



**STRAT EXEC**  
training solutions

2017

# COMPANY PROFILE

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<b>Company SDL Number</b>	S740792413
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## **1. BACKGROUND**

### **1.1 Company History**

Stratexec Training Solutions (STS) began providing training programs, seminars & workshops to the financial services and soft skills sectors in 2016. We are an established BEE Level 4 entity and our experienced team, due to the extent of experience, knowledge and contact base in the training industry, operates very efficiently together to provide the most complete training solutions in Africa!

STS is run by a staff of people who have been involved in the corporate training business for many years. Keeping in touch with the needs of our clients allows us to recommend and deliver short term training courses for immediate implementation into the workplace, as well as offering analysis services of training needs once our clients have done their internal questionnaires.

### **1.2 Scope of Business**

At Stratexec Training Solutions, our aim is to provide our clients with a high level of customer service and specialised, short duration, high quality and high intensity programs, seminars and workshops, providing delegates, from top-level executives to entry-level employees, access to local and internationally renowned speakers and experts in various fields, relevant to their occupations. This enables our delegates to remain current, and at the cutting edge of their professions and gives them the opportunity to move forward not only in their careers but also in their personal development and equips them with knowledge and skills.

We currently serve all of the major banking and financial services organisations, and many major corporate and governmental organisations and departments throughout Southern Africa.

### **1.3 Affirmative Action Initiatives and BEE**

STS are a BEE compliant company and currently have a Level 4 scorecard. Our philosophy and approach is, where possible, to increase the representation of persons from a previously disadvantaged background within our company.



## **2. STRATEGY & VISION**

### **2.1 Vision**

To be the most admired Training Company in Southern Africa; a partner of choice and an employer of choice. To be a highly effective, lean, adaptable and fast-moving organization that is committed to learning, inspiring and empowering all delegates attending our courses.

As in the words of the late great Nelson Rolihlahla Mandela: “Education is the most powerful weapon which you can use to change the world” and

“The best part of learning is sharing what you know” – Vaughn K. Lauer

### **2.2 Mission Statement**

Our mission is to empower people through the increase and diffusion of knowledge, by providing specialised and high quality programs, seminars and workshops, creating value and making a difference, as well as adding value to our clients businesses and ensuring that every person attending our events attains their higher purpose and full potential.

### **2.3 Values**

Our core value is mutual respect for our fellow employees, clients and suppliers, to understand and respect diversity and individual difference, with a vision to enable closer and more successful working partnerships.

### **2.4 Goals & Objectives**

Service: To provide our clients with the highest quality and most relevant programs providing value for money at all times. Ensuring that every customer query is handled quickly and to the client’s satisfaction.

Social: To assist with employment creation by positioning and training candidates through learnership programs and to place delegates in specific working positions.

Profit: To increase sales turnover, year on year by 8-11%, without sacrificing GP%.

Growth: To increase the sales team in our Financial; Soft Skills & Learnerships and to continually grow our staff members and our client’s knowledge, abilities and expectations.

### **2.5 Growth Strategy**

Our envisioned growth path is in 4 phases:

Phase 1 – Grow existing business

Phase 2 – Grow client base

Phase 3 – Expand into new areas, namely learnerships and conferencing

Phase 4 – Expand business into Africa



### **3. PRODUCTS & SERVICES**

#### **3.1 Products & Services**

We source, market, sell and provide high quality training workshops and seminars in the financial, technical and soft skills areas.

Our short duration, high quality and high intensity public training courses are open to all and provide individuals the opportunity to interact and learn with like-minded people.

Our in-house or on-site training option brings our training to the comfort of your organisation. This option is especially popular for groups of people within the same organisation that want to attend training. We supply the expertise and the opportunity to customise the training course to the companies' specific needs and you provide the venue and eager employees.

#### **3.2 Business Competitiveness**

We are a small highly focused organisation, with the ability to adapt quickly and whose management and staff team have significant experience in financial and general skills sector. We have a vast range of local & internationally renowned presenters, facilitating cutting edge programs.

Because of the extent of our experience, knowledge and contact base, we are also able to help our Clients with all their training needs.

#### **3.3 Quality Management**

We are currently busy with our Quality Assurance Management Policy & Procedures, through a company called Thrive Learning Facilitation and will provide our client's with this documentation once we have finalized it.



