping our clients to achieve an increase in profitability and cash flow. Our approach is collaborative, we work with and transfer skills to our clients.

We work towards specific objectives with clearly established outcomes, contributing to the business goals of our clients

**Business improvement**

With a view to improving the clients business we focus on achieving one or more of the following objectives:

- grow revenue
- improve productivity
- reduce costs
- increase asset utilisation

**What we do**

- identify which products and clients are profitable and which are not
- improve sales focus by focusing on the most profitable products and clients
- implement a strategy for the unprofitable products and clients
- determine the needs and preferences of clients
- establish how well these needs and preferences are being met and how this performance compares with competitors
- identify new markets and uses for existing products
- calculate the actual cost of manufacturing/supplying individual products thereby ensuring product profitability
- improve the efficiency and flow of the business processes
- establish performance standards and measures
- determine and align business and process objectives
- reduce cycle times
- increase quality and reduce re-work
- optimise the purchasing and stock functions
Methodologies used

The above outcomes are achieved through a combination of:
- financial analysis
- interviews with management, staff and clients
- focus groups
- observation of current procedures and processes
- mapping current business processes
- analysis, critiquing and improvement of current business processes and reporting systems
- identification and implementation of performance standards and measures
- development of effective management tools
- systematic, structured approach ensuring buy-in and sustainability

Strategy collaboration

Here we specifically refer to strategy collaboration as opposed to strategy facilitation. With strategy collaboration, we not only bring additional skills, resources and experience to assist with creating the strategy, but also help the client with the implementation thereof. Strategic alliance partners are often included in this process.

Strategy collaboration has 3 stages:

- Stage 1: Preparation and fact finding. The business and business environment are analysed to identify trends, needs, threats and opportunities so that the correct strategic decisions are taken.
- Stage 2: Strategy formulation, the identification of goals and the prioritisation thereof.
- Stage 3: Implementation of the agreed goals. Monitoring the impact of the changes, reviewing and revising.

The benefits of our approach are:

- we complement the client’s skills by bringing a different set of skills and experiences
- since we are independent, we can ask the difficult questions and provide objective advice
Here we specifically refer to strategy collaboration as opposed to strategy facilitation.
5. HOW WE WORK

We work with you to reach conceptual agreement on:

- the objectives you wish to achieve
- the measures of progress and success, and
- the value to or impact on the business

A written proposal is provided, setting out alternative approaches to achieving the agreed objectives, project costs, and estimated start and end dates.

Once the proposal is accepted work on the project commences.

Often consultants leave clients with a substantial and somewhat daunting document of proposed solutions. Without anyone to refer to or to help with implementation, the task is perceived to be insurmountable and more often than not, nothing is done. The net result is a zero return on the investment in these services.

At Integer Consulting Solutions our approach is different. Together, we agree the goals, priorities and actions needed to successfully achieve the agreed objectives. We then help with implementation of the agreed objectives, thus ensuring a return on the client’s investment.

We complement the client’s skills by bringing a different set of skills and experiences
WHAT TO EXPECT

- a highly focused and effective company
- my personal involvement in all projects
- passion, enthusiasm and commitment
- a collaborative approach – we work with you
- skills and knowledge transfer
- through various strategic alliances, there is access to almost any resource and expertise needed to improve your business

- as a rule we do not charge by the hour thus ensuring:
  - your investment is fixed/ capped
  - we are not incentivised to prolong our stay
  - you and your staff can ask for assistance without concern of additional costs being incurred
  - if we find additional, unforeseen work which needs to be undertaken to achieve the agreed project objectives there is no increase in your investment
  - should we decide to bring in additional resources your investment remains unchanged

Through various strategic alliances, there is access to almost any resource and expertise needed to improve your business