



SWICON360

news

march 2010

Swicon360 – all round performance, a complete circle of trust within the market

Welcome to the launch edition of Swicon360 News, our regular corporate newsletter.

This is a milestone in the company's development and the first of many exciting initiatives established to engage the market and open channels of communication.

Within any period of difficulty or adversity, there are always lessons to be learnt. Whilst hardship can be decidedly uncomfortable, it is often the gateway to growth and to better, brighter things. It does represent a necessary part of the journey of growth.

Why the somewhat philosophical introduction I hear readers question?

Well, Swicon360 has been at the forefront of solution development and implementation with the Human Capital Management space and have witnessed the radical transformation of large-scale enterprise infrastructure space.

Technology is being used and used strategically, decision makers are far more astute in their thinking and insist on the highest levels of service and delivery to match budgets.

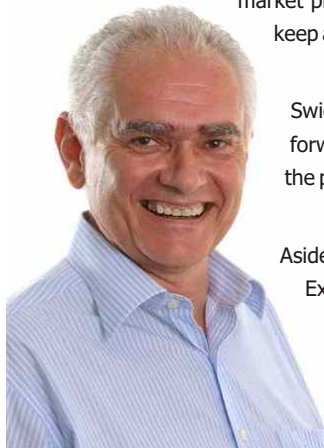
Skilled employees have become sought-after commodity – today, perhaps more so than at any other time in the brief history of information technology, people are critical to the effective operations of any sized organisation or company.

At the same time decision makers are only too aware that in order to truly compete, to make market presence really count, it is mandatory to utilise partnerships to the maximum and keep abreast of changes within ICT and telecommunications.

Swicon360 is a SAP specialist and we are very excited about our direction going forward. We have a number of very interesting and highly influential announcements in the pipeline.

Aside from our relocation to new premises and our appointment of Nick van der Walt as Executive Director, Business Development, we are very excited about the dissemination of news that will create waves in the industry.

We would like to extend an offer to our customers and partners to utilise this platform to debate, to deliberate and participate in active discussion about the industry and about our involvement and contribution. We look forward to many more editions in the future.



Markus Bucher,
CEO of Swicon360

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Swicon360 secures major Kaba Time & Attendance HCM contract with Great Basin Gold

Management at Swicon360, an established business technology partner and solution provider within the international Human Capital Management (HCM), HR and payroll markets, has confirmed the company's win of a high profile tender, issued by Great Basin Gold Ltd., to provide and implement a Time & Attendance/ Access Control system, including integration into the existing SAP HCM system.

Great Basin Gold Ltd. is an international mining company. It has advanced stage developed projects with Hollister on the Carlin Trend in Nevada and Burnstone in the Witwatersrand Basin.

The multi-phase project will immediately see to project pre-requisites including a proven integration of the T&A/ Access Control system into the SAP environment. This was stipulated as a primary objective in order to lower data risks, maintain data integrity, increase efficiency and reduce cost of maintenance at the company's Burnstone site.

Swicon360's proven track record in SAP infrastructure development and application, along with expertise in solution integration in this environment, assisted in Swicon360 being selected as the vendor of choice. Following strategic planning sessions at Great Basin Gold's Sandton offices to quantify the full aspects of the two phases of the project, representatives from Swicon360 tabled a solution and integration proposal. "We were able to present a fully integrated Kaba solution with its core B-COMM ERP for SAP engine and a fully biometric identification solution," explained Guenter Nerlich, Executive Director, Swicon360. "This solution is a one-stop solution that replaces the earlier proposed Kaba exos system with card support."

In terms of technology Nerlich points out that the Kaba solution, backed by Swicon360 expertise and understanding of the market, represents the most effective platform to meet deliverables. Technically Great Basin Gold required secure, encrypted data collection, a reader hardware to operate and store relevant time data when cut off from the server/network; as well as readers to continue checking access rights in case of server/network failure.

Furthermore, any proposed solution had to be scalable as far as infrastructure, various sites, future expansion and functionality, future integration into alarm management system, is concerned. The benefits of this solution include lower software costs because of the concentration on T&A aspects and the abdication of any card related components (card production, badge management etc.); and Kaba is a SAP certified solution partner in the field of T&A and Access Control. "Great Basin Gold appointed Swicon360 as its preferred supplier for the T&A implementation. Great Basin Gold was looking for a T&A implementation that would fully integrate with its ERP system (SAP) and the Kaba solution provided this. We were also looking to step away from the card clocking process and opted to go full biometric, Kaba has a proven history of successful implementations across the world which justified our decision to go for the solution," said Steven Jacobs, Group IT Manager, Great Basin Gold.

