

# DISCON Specialists Company Profile

**You see things and ask “Why?”  
I dream of things that don’t exist and ask “Why not?”**



**DISCON Specialists**  
*Architecting Business Solutions*

## **DISCON Specialists Mission Statement:**

**To enable our clients with a world class change capability through the delivery of toolsets, training and the very best advice on engineered business solutions, exceeding expectations by making substantial and lasting improvements to their business systems while creating sustainable organisational performance improvement**

# Corporate Information

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Trading as

DISCON Specialists

Type of Enterprise

Close Corporation (CK 1994/042404/23)

## Head Office & Contact Information

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### Head Office

**Postal address:**

P.O. Box 149  
Wierda Park  
Centurion  
0149

**Physical address:**

Die Grasdak  
Falcon Crest  
142 South Street  
Centurion  
Gauteng

### Name of Owners/Stakeholders

**Bert Engelbrecht**  
**(Chief Executive Officer)**

**+27 12 667 5975**  
**Cell: 082 892 3204**

**e-mail: [berte@discon.co.za](mailto:berte@discon.co.za)**

**Patric Edwards**

**Partner**

**+27 12 667 5975**  
**Cell: 082 566 5039**

**e-mail: [patrice@discon.co.za](mailto:patrice@discon.co.za)**

**Gert v d Westhuizen**

**Partner**

**+27 12 667 5975**  
**Cell: 082 566 5039**

**e-mail: [gertvdw@discon.co.za](mailto:gertvdw@discon.co.za)**

# Services Provided

## Disciplines

1

Business  
Engineering  
Consulting  
Services

Business  
Engineering  
Training Services

Business  
Engineering  
Project & Change  
Management  
Services

Tool Development

Application  
Development

## Special Disciplines

2

Strategic  
Positioning &  
Management

Assistance: Management  
information systems, planning  
and control systems, systems  
design, development &  
implementation, network  
maintenance and technical  
support

Programme and  
Project  
Management

Technology  
Evaluation,  
Selection and  
Implementation

Architecture  
Development,  
Implementation  
and Enablement

Master Business  
Planning

Management of  
Change / Diversity

Methodology  
Development and  
Implementation

Master Information  
Systems Planning

Package Evaluation,  
Selection and  
Implementation

Development of  
Methodology  
related Automated  
Tools

Information System  
Development Life  
Cycle

Information System  
Development

## Discipline Metabuilder

3



## Discipline Masters Degree

4



+



## Enterprise Architecture Management Masters Degree Programme:

By

*The Da Vinci Institute for Technology  
Management (Pty) Ltd*

And

*DISCON Specialists*

# Disciplines

1

Business  
Process  
Improvement

Business  
Transformation

Business  
Modelling

Strategic  
Positioning and  
Management

Methodology  
Intellectual  
Property

Meta Model

Methodology  
Recipes

Methodology  
Techniques

## Business Engineering Consulting Services

ENTERPRISE  
ARCHITECTURE  
(Business  
Architecture,  
Process  
Architecture and  
Technology  
Architecture

Information  
Systems Analysis  
and Design

Technology  
Evaluation,  
Selection and  
Implementation

Package  
Evaluation,  
Selection and  
Implementation

Methodology  
Integration and  
Implementation

Master  
Information  
Systems Plan

System' s  
Management

Master Business  
Plan

# Disciplines

1

Methodology  
Training:  
Methodology  
Intellectual  
Property

Business  
Engineering  
Concept  
Training

Business  
Engineering  
Implementation  
Training

Business  
Engineering  
Programme and  
Project  
Management

Methods  
Engineering  
Training

Human  
Engineering  
(Change  
Management)  
Training

Methodology  
Training: Business  
Model intellectual  
Property

Business  
Engineering  
Sensitisation  
Training

## Business Engineering Training Services

(SETQAA recorded Status)

