

DYNAMIC EQUIP SA

Pride in Service & Quality.



PTY Ltd

COMPANY PROFILE



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PREAMBLE

South Africa has a significant cluster of firms in mining equipment and related services which are at the global technological frontier. This is evident in respect of trade (exports), IP and leading products. Indeed, this cluster is the only significant area of industrial activity where South Africa is located at the global technological frontier.*

The founding members of Dynamic Equip SA (PTY) Ltd. took this into cognizance when deciding to embark on this journey of becoming an economic participant in the SADC region. We have created a reliable network of mining equipment manufacturers to ensure that our customers have access to a wide range of quality products and brands to choose from.

VISION

To be the premier and preferred mining equipment procurement company, offering ultimate choice in Africa and beyond.

MISSION

Our goal at Dynamic Equip SA is to become the dominant worldwide supplier of various mining equipment by setting and maintaining the highest standard of quality for reliable instrumentation and the highest standard of excellence in customer service in the industry.

We are committed to ensuring customer satisfaction in the equipment, information and customer service that we provide. Our team of designers, engineers, assembly technicians, metal fabricators, electrical technicians and customer support professionals possess a unique commitment to our customers and the sales and service process.

VALUES

- Integrity
- Professionalism
- Safety
- Excellence
- Sustainability

VALUE PROPOSITION

DESA has access to source different Products from highly recommended locally and International Manufacturing companies, which is advantageous for our customers to have a broader selection of brands. We pride ourselves in service and quality to our customers and commitment to on time Delivery.

EXECUTIVE SUMMARY

Who Are We?

Dynamic Equip SA (DESA) is a 100% black owned company which pride it's self in quality and service, sourcing different types of mining equipment supplying to mines in SADC Region, Local and International countries.

We deliver mining products and mining machinery to our customers on time which helps our customers to streamline their operations, improve process efficiency and minimise down time and reduce cost.

? Why Dynamic Equip SA

The following attributes give the company a leading edge over its competitors:

Expertise

1

Our Managing Director, Sbusiso Ndimande has 16yrs experience in the Mining Sector. During this time he not only accumulated the necessary knowledge required to assist our clients to make informed decisions, but he also acquainted himself with industry leaders in manufacturing and exports which affords our clients access to a wide network of manufacturers and clearing agents.

Quality Management

2

Not only do we source products that have the South African Bureau of Standards stamp of approval and Original Equipment Manufacturer, but we have also enlisted the services of a consulting firm to assist with drafting our processes and our ISO 9001: 2015 policy document.

International Presence

3

We have a solid client base in the Southern African Development Community. Our contribution as a distributor is evident in the deals we have secured so far. Our understanding of legislative requirements in this region ensures that all our exports have low cycle times as there are no delays.

Time Management

4

We have very strict time management controls in place, which include progress reports and clearly defined calendars and milestones. At Dynamic Equip SA, we understand the direct impact that time keeping has on business efficiency.





OUR PRODUCT PORTFOLIO

Whilst everyone in the company is encouraged to be multi-skilled and have a team of highly skilled individuals and strategic alliances we appreciate the value of specialisation, hence the different divisions focussing on sourcing different categories of mining supplies.



OUR PRODUCTS AND SERVICES

1. Pump and Spares

- CH Warman Pump and Spares
- Centrifugal Slurry Pump and Spares
- Horizontal Slurry Pump and Spare
- Submersibles Pumps, Control Panels and Cables
- Vertical Spindle Slurry Pumps and Spares
- Dewatering Pumps and Spares
- Curo Pumps
- Keto Pumps

2. Rubber Products

- Rubber Sheeting
- Hoses
- Vibrating Screens and Screen Panels

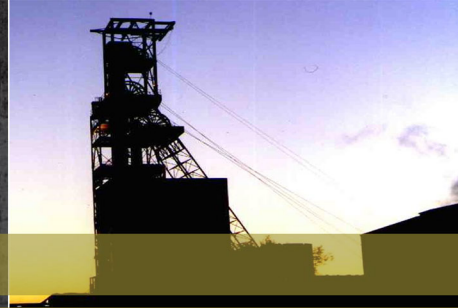
3. Cyclones

- Hydro Cyclones
- Dewatering (Separator Cyclones)
- Dense Media Cyclones

4. Valves

- Knight Gate Valves
- Pinch Valves
- Pinch Valves Sleeves
- Check Valves

5. Screen Gear Boxes



OUR TEAM



Managing Director Sibusiso Ndimande

He holds a Diploma in Business and Marketing Management and B-com Degree in Marketing Management, which are indicative of his commitment and diligence. Armed with a penchant for customer service excellence and a passion for sales, Sibusiso has formulated and drafted business processes aimed at driving business efficiency and drive customer satisfaction for Dynamic Equip SA (PTY) Ltd.

His experience spanning over a period of sixteen (16) years in the mining industry has prepared him for his Managing Director position in the company, by equipping him with impeccable analytical skills, problem solving techniques and strategic thinking required to successfully to manage a business of this nature.

As a Sales Engineer at one of the countries leading mining supplies company, he was responsible for building relationships with buyers from the entire mining spectrum. As an Expeditor and Planner at a different manufacturer of mining equipment, he coordinated the building of products as well as the supply parts through the supply chain system to satisfy production requirements.

He has, on a daily basis, to ensure that the company's vision is implemented through sound decision-making and strategic management. The strides that the business has made so far is indicative of the immense contribution he is making.



Chief Operations Officer Christine Dibuseng Ndimande

She is in possession of a National Diploma in Marketing from Unisa. With all the odds stacked up against her as a Black woman, she has proven herself to be a force to be reckoned through her achievements in different customer service roles in her decade long working career. Also, equipped with a proclivity for customer service excellence and marketing knowledge, she manages the company's operations and marketing portfolios like a well-oiled machine, ensuring optimum customer satisfaction through impeccable decision-making and problem-solving.

As a Partner Service Desk Supervisor, she was responsible for leading a team of support agents and strategise on how to best utilize them as resources. The day-to-day management of the team also required her to draft process and procedures to ensure standardization of operational functions and improve efficiency. Her role as a Partner Account Manager at South Africa's leading cellular network, she was responsible for managing the relationship between the company and its partners who were selling the company's products. It also entailed advising and training the partners on how to best sell their brand without compromising any of the company's values. Relationship management at this scale is a tremendous responsibility which enhanced her decision-making, problem-solving and negotiation skills. Her success in this role has been mainly as a result of her leadership skills and understanding of team dynamics and how to harness a team intellectual capital. The positive contribution she is making in the company is also as a result of the above experience and knowledge.