

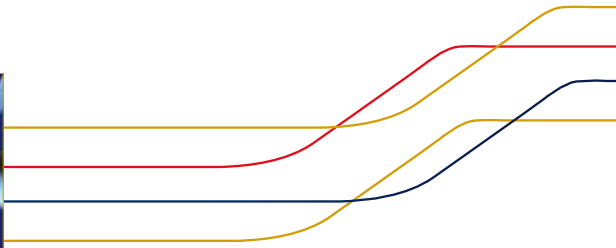
COMPUTER BUSINESS SOLUTIONS

CONSULTANTS OF THE INFORMATION AGE

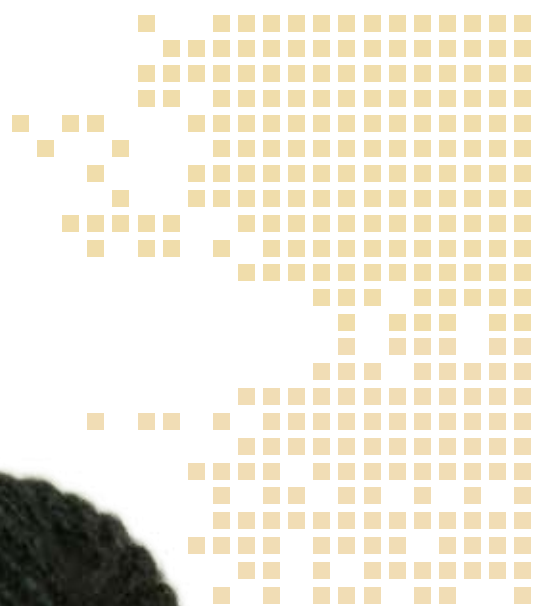
CORPORATE PROFILE



Celebrating 10 Years of Success



2007 Award Winner for the number one IT Consulting company in Lesotho, ranked by Professional Management Review (PMR) Africa





CORPORATE VALUES

- Customer service
- Skills development
- Team work
- Respect for others

VISION

Our Vision is to be the leading Information Technology company in service and performance in our target market by 2011.

MISSION STATEMENT

Our Mission is to provide and support organisations with modern technology, training and consulting services.

We will realise this mission by:

- Providing high quality Information Technology solutions which satisfy customer needs.
- Delivering to our shareholders by achieving sustainable growth through financial and value realisation.
- Attracting, developing and retaining people with the right skills and passion for delivery.

COMPANY OVERVIEW

Computer Business Solutions (CBS) was founded in 1998. Today, it is the flagship of Lesotho's business solutions on all Information Technology (IT) related matters. We provide modern consulting services to the public and corporate customers. We offer a complete range of IT business solutions and training, maintaining and cultivating the innovative, entrepreneurial spirit.

CBS is an independently owned Lesotho company. We participate consistently in International accreditation programs, with keen focus on quality. Our strategic partners world-wide share with us adequate knowledge of state-of-the-art technologies and solutions. We are a highly competitive player regionally with major clients in the SADC and some clients overseas.

An indisputable IT consulting leader in Lesotho, CBS often fulfils large-scale project requirements of the Lesotho Government and major Lesotho corporations. Almost 90% of large organizations in all key industries are CBS clients. We have executed demanding software, infrastructure, security, and training projects for many organizations in Lesotho and South Africa. CBS has delivered solutions that measure up to world standards for global organizations and international donors.

BUSINESS AREAS OF CBS

SOFTWARE DEVELOPMENT

Today, CBS software systems run for more than one hundred and thirty (130) clients in virtually every industry: Banking, Insurance, Telecommunication, Utilities, Health, Retail, Government, Manufacturing, Micro-Finance, and Education.

CBS capacity is unmatched in Lesotho in the areas of software, website, and database engineering. For example, we were able to broadcast Lesotho Elections 2006 live on the Internet in a very complex website project. We are a Microsoft Certified Partner, an ACCPAC Business Partner, and the only Oracle Approved Education Partner in Lesotho. We deliver quality software systems, training programmes, and consulting solutions, judged by international standards. The nature of software applications that we have developed is diverse, ranging from management information systems, to e-commerce systems, to online databases, to intranets.

PREPARING TOMORROW'S WINNERS

- Approximately 10 000 trainees per annum





THE TRAINING CENTER OF CHOICE

- Quality
- Professionalism
- Relevance

We have an enviable track record of rolling out massively successful systems in such areas as Inter-Bank Cheque Clearing, Micro-Finance, Public Sector Accounting, Clinic Management, Stock Control, Point-of-Sale, Asset Tracking, Insurance, and E-Business. We use proven approaches and tools in our development, support, and engineering.

TRAINING

CBS actively trains individuals and groups from Government, Corporations, Schools, and Small to Medium Enterprises. For many serious organizations and individuals, CBS is the training center of choice. A wide variety of courses is available in Information Technology and related Business areas. Many international certification programmes are offered. We strive to meet the special training requirements of any client in the area of IT.

Our training mission is to teach Information Technology the way it should be taught.

INFRASTRUCTURE SERVICES

CBS takes pride in supplying the world's best computer brands and security devices, from IBM, to HP, to CISCO, to mention some key models. A wide range of infrastructure services is available, including maintenance, troubleshooting, and repairs of IT equipment and LAN/WAN components (desktops, servers, hubs, routers, switches, modems, etc.), and configuration of winning security devices (e.g., firewalls).

We provide cabling and installation of high speed data networks (Fibre, Cat 6, etc.). We ensure good returns on the network investments by assisting with the identification of the right information systems to run on the networks and the right in-house skills for sustaining the projects. The organizational needs drive the infrastructure requirements. We go all the way to ensure that your hardware and networks are not just 'boxes and cables' but proper and secure solutions for your business aspirations.