#### **4. MANAGEMENT & OWNERSHIP**

##### **4.1 Directors**

James O. Barnes = 100%

##### **4.2 Senior Managers**

Charles Lamb : Operations, Administration & Finance

##### **4.3 Managers**

Tania Lamb : Operations, Administration & Finance

Landon Hunt : Financial & Technical Sales / Soft Skills Sales

##### **4.4 Office and Administrative Personnel**

5 (Five) Full Time Staff Members

2 (Two) Part Time Staff Members



## 5. CLIENT PORTFOLIOS

Below are lists of just some of our clients. A comprehensive list of clients is however available on our website: [www.stratexec.co.za](http://www.stratexec.co.za)

### 5.1 Financial, Technical & Soft Skills Training

ABC Holdings	LandBank
Actom	Liberty Group
Albaraka Bank	Liquid Capital
Avbob	Makoya Group
B & E International	MediClinic
Bank of Namibia	Mediscor PBM
Bank Windhoek	Mercedes-Benz SA
Barclays / ABSA	Mintek
BHP Billiton: Hillside Aluminium	Momentum Holdings
BMW SA	Murray & Roberts
Bombela Operating Company	National Empowerment Fund
Central Bank of Lesotho	Nedbank
China Construction Bank	Old Mutual
City of Tshwane	Prudential Portfolio Managers
City Power	Public Investment Corporation
DB Schenker SA	Rand Merchant Bank
Department of Arts & Culture	SA Post Office
Department of Labour	SAA
Department of Public Enterprises	SAAB Grintek
Department of Trade & Industry	Small Enterprise Finance Agency
Development Bank of Southern Africa	South African Reserve Bank
ECIC	Stanbic IBTC
Financial Services Board	Standard Bank
First National Bank	Stanlib
FirstRand Bank	Tega Industries SA
Habib Overseas Bank	Telkom SOC Ltd
Industrial Development Corporation	Thebe Investment Corporation
Ithala SOC Ltd	Toyota SA
John Deere	Trans-Caledon Tunnel Authority
Ke Nako Capital	Transnet SOC






## 6. COURSES /WORKSHOPS / PROGRAMS

Below are lists of just some of our programs / seminars / workshops that we offer. A comprehensive list of our programs / seminars / workshops is however available on our website: [www.stratexec.co.za](http://www.stratexec.co.za)

### 6.1 Financial / Technical Courses-Programs-Workshops



## The Most Complete Training Solution in Africa !

## STS PUBLIC COURSE CALENDAR 2016

### Events / Courses

ACI Dealing Certificate
ACI Treasury Operations
Advanced International Trade Finance
Art and Science Of Credit Risk Analysis
Asset & Liability Management
Basel II, III, (IV?) and ERM (incl. LCR's & ICAAP)
Basic / Introductory VBA Course
Bonds and Fixed Income
Business Analysis & Reporting using Excel
Company Valuation Analysis & Modelling
Compliance & Risk in Treasury Operations
Construction of VAR Models
Credit Risk Bootcamp
CVA (Credit Valuation Adjustment)
Financial Modelling Bootcamp



Events / Courses cont'd...
Financial Modelling in Excel
Financial Technology (Digital Banking & the 4 <sup>th</sup> Industrial Revolution)
IFRS 9
IFRS 9-13, 15 & 16
International Trade Finance
Intro to Advanced Credit Risk Bootcamp
Know your Customer (Anti Money Laundering)
Liquidity Risk Measurement & Management
Market Risk Management
Mergers and Acquisitions
Operational Risk Bootcamp
Structured Commodity Trade Finance
Tax Updates
Treasury Basics
VBA

### **6.2 Soft Skills Training Courses-Programs-Workshops**

Our proposals & outlines describe our strategic and specialised training programmes. We not only provide cost effective solutions but also help you, our prospective client, to improve on the criteria of your training needs.

Please note that all course outlines are flexible and that we can customise or tailor-make the course to accommodate your company's specific requirements. You can be sure that we will use all the resources available to you to ensure the successful supply of training and which we hope would lay the foundation for a long term business partnership.



