



SWICON360 NEWS

JANUARY 2011

Swicon360 – a revolving door of opportunity in business

2011 is upon us and the door of opportunity is open...right now! There is renewed interest in Human Capital Management, payroll and payroll technology and application to bolster operations and improve efficiency.

This bodes well for the overall development of the market and level of support for enterprises as they grow and compete within the rapidly developing domestic commercial landscape.

2010 showed us that we need to be prepared to deal with both the expected and unexpected. Ongoing economic pressure globally and the need to utilise resources as strategically as possible continue to impact on commerce and trade.

As our market knows, Swicon360 has experienced a significant development and emerged stronger, even more ready to meet market requirements. There has been much publicity about the deal between Swicon360 and Britehouse Group of Companies.

According to the agreement Britehouse has purchased majority shares in Swicon360 and the Swicon360 Group of Companies, incorporating BasisOne (Pty) Ltd., Africa's first SAP-accredited hosting provider.

This move positions Britehouse as the majority shareholder of Swicon360 and its Group of Companies, effective immediately. It also strengthens Britehouse's position within the SAP market and its strategy to offer cloud services to clients.

We are very confident of the value this deal offers the market. Our viewpoint of this development is that it brings together two leaders that have synergy. As we have mentioned in media releases, being a part of Britehouse and the larger Dimension Data Group will translate into substantial value and advantage.

We are also excited about the influence this deal will have on the burgeoning cloud-based, hosted and BPO SAP solutions market in Africa.

On this note, we would like to publically welcome Britehouse Director Grant Tate who has joined the Swicon360 and BasisOne Executive Team. We are proud of this association and know that it will translate into genuine business development and critical results.

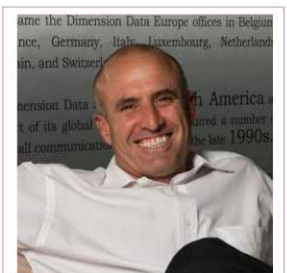


Markus Bucher

in this issue:

◀ **New distributor launched**

◀ **Q & A**



Grant Tate,
director of Britehouse

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We wish you a prosperous 2011!
Swicon360 is looking forward to be of service to you – let us make this year the best ever!

New distributor launched to bolster Human Capital Management

A new distributor of services and solutions targeting the Human Capital Management (HCM) market has opened for trade. AWM360 Data Systems (Pty) Ltd. has been established by Guenter Nerlich, a former director at Swicon360 (Pty) Ltd., and already has a sole distributorship agreement in place.

AWM360 Data Systems (Pty) Ltd. is focused on emerging and established businesses that require service and support in order to leverage off innovative and state-of-the-art Access-, Workforce Management and Enterprise Data Collection solutions.

The company has taken over sole distributorship as a certified partner of a wide range of hardware and software solutions manufactured by Kaba to the local market. This distributorship was formerly the responsibility and exclusive domain of Swicon360 (Pty) Ltd., where Guenter was in charge of the respective business area.

"We are very proud to immediately establish what we believe to be an early strategic position within a demanding and rapidly expanding marketplace," says Guenter.

"The Kaba brand is globally recognised as a key differentiator within the realm of enterprise ERP. Workforce Management and Enterprise Data Collection solutions are significant elements of HCM infrastructure investment strategies. My and AWM360's team experience within Swicon360 has been of great benefit.. We have put together all the necessary resources to establish a credible and powerful new venture that will add value and enable clients and partners to capitalise off growth."



Guenter Nerlich

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Quick Q & A



Warren Small,
Executive Director: Business
Development at BasisOne

Business:

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

We find the current market is going through a significant shift towards "Cloud Services". Organisations are no longer prepared to simply fork out massive amounts of capital, upfront, for a product or service that is now available anytime anywhere, as an operating expense. Cloud computing services and applications are pegging their mark in the information services arena. Customers are now able to only pay for what they use, and not what they anticipate! On demand resourcing and application services now allows organisations to achieve optimal levels of efficiency.

Personal:

What do you love the most about your job?

Being at the front end of new technology developments and solutions. Learning and applying new solutions that change the way do business on a day to day basis.

Quick Q & A

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

A decrease in the cost of bandwidth together with the provision of far greater access speeds to the Internet is providing South African customers with a wealth of options.

Hosting of systems in centralized locations and utilization of shared hosting space will greatly reduce overall system maintenance and acquisition costs.

What do you love the most about your job?

The IT environment in general provides new challenges every day. Evolving technologies and new products emerge at such a rapid rate that there is always something new to discover and play with.

The application of new solutions to existing environments presents interesting technical and human challenges.



Manfred Hertenberger,
Executive Director: Operations
at BasisOne

Have a gr8 month!