Business  
Engineering  
Workshop Training

Methodology  
Training:  
Automated Tool  
Training

Tools and  
Repository  
Management Skills  
Training

Business  
Measurement  
(Benchmarking)  
Training

Meta Modelling  
Training

Object Oriented  
Analysis and  
Design Workshop  
& Training

Object Oriented  
System Analysis  
and Design  
Training

Package  
Evaluation,  
Selection and  
Implementation  
Training

- Tool Developer
- Repository Workspace Administrator
- Tool Client User

Certification  
Assignment Off-site  
Training

Facilitation Training

Data modelling  
Training

Data Analysis &  
Design Training

Customized  
Workshops  
Training

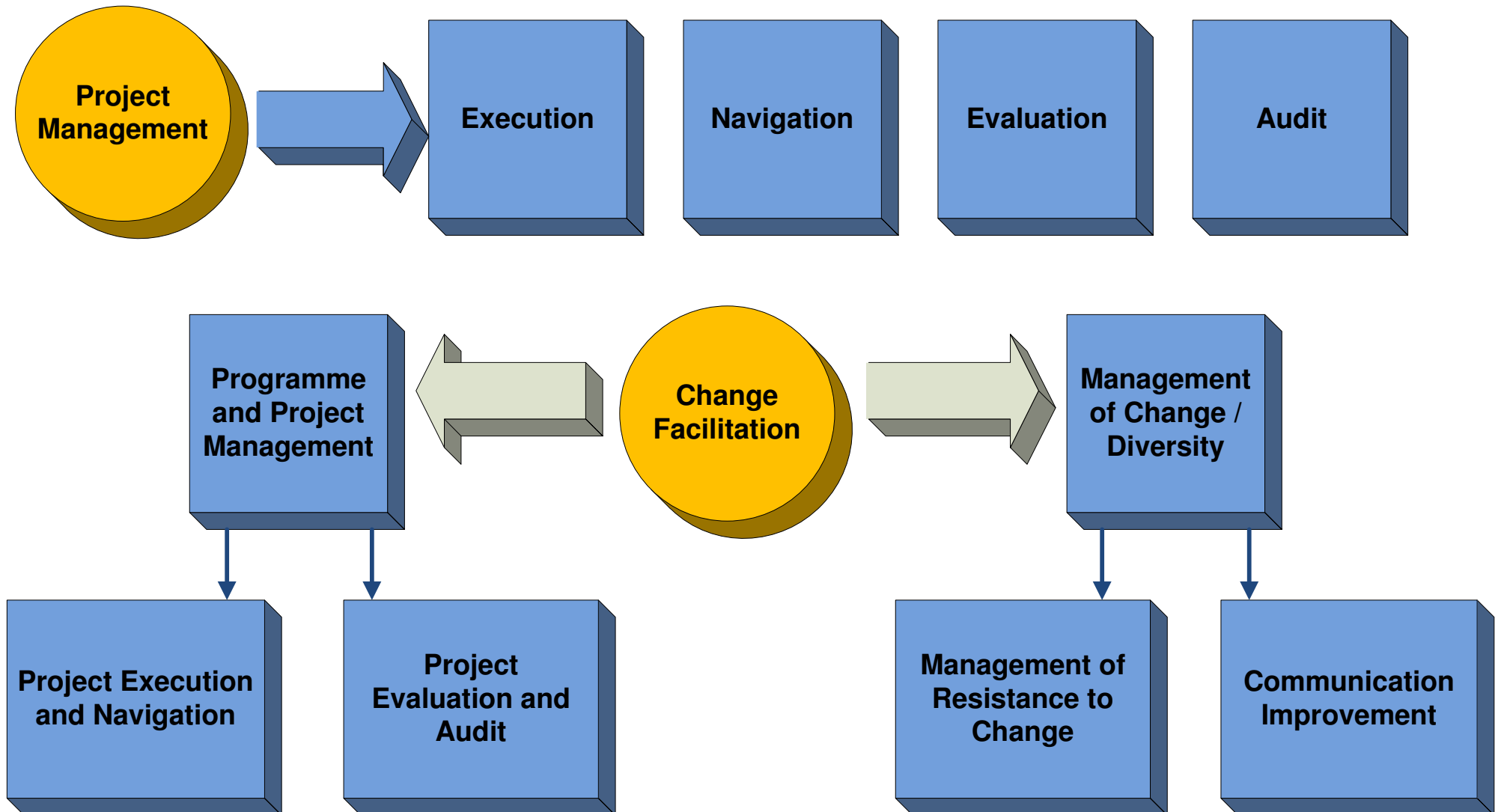
Core Consulting  
Skills Training

Certification  
Assignment On-site  
