



Corporate Profile



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# About Us



Ingcali Agricultural Solutions (IAS) is an agricultural consulting company that provides services based on information technology, security, speed and accountability.

Founded in 2016 Ingcali Agricultural Solutions (IAS) is a 100% black owned business with a level one B-BBEE company. We have established our reputation on the consistent provision of track and trace, intact and on-time delivery of all projects entrusted to our care.

At Ingcali Agricultural Solutions, we are confident in our individual strengths and appreciate that we achieve the best results for our clients, as a team. Our diverse team of qualified and experienced professionals can step into any business environment and immediately begin to add value for our clients' organisations.

The relational skill to provide enduring customer service is an important part of our culture as an organisation.

At the end of the day, our service to our clients, enhances their ability to provide stellar customer service. By choosing us you are choosing the best in the business.



# Our Vision

*“To keep agricultural standard genuine and sustainable in all areas”*



Our agriculture strengths are used efficiently to enable our clients to reach and maximize their returns on investments through innovative agricultural science, means and methods.

We understand that becoming the best in the South Africa will require us to compete with leaders in the industry.

This will occasionally include partnering with well established players in the business, which is why we put an emphasis on valuing not only our customers but our people too.



## Our Mission

We want to see ourselves grown in the industry because of passion in agriculture.

It is through our dedicated commitment that we develop our clients' business relationships, using agricultural sciences to face and, inevitably overcome, real world challenges. We're a better Agricultural consulting company because our culture is centered around love. A deep love for what we do and an active love for others.

# Our Values



SUSTAINABILITY



INTEGRITY



CLIENT FOCUS



CONTINUOUS IMPROVEMENT





## SUSTAINABILITY

We collaborate with our clients, to achieve the best possible outcomes. We respect and value the relationships formed with our clients. Going the extra mile – is our normal. Sustainability for us is not only a priority in our relationships but also for the agricultural environments we interact with.



## CLIENT FOCUS

Our clients are our partners and because of this relationship, we're able to provide a service that successfully responds to their business needs.



## INTEGRITY

We believe in transparency, honesty and fairness in all our business dealings and relationships. Integrity means that while we are determined to be the best in order to outperform our competition, we always act with the utmost integrity, and choose what is ethical and right for our clients and the environment. We give all our stakeholders the respect they deserve.



## CONTINUOUS IMPROVEMENTS

Our talented employees are continuously up skilled and knowledgeable in their field of expertise.



## What makes us stand out from our competitors?

Our service is based on information technology, security, speed and accountability. We have established our reputation on the consistent provision of track and trace, intact and on-time delivery of all projects entrusted to our care.

Ingcali Technology Solutions has the advantage of having an efficient team of IT industry experts.

We continually seek to please our customers, and exceed their expectations through services that are tailor made to their needs.

Our quality control procedures include regular comprehensive evaluations for each of our clients on their feedback of our services. We understand the importance of having reliable service providers and therefore take reliability and delivery very seriously.

# Our services

Ingcali Agricultural Solutions' (IAS) organisational structure has adapted to changing market demand to that of a multidisciplinary business entity, giving our clients a "one stop service". Our organisational structure includes the following:

Agricultural and Applied Economics

Business Planning

Research and Strategic Market Analysis

Feasibility Studies

Institutional and Social Services

Agricultural Training in compliance with AGRISSETA

Technical Services



## Agricultural and Applied Economics

Agricultural information services such as database management, product flow, marketing information and strategic information (farm level and regional level information that is established by conducting farm surveys).

Whole farm plans: Strategic operational planning models (linear and non-linear) to do viability studies and farm level strategic planning for growers, in order to improve decision-making about crop selection, new production technologies, financing options, marketing strategies, pricing and risk management.

Strategic planning: Services by IAS are designed to assist agribusiness clients through a comprehensive analysis and planning process to identify new business goals and strategies for long-term growth and market success. It includes customised, comprehensive strategic planning, facilitation, risk analysis and implementation services.



## Business Planning Services

IAS provides comprehensive business planning services to meet the diverse needs of a wide range of agribusiness firms and farming companies in increasingly complex market environments.

We help clients establish business objectives and goals and design short and long term strategies to achieve business success. Our services include start-up planning (to obtain appropriate funding) as well as growth and expansion plans for established commercial and emerging agribusinesses.



## Research and Strategic Market Analysis

### RESEARCH:

IAS specialises in quantitative and qualitative market research, including surveys, in-depth interviews, market overviews, sector overviews and focus groups. IAS members have been involved in extensive research in crop and animal production research in South Africa

### STRATEGIC MARKET ANALYSIS:

IAS provides market analysis to agribusiness firms and organizations throughout the entire value chain. The company's staff combines field research, market analysis, client resource evaluation and strategic thinking to develop realistic and effective marketing plans. Our services include market studies and profiles, strategic marketing plans as well as commercial development strategies for alternative uses of indigenous crops and livestock products.