## 2017 PUBLIC COURSES

### MANAGEMENT

#### EMOTIONAL INTELLIGENCE

A high level of emotional intelligence is crucial to ensuring ones success in the workplace. Ultimately, I.Q. and general cognitive abilities are only minor factors in accounting for individual success – the major factor is the level of the individual’s emotional intelligence. High levels of emotional intelligence are reflected in heightened self-awareness, effective interpersonal skills, self-motivation, understanding and effectively managing emotions. This 2 day workshop allows all individuals to approach tasks with passion and energy and with the skills necessary to be organised, effective, efficient, focused and ultimately successful at whatever task is undertaken.

#### PROJECT MANAGEMENT SKILLS (Standard 120372, NQF Level 4)

This 2 day course will empower delegates to become more efficient and effective in project management and to therefore contribute more capably and confidently to the successful outcome of the projects they are involved in.

#### HANDLING DISCIPLINARY & GRIEVANCE ISSUES

Are you spending needless amounts of money and frustration on the CCMA / Bargain Council? Well, by committing to this 2-day workshop you will be able to ensure that your managers and supervisors are fully trained and competent to handle and preside over disciplinary enquiries and chair grievance issues and hearings.

For all the individuals who need to prepare for and present evidence during a disciplinary hearing, this workshop has open access. The skills and techniques / tools which this course equips the individual with, will enable him/her to be more organised and prepared for handling of disciplinary and grievance issues.

#### MANAGEMENT FUNCTIONS & SUPERVISORY SKILLS

This intensive 2 day course is designed to equip all who attend with excellent skills enhance their ability to supervise others and improve overall results.

### COMMUNICATION

#### DIGITAL MARKETING FOR MODERN BUSINESS

Digital marketing is an essential brand and marketing tools every business in the twenty first century has to master. The latest research on social media alone suggests that the modern organisation now invest a minimum of 35% of their marketing budget on digital campaign. If your customers are online and you are not, the brand that is online will get their attention, their interest and their sale. This course Digital Marketing course will bring the delegate in to the revelation and reality of marketing in 2016. The participant will be able to craft and execute a practical digital marketing strategy that put your business at the forefront of the modern online era.

#### PRESENTATION & COMMUNICATION SKILLS (Standard 119472, NQF Level 3)

This 2 day course will equip all individuals in all types of organisations to take part in meetings and interact in group situations both internally with others in the same organisation and externally with people from outside their organisations.

#### EXECUTIVE SECRETARY / PA WORKSHOP

An intensive two-day course is a comprehensive collection of the core skill set and critical attributes that separate the average PA from the career professional Executive Assistant.

By attending this two day workshop delegates will learn how to work as a high level team with their bosses, jointly managing all aspects of their work competently, effectively and to the benefit of both parties.

#### PROFESSIONAL COMMUNICATION & BUSINESS WRITING (Standard 12153, NQF Level 4)

The objective of this 2 day course is to develop the skills to communicate effectively and professionally in all reports and other written communication.



## MANAGEMENT

### FINANCE FOR NON-FINANCIAL MANAGERS ESSENTIAL FINANCIAL SKILLS

This practical and informative 2 day course will introduce delegates to the fundamental concepts of finance, financial management and accounting in order to provide the necessary knowledge to make better informed decisions.

### ANALYSING FINANCIAL STATEMENTS & REPORTS

This intensive 2-day workshop will look at improving the analysis of financial statements and reports. The person attending this course will be able to read and interpret an organisation's financial statements and explore their limitations, gain insight into key measures of financial performance and analyse cost behaviour and financial performance and contribute to the improvement of financial performance in the organisation.

## COMMUNICATION

### PROFESSIONAL REPORT WRITING SKILLS (Standard 12153, NQF Level 4)

Almost all individual working within all types and sizes of organisations have to prepare written reports for a wide variety of reasons and applications. Being able to prepare, compose and produce written reports effectively and efficiently is therefore a vital skill needed by those seeking to enhance their careers and become more productive in the workplace.

### TIME & STRESS MANAGEMENT (Standard 15234, NQF Level 5)

In today's fast paced world it is becoming more and more difficult to handle the pressures of work and family life. This inevitably results in increased levels of stress and the increasing inability to get all work done on time. By applying proven time management techniques this interactive two day course will give you the ability to manage your workload more effectively and it will also give you the ability to overcome stress in your daily life.

**Thank you for taking the time to read our company profile.  
If there are any questions or comments, please feel free to contact us.**