Training

# Disciplines

1

## Business Engineering Project & Change Management Services



# Disciplines

1

## Tool Development

Tool  
Development

Automation

Tailoring

Methodology  
Automated Tool  
Development and  
Tailoring

Development of  
Methodology  
related Automated  
Tools

## Application Development

Design

Development

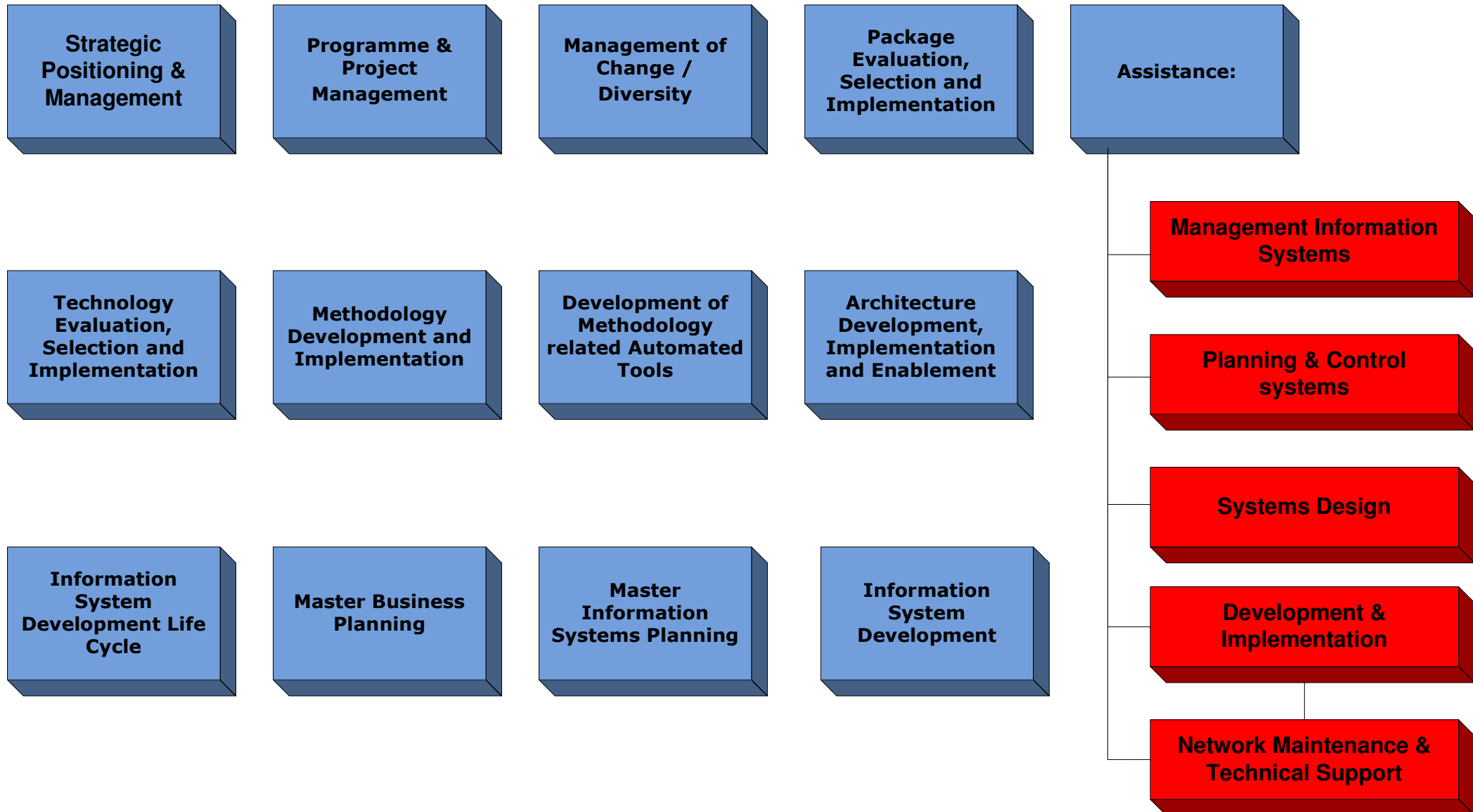
Customisation

Development of  
Applications

Customisation of  
Applications

# Special Disciplines

2





## Discipline Metabuilder

3



**metabuilder**  
DISCON 2006

Metabuilder is a fully functional and feature rich business modeling toolset designed and developed to deliver a specific business engineering methodology under the strict governance of that methodology's metamodel.

