

ALL-IN-ONE MANAGED SERVICES

Pro Active Network Service Programmes
Remote Network Monitoring & Management
Pro Active Printer Service & Supplies Monitoring
Consulting – Business Process Optimisation
Document & Content Management Solutions
Managed Print Services
Managed IT Services
Internet Connectivity Solutions

solarwinds
n-able

ECI fmaudit
Collect. Manage. Profit

xerox
Authorised Partner
Platinum

ALL-IN-ONE MANAGED SERVICES

COMPANY PROFILE

Company Profile

Helping People Find Better Ways To Do Great Work!

Who we are

The XBC-IT Group of Companies, founded in 1998, comprises of XBC Network Products (Pty) Ltd and XBC Communications (Pty) Ltd specializing in providing leading edge **Data, Print and Pro - Active Managed IT Services** to the South African Market. We provide an unmatched portfolio of products and solutions to South African Businesses with the aim of being a successful and empowered market leader.

At XBC-IT our most valued asset is our people; through them we have amassed substantial industry knowledge and experience leading us to continue attracting and employing people who not only share our values but possess extraordinary talent and drive. A Management team whose vision and business acumen has ensured our past and continued success guides us to the accumulating strength of our brand.

Vision

Helping People Find Better Ways To Do Great Work!

To provide solutions that affects improved competitiveness and enhanced organizational effectiveness.

Mission

Our mission is to be:

- A company with the highest standards of ethical conducts.
- An organisation that seeks to cultivate a culture of mutual respect and personal integrity within our individual sphere of control.
- A company that thrives on cultural diversity.
- A company dedicated to community service, taking a leadership role in the upliftment of previously disadvantaged communities in the areas in which we operate.

Awards

XBC-IT is a 4 time winner of the prestigious **Xerox Business Partner of the year award**. We are currently an **Authorised Platinum Partner**.



Our Business Partners

Xerox is the global leader in document management, offering the widest array of products, services and solutions in the industry. Xerox designs, engineers, develops manufacturers, markets and services the widest range of document processing products and services in the industry. XBC-IT is an authorised platinum business partner and supplier of Xerox products and services.



In 2003 Bytes Document Solutions became the authorised Xerox distributor in South Africa. Additionally Bytes Document Solutions manages the Xerox distribution rights in over 26 central, southern and eastern African countries. These countries are managed by the Africa Operations Division of Bytes Document Solutions.



XBC-IT is a full member of the Globally recognized Managed Print Services Associations



Our Service Offering

XBC Managed IT Services

What is Managed IT Services?



XBC-IT provides a range of fully flexible managed IT services for your business. This means that we can manage everything within your IT infrastructure including your communications and printing. Our team of IT technical specialists can do this remotely or if needed we can come to you and install, create and maintain your services so they are running to their optimum.

Pro-Active Network Monitoring & Management



XBC-IT will proactively monitor your network 24/7. As part of the service we oversee the functionality of your key network devices including servers, workstations, routers and switches.

Document Management Services



In an information economy, documents and data are your currency. Knowledge is power, but people are powerless if they can't find information buried in mountains of paper and disorganized files. To keep your company's information current and accessible, while protecting sensitive assets, it pays to outsource document management to Xerox.

Disaster Recovery & Backup



As part of this service we will be monitoring your server capacity, and whether or not your daily backup has been successful. We will also carry out on a regular basis a test restore from your backup to make sure everything is working correctly.

Network Security



What would you do if your data got into the wrong hands? Is your confidential information protected against attack? Just think of the damage this could do to your reputation. It could result in losing an important client, or at the very least add an unnecessary strain on your resources.

Cloud Services



Cloud computing provides the latest business software communication tools, servers, storage and security as a service. Businesses can access their critical applications from any location, device or connection type.

Other Services



XBC-IT provides a range of fully flexible managed IT services for your business. This means that we can manage everything within your IT infrastructure including your communications and printing.

Unified Communication Solutions

1. Digital Telephony Systems
2. IP Telephony Systems
3. Video conferencing Solutions
4. Voice logging solutions
5. TMS Systems

Security & Power Solutions

1. CCTV Systems
2. Access Control Systems
3. Time and attendance systems
4. UPS solutions

Cloud, Voice and Data Services Integration

1. MPLS Connectivity
2. Hosted Data Solutions
3. Managed Data Storage
4. Managed Network Services
5. Hosted Telephony Solutions
6. VOIP Solutions

Our Service Offering

XBC Managed Print Services

Managed Print Services (MPS)



Whether documents are paper or digital, they're necessary to help serve customers and drive business. Yet most companies don't know how much time and money they spend on document processes and printing devices. We'll help you gain control of your documents and **save as much as 30%** in the process.

Office Solutions



Xerox office equipment offers a wide range of multifunction printers. Find office printing solutions that deliver flexibility and advanced features to be your copier, printer, scanner, and fax machine all in one multifunction printer to suit personal to high use workgroups.

