

# Business Profile



**PRECISION NETWORKS**  
BUILDING BRIDGES FOR BUSINESS

## Sinazo IT Group

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## 1. Introduction

**Sinazo IT Group** (*meaning "we have the skills"*) is a BEE consortium consisting of 2 independent IT companies, operating collectively as a joint venture for specific designated projects in the IT networking industry. The strategy of working together as a consortium is for the purpose of pooling the collective skills and resources of the companies when working on tenders and other projects that are either deemed too large for an individual company operating independently or where the skills and expertise of the partnership members will be complementary towards doing the project more effectively.

The member companies of **Sinazo IT Group** are:

- Precision Networks - Managed by Patrick Gibson
- Poised - Managed by Ikraam Isaacs

## 2. What we do

We provide **affordable** and **professional** LAN/WAN network, business solutions. If you need assistance in getting the right networking solution for your company while ensuring that these investments are also providing both **financial** and **non-financial value** then you have come to the right place. An overview of our products and services include:

### Services Overview:

- Premium Networking Solutions including Consultancy for larger Companies.
- SME Networking LAN/WAN Solutions including VoIP, Wireless, VPN, DMZ, Firewalls, ADSL, etc...
- Network and Desktop/Laptop Support.
- Hardware, software installation and support.
- Installation, maintenance and repairs for all types of networks, computers, telephones; CCTV and power cabling.

### Products Overview:

- Networking hardware, Switches, Hubs, Routers.
- Laptops, Desktops, Servers & related hardware
- CRT & LCD Monitors
- Software
- Printers
- Storage

- UPS
- IP Cameras
- Cabling
- Web Hosting & Design

To learn more about the individual companies of the consortium, see:

- [www.precisionnetworks.co.za](http://www.precisionnetworks.co.za)
- [www.poised.co.za](http://www.poised.co.za)

### **3. Some of Our In-house, IT and Networking Experience & Qualifications**

#### **Precision Networks**

Patrick Gibson (M.Sc, B.Sc Electronic Engineering, MBA UCT)

- Networking: Member of 3Com R&D Networking team from 1997 to 2003 based in Dublin, USA and London. Part of design team that developed some of the Superstack II and III Switches product range.
- Telecommunications: Member of R&D team for GEC Marconi from 1993 to 1996.
- Co-author of 10 USA and UK networking patents.

#### **Poised**

- Cabling qualifications.

### **4. Joint Resource Offerings**

- Excellent network of consultants and networking expertise.
- High level of academic qualifications.
- Considerable experience in both public and private sectors.
- Diversity of skills and qualifications,
- High levels of technological expertise.
- Full commitment to common goals.
- Learning organisation committed to development of employees and associates, as well as clients.
- BEE Empowered.
- International work experience in the networking industry.

### **5. Strategic Alliances**

**Sinazo IT Group** members have formed strategic alliances and relations with companies such as Cisco, Nashua Mobile, Mustek, Tarsus, First Distribution, Duxbury and others. Hence we have the "muscle" and capabilities to provide hi-tech networking hardware, as part of more complex networking solutions when working with larger organisations.

For providing networking solutions to SME's, we have also built up relationships with several hardware and IT distributors, to be able to provide hardware for recommended solutions at very competitive rates.

## 6. Ownership Structure of the Company and BEE Scorecard

The consortium consists of two separate companies that are equal partners. Hence the ownership ratio and management control structure of **Sinazo IT Group** is: 1/2 Poised, 1/2 Precision Networks. As Poised is a black owned organisation, 50% of the consortium is under black ownership and hence the consortium is BEE compliant.

## 7. Our Vision

All members of the **Sinazo IT Group** believe that the creation of a strong black middle class through tools such as BEE is vital for the future economic welfare of South African society, and successful organisations of the future need to be at the forefront of this transformation. The [DTI's Broad-Based Black Economic Empowerment Strategy](#) document identifies "accelerated skills and advanced professional skill development" as one of the major goals of BEE. Likewise the development of skills in the ICT sector, as defined in the ICT Charter, is identified as one of the major catalysts for transformation in this sector.

Hence we believe the formation of smaller professional IT BEE consortiums, such as ours, is the way to achieve this much-needed growth in the IT sector of our economy over the next 5 years and beyond. Precision Networks and Poised have combined our expertise and skills as equal partners to provide professional IT services to larger companies such as yours. We believe this is the way forward for doing business because:

Larger organisations such as yours will get professional IT services while helping to bring smaller companies into the economy, as envisaged by the government in its economic vision for the future. This is good for the economy and job creation.

Forming coalition and equal partnerships by white and black-owned IT organisations for different projects as our BEE consortium has done, is a good way in which all our collective skills and expertise can be harnessed together as a professional team. By working together we are able to learn from each other and transfer ICT skills, as designated by BEE.

Smaller "white-owned" organisations such as Precision Networks, which are not fully compliant according to the ICT charter but have much-needed skills, can be part of a fully empowered infrastructure according to BEE.

As consortiums such as ours grow, it will create dynamic and professional expertise in the IT and networking industry over the next few years, which is exactly what the country needs.

## 8. Contact Info

Contact	
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