



concorde
solutions

Concorde Solutions (Pty) Ltd

Company Profile

Who are we?

Concorde Solutions formed in 1999 is a privately owned company with a clear focus on card transaction processing and ERP (enterprise resource planning) software. Among the products supported by the technical expertise and processing facilities of Concorde are the internationally distributed ERP suite Exact Globe and a range of EFT (electronic funds transfer) products in conjunction with major South African banks and the international transaction software supplier, TradeRoot Africa. These products include integrated card solutions for leading Point of Sale vendors and popular restaurant groups.

The transaction switching mechanism has been accredited by the Commercial banks and EMV (EuroPay, MasterCard & VISA). The real time switching system is achieved through controlling the communication channels; and integrating the claim and settlement functions into a single process.

Concorde Solutions currently has a range of EFT merchants throughout South Africa processing card transactions through the Concorde operated switch. Concorde currently utilises FNB and Nedbank as the acquiring banks. However we are in the process of bringing on the remaining major acquiring banks in South Africa.

A customer support call centre is operated by Concorde to provide support for merchants in a range of industries. Some of these industries require access to support outside of normal office hours.

Concorde Solution's EFT mission is to provide an industry leading real-time transaction solution that provides businesses with the critical elements of a world class EFT solution.

Headquarters

10 Mill Street Newlands, Cape Town, South Africa 7700

PO Box 44991, Claremont, 7735

Tel: +44 (0) 860 103 639

Fax: +44 (0) 21 673 1810

Email: info@concorde-sa.co.za

www.concorde-sa.co.za

Board of Directors

Ian Black, Executive Chairman

Ian Black is a senior international health care industry specialist. He currently consults for Advent International global private equity investors and was previously Chairman of leading European pharmaceutical company, Viatrix Pharmaceuticals and is currently Chairman of CareCross Health, BioScience Brands and Thebe MediCare which is part of Thebe Investment Corporation.

Dr Reinder Nauta, Director

Reinder Nauta has a business management diploma, as well as being a medical doctor. He is also Managing Director of CareCross Health.

Elliot Bunney, General Manager

Elliot Bunney has a background in Leisure Management and sales and marketing in Europe and has been with Concorde since 2003.

Mark Mawman, (CA) SA, Finance Director

Mark Mawman is a qualified Chartered Accountant. He is currently Finance Director for the CareCross Health group of companies.

Senior Management

Jacques Coetzee, Technical Officer. Heads up Concorde's team of programmers and has developed leading software for EFT, EVD and SMS products.

Mike McKeown, Key Account Manager. Manages our key accounts in Gauteng. Extensive sales management experience in South Africa and 7 years senior management experience with Micros SA.

Jaco van Coller, Exact Project Manager. Three years IT project management experience in London and has implemented Exact software systems throughout South Africa.

Switch Customers –

These include 2000+ merchants made up of the following:

Nando's

KFC

Mugg & Bean

Wimpy

Steers

Fournos Bakeries

TradeMarx Restaurant & Bar

Eastwoods Taverns

McNaughton's Tavern

Protea Hotels
Fruit and Veg Food Lovers Market
Mugg & Bean Restaurants
Kirstenbosch Botanical Gardens
Irene Farm Store
95 Keerom
Carne
Nexion SA
Thetha Thetha Cellular Services
LifePoint Healthcare
Paarl Golf Club
Falcon POS

Exact Software Customers

Thebe MediCare
Alliance Distribution
CliniSUT
BioScience Brands
OneCare Health
CareCross Health
Cameraland
Tudor Photographic
Occupational Care South Africa
Junubi Shipping

Products

CONCORDE EFT™

The Concorde EFT (electronic funds transfer) product is a reliable, cost effective, on-line, real-time EFT solution that authorises all credit and debit cards.

A state of the art transaction processing solution that's ready for the future - ideal for restaurants, hotels, retailers or any business looking for a less costly, fraud-resistant transaction processing system. Our solution also has the ability to integrate into most point of sale systems.

Micros Integrated POS Solution

Concorde has developed an interface to Micros Point of Sale devices, taking payment functionality to a new level of efficiency and security.

This essentially means no more human error, as it removes the cashier from the process of handling credit and debit card payments by having an integrated solution with a single point of entry.

All card payments are reflected in the Micros POS management reports where, unlike a separate card terminal, where these credit and debit card transactions are not reflected in the Micros report.

Exact Globe Enterprise 2003

Concorde Solutions is an official reseller of Exact suite of ERP products in South Africa. Exact focuses on a 'single solution' strategy. The two product lines, Exact Globe (back office ERP) and e-Synergy (front office) use the same architecture and database, providing customers full integration of back and front office solutions. New versions of acquired product lines are developed based on the same architecture as Exact Globe and e-Synergy, ensuring long-term economies of scale, product integration of acquired brands and product continuity for customers. Exact International has over 180,000 customers in 120 countries including Caterpillar, DAF Trucks, PricewaterhouseCoopers, Siemens and PADI.

Nexion Payment Solution

Nexion in conjunction with Concorde Solutions provides necessary payment infrastructure to busy medical practitioners enabling them to compete in an ever-changing business environment. Nexion is a single system that records and processes all payment transactions made irrelevant of how that payment is received. The Nexion Payment Solution uses Concorde's switching system to process all payments.

Electronic Voucher Distribution

Concorde Solutions provides a unique EVD system for Theta Theta, a division of Cellucity, the first cellular phone company in South Africa. Focus is on the informal market currently only with cash payment option. A GPRS card terminal processes airtime and electricity sales with good profit margins available for the merchant. This unique system provides commission and sales reports on the mobile terminal and has attracted over 1000 merchants including Vodacom Community Services. Concorde Solutions developed the terminal and EVD software in conjunction with TradeRoot Africa and plan to include EFT in the solution offering soon.