



COMPANY PROFILE

2024

“Embracing collaboration is more than just a buzzword – it’s a catalyst for success in a world driven by innovation, the power of teamwork cannot be overstated.”

ABOUT CALIBRATE

Welcome to Calibrate Consulting, your premier partner in comprehensive business consulting services. Established in 2020, our firm embodies a rich tapestry of experience and expertise, poised to empower businesses to not just survive but thrive amidst the ever-evolving and fiercely competitive landscape of today.

At Calibrate Consulting, we champion the transformative potential of strategic thinking, innovation, and adept management practices as catalysts for achieving enduring business success. Our unwavering commitment lies in delving deep into the intricate fabric of each client's operations, discerning the nuanced challenges and latent opportunities that await.

Through a collaborative ethos, we forge dynamic partnerships with our clients, endeavoring to co-create bespoke solutions finely tuned to their unique aspirations and circumstances. With a relentless focus on fostering sustainable growth and resilience, Calibrate Consulting stands as a beacon of excellence, guiding businesses towards new horizons of prosperity and distinction.



ABOUT CARMEN

Managing Director



Carmen brings to the table an impressive portfolio of professional expertise cultivated over a career spanning more than two decades. Her journey through various pivotal roles, including Chief Financial Officer, Financial Manager, Operations Manager, Project Manager, and Production Manager, has endowed her with a versatile skill set finely tuned to provide unparalleled Business Consultation services.

Her extensive experience traverses' diverse industries, including Advertising (ABT & BLT), Marketing, Retail, and Hospitality. This breadth of exposure has equipped her with a deep understanding of the intricacies and challenges unique to each sector, enabling her to offer insightful and tailored solutions to clients.

With a commitment to excellence and a track record of driving tangible results, Carmen stands ready to empower businesses and guide them toward sustainable growth and success.



CARMEN'S APPROACH

Central to my consulting philosophy is a steadfast dedication to understanding the core values and psychological underpinnings of the individuals and businesses with whom I engage. I believe in fostering a deeply collaborative environment, one that prioritizes shared knowledge and active participation from all stakeholders throughout the consultation journey.

In the dynamic realm of business consultation, I firmly assert that true success transcends mere financial expertise. It hinges upon the adept navigation of challenging conversations and the provision of bespoke insights and support tailored to the specific needs of each client.

I am committed to facilitating meaningful dialogue, harnessing collective wisdom, and empowering my clients to navigate complexities confidently and clearly. Through this holistic approach, I aim not only to drive tangible results but also to cultivate enduring relationships built on trust, respect, and mutual growth.



BUSINESS CONSULTING SERVICES



SERVICES



Business Consulting

Our business consulting services are not just about providing advice; we are your strategic partners in navigating the complexities of today's business landscape. We offer comprehensive insights, strategic planning, and innovative solutions to help your organization overcome challenges, seize opportunities, and achieve sustainable growth. From startups to established enterprises, our team collaborates closely with clients, ensuring that our recommendations are tailored to your specific business objectives. Services include:



STRATEGIC PLANNING

Develop long-term goals and objectives. Formulate strategies for growth and sustainability. Analyze market trends and competitive landscapes.



MARKET RESEARCH & ANALYSIS

Conduct market studies and competitor analysis. Identify target audiences and market segments. Assess market opportunities and threats - SWOT analysis.



Management Solutions

Our management solutions are a cornerstone of organisational excellence. From optimizing processes and enhancing productivity to fostering a culture of continuous improvement, we bring a holistic approach to management. Whether you need support in project management, operational efficiency, or organisational development, we work side by side with your team to implement strategies that drive success. Services include:



PERFORMANCE MANAGEMENT

Develop key performance indicators (KPIs). Implement performance measurement systems. Provide feedback and performance improvement strategies.



LEGAL & REGULATORY COMPLIANCE

Ensure compliance with industry regulations. Assess and address legal risks. Develop strategies for regulatory adherence.



Financial Management

In the realm of financial advisory, we excel in Financial Management and Accounting, providing meticulous financial oversight at both project and organizational levels. We guide you through budgeting, financial analysis, and risk management, ensuring that your financial decisions align seamlessly with your business goals. With our proficiency, we empower your organisation with the insights needed for long-term financial stability and success in line with South Africa's best business practice and governing law. Services include:

- ▶ Financial analysis and reporting.
- ▶ Budgeting and forecasting.
- ▶ Cost optimization and risk management.
- ▶ Determining Gross Profit and Net profit per job.
- ▶ Examining company overheads and identifying areas for reduction.
- ▶ Financial accounting drawing up of monthly income statements, bank reconciliations, and management of debtors and creditors.