Graphic Communications



XBC-IT offers the broadest range of digital print solutions in the market. Whether you are searching for an entry level digital printer or an advanced digital press, XBC-IT offers a choice of technology options for your business. Our entry level digital printers help you keep your customers satisfied. Our latest digital press, the Versant 80 and the Versant 2100, enables you to tackle high-end printing projects without breaking the bank. If you want to increase your print productivity, the Colour C70 digital colour press is a sound and affordable investment. If you'd like to drive your colour digital printing to the next level, consider the Xerox Colour 1000 or Xerox iGen5 digital presses.

Our Service Offering

XBC Managed Print Services

Xerox Digital Alternatives



Now available either as a Xerox-hosted private cloud service or on-premise solution, Xerox Digital Alternatives simplifies personal document workflows and collaboration in an always-connected world. It provides security and preserves integrity of corporate content. Xerox Digital Alternatives can help you:

Document Analytics & Print Optimisation



CompleteView is NewField IT's award winning, industry unique BI toolset. Presenting a user friendly graphic interface for visualisation of data, data analysis and real time data modelling for fully informed decision making and shorter time to revenue.

Document Workflow Optimisation



The package combines XBC-IT's workflow domain expertise, qualitative and quantitative information gathering, and proprietary tools and analytics. Dynamic visualizations highlight areas for workflow enhancement or automation. You can gain new views into business process trends, paper and storage costs and step-by-step process details.

Using internal and industry peer benchmarking, XBC-IT's Workflow Assessment Services provide more efficient, secure and optimized document processes.

Core Consulting Services



Our expertise in print and document management consulting, providing professional or expert advice with clients and partners, is an ongoing process of advancement reflecting a highly dynamic industry and is underpinned by ISO9001 and ISO27001 accreditation.

Our Service Offering

Our Supplies Offering



XBC-IT now offers our clients the convenience of ordering all their stationery / consumable needs online at our new online store.

We supply all office equipment manufacturers' consumables.

Look out for our online catalogue. View our online store now at www.xbcofficesupplies.co.za

NASHUA

LEXMARK



SHARP

EPSON

Canon

olivetti

xerox

Panasonic

Business Principles

Employment Equity

At XBC Group of Companies we pledge our unqualified support towards the implementation of Broad Based Black Economic Empowerment. We believe in being an active contributor towards economic transformation in South Africa, in order to bring about more meaningful participation of Previously Disadvantaged South Africans in the economy. We have therefore committed ourselves to implementing a Broad-Based Black Economic Empowerment strategy within our organisation through promoting equitable employment practices.

Preferential Procurement

We strive to make a positive contribution and meaningful impact to the advancement of black empowerment. Our outsourcing practices seek to work with companies that are black owned or have meaningful PDI representation.

Corporate Governance

We adhere to the King Code on Corporate Governance and are committed to promoting these principles throughout the group.

Code of Conduct

To ensure that we avoid unethical behaviour within our organisation, we have published a Code of Conduct, to which each member of our team is accountable in order to ensure that we conduct our business with honesty, integrity and openness. This code is not only binding on our team members, but also applies to our business partnerships as well.

Corporate Social Responsibility

We believe in being a socially responsible corporate citizen, this manifesting itself in the areas within which we operate. Yenzani Children's home in Midrand, a home for abused children is our selected charity. The company is extensively involved in various sponsorships for the children who reside there. We are also in the process of exploring various initiatives related to our line of business.

www.yenzani.org



Management



Lloyd Webb: Managing Director – Sales

Lloyd is responsible for the overall strategic direction of the Sales and Marketing aspects in the Group as well as responsible for the account management of selected corporate accounts.

Lloyd started in the office automation industry in 1990 as a junior sales person and was appointed sales manager 8 months later. In 1992 Lloyd formed 'alternate systems cc' and owned and ran the business until it was sold in 1996. XBC Network Products was co-founded by Lloyd Webb in 1998 with David Glen when they were appointed as an exclusive Xerox Concessionaire for the areas of Midrand, Edenvale and most of the East Rand Area.

lloydw@xbc.co.za



David Glen: Managing Director - Finance

David is responsible for the finance/admin infrastructures within the group. He can be credited with the constant introduction of innovative ideas to the group and with researching and dissemination of information on current and upcoming trends in the area of IT.

David was born in Scotland. During the early years of his career, he worked in various parts of the world including Australia, Japan and Europe. His involvement with office automation started with Rank Xerox UK Ltd. He then joined Canon UK before immigrating to South Africa.

He moved into sales management and was appointed Divisional Sales Director for Canon in 1997. In 1998 together with Lloyd Webb, he started XBC Network Products Pty (Ltd).

daveg@xbc.co.za



Elton Abdinor: Sales Director

Elton Abdinor is responsible for managing XBC-IT's Key Accounts.

His other responsibilities include managing the various sales divisions within the group as well as strategic planning and implementation of the company's goals and objectives.

Elton has been with the company from its inception and has proven himself extensively in the field of sales and is seen as one of XBC-IT's most valuable assets.

eltona@xbc.co.za