## Feasibility Studies

Given the multidisciplinary structure of IAS a holistic approach is taken when considering the feasibility of a specific project on farm, agribusiness or agro-processing level. IAS therefore have the ability to conduct a full feasibility study, which include the technical, environmental, economic, financial and institutional aspects of such a project. Additionally, IAS has the capacity to derive and compile a comprehensive business plan from the undertaken feasibility study to the needs and requirements of the various potential investors.



## Accredited Service Provider

Agricultural training (AGRISETA ACCREDITATION NUMBER: AGRI/C PROV/0697/16)

- IAS is a skills development specialist that assists agricultural businesses to comply with the Skills Development Act and help with the implementation of the National Skills Development Strategy.
- Practical training on Crop production principles and practices.
- Practical training on Animal production principles and practices.
- IAS has accreditation for numerous short courses related to the Agricultural sector.



## Institutional and Social Services

Development support services in striving to support the sustainable development of previously disadvantaged farmers and farming communities with a focus on the following:

- Strengthening of social capital.
- Institutional Development.
- Facilitate capacity development of emerging farmers to create and maintain sustainable and profitable businesses.
- Operational analysis of emerging farmer activities to facilitate implementation of transparent, accountable and efficient management structures.
- Information exchange.
- Elevate depth of community participation.
- Pro-active advice and information.
- Project management & community development initiatives.



## Learnerships

A Learnership is a vocational education and training program. It combines theory and practice, culminating in a qualification that is registered with SAQA.

A person who successfully completes a learnership will have a qualification that signifies occupational competence and is recognised throughout the country.

IAS offers the following NQF Qualifications:

- Plant Production
- Mixed farming
- Animal Production
- Poultry Production



## Internships and workplace experience

- Students are placed for a period of 12 months in the practical field of the agricultural sector in which they study to gain the necessary practical experience to achieve their National Diploma. During these 12 months they are placed with a qualified mentor and trained in different short courses.
- After students completed their 12 months practical experience/internship and gained their National Diploma but struggles to find a job due to a lack of experience they are placed for an extra 12 months for extra experience in the workplace and trained in different short courses.



## Technical Services

The main focus of the technical service section in IAS is to provide a support service in the company.

- Basic assessments, scoping reports and full environmental impact assessments for feasibility studies and/or required prior to implementation of projects.
- Physical/biological adaptability of crops & livestock.
- Technical aspects of crop and livestock production
- Marketing Logistics
- Mentorship
- Professional valuation services

A photograph showing a person's lower body and legs in a field. The person is wearing blue jeans, black rubber boots, and is holding a wooden-handled hoe. They are working in a field where small green plants are growing in rows. The background is a blurred green field.

# Benefits of Collaborating with Ingcali Agricultural Solutions

Proven Quality Service

Measurable Return on  
Investment

Agricultural solutions  
designed for your needs



## Previous and current projects 2019

### Last Financial year projects (2018)

- NQF 2 Learnership: Poultry Production Project No: LS18NA09 Amount: **R 1 092 000.00**
- Poultry Production Skills Program Project No: SP17AS12 Amount: **R 96 096.00**

### Current Projects:

- NQF 2 skills Program: Poultry Production Project No: SP19AS26 Amount: **R 256 000.00**
- NQF 1 Learnership Program Agriseta 2018/2019 Amount: **R 116 400.00**
- OR Tambo local municipality SCMU: 82-18/19: monitoring mentoring evaluation and training for a three year term contract for agricultural projects in the OR Tambo district:
- Haygrove Amajuba Plant Science learnership: AGRISETA 2019/2020 Amount: **R 102 000.00**



## References

1. Agriseta NQF2 Learnership (LS18NA09) (Duration 1 year)  
Miss M. Marobya 012 301 5622
2. Agriseta Skills Development Project 2017-2018 Miss M. Marobya 012 301 5622
3. Izindonga ze-Africa Poultry: Skills development 6 months project. Mr Z. Maya 079 697 5251
4. Gegana Farming: Mentorship and Learnership programme: Mr D. Mthombeni 082 335 8910
5. Ubuhele Poultry Co-Op. Mr N
6. SEDA Gert Sibande Mr T. Skhosana: 017 634 4040
7. Department of Agriculture Mpumalanga Mrs B. Shongwe 060 587 9175

# Company Information

Registered name of business	Ingcali Agricultural Solutions (Proprietary) Limited
Trading name of business	Ingcali Agricultural Solutions
Physical address of business	<p>Suite A3</p> <p>55 Nelson Mandela Drive, Mthatha</p> <p>Eastern Cape</p> <p>5099</p>
Telephone no.	+27 73 510 3557
E-mail address	ingcaliagriculturalsolutions@gmail.com
Web address	<a href="http://www.ingcaliagricsolutions.co.za">www.ingcaliagricsolutions.co.za</a>
Company registration no.	2016/279838/07
Accreditation no.	AGRI/C PROV/0697/16
Tax clearance no.	9039564258
CSD supplier no.:	MAAA0422206
BEE certificate no.:	NNB0018/07/006

Bank Information	
<b>Bank</b>	ABSA BANK
<b>Branch</b>	
<b>Branch code</b>	63 20 05
<b>Account type</b>	Cheque account
<b>Account no.</b>	4089788019



Thank you.

