

CORPORATE PROFILE

CORPORATE HEADQUARTERS

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STRATEGY



COMMERCE



CULTURE



TALENT

OUR TRACK RECORD...





MISSION

We are called to detect and solve business and organizational ailments, whilst seeking opportunities for improved enterprise performance and meaningful organizational growth. We create enterprises and institutions that are relevant to society, profitable to shareholders, and a source of self-actualization to employees. We grow organizations and institutions, and in the process, we grow people.

VISION

We aspire to become the first and the only choice; the author of next practices in strategy execution, enterprise transformation, capability and talent management, in Africa.

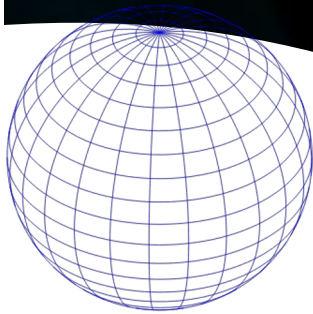
PROMISE

At Allaboard, our clients will always be our first priority. We will listen to them and strive to provide refreshingly new and simplistic solutions to their problems. Our clients will work with the best consultants that Africa has to offer. We make sure that the work we do and the solutions we provide transform the bottom line. For our clients, we will find a way, always.



Allaboard
Developing Inimitable Capabilities

CORPORATE PROFILE



STRATEGY & TRANSFORMATION

At Allaboard, we have developed a set of unique skills that enable us to signature-manage the client's entire strategic planning process from strategic blueprint development to operating/service model formulation, strategic footprinting, capability mapping, organizational design and change road-mapping.



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STRATEGIC PLANNING

At Allaboard we offer a “full stack”, turnkey consultancy in the strategic analysis, strategy formulation and strategy execution. We provide the right tools to assist the client in pitching conversations at the right levels, whilst ensuring that the planning process balances structure and in-session discernment. We focus in the following critical deliverables;

OUR SERVICES

- Pre-Strategy Research and Intel
- Strategic Analysis
- Strategic Planning
- Programming and Cascading Strategy
- KPI Development and Alignment
- Business Plan Development
- Business Analysis & Reporting Model
- Merger & Acquisition



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BUSINESS TRANSFORMATION

All successful Business Transformations address the Operating Model. At Allaboard, we have a solid track record in operating model analysis and configuration. We are conversant in applying the technical tools to improve the revenue model, pricing model, cost model and take-to-market model. However, we go beyond this to address broader enterprise capability issues. Our work in this area include;

OUR SERVICES

- Operating Model Development
- Productivity and Costs Assessments
- Enterprise Capacity Alignment
- Value Chain Reconfiguration
- Digital Transformation
- Enterprise Repurposing
- Cultural Transformation
- Business Process Reengineering



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CUSTOMER EXPERIENCE

At the heart of all our analysis, proposition and planning is your customer. We can only propose it and rigorously consider it, if it has a quantifiable impact on the customer. Our work in the CX space addresses the CX strategy, the service chain (transactional) excellence, as well as people skills in customer service. We also ensure that your people have the hard skills and soft acumen to sell;

OUR SERVICES

- Customer Experience Strategy
- Take-to-Market Model Design
- Service Value Chain Redesign
- Brand Equity Assurance
- Advertising & Promotional Strategy
- Online Footprint & Digital Media Strategy
- Sales Channel Optimisation
- Advanced Sales Program Training



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ORGANIZATIONAL DEVELOPMENT

Organizations do not rise to the level of their ambitions. Instead, they fall to the level of their systems. Our Organizational Effectiveness (OE) function is focused on designing best-fit organizational structures that are catalytic to strategic success, whilst building scalable management and decision enabling systems. Our interventions in this regard involve;

OUR SERVICES

- Organisational Design
- Workforce Transitions
- Change Management
- Talent Management Framework Design
- Competency Framework Design
- Leadership Model Design
- Employee Engagement Model Design
- Performance & Productivity Optimisation
- Employer Branding



