



COMPANY PROFILE



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ABOUT COMPANY

THAMANI MOBILE (PTY) LTD was established in 2020 and began to operate in March 2020.

THAMANI MOBILE specializes in selling Smartphone, Laptops, Airtime bundles and other variable of high-Quality smartphones to permanent employees, the company offers solutions to full time employees on condition that the employer agrees to enter into agreement to sign payroll deductions with THAMANI MOBILE (PTY) LTD

The company supplier top notch customer services including helping the customers with setting up devices for proper use of the devices to make sure that the smartphones are not defective when handed over to customers and are useful to the customer, this includes training the customers for safety tips.

We help also our customers with repairs and upgrading, the company provides wide range of selection of different brands of smartphone as well as providing Data bundle and Artime.

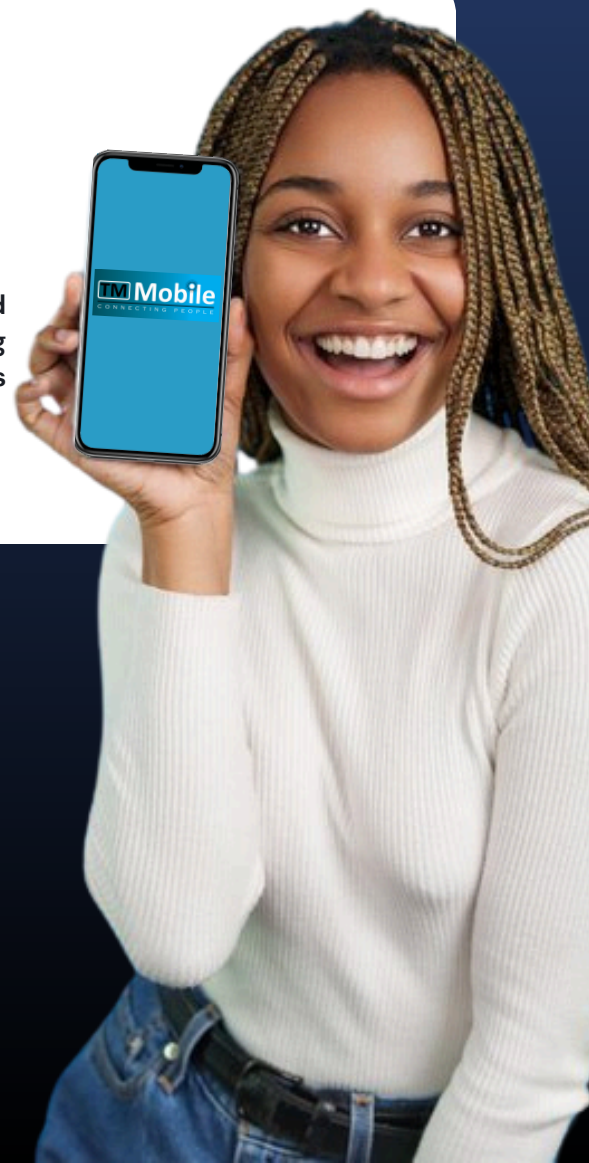
Our target market are those employees who are permanently employed who are by themselves cannot afford to obtain contract at Vodacom and MTN.

OUR VISION

We inspire to be undisputed leader in the supply of smartphones solutions especially to the working class in South Africa and continue building a stronger brand that inspire trust based on our product and services, confident and innovation , servicing our clients , our customers that demand services and quality brands as well as dedicated support.

OUR MISSION

To offer expect services and tailored solutions and comprehensive support to our customers and guiding them to choose the rights products , smartphones, tablets Laptops to seamlessly transforming the working class



BUSINESS CONCEPT

As explained earlier, Thamani specializes in selling Smartphone, Laptops, Airtime bundles and other related services to permanent employees in the public sector. To this end, Thamani has signed agreements with the following employers to provide its services to their employees;

- Medunsa (Sefako Makgatho Health Science University)
- Ilanga lights distributions (Pty) Ltd
- National Safe Management

AND the following Municipalities:

- City of Tshwane Metropolitan
- City of Ekurhuleni Metropolitan
- City of Johannesburg Metropolitan
- Mogale City,
- Buffalo City,
- Sedibeng,
- Emfuleni,
- King Sabatha Dalibyebo,
- Rand West Municipality
- Merafong Local Municipality

These employers have a total number of 94 120 employees, which represent the Thamani market. Thamani is aiming at reaching 25% of the employees as its customers. This represents 23 530 number of employees that the business can sign in 3 years. The agreement with employers is underpinned by an agreement with Casey & Associates which allows Thamani Mobile to deduct for their subscriptions due from Payroll directly which assists in de-risking the risk of default and nonpayment.



