Company PitchBook

www.growthmap.com
The 100 Word Introduction

Have you ever-needed advice but didn't know quite where to go? Or several skills together, which seem an unlikely combination? We could be what you’re looking for. We enjoy new challenges, and if you read through this company profile you will find some of the varied services which we’ offer to our clients.

We like unusual challenges, and put together a unique approach for each client and problem. Our team’s breadth of expertise allows us to push the boundaries of our practice areas.

We continually explore overlaps between our core practice areas – economic development, business development and third sector development.

The One Sentence Introduction

We’re trusted advisors who provides multi-serve consulting solutions with tangible results.

The Two Seconds Call to Action

You’ve tried the rest. Now work with the best!

This is How We’re Wired…It’s Our DNA

TANGIBLE RESULTS PERFORMANCE
SUSTAINABLE SOLUTIONS DATA DRIVEN STRATEGIES
IMPROVED CLIENT CONDITION COMPETITIVENESS
ANALYZE - STRATEGIZE - IMPLEMENT – MEASURE
UNSTOPPABLE ORGANIZATION
GOOD GOVERNANCE FUTURE-READY LEADER
ETHICAL & INDEPENDENT PROFESSIONALISM

The First Advice from Your Trusted Advisors

Read this company profile and visit our website, you won’t be disappointed!
Future-Fit Solutions That Work

We found that it’s powerful when we talk with Clients about what we have done and are doing as opposed to what we can do.

Today it’s not difficult to find a consulting firm. A cursory Google search will uncover thousands of options of varying quality. The challenge is finding a provider who is the real deal, backed up with results founded on real-world testing. It’s certainly true that you have little interest in your business or organisation being a guinea pig, and that’s where the ultimate strength of GROWTHMAP INFONOMICS lies.

Spanning over 2 decades, 30 countries and engaging with tens of thousands of businesses, economic development organisations, elected leaders, non-profit managers, entrepreneurs and individuals across a multitude of sectors, enterprises and governments, our core mission has remained constant: delivering accelerated, sustained and future-fit solutions that work through unlocking the real potential of organisations and individuals.

Through the rich case studies, built up from working with a diverse portfolio of Clients, ranging from large blue-chip companies to SMEs, economic development organisations to non-profits you can be certain you’re choosing a partner with a proven track record of delivering results.

1. OUR EXPERIENCE BRINGS PERFORMANCE AND RESULTS

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2. CHEMISTRY & CULTURAL FIT BETWEEN OUR CLIENTS AND US

Whilst a proven track record of performance is a pre requisite, our Clients often tell us that one of the key elements essential to the success of our partnerships is the chemistry & cultural fit between our organisations.

It’s not just about what you do in life, it’s about how you do it and the driving force that underpins both these facets through a compelling WHY.

Our WHY is driven by our bottomless thirst and relentless pursuit in making a positive difference for our Clients every day whether growing their organisations or unlocking their people potential – both facets working together hand in hand.

3. OUR REAL WORLD APPROACH TO ALL THE WORK WE DO

With our broad experience across industries, functions and locations, we talk our clients’ language, understand their business, mandate and deliver tangible results.

We have a practical, grounded, real world approach of what works in the REAL world of business, of community giving and public service – proven strategies to accelerate and fast track your success.

It’s our unique experience in blending theory with on the ground practical ‘real world’ applied learning – resulting in lasting habitual change and sustained organizational performance.

WHY CHOOSE US:
OUR CORE SERVICES:

FOR PRIVATE SECTOR CLIENTS

Expert advice and planning can help businesses and organisations of all sizes thrive in the changing economy. Organisations that are very experimented in the international stage are the first to recognize that working in a new market is a complex and even tortuous process that cannot be undertaken lightly. It demands knowledge and preparation.

To be successful in helping you, we look at your “big picture” with your new market in mind. We work with you to understand where you are and where you want to go and we help you to get there.

We will help you to understand the market and develop your strategy and your message. We will find and work the information that you need, help you develop your international business and to finance your projects. Because of what we do and the way we do it, we can help you to build your Route Map of the business to your new market(s).

For International Companies Investing in South Africa:

Business Process Mapping

Two thirds of all business improvement opportunities lie hidden in undefined, broken or poorly executed processes. The GROWTHMAP Business Process Mapping Methodology™ defines, innovates, and aligns business processes to enhance customer experience, mitigate risk and create the foundation for accelerated, sustainable and profitable business growth.

Business & Market Development

We will help you to develop a specific strategy and message for each of your new markets. We will work with you to identify and meet the people and organisations that are critical for your business strategy in South Africa. We will help you to find new business partners across our existing network.

Incentives Negotiation

We provide comprehensive incentives negotiation services from initial discussions to final commitments with local, provincial and national government and other state owned entities. We will help you access both financial and non-financial incentives that your company is eligible for.

