



**ITS**  
SMARTER SOLUTIONS

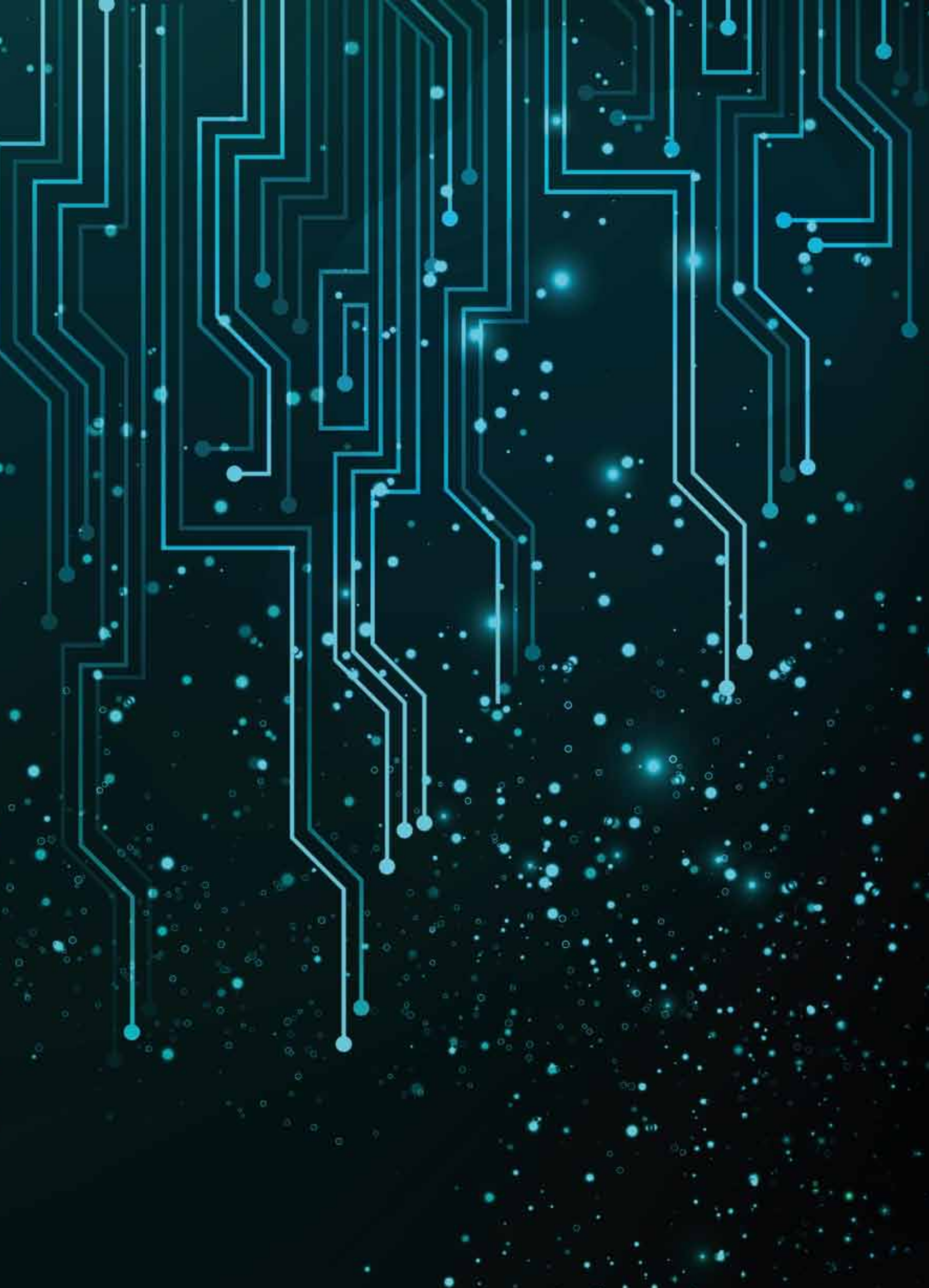
COMPANY PROFILE

A close-up, low-angle shot of a person's hands typing on a laptop keyboard. The scene is dimly lit, with a warm, golden-brown glow emanating from the keyboard area, suggesting a screen or a light source. The background is dark and out of focus, showing the faint outlines of a window or a grid pattern. The overall mood is focused and professional.

**ITS REFERENCES**



ITS BUSINESS CENTER



## EXISTS IN ORDER TO MAKE A POSITIVE DIFFERENCE IN SOUTH AFRICA.

We do this by stimulating the growth of the small business sector, especially enterprises that make an impact in rural and peri-urban communities.

### OUR VISION 'TO CHANGE LIVES FOR THE BETTER, FOREVER'

arises from the belief that no one is fully empowered unless they have the ability to generate the money they need to live. We see the small business sector (including NGOs and community-based projects) as the ideal vehicle for the sustainable empowerment of people.



**OUR DREAM IS TO UNLOCK THE  
POTENTIAL OF SOUTH AFRICA**  
BY USING OUR OWN TALENTS, EXPERIENCE AND  
COLLECTIVE ENERGY TO DESIGN AND DELIVER  
INITIATIVES THAT MAKE POSITIVE CHANGE HAPPEN.

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## WHAT WE DO

ITS specialises in enterprise development (ED) and Social and Economic Development (SED), and provides these services to Corporate, Government and international donor clients.

We do this by designing and implementing successful, effective flagship programmes that support the growth of businesses and community-based organisations across South Africa, especially those that are rurally based, youth-focused and female-owned.

We implement much needed change in South Africa in an effective and professional manner.

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## HISTORY

Catherine Wijnberg launched ITS in October 2006, with the successful implementation of the GIFT project for the Cape Craft & Design Institute. This craft sector focus was carried forward to the Old Mutual Legends Programme, which started in June 2007, and has grown annually to become a highly regarded, award-winning national initiative that now supports businesses across nine different sectors. In 2009 the Fetola Foundation was added to the business portfolio, creating the necessary structure to operate as a Social Enterprise.

The two organisations, Fetola Mmoho (Pty) Ltd and the ITS Foundation, work hand-in-hand according to carefully monitored systems and Governance guidelines. Our PBO application for the Foundation, a Section 21 Non-Profit Company, is pending.



MANAGED FUNDS (RANDS)

9 000 000

7 500 000

6 000 000

4 500 000

### GROWTH

Fetola has grown rapidly since 2006 and managed funds have grown organically from a zero base. In line with the increase in projects under our management, our team has grown steadily to include sixteen motivated and capable individuals in our Cape Town office. We anticipate acceleration in growth over the next 5 years with an increase in our core team and the network of consultants we use to deliver our programmes nationally.



## PRODUCTS & SERVICES

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### BEE SCORECARD SOLUTIONS

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ITS offers clients the opportunity to gain BEE Scorecard points while contributing meaningfully to entrepreneurial and social development in South Africa. Our range of BEE Solutions includes:

#### Programme Design & Implementation

We design and implement powerful, visible and highly effective enterprise development (ED) and Social & Economic Development (SED) programmes.

#### Fund Management

Our ED and SED funds under management have grown by over 500% in the last three years. We offer clients an effective, transparent and flexible solution for gaining full BEE Scorecard points.