The Metabuilder toolset, which consists of a graphical interface, a rules engine, an intelligent repository database with ODBC compliant reporting connectivity, allows for the internalisation of a methodology's metamodel as well as the creation of symbol sets containing custom designed shapes or icons to represent object classes defined in the metamodel. The rules of the metamodel are then applied to the modeling process within the graphical interface to ensure both compliance and standardisation

## Enterprise Architecture Management Masters Degree Programme:

### The Da Vinci Component

#### Systems and Foundational Competencies

Self, Other and Social Contexts

Problem Solving, Creative Thinking & Decision Making

Managing the Systems Way

#### Systems and Foundational Competencies

Management of Innovation

Management of people

Management and Leadership Competencies Final

### DISCON Specialists: Enterprise Architecture Management Competencies

Enterprise Architecture Philosophies and Frameworks

Strategy Formulation (Translation)

Business Migration Planning Drivers

Method Engineering for Problem Solving

Database Design (Translation a Business Model to IT Specification)

Organisation Structure Design aligned to Business Strategy - Monitoring the Business Scorecard

### The Research Component – Putting it All Together

Module 1 - Identification of underlying Da Vinci philosophy and principles related to research and TIPS

Module 2 - Transforming ideas into a research case

Module 3 - Launching of the identified research process

Module 4 – Finalisation of research case

Dissertation

(ELA) Exit Level Integration Assignment  
The ELA is compulsory to pass the Dissertation

### Summary of the Full Qualification

#### Components of the Qualification

The Da Vinci Component  
60 Credits

DISCON Specialists: Enterprise Architecture Management Competencies  
60 Credits

Dissertation  
120 Credits

#### Total Credits Awarded for the Masters Qualification

**240 Credits**

# Enterprise Architecture Management Masters Degree Programme:

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The important aspects to take into consideration are the following:

1. It is an Internationally Accredited Master's Degree.
2. There is recognition for prior learning for candidates who don't currently have an applicable B Degree or Honor's Degree.
3. The qualification only requires around 20 days of lecturing, spread over 18 months.
4. The entire Master's Degree is tailored to specific customer requirements, in conjunction with you.
5. There is no syndicate work as studies have proven that only few students from a syndicate do all the work.
6. The entire study programme is designed in such a manner to ensure that the customer gain actual business benefit from the programme on a continual base throughout the programme.
7. The entire programme is outcomes based which means that there is business benefit is being realised through-out for the customer.
8. The degree is not based on, like many other, a case study or case studies. A set of Work Based Challenges, for which solutions are required, are identified and agreed between the University and a sponsor at the customer. Solutions have to be delivered to these challenges as the dissertation component of the qualification. This means that the candidate receives a challenge from your organisation to resolve and the candidate's project serves as the candidate's dissertation.
9. The success of the programme gets determined by a financial return on investment to the customer, or through other provable forms of benefit to the customer.
10. Other Government departments like Department of Human Settlement are committing candidates, SAPS have requested a proposal for a number of candidates and State Owned Enterprises like ESKOM, TELKOM and SABC have committed candidates, apart from the private sector.

# Service Experience (Years)

## Service Description

Strategic positioning and alignment of Organization and Business

Establishing Master Business Plans

Business Engineering (Includes business Transformation and BPR)

Establishing Master Information Systems Plan

Establishing Enterprise Architecture

Customisation of Organization specific methodologies

Automated Methodology Tool Development

Methods Engineering

Information system development and implementation

### Technology Architecture

- Alignment with Business Architecture
- Review of Technology Architecture
- Design of Technology Architecture
- Implementation of Technology Architecture across all seven technical layers

Training: Tailored courses are offered on among others, the following Topics:

- Business Engineering
- Object Oriented Analysis and Design Workshop
- System Analysis and Design
- Object Orientated Systems Analysis and Design
- Database Design and Navigation
- Object Oriented Concepts
- Change management
- Program and Project management
- Program Specification and Design
- Business Measurement