Immigration, Business Visas and Work Permits

We only accept clients who we are confident will have the best chance of success. If we feel that you will not qualify, we will be honest with you, and you will not be left with false hopes or have spent money needlessly. You will have peace of mind knowing if you qualify now, or what you will need to do to qualify in the future. The South African Immigration law is complex. Allow us to guide you through the process from start to finish.
For All Companies - Local and International

Business Development

Experience shows that internationalisation is a lengthy and costly process. To help you overcome this obstacle GROWTHMAP INFONOMICS is prepare to represent your business in selected markets and advise your company up to moment that your new business becomes self-sufficient.

Broad-Based Black Economic Empowerment (B-BBEE)

The key to our success is a process that involves you and your staff in the pre-feasibility, design and implementation of your Broad-Based Black Economic Empowerment Strategy. We guide the process with our years of experience to develop a strategy that fits your needs. We know that each company is unique and as such each B-BBEE Strategy and Ownership Thinking is also unique.

Business Brokerage & Corporate Finance

GROWTHMAP INFONOMICS has international networks of specialised consultants in financial services for SMEs. Our specialisations include purchase and sale of businesses (business brokerage), mergers and acquisitions, corporate finance and private equity.

GROWTHMAP INFONOMICS provides high-quality services that have a global impact, at the same time as giving local solutions that are based on highly-specialised methods and tools as well as on strategic partnerships and alliances with the main market operators.

Our mission is to offer tailor-made value-added solutions for small and medium sized enterprises (SMEs), corporate groups and institutional entities such as development finance institutions (DFIs), private equity (PE) funds, either in restructuring, investment or expansion and internationalization transactions.
OUR CORE SERVICES:

For ECONOMIC DEVELOPMENT ORGANISATIONS (EDOs)

In a hyper-connected world, sound economic development programs are more critical than ever. Competition can come from anywhere – across town, across the country, or around the world. Old world advantages have disappeared, but new opportunities exist for those who know how to seize them.

We Offer the Following Services:

**Strategic Planning for Economic Development and Tourism**

We work with clients to establish a shared vision for the future of their community and identify aggressive yet attainable objectives. Our market research and analysis identifies competitiveness issues and establishes priorities that strengthen our clients’ position in the market.

**Foreign Direct Investment Attraction**

Our established international networks and FDI expertise allows us to generate leads and attract foreign investors, helping locations to stimulate their economies.

**Trade Mission Coordination**

We provide the information and logistical support needed to arrange successful trade missions. Our work bridges cultural divides, promotes international business linkages and increases trade.

**Coordination of Business Retention and Expansion Projects**

We understand that Business Retention and Expansion (BR+E) initiatives play an essential role in creating strong local economies. We work with clients to engage local business communities by providing strategic BR+E project coordination, survey analysis, and useful insight into how to attract and retain thriving local businesses.

**Program Design and Launch**

In collaboration with clients, other practitioners and on-the-ground experts, we craft the programs that turn strategies into tangible outcomes and impacts, building from best practices and piloting groundbreaking models.

**Organizational Performance**

We can provide independent evaluations to measure the success of economic development programs while providing recommendations on how to maximize investment in people and project delivery. We work with clients to establish economic development organizational structures and service delivery models. We have developed the Economic Development Organisation (EDO) Sustainability Rating™ Tool to increase the credibility of your economic development efforts with your shareholder and stakeholders.
Developed in 2014, the NPO Sustainability Rating™ Tool has made GROWTHMAP INFONOMICS become the nation’s largest and most-utilized evaluator of NPOs. In our quest to help donors, our team of professional analysts has examined tens of hundreds of non-profit financial, governance and reporting documents. We’ve used this knowledge to develop an unbiased, objective, numbers-based rating system to assess over 100 of South Africa's best-known and some lesser known, but worthy, NPOs.

Specifically, the NPO Sustainability Rating™ Tool examines two broad areas of an NPO’s performance; their Financial Health and their Effectiveness and Impact. Our ratings show givers/funders how efficiently we believe an NPO will use their support today, how well it has sustained its programs and services over time and their level of commitment to good governance, best practices and openness with information.

In the not-too-distant future, we plan to also rate NPOs’ reporting of their results. We provide these ratings so that CSI and government givers/social investors can make intelligent giving decisions, and so that the non-profit sector can improve its performance.

Ten Benefits for the Givers and NPOs

1. Save time by reviewing highlights
2. Track progress toward goals
3. Understand system dynamics
4. Spot potential problems
5. Identify patterns and anomalies among similar NPOs
6. Identify patterns and anomalies among diverse factors
7. Expand board members, funders and donors comfort zones
8. Bring all stakeholders up to speed around a shared knowledge base
9. Maintain a good governance perspective
10. Reinforce oversight role by linking to structure, programs and processes

For Donors/Givers
Donate with peace of mind!

