

# STEFANUTTI STOCKS REMAINS COMMITTED TO AXSYS PROJECTS' CONTINUED GROWTH



Axsys Projects was founded in October 2011 by successful property development entrepreneur and corporate executive Halga Ninow-Cohen. Her vision was to establish a fully-fledged black female owned construction company that could meaningfully contribute to the infrastructure development across South Africa. "I was introduced to Stefanutti Stocks, as a potential enterprise development partner, at an early stage of our existence," says Ninow-Cohen. "We aspired to a strategic partnership with an experienced and established multidisciplinary group as we would learn from industry experts. In turn, for Stefanutti Stocks, a strategic partnership with a business based on our principles presented a desirable scenario."

Sharing knowledge, insight and best practices learned through decades of industry experience forms a key part of the relationship, with Stefanutti Stocks offering its enterprise development partners a broad range of growth opportunities including mentorship, attendance at high-level strategic meetings, training programmes and advice on various policies and procedures, to name a few. It also tenders on joint ventures with its partners, ensuring its partners participate in and gain exposure to the entire tendering process. Once a project is awarded, key knowledge transfer and skills development can happen within an operational environment.

The latest key development in the enterprise development relationship, has seen Stefanutti Stocks's Geoff Thompson, who has filled the role of business development director for the Stefanutti Stocks Structures business unit since April 2010, move over to Axsys Projects. In the capacity of general manager he will be responsible for driving new growth and business across multiple construction disciplines.

"I'm looking forward to growing the business in close partnership with Stefanutti Stocks who will continue to support us every step of the way," says Thompson. "We aim to develop something substantial, that spans multiple construction disciplines, and that will become a large player within the South African construction sector."

To date the two companies have tendered for eight contracts in joint venture, two of which have been awarded. These include the mega Maydon Wharf project for Transnet at the Durban harbour, and the design, build and commissioning of Rand Water's new 600-Ml/day System 5 Water Treatment Plant. Both companies are eagerly awaiting the outcome of the remaining tenders submitted, as operational experience is a key contributor to the growth and sustainability of every construction contractor.



*Axsys Projects chairperson, Halga Ninow-Cohen and newly appointed general manager Geoff Thompson, look ahead to future growth.*

## Tangible benefits gained through participation in the enterprise development programme include:

- The Stefanutti Stocks Structures business unit extended a loan of R1.3-million in order for Axsys Projects to purchase its own equipment and vehicles, thus increasing its ability and capacity to contribute as JV partners, as well as undertake projects as the main contractor.
- Skills transfer through mentorship as well as participation in Stefanutti Stocks developed industry training programmes including the Site Leadership Development Programme (for management) and the Solid Foundations Skills Training for site-based construction workers.
- Information, advice and training on all aspects of construction contracts.
- Assistance with site administration audit.
- Assistance with getting access to work, joint venture procedures and management meetings.
- System implementation and risk assessments.
- Assistance with recruitment and job descriptions.
- Secondment of key personnel on Axsys building projects.
- Remuneration of a foreman to expedite and oversee on-site development.
- Provision of mentorship on escalation calculations and obtaining notices from STATSSA website and other relevant sources.
- Access to industry expertise outside of Stefanutti Stocks, initiated and funded by Stefanutti Stocks.
- Assistance in planning and costing projects.
- Provision of early payment to assist with cash flow.
- Assistance in building a procurement database.
- Guidance and assistance with CIDB grading upgrade.
- Assistance with SAFCEC registration.
- Assistance with ISO 9001 certification.
- Construction Computer Software (CCS) licensing suite and relevant training to employees.
- Corporate identity, company profile and marketing material development.
- Negotiation of lower purchase price for a truck, branding the truck and other vehicles on site, including an office container.