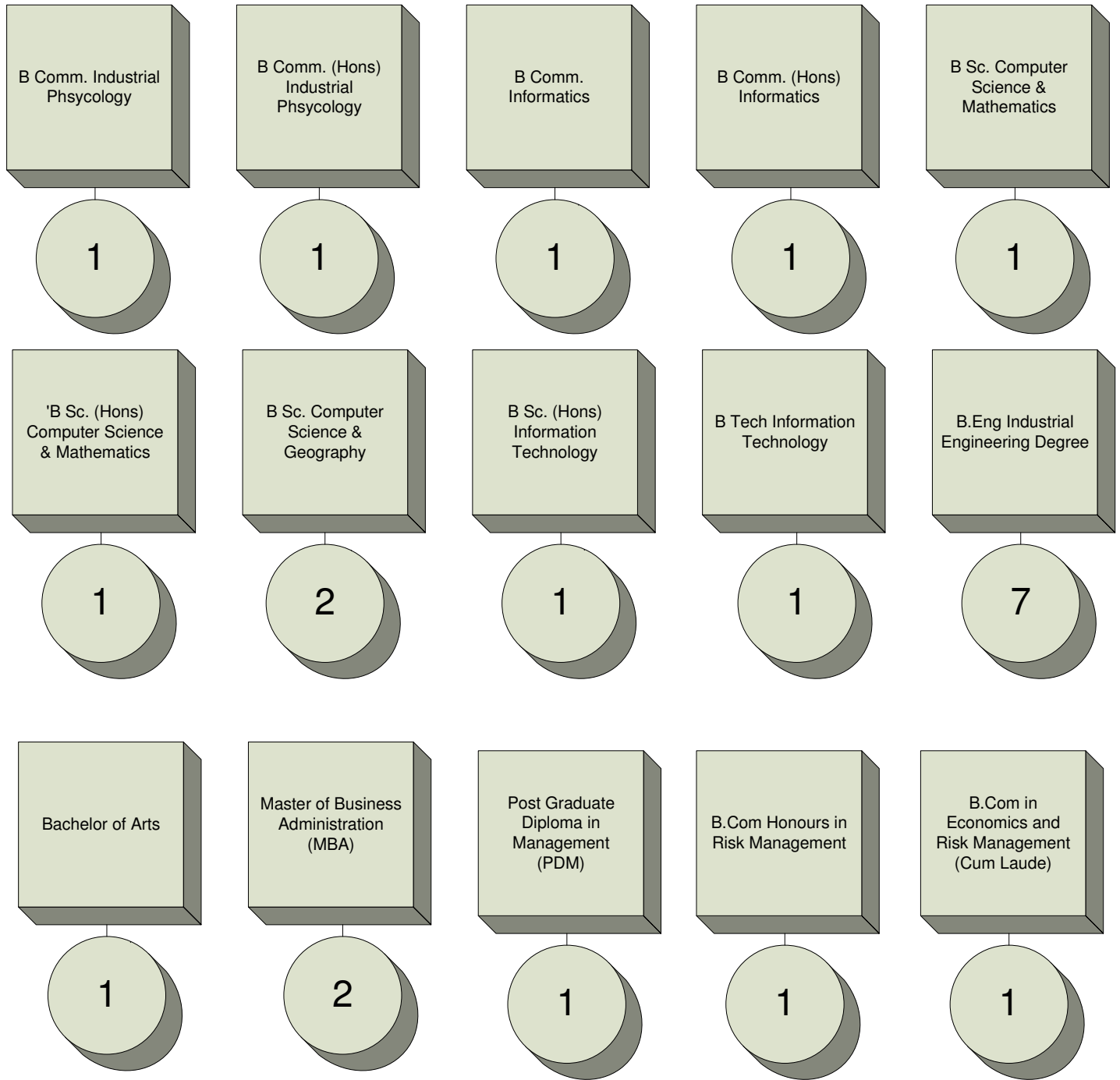
Package Selection, Evaluation and Implementation

