



AdvanceNet
value beyond technology



ADVANCENET GROUP

In business for over 20 years, AdvanceNet has developed into a mature, multi-faceted company offering sophisticated business solutions throughout Africa. The AdvanceNet Group of Companies consists of the following companies:



Over many years, AdvanceNet's investment in people, intellectual property and best-of-breed brands, has become the key differential embedded in value beyond technology.

This ability to deliver measurable business value is what makes AdvanceNet's offering more than simply a comprehensive suite of excellent software, hardware and network infrastructure products.



AdvanceOne specialises in Selling, Servicing and Supporting SAP Business One. AdvanceOne's strategy is to become the number one SAP reseller in Africa



We bring Management and the mobile workforce together to provide unparalleled market intelligence. The AdvanceMobility solution enables agility in highly competitive industries, providing a significant edge.



AdvanceForce is the Regional Consulting partner of Salesforce.com in South and Sub-Saharan Africa. We are a dedicated Salesforce.com Referral and Consulting partnership practice.





ADVANCENET SOLUTIONS



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INFRASTRUCTURE MANAGEMENT

AdvanceNet offers value beyond technology through a solid base of best-of-breed hardware and networking infrastructure products that underlie its comprehensive software solutions.

We create value for our infrastructure customers through sophisticated workshop, pre-design and after-sales programmes. Maximisation of infrastructure utilisation is a further aspect of our service.

AdvanceNet has agreements with many partners, including:





FINANCIAL MANAGEMENT

At the core of any customer's business lies a capable, flexible and robust accounting system, which ties together all the various strings of strategy and process, business and technology.



Microsoft Dynamics NAV offers a broad suite of business dynamics management solutions that are very well suited to the demands of a manufacturing or distribution environment.

SunSystems is an excellent financial management and business intelligence solution which offers value beyond technology through rapid and low-cost implementation.

PayPoint is a powerful and flexible point of sale solution allowing you to conduct customer sale and payment transactions quickly, accurately and securely with a user-friendly point-of-sales environment.

Proactis is a globally used solution for Spend Control and eProcurement. It has been designed to assist organisations in controlling expenditure and streamlining the procurement and accounts payable processes.



CUSTOMER RELATIONSHIP MANAGEMENT

Customer Relationship Management (CRM) enables visionary companies to implement business solutions that span marketing, sales, service and support by optimising business processes to create cost effective competitive advantages. AdvanceNet firmly believes that CRM is not a software purchase but a strategy. We therefore offer multiple CRM software solutions, and after understanding our clients requirements first, we then match the best solution to the our clients needs.



Pivotal CRM is a sophisticated suite of customer relationship management and business process optimisation software. AdvanceNet was appointed the Partner for sub-Saharan Africa for Pivotal Customer Relationship products in 1999. Pivotal's eBRM (Business Relationship Management) solutions enable organisations to increase revenue by enhancing relationships with customers and business partners, and conducting personalised online commerce.



Microsoft Dynamics CRM is designed especially for easy integration into existing systems, in particular Microsoft Office, Outlook and the web. Microsoft Dynamics CRM enables AdvanceNet to offer value to clients who have already invested in the Microsoft product suite. Microsoft have invested heavily in Research and Development, thus enabling a familiar Microsoft Office "look and feel", which makes user adoption that much easier.



Really Simple Systems provides hosted CRM to small and medium sized organisations who want sales, marketing and support systems that are not only easy to use, but work immediately. The CRM system has been designed to be easy and quick to use, both for everyday users and for managers. Delivering the system as a hosted application over the web removes the burden of IT support from the customer. Since one common database is used instead of multiple replicated databases, problems associated with off-site use and data synchronisation are eliminated.



PERFORMANCE MANAGEMENT

AdvanceNet offers a complementary range of products that can be tightly integrated around its core offerings to deliver on its promise of value beyond technology.

Depending on the nature and size of a customer's business, and the scope and budget of a customer's project, AdvanceNet's experienced consultants can recommend from among four different business reporting solutions:



ZAP Business Intelligence brings together all the key Business Intelligence capabilities you need, including scorecards, dashboards, key performance indicators, analysis, reporting, and report packs. Analyse any type of data from your business systems. All in a user-friendly web portal.