THE MARKET

Mobile market in South Africa is controlled by four cellular providers: Vodacom, MTN, Cell C, Telkom (Mobile), which is run by Telkom. With Vodacom and MTN controlling the 75% of the market share, ICASA considers that mobile brand services are highly concentrated in the country

According to the Global data report, the total telecom and pay-tv service Market in South Africa is estimated at \$9.4 billion (approximately R174 billion) in 2023. The market size growth has been estimated to progress at a rate of more than 2% during 2023-2028, driven by constant developments in fixed broadband and mobile data segments.

STRENGTHS

- Captive Market
- Collections done via payroll
- Low default rate
- Experience obtained via Pilot
- Seasoned Entrepreneur with extensive experience in the union space

WEAKNESSES

- New on the market, acceptability not yet tested
- Thin management team
- Limited financial resources
- A relative Start-up enterprise therefore unknown in the market

OUR BRANDS

We pride ourselves with the quality products & solutions we are offering , we strive and work relentlessly to ensure that our products and solutions not only meet standard & expectations but exceed them.

Our trained sales team will always be available to provide the best advice, are friendly to offer professional service to ensure that you receive the best buying experience any company can offer

Phone Brands

- iPhone
- Samsung
- Huawei
- Vivo
- Oppo

Laptop Brands

- HP
- Acer
- Dell
- Mustek
- Apple Mac



THE SERVICE

REQUIRED DOCUMENTATION

In this initial stage of the sales teams are required to make sure that the employee provide certain documents for processing, the employee must submit certain documents with personal information for prequalification that involves the employees providing a list of items used to make an informed decision.

APPLICATION

The above are recorded in the physical application for processing and to help both employees and Thamani Mobile to capture into the main systems and scanned into the server to help with future enquiries. The application completed by our sales teams are rechecked further before captured by administration staff proliferated, is to avoid missing or incorrect information, whereas the digital application process greatly reduces human and other errors. Thamani Mobile will in the near future use paperless applications when the sales teams and our employees are applying for the deal to make it possible from any mobile device, including smartphones and tablets.

APPROVAL

Approval refers to the decision made by the sales team and our office to grant the employees the deal. When the approval of the deal is made, Thamani couriers the devise to the employer/employee address where he/she works, this also outlines the terms and conditions of the deal approved, state the monthly payments, and any fees or charges that will be associated with the deal and clarity of how the deal works for the entire term of the contract with Thamani Mobile.

CLOSING THE PROCESS

This is the final stage of granting the devise process. It is the point at which the employee formally agrees to the terms of the agreement and delivery of the devise to the work place of the employees. During the closing process, the employee reviews and sign all the documents, agreement that govern our relationship, and any other required disclosures. Once all the documents have been signed and the devise have been disbursed, the deal considered closed, and the employee can begin making the monthly payments for the next 24 or 36 months.

SERVICING

Thamani Mobile continues to service the employees, which includes collecting payments, through stop orders and, reconciliation on the monthly basis until end of the terms, and enforcing the terms of the term.

OUR TEAM

Management & Experience

Thamani is led by Mr. Gezani Mashele who is a seasoned entrepreneur with over 25 years working experience in the financial services sector and union space. Gezani holds various financial qualifications which includes an MBA and FSCA regulatory exams.

Sales Team

We employ a sales team of ten who undertake the selling of our products and services to employees of all 13 identified employers. This sales team are allocated to each site who act as relationship managers to manage relations with the employers and the unions. The sales team undergo a rigorous and continuous training programmed to ensure that they are fit for purpose.



GET IN TOUCH

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