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IMPLEMENTATION

Institutions that cannot effectively implement cannot succeed no matter how great the strategy. Our Assurance team at Allaboard helps enterprises and institution translate strategic plans into actionable plans by availing implementation tools and capacitating leaders and managers to manage strategy implementation and delivery. Our interventions on implementation are aimed at consolidating the gains from strategic planning. We work with the entire industry spectrum from government to private sector companies, and non-governmental organizations to ensure that the right tools, climate, culture and capabilities are installed in order to succeed on the hard grind of strategy implementation. For high stakes strategies such as turnarounds and business/technology transformations, our Consultants provide signature-management services on strategy implementation. Under implementation, we provide the following services;

- Supporting Implementation Planning process via Models and Tools
- Sharing Best Practices in Programme and Project Management
- Specialized assistance and advisory on Stakeholder Coordination
- Technical advice on Strategic Control and Continuous Alignment
- Developing Frontline capabilities to guarantee success in Execution
- Defining implementation Measures and KPIs / Analytics Framework
- Setting up and training the Strategy Implementation Team / Office



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The most trusted...

MENTOR CERTIFICATION PROGRAM

Join any one of our
classes, or let's talk
your own in-house
Certification today!

“For many reasons, mentoring has become one of employees’ most sought-after development experiences. Not only does it enable HiPOs to gain broader, deeper perspective and knowledge of their business, but it also allows them to network & connect with experience outside their immediate functional groups. And its benefits extend beyond the individual being mentored. Organizations that operationalize mentoring gain connections between new HiPOs and mentors, keep practical experience and wisdom in house, and break down silos between functional groups”

Stephanie Neal - Global Leadership Forecast (2018)

HARARE | JOHANNESBURG | KAMPALA | NAIROBI | LAGOS



We create Investors in talent and
Stewards of the next generation





Break into the Sales Hall of Fame!

Our Advanced Sales Program develops the world's best sales talent; a unique breed of digital-savvy people who exhibit the persona, the competences, the confidence and the conviction to deliver sustained sales in a digitized, ruthlessly competitive, crowded and virtual marketplace.



JOHANNES/
MOT/HEGARE
Chief Executive



MA in HR Planning; BA Economics; CTP™; CODP™

Organizational Transformation

Besides leading a talented and passionate team of Allaboard Consultants, Johannes is responsible for leading large scale business transformations, in support of operating model changes within organizations. In this role, Joe ensures clear value definition, operating model implementation roadmap development, key stakeholder alignment, strategic change plan design and communication, as well as key issues identification and resolution

CHRIS TENGA
BD Executive



MSc in Strategic Management; CTP™; CODP™

Strategy & Business Transformation

Chris is responsible for providing strategic direction and value propositioning in order to address client aspirations, while building a service model and ethic that pedestals Allaboard as a firm of choice. Chris also provides technical leadership in strategy formulation and business transformation, with a focus on authoring the right delivery models, tool and frameworks that create value during strategy formulation and business transformation

MUFUDZI MUKANDI
MD - Zimbabwe



BSc Finance & Investment

Business Performance Analysis & Reporting

Mukandi leads business development efforts, formulates customer-specific value propositions, and ensures client experience and delivery assurance for Allaboard's projects in Zimbabwe. Professionally, he provides thought leadership in business driver identification, business performance measurement and reporting. In the process, he ensures that business intelligence and analytics are improving management decisions and actions

PATRICK BANDA
MD - Zambia



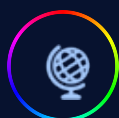
MSc in Human Resources Management; CTP™

Talent & Organizational Effectiveness

Patrick leads business development efforts, formulates customer-specific value propositions, and ensures client experience and delivery assurance for Allaboard's projects in Zambia. Professionally, Patrick provides a full stack thought leadership in human capital and talent management as well as the organizational effectiveness stream. He ensures Allaboard's clients receive the best advisory in the people acquisition and deployment space.



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