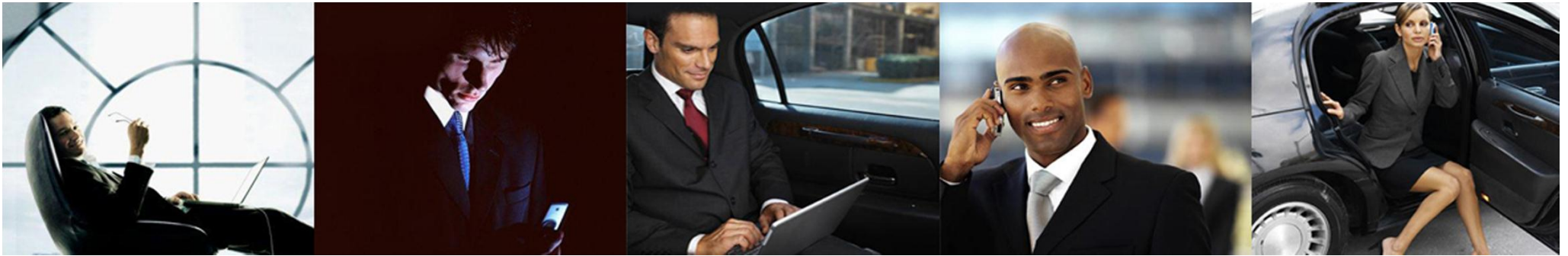
FlowCentric simplifies process management. It does this via a unique process management perspective that focuses on the business rules governing the process, rather than on a graphical flow-based view of a process. This approach allows FlowCentric to reduce complex composite process applications to rules at Process, Activity and Form Field level. These rules determine routing, integration and visual/display attributes.



time@work provides service organisations with the tools, data and processes to run a successful, efficient and profitable business.



expense@work simplifies and automates the management of expenses. It provides multiple configurable expense forms which enable single or multi-currency expense entry, mileage, and other expense types.



MOBILITY MANAGEMENT

In today's fast moving work environment, there is a greater need for quick responses to customers and partners. As the workforce becomes more mobile it becomes empowered by access to the right information at the right time, wherever they are. The workforce is constantly connected to people and information, and this increases productivity and improves decision making.



AdvanceMobility specialises in bringing the mobile workforce and management together to provide unparalleled market intelligence. AdvanceMobility has been operating internationally since 1993 and locally since 2004



AdvanceSMS is the solution you need to enable you to immediately start sending SMS messages from your PC or custom database. Besides being one of the most productive communication tools available today.



ADVANCENET CORPORATE SOCIAL RESPONSIBILITY

AdvanceKhaya



AdvanceKhaya is a social upliftment programme designed to improve the quality of life of all unskilled and semi-skilled staff employed by AdvanceNet. Although we pay our employees more than twice the Department of Labour's minimum wage, it is our experience that very little disposable income typically remains for individuals employed in entry level positions. It is for this reason that we have introduced a housing allowance for all employees who earn less than a certain amount each month. This benefit is intended to ensure that we are doing our utmost to provide our staff with a better quality of life.

AdvanceNet is a proud supporter of the MySchool Programme, South Africa's foremost fund raising initiative for schools. Every new employee is given a MySchool card when they join the Company.

The AdvanceKidz initiative was started in 2006 and is designed to provide the children, of employees who earn below a certain threshold, with access to quality education. AdvanceNet is currently sponsoring the education of 18 children. It is encouraging to see these children embrace the opportunity given to them, even more encouraging is the fact that every single account we have received reports a rapid acceleration in their educational development.

All employees, irrespective of their position within the Company, are given the opportunity to obtain their driver's licences through AdvanceNet. The costs of any driving lessons required and the test itself are covered by the Company. To date more than twenty employees have benefited from this or are in the process of obtaining their licences.



ADVANCESERVICES



AdvanceServices is a group company started in 2007 to provide historically disadvantaged individuals with an opportunity for employment. The company was started as an extension of our mission "... to strive for complete customer delight in all aspects of our business ..." and provides a complimentary car washing service to all valued visitors to our premises.

YEAR END CHARITY INITIATIVE



All customers, suppliers and other stakeholders are sent an electronic greetings card, instead of a traditional card, thanking them for their support during the year and wishing them a happy festive season. By sending out an electronic card instead of the traditional paper-based alternative, AdvanceNet saves approximately R15 per card. This is donated to a charity which the recipient selects from a list provided by the Company.



ADVANCEKIDS EXTENDS TO: ISIBINDI AFRICA



AdvanceNet have been involved in an initiative which supports students from the Rorke's Drift area in various formats. This is one of the poorest areas in South Africa and these children struggle between cultural and household duties in order to be educated.

These children attend the Shiyane High School which is subsidised by the Government, but these subsidies are not enough to provide schooling for free without the school having to omit important amenities such as electricity and running water. Our initial involvement was to supply clothing to the children during the winter months. We managed to purchase over 90 pairs of school shoes and socks for the children who did not have.

One pupil's basic school year costs R65, most of the people in this area are unemployed and simply don't have the money. The sponsorship is a voluntary contribution from AdvanceNet and staff to sponsor children for their academic year. Our sponsorship covers 200 children at R165 per child per year and this provides for the academic year, new text books, school uniforms and stationery.

There is always something that the children need and we communicate regularly with the organisers and principal to see what the priority needs are.