22 Elapsed years

18 Elapsed years

# Information Concerning our staff





Professional staff	Technical staff	Administrative staff
16	2	2



- C#, C++, 3D Modeling, 3D Animation, Photograph Editing  
Drafting (AutoCAD) at work, focusing on fire protection of building designs  
(Purpose: to write VB Script APIs to aid company in C.A.D.)
- Developing windows applications, web applications, windows services and web services in Microsoft Visual Studio .Net IDE using  
C# .Net 1.1, 2.0, VB.NET, ASP.NET, ADO.NET and SQL Server
- Introduction to VB.net course  
MSCD (vb.net)
- Proficient in Web Services, SOAP, XML, XSL, XSLT, CSS, DOM, HTML, AJAX and JavaScript

# Client and Project References

A detailed listing of project deliverables and Client listing on our website: <http://www.discon.co.za/>




			
ABSA	Almalgamated Pharmaceuticals	Anglo Gold Division	ANGLO Laboratories

			
Anglo Platinum	Arivia.kom	AstraZeneca	Astrolàbe Technologies Group Holdings

			
Autocon	Avroy Shlain	BEE Verification Company	BSI

			
BSW Telecoms	Central Bank of Lesotho	Ciber Information PTY Ltd	Clover

			
CSIR	De Beers Marine	Dealernet	debis Fleet Management Services





		
Department of Justice	Dorbyl Group	E.Airports

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Edgars Ltd	EON	ESKOM	G&S Insurance

			
GEPF	Global Edge Consulting	Goldstein Construction	Healthphone Solutions

			
Hollard Insurance	IBD	Infomet	Investec

			
ISCOR Ltd.	JIC Mining Services	Le Sel Research (Pty) Ltd	Meraka e-skills Institution





			
Midas	Nedbank	Nedcor Bank	NIKE

			
Old Mutual Group	Open Systems Integrators <OSI>	PeCaSo	Planet Fitness







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PriceWaterhouseCoopers	Rand Merchant Bank	RCG IT	S.I.T.A

			
SA Government	SAA	SAICA	Sanlam

			
Sappi Southern Africa (Pty) Ltd	SAPS	SASOL Group	Sasol Infrachem

			
Sasol Ltd	SASOL Synfuels	Sasria Limited	Solidariteit















			
Standard Bank	Stonehouse Solutions	Teba Bank	Transnet Datavia

			
Transvaal Racing Pigeon Federation	UNISA	Vaal Triangle Technikon	Vodacom



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EAS Services (Africa)	Small Enterprise Development Agency	Barifor (PTY) Ltd	FirstRand
			
FNB Retail Banking	Kimberly Clark Corporation	HCL Australia Services Pty Ltd	Wesbank
			
Assmang Black Rock Mining Operation	ARM	Namakwa Diamonds Management Services (Pty) Ltd	South African Reserve Bank (SARB)
			
FENNEC Industrial Engineers	Genasys Technologies (PTY) LTD		

# Broad Based Black Economic Empowerment Certificate:



## Broad Based Black Economic Empowerment Scorecard Qualifying Small Enterprise Certificate

Certificate No: BM14398-310516

**Name of Entity:** Discon Specialists CC  
**Trading Name:** Not Applicable  
**Entity Registration number:** 1994/042404/23  
**Vat Number:** 4670153727  
**Physical Address:** Die Grasdak, Falcon Crest, 142 South Street, Centurion, 0157

**Applicable BEE Codes:** B-BBEE Codes of Good Practice  
**Issue of the Rating Standard applied:** Section 9 of the B-BBEE Act 53 of 2003  
**Applicable scorecard:** Qualifying Small Enterprise (< / or = R35 Million annual turnover\*)

Element	Weighting	Score
Ownership	-	N/A
Management Control	-	N/A
Employment Equity	-	N/A
Skills Development	25	0.00
Preferential Procurement	25	25.00
Enterprise Development	25	25.00
Socio-Economic Development	25	25.00
Overall Score	100	75.00

**Broad Based BEE status level:** LEVEL 3 Contributor to B-BBEE  
**BEE procurement recognition level:** 110%  
**Black Ownership:** 0%  
**Black Female Ownership:** 0%  
**Value Adding Supplier:** NO  
**Enterprise Development Beneficiary:** NO

\* Although the abovementioned is the current level of turnover/income and is closely related to the economic indicators, it may be more or less in future. Consequently, this Certificate does not serve as a guarantee that the income reflected will continue at the same levels.