For Non-profits
Get the recognition you deserve
OUR VALUE ADD SERVICES:

TRAINING AND FACILITATION

We share our expertise for the benefit of the industry. Our principals and team members are active members of our professional communities, frequently speaking at conferences and training seminars across the world.

Training and Skills Development

Our team of experts provides training on diverse economic development, business, non-profit leadership and social giving topics for different audiences/participants, helping organisations to increase internal capacity.

Specialized Seminars and Educational Programs

We develop and deliver a wide range of specialized training seminars, and educational support efforts for entrepreneurs, companies, economic development practitioners and non-profit clients.

Conferences, Workshops and Presentations

We are regular conference, conventions and event speakers. Our team members speak on a range of topics, sharing ideas and resources that spark conversations.

Media Commentary on Economic and Business Issues

We contribute written material to a wide range of publications and journals. Our principals and directors are trusted commentators on economic and business issues in the print, digital and broadcast media.

Take the Next Action For Your Professional Development

Boost Your Knowledge...
Boost Your Network...
Help Your Organisation!

Register online today at www.growthmap.com
ECONOMIC DEVELOPMENT RADIO

Ideas, Information and Inspiration for Economic Development Professionals, Elected Leaders and Business Owners

We are passionate about assisting Economic Development Organisations (EDO’s) through the production of spoken-word media programs – podcasts, internet radio, audio-books, audio-newsletters etc.

What is Economic Development Radio?

The Economic Development Radio (www.economicdevelopmentradio.org) has been created as a platform to bring you interviews and discussions via podcasts and articles with:

• Economic Development professionals, talking about issues facing the industry and their provinces, cities and towns.
• Business owners, managers and other stakeholders including business chambers throughout South Africa talking about domestic and global business issues.

The main program embraces broad interest in economic and business development. We also explore various provinces, regions, cities and towns of South Africa and the businesses that operate in South Africa. Our goal is to establish a range of programs dedicated to promoting specific locations and their small-medium businesses and inward investment. Other programs focus on specific locations and the companies doing business there.

Partner with us to build your organisation

We are constantly seeking organisations and individuals to partner with us in this initiative to provide valuable communication for your local economy, exposure for your business, or an opportunity to host one of our programs.

Interested? – Contact us now.

Listen – Participate – Partner

Participation in one of our podcasts or submitting an interesting article about your business or economic development organisation is free.

To really help promote business in your region, we invite you to partner with us to produce a dedicated program for your region.

Interested - Contact us now to learn more.

HAVE MORE TO ASK?

Discover the difference of working with our team of friendly experienced professionals. We invite you to call, email or visit us at www.growthmap.com
ECONOMIC DEVELOPMENT MENTORSHIP

Bounce ideas, find support for a career move, talk through the options for a sticky project— a mentor can be a real career saver

The mentor-mentee relationship can take many forms. Coach someone through a challenging project, advise on a career move, or be a sounding board for new ideas. The mentor and mentee decide the scope of the relationship, such as to achieve a specific goal or complete a specific project.

Mentoring can be done through online coaching, virtual meeting technology, teleconference, and in person. Matchmaking is done based on questionnaires filled out by mentors and mentees.

The Value of Experience

In addition to being approachable, easy-to-contact, engaging, experienced, and knowledgeable; a good mentor will:

• Share professional wisdom, make strategic suggestions and warn of dangers and how to avoid mistakes.
• Inspire you to realize your potential and build your confidence, empowering you to reach your goals.
• Supply contacts and networks to further personal and professional development.
• Listen, question and gain an understanding of your level of development and the challenges that you need to overcome, and what is needed then to assist you, to adopt to new skills, practice new behaviors and improve your performance.
• Facilitate decision-making by suggesting alternatives based on personal experience.

The mentorship program is sponsored by GROWTHMAP INFONOMICS in support of the economic development profession/industry in South Africa. You do not have to be a client of GROWTHMAP INFONOMICS to participate as a mentor or mentee.

As a starting point in finding a mentor or in finding a mentee, visit www.lednet.co.za. You will also find an up-to-date list of online resources.

Leadership in Economic Development Network www.lednet.co.za
WHERE WE’VE BEEN

Here's just a small sample of the organisations that we have work with recently.
IF THERE IS ANYTHING THAT THE GROWTHMAP INFONOMICS TEAM CAN DO TO HELP YOU OR IF YOU HAVE ANY QUESTION FOR US, PLEASE GET IN EACH WITH US USING THE BELOW CONTACT DETAILS.

IT WILL BE GREAT TO TALK FURTHER.

LET’S TALK:

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