

# Elevate

Transform yourself; grow your business

## HP HONOURS FIRST INTAKE OF GRADUATES AND PARTNERS

On 9th June 2009, the HP Business Institute (HPBI) celebrated a significant milestone with the graduation of its first intake of graduates and partners. This special day celebrated the dedication, commitment, passion and perseverance of a group that embarked on a rigorous training curriculum in February 2008.



HP's Santiago Cortes, Gois Fouche and Jabu Luthuli.

The HPBI was officially launched in 2007 as HP South Africa's equity equivalent programme, and forms a core part of the company's Broad-Based Black Economic Empowerment (B-BBEE) strategy. The graduation ceremony of the first intake of SMEs and graduates took place at the iconic Turbine Hall located in Johannesburg's cultural heartland, Newtown.

It was an event to remember – celebrated in true African style – and was attended not only by the stars of the day, HPBI partners and graduates, but Government dignitaries, local and overseas HP executives as well as the media.

"We are incredibly proud of the first group to have successfully completed the programme. Through the HPBI, we are able to deliver more meaningful transformation initiatives that have a real impact on the communities within which we operate," said Gois Fouche, acting managing director of HP South Africa. "It is incredibly rewarding to see how smaller enterprises have grown through the programme. What is even more gratifying is to see the impact the HPBI has had on the lives of the graduates," added Fouche.

The atmosphere on the day was marked by excitement – and an incredible sense of achievement. The audience was entertained by acclaimed motivational speaker and author, Billy Seleka, who delivered a powerful and thought provoking message.

Looking back on the impact that the programme has had on some of the learners, Terrence Tuwe – a graduate employed by HP partner Aisel Systems, commented that the HPBI has provided him with an excellent foundation for his foray into the fast-paced and dynamic ICT sector. "The programme has opened doors for many of us to succeed in the industry. The training extended beyond just technical skills and provided us with the business, administrative and soft skills that the industry requires."

Nomonde Mesatywa, Chief Director of B-BBEE at the Department of Trade and Industry, was one of the guests of honour and a speaker at the event. In her address to the audience, she commented on the crucial role of the private sector in partnering with Government on initiatives such as the HPBI.

From the food to the music (supplied by local jazz outfit Chilli & Lime), no detail was left out in this special event. It will no doubt be remembered by the graduates and partners when they look back on the personal and professional impact the programme had on them.

Looking to the future, HP South Africa will continue to invest in the HPBI to deliver meaningful programmes that not only add value and grow people and their businesses, but ultimately contribute to meaningful transformation in South Africa.

# The graduates

The following graduates were part of the first intake that successfully completed the HP Business Institute skills development programme. Congratulations – you can all be very proud of this fantastic achievement!

- Jacob Khesa, Webcom
- Sidwell Lekanyane, Leishan IT Consultancy
- Wendy Maenetja, Con Com Solutions
- Prudence Magoro, Pro Networks
- Crafty Buhle Mazibuko, PC Mall
- Bongani Mazibuko, Seth Consulting
- Prudence Nyamane, Sechaba Computer Services
- Karabo Phallane, Phungo IT Solutions
- Ernest Sehlako, Omni Africa
- Elizabeth Taile, Universal LAN Technologies
- Terrence Tuwe, Aisel Systems
- Gqabi Tyalimpi, Remoteq Solutions



# The partners

HP congratulates the following partners who demonstrated commitment to empowerment and transformation and successfully completed the HP Business Institute enterprise development programme.

- Aisel Systems
- Ceos Technologies
- Con Com Solutions
- Dekan IT Systems
- Fynn Tech Technologies
- Leishan IT Consultancy
- Nambiti Technologies
- Omni Africa
- PC Mall
- Phungo IT Solutions
- Pro Networks
- Remoteq Solutions
- Sechaba Computer Services
- Seth Consulting
- Sochin Technologies
- Universal LAN Technologies
- Webcom



## Rising star

Just before his closing comment Santiago Cortes, Vice President and Managing Director of HP's Middle East, Mediterranean and Africa region pulled a surprise out of his hat when he announced the top performing graduate from the first intake.

Commended amongst other things for her consistent initiative, goal-oriented behaviour and applying programme learnings in the workplace, the HPBI named Prudence Magoro as the Top Graduate from the first intake. Prudence received a state-of-the-art HP netbook as well as a printer, donated by HP's PSG and IPG business units.



Prudence managed to fit in a quick interview with *Elevate* in between her hectic schedule at HP partner, Pro Networks.

**Birthplace:** Bochum (Polokwane)

**Age:** 23

**Why did you decide to join the HP Business Institute?** I identified the opportunities I could obtain from the programme and when we were advised of being based at an SME, I immediately realised prospective growth is on my way.

**What went through your mind when you were named the Top Student at the recent graduation ceremony?** I was working very hard throughout the programme and it was rewarding to reap the benefit as the Top student (not to mention the overwhelming gifts!).