Based on our work performed, we have no reason to believe that the B-BBEE status reflected in this Certificate has not been calculated in all material respects, in accordance with the B-BBEE Codes of Good Practice - Qualifying Small Enterprise Scorecard on Black Economic Empowerment, gazetted on 09 February 2007 in terms of the Broad-Based Black Economic Empowerment Act of South Africa.  
Our limited assurance report dated 09 May 2016 is available for inspection at the registered office of Discon Specialists CC together with the accompanying detailed B-BBEE Scorecard and should be referred to for an understanding of our limited assurance engagement and the extent of work performed.  
This Certificate has been determined, on the basis of information provided by management. We do not accept or assume responsibility to anyone other than Discon Specialists CC, for our work, for this report, or for the conclusion we have reached.

**Verification Agency:** BEE~Matrix (Pty) Ltd  
**Tel:** 011 436 1921  
**Fax:** 011 436 1941  
**Web:** [www.beematrix.co.za](http://www.beematrix.co.za)  
**e-mail:** [info@beematrix.co.za](mailto:info@beematrix.co.za)

**Date of issue:** 31 May 2016  
**Expiry date:** 30 May 2017  
**Period of validity:** 12 Months

**Simone Mitchell**  
**IRBA Reg No:** 497088B  
**Registered Auditor**  
**Approved by IRBA to Conduct Assurance Engagements on B-BBEE Verification Certificates**



**Tax Clearance Certificate Number:**  
0700/2/2017/A000944661

### Tax Clearance Certificate - Good Standing

**Enquiries**  
0800 00 SARS (7277)  
**Approved Date**  
2017-05-09  
**Expiry Date**  
2018-05-09

Company registration number 1994/042404/23

Income Tax 9201370641  
DISCON SPECIALISTS CC

VAT 4670153727  
DISCON SPECIALISTS CC

PAYE 7320725262  
DISCON SPECIALISTS CC

Trading Name DISCON SPECIALISTS CC

It is hereby confirmed that, on the basis of the information at the disposal of the South African Revenue Service (SARS), the above-mentioned taxpayer has complied with the requirements as set out in the Tax Administration Act.

This certificate is valid until the expiry date reflected above, subject to the taxpayer's continued tax compliance. To verify the validity of this certificate, contact SARS through any of the following channels:

- via eFiling
- by calling the SARS Contact Centre
- at your nearest SARS branch

This certificate is issued in respect of the taxpayer's tax compliance status only, and does not address any other aspect of the taxpayer's affairs.

*This certificate is issued free of charge by SARS*



**labour**

Department:  
Labour  
REPUBLIC OF SOUTH AFRICA



2016023543

CALL CENTER NO: 0860 105 350

REG NO : 990000279341  
FAX NO : 0123456789  
ISSUE DATE : 2017-05-09  
CERTIFICATE NO : 2016023543

**DISCON SPECIALISTS**  
**PO BOX 149**  
**WIERDAPARK**

**LETTER OF GOOD STANDING**

**COMPENSATION FOR OCCUPATIONAL INJURIES AND DISEASES ACT 130 of 1993 (AS AMENDED).**

With reference to sections 80, 82, 86 and 89 of Compensation for Occupational Injuries and Diseases Act 130 of 1993 (As amended), I hereby certify that:

**DISCON SPECIALISTS**

has complied with the requirement of the above Act and is at present in good standing with the Compensation Fund.

**Nature of business :CONSULTING ENGINEERING SERV**

**Expiry date :2018-04-30**

**IMPORTANT NOTICE:**

Any fraudulently obtained Letter of Good Standing shall constitute a criminal offence.

The Compensation Commissioner shall institute criminal proceedings against any perpetrators who unlawfully alter or deface this letter with intent to defraud or misrepresent facts contained therein.

**PLEASE, use the Below link (Website Address) to check if the Letter of Good Standing is valid:**

**<https://cfonline.labour.gov.za/VerifyLOGS>**

**Yours faithfully**

COMPENSATION COMMISSIONER

W.A. 48

Compensation House, Cnr Hamilton and Soutpansberg Road, PO Box 955, Pretoria, 0001 Fax:(012)357-1817 Website:<http://www.labour.gov.za>



**Compensation Fund**  
WORKING FOR YOU