Technology Integration

Embrace the future with our technology integration services. We specialize in identifying and implementing cutting-edge technologies that align with your business objectives. From streamlining processes to enhancing customer experiences, our technology solutions are tailored to give your organisation a competitive edge in the digital era. Services include:

- ▶ Assess and implement technology solutions.
- ▶ Improve IT infrastructure and systems.
- ▶ Ensure cybersecurity and data protection.



Operations Management

Efficient operations are the backbone of successful organisations. Our operations management services focus on optimizing workflows, resource allocation, and developing standard operating procedures and logistics to ensure your business runs smoothly. We work collaboratively to enhance efficiency, reduce costs, and improve overall operational effectiveness. Services include:



BUSINESS PROCESS IMPROVEMENT

Streamline and optimize existing workflows. Identify and eliminate bottlenecks.



ENHANCE OPERATIONAL EFFICIENCY

Assess and enhance organizational structure. Implement change management strategies. Foster a positive corporate culture.



OPERATING PROCEDURE MANUAL

Development of Standard Operating Procedure Manual



RISK MANAGEMENT

Identify and assess potential risks. Develop risk mitigation strategies. Implement crisis management plans.



Project Management

Navigating the complexities of project execution is our expertise. From initiation to completion, our project management services ensure that your projects are delivered on time, within scope, and in adherence to quality standards. We bring a disciplined approach, effective communication, and problem-solving skills to every project we undertake. Services include:



PLANNING

Identify and assess potential risks. Develop risk mitigation strategies. Implement crisis management plans.



ORGANIZING

Assembling and organizing the necessary resources, including personnel, materials, and technology.



SECURING

Implementing measures to mitigate risks and ensure a smooth project flow.



MANAGING

Overseeing the project execution, monitoring progress, and making adjustments as necessary.



Production Management

In the realm of production management, we specialize in optimizing processes to enhance productivity and minimize bottlenecks. Our production management services cover everything from capacity planning to quality control, ensuring that your production capabilities align seamlessly with market demands. Services include:



SUPPLY CHAIN MANAGEMENT

Optimise supply chain processes. Improve inventory management. Enhance logistics and distribution strategy.



BUYING SOLUTIONS

Optimise buying solutions based on a 3-quote strategy.



Account Management

As your dedicated Account Managers, we understand the pulse of your business. From client engagement to strategic campaign planning, we lead the charge in ensuring your advertising campaigns not only meet but exceed expectations. Budget oversight and performance analysis are at the core of our account management services, ensuring your advertising investments deliver maximum impact. Services include:



CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

Evaluate and enhance customer service processes. Develop customer-centric strategies. Implement feedback and survey mechanisms.





Human Resource Management

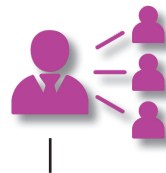
Our Human Resource Management services focus on cultivating a positive and productive workplace environment. From talent acquisition to employee development and performance management, we work tirelessly to ensure your team is motivated, engaged, and aligned with organizational goals. In addition, we provide the following services aligned with South African best business practices, rules, and regulations:

- ▶ Development of Permanent Employment Contracts
- ▶ Development of a Disciplinary Procedure and Code of Conduct
- ▶ Development of a Non-Disclosure Agreement
- ▶ Development of Confidential Information Agreements
- ▶ Development of Independent Contractor Agreements
- ▶ Development of KPIs for Permanent employee annual reviews
- ▶ Review of payslips
- ▶ Setup of overtime and leave application company forms
- ▶ Employee training and development programs
- ▶ HR policy development and compliance
- ▶ Talent acquisition and recruitment strategies



Life Coaching

Beyond the professional realm, we offer life coaching services to support the holistic development of individuals. Our life coaching sessions are designed to empower individuals to unlock their full potential, navigate personal challenges, and achieve a balanced and fulfilling life. Services include:



EXECUTIVE COACHING

Provide coaching for executives and leadership teams. Develop leadership skills and competencies. Enhance team collaboration and communication.

“At Calibrate Consulting we are more than consultants; we are partners in your success, dedicated to providing comprehensive solutions that drive excellence across all facets of your organisation.”



CONTACT US

We look forward to the opportunity to discuss how Calibrate Consulting can contribute to the success of your business. Get in touch with us today to schedule a consultation.



www.calibrateconsulting.africa



Cape Town | Durban | Johannesburg



+27 (0)73 145 8587



carmen@calibrateconsulting.africa