Additional positives for Great Basin Gold include the fact that Kaba is one of the global leaders in T&A and access control and offers industry-proven solutions. "These solutions are also scalable and flexible. The fit between ourselves, the Kaba system and our client's objectives could not be better, it is a synergistic combination that will empower Great Basin Gold and add substantial value to the marketplace," adds Nerlich. Management at Swicon360 view this project as a milestone in the development and continued influence of the company into emerging business and service to critical sectors.



**Guenter Nerlich,
Executive Director,
Swicon360**

New premises, new era for Swicon360

Management at Swicon360, an established business technology partner and solution provider within the international Human Capital Management (HCM), HR and payroll markets, has confirmed a move to new premises, signaling a new, exciting chapter in the company's development. A surge in growth within the company, accumulated resources and launch of several exciting new initiatives has culminated and presented a justifiable case for management to seek and secure new premises.

One such key initiative has been the launch of the company's flagship SAP HCM BPO offering. This outsourcing offering is geared towards the Africa marketplace and is introduced in collaboration with partners including Vodacom and SAP. The company will have been fully relocated to The Braes, Swicon360 House, 193 Bryanston Drive, Bryanston, Sandton by mid March 2010. "We are very excited about the prospect of being located within a central, accessible and thriving commercial area of Gauteng. The company operates at a level on which its in-house skills sets, its acumen within critical and strong emerging markets on the continent makes a significant and substantial difference to clients – and it is important that our physical premises accurately reflects this fact," says Guenter Nerlich.

Nerlich says Swicon360 House offers the company the necessary space to accommodate its human resource compliment, growing infrastructure and a solid foundation from which to deliver and implement the latest strategies. A number of key activities have been earmarked for implementation and are expected to significantly influence pace of growth and presence in the marketplace. These include the integration of Swicon360 subsidiary, Swicon360 People, and partnership with key stakeholders including BasisOne. "Whilst the move to new premises represents a strategic, well-timed and necessary step, more importantly it underlines the fact that our business model and ability to manage growth is working. We look forward to a very prosperous, very challenging and exciting year ahead," adds Nerlich. Swicon360 reassures its client base that all plans and processes have been put in place to ensure minimal disruption to core operations and continuity in service and support.



Top brass at Swicon360 reinforce management structure as company expands



Swicon360 has again demonstrated its progress within the local market with news of a bolstered executive management structure. Nick van der Walt has been appointed as Executive Director, Business Development after having served as Sales and Partner Relations Executive for more than three years within Swicon360.

As part of its ongoing strategy to assimilate and effectively leverage off rapid growth, top level representatives at the company recently confirmed the appointment of Van der Walt as the latest member of its executive management.

This portfolio incorporates sales for Swicon360; SAP Consulting; Nakisa; Business Objects and SAP Basis Services through its subsidiary BasisOne.

Recent activities at the company, including the acquisition of new premises has signaled the company's intention to cement partnerships, secure additional market share and break new ground into the African marketplace in 2010.

Van der Walt will focus on increasing the rollout and adoption of Swicon360 offerings and entrench the company's leadership position at the forefront of local SAP-driven HCM.

"We are pleased to have Nick on board and believe his skills sets, acumen and experience will serve the company and his portfolio of responsibility very well," commented Guenter Nerlich.

Quick Q & A with Markus Bucher

Business:

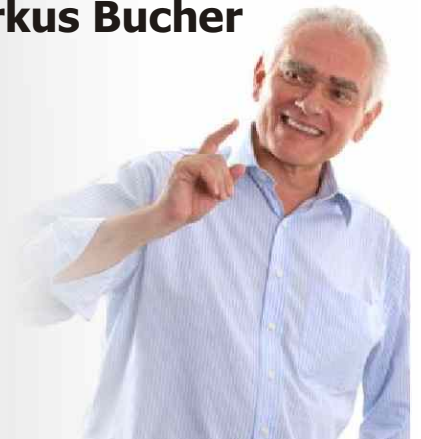
What is the major trend you are seeing in your industry?

- Reduce cost by outsourcing
- Empower staff through ESS/MSS
- More opex less capex
- Justification of projects by proving ROI

Personal:

What is your favourite personal quote?

If you don't risk you don't win! However risk must be calculable.



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