**Where do you see yourself in five years?** I see myself as the Managing Director at Pro Networks – before the five years are up.

**What do you enjoy most about working in IT?** Ever changing technology is progressive and exciting! This opens opportunities to discover all areas in this broad field.

**Most admired business leader:** The top two would be Thoko Mokgosi-Mwantembe (Former HP South Africa CEO) and Eric Moloto (CEO of Eric Moloto Foundation).

**In my spare time I ...** Read, go to gym and enjoy church.

**The best advice I was ever given ...** My mother always told me that it doesn't matter where you come from you can be whatever you want to be. Quoted from writer and motivational speaker Billy Selekane: "Dream big dreams, they'll move you." And lastly, from Action Coach SalesRich Day: "The only failure is the failure to participate."

**Would you recommend the HP Business Institute program to other young people?** Yes, the HP Business Institute has broadened our opportunities as young people to acquire sales skills, soft skills and also technical skills that we can use in any organisation. It was never an easy journey, but I can assure you that through perseverance and passion for what you do you can conquer anything. Young people out there: HP Business Institute is here to give us an opportunity to change our lives forever. I say go for it!

## Doing big things

Ishad Patel, owner of Johannesburg-based HP partner Con Com Solutions was named Top Partner at the graduation ceremony held in June 2009.



Con Com Solutions has proven to HP that nothing is impossible. Although Ishad lacks staff capacity, he never missed a training session and attended every feedback session hosted by the HPBI.

While Con Com Solutions is a small partner with only three employees, it has surprised HP with its consistency in generating impressive HP revenues over the last three quarters. Con Com Solutions is also one of the first HPBI partners to close a blades deal.

In running his business, Ishad has demonstrated total commitment and dedication throughout the programme, which makes him the very worthy recipient of the Top Partner award. In recognition of this award, HP Education Services sponsored training and education services to the value of R15,000!

We caught up with him to learn a bit more about the man who is leading a small company to do big things.

**Birthplace:** Johannesburg

**When did you start Con Com Solutions?** 1999

**How long have you been an HP partner?** I became an HP partner in 2009

**Why did you decide to join the HP Business Institute?** To contribute towards skills development.

**If I wasn't working in IT, I would be ...** a pilot!

**My one piece of advice to other entrepreneurs is ...** to be honest

**I believe skills development is important because ...** it lays the foundation for the future of the industry.

**Favourite restaurant:** Ocean Basket.

**Hobbies:** Go-kart racing, fishing and watching sports.

**If you could invite two famous people to dinner, who would you choose?** Nelson Mandela and Michael Schumacher.

# Demand for Techie 101 sees launch of Phase 2

Launched by the HPBI in April 2009, Techie 101 is a 12-month IT learnership that combines theoretical training with practical workplace experience.

The programme was launched by the HPBI in response to the needs of partners and the broader industry for ICT skills. Techie 101 is an ISETT-SETA accredited learnership, registered with the Department of Labour and will equip successful candidates with a National Certificate in Information Technology Technical Support.

Through this programme, the HPBI aims to prepare candidates for their entry into the ICT sector. HP partners play a critical role in the success of the programme by hosting learners and providing them with on-the-job experience and mentoring.

In response to the demand from partners, the HPBI will place a second group of learners in August 2009. If you would still like to get involved, send an email to [hpbi@netpartnering.co.za](mailto:hpbi@netpartnering.co.za) and we will contact you.



## Important date and upcoming events

In this section of *Elevate*, we share important dates of upcoming events and launches. Mark them in your calendar today!

**3RD AUGUST 2009: LAUNCH OF TECHIE 101 PHASE 2**

## New content on our website!

Visit us on the web today and view a series of inspirational videos that were recently produced. Log onto [www.hp.co.za/hpbi](http://www.hp.co.za/hpbi) today.

## Comments, views and suggestions

To share your thoughts, or to request more information about the HP Business Institute, send an email to [hpbi@netpartnering.co.za](mailto:hpbi@netpartnering.co.za) or visit us on the web – [www.hp.co.za/hpbi](http://www.hp.co.za/hpbi)

## Meet the team

In this issue of *Elevate*, we introduce you to Sheryll Sukhoo, HPBI Programme Coordinator at HP South Africa. This is someone who works tirelessly behind the scenes to make sure that the programme runs smoothly. It really is true what they say – dynamite comes in small packages!

**Birthplace:** Durban, KwaZulu-Natal.

**Favourite holiday destination:** Anywhere where the sun does not set. I would love to go to Miami.

**All-time favourite movie:** The Italian Job.

**Most admired business leader:** He is terribly ruthless, but you have to give credit where it's due – Donald Trump.

**I believe enterprise development ...** addresses the problems that we as South Africans face in terms of our country's social, economic and political status.

**If I were President for a day ...** people's basic needs, as in bread and milk, would be free all day.

**If I wasn't working in IT, I would ...** be spending time with my family and friends all the time.

**One thing people don't know about me:** I am quite a free-spirited soul, but I just got married lately ... LOL!