OUTSOURCING

We encourage ICT outsourcing for those customers who do not wish to make big investments in ICT personnel training and retention. CBS will collaborate with the company by running its ICT function and help with strategy formulation. Example services include database administration, website maintenance, hardware support, network management, and application deployment. CBS has modern technology that enables the provision of these services intelligently and efficiently.

Currently, more than forty organizations have outsourced certain components of their ICT services to CBS (e.g., networks, help desks, or websites). This way, the organizations are better able to focus on their core business while still enjoying every benefit of competitive ICT services.

PROJECT MANAGEMENT

Projects are planned, executed, and closed within a methodology that focuses on maximizing benefits and minimizing costs within an acceptable timeframe. Projects are approached from multiple views and perspectives, accommodating each stakeholder and assessing all risks. The aim of meeting the objectives within the scope and framework of the brief is achieved by the application of the highest professional project management practices -- according to renowned standards (e.g., ITIL and PRINCE II).

INFRASTRUCTURE SOLUTIONS



CBS OFF-THE-SHELF APPLICATIONS

- Loan Management
- Stock Control
- Human Resources Management
- Morabaraba Game

CBS is suitably qualified to assist clients with the understanding and definition of large and complex projects, including communication of project benefits to stakeholders and derivation of concrete terms of reference. Where the project is implemented by a third party, CBS can manage the project and continually assess the deliverables for conformance to agreed standards. Many organizations have maximized their project returns by planning and executing their projects rigorously with the CBS professionals.

SYSTEMS INTEGRATION

CBS' collective engineering capability positions the company as one of the leaders within this field, able to successfully integrate and deliver complex technology based solutions to meet the stringent requirements of our customers. For example, increasingly many companies need customers to view corporate information over the Internet, calling for the integration of mission critical systems with the corporate Intranets and Websites. Our experiences with rich yet open computing environments and Application Programming interfaces (APIs) enable us to consider the most appropriate integration technologies and processes, supporting industry standards.

CONSULTING

We deliver very high quality consulting work. Our partnership with the world's ICT giants and global players guarantee that we are always in tune with the latest techniques and best practice in this competitive area of business. Our customers benefit from our experience in Research and Development within multi-technology environments to achieve optimum and appropriate solutions. Our consulting services include ICT strategy planning, business process re-engineering, IT needs analysis, and IT capacity building.

CORE TECHNOLOGIES AND APPLICATIONS

Our solution offerings and consulting capabilities are across the following spectrum:

- Oracle (Databases and E-Business Suite)
- Microsoft Services (Exchange, SMS, ISA, MOM, etc.)
- ACCPAC
- PASTEL
- MS SQL
- Visual Basic.NET

COMPANY RESOURCES AND RESPONSIBILITIES

STAFF CAPACITY

CBS management and staff comprises technical and business specialists. There are qualifications such as PhD, MBA, M. Eng., M.Sc., B.Sc., B. Tech, and National Diploma across various employee levels. Many employees have attained International (industrial) certifications in their areas of expertise. CBS members regularly upgrade their academic qualifications and professional certifications, with CBS offering financial assistance.

FACILITIES AND PREMISES

CBS occupies two office blocks right in the center of town. The Head Office is situated in the Post Office building (Phase I), and the Branch Office is in the Alliance insurance complex. Both offices are easily accessible to clients. CBS workers use more than one hundred computers and electronic devices on a secure cluster of networks for training, development, research,

SOCIAL RESPONSIBILITY

- Employee Scholarships
- Student Awards
- Donations to Orphanages
- ICT Awareness Campaigns



WHY CHOOSE CBS?

- Ten Year Track Record
- Credible Technology Partner
- Excellent After Sales Support

and experimentation. Two high speed connections (broadband) link the company networks to the Internet. There are several training and experimentation laboratories.

A fleet of cars and vans enables speedy response to customer needs and support. Year after year, CBS has experienced consistent, positive growth in material assets, human resources, revenues, and customers.

EMPLOYEE DEVELOPMENT AND GROWTH

CBS endorses a policy of professional growth for all its members. We urge and assist employees to continually improve themselves to be the best they can be in their respective fields of expertise and markets. Employees eagerly take advantage of our unconventional and progressive human resources management policies to become internationally certified. Many have gone further to clinch higher level, tertiary qualifications like MBA and M.Sc. while they work for CBS. This culture of learning avails up-to-date knowledge about innovative solutions that empower clients. CBS owns the necessary facilities to drive human resource development and actively cooperates with the world's best companies in this era of life-long learning. We have implemented a 360 degrees performance management system that encourages employees to learn and grow, rewarding such initiatives.

A retention scheme for employees (linked to company dividends) was launched in 2005 to enable them to share in the company's capital growth and financial success. We focus on developing our people for the future.

SOCIAL RESPONSIBILITY

Social responsibility is engendered in CBS. Specific actions undertaken are:

- Regular donations to vulnerable and disadvantaged children and communities.
- Industrial attachment to students who typically join the company on a full time basis after graduation.
- Free ICT consulting advice to the community through local radio stations.
- Regular donations to charity organizations.
- Staff assistance with HIV/AIDS related matters.
- Annual awards to the best students in technology (e.g., Computer Systems Engineering) at tertiary institutions (e.g., National University of Lesotho).

PARTNERSHIPS

Partnerships are the source of our success. CBS has partnerships with the following international technology providers:



Celebrating

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Years of Success

1998 – 2008

SOLUTIONS FOR SMART WORK

HEAD OFFICE

4th Floor Post Office Building, Phase 1, Kingsway, Maseru

BRANCH OFFICE

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