KAMAMOJA
CONSULTING

Kamamoja Consulting Pitch Deck

From Vision to Reality.

We help SMEs, ESD programmes, and corporate supplier networks grow through practical strategy, digital transformation, and AI-powered business systems.

LEVEL 1 B-BBEE
100% Black-Owned

FOOTPRINT
8 Provinces Reached

PORTAL
https://kamamoja.com



DECK NAVIGATION

Presentation Overview

KAMAMOJA CONSULTING



Introduction & Ethos	03	Our Story & Core Values	04
The Problems We Solve	05	The 4 Solution Pillars	06
NEW: AI Sales Assistant™	07	NEW: SME OS™ 30-Day Sprint	08
5-Step Delivery Rhythm	09	Leadership & Team	11
Verified Hit Rate & Stats	12	Engagement & Next Steps	14

WHO WE ARE

Introduction: From Advice to Operating Rhythm

KAMAMOJA CONSULTING

We're Kamamoja Consulting—a team dedicated to helping entrepreneurs, SMEs, corporates, and ecosystem partners turn ideas into real, measurable business growth.

Our consulting approach is simple: **listen carefully, co-create practical solutions, and stay close to clients until change translates into visible results on the ground.**

> We believe in organic, durable growth—not quick fixes or generic slide decks. Every engagement starts with a baseline. **If we cannot prove it moved the numbers, we do not claim it did.**

Strategic Direction | Applied AI & Digital | Capability Development



OUR STORY & ETHOS

About Us: Values That Show Up in Our Work

KAMAMOJA CONSULTING



“Data Informs, But People Decide.”
We get into the trenches with founders & teams.

VALUE 01

Servant Leadership

We serve before we advise. The entrepreneur owns the business, the decisions, and the credit—our job is to make them stronger.

VALUE 02

Practical Over Theoretical

No frameworks for their own sake. Every session ends with working tools the business can act on within 30 - 90 days.

VALUE 03

Evidence & Honesty

We measure what changed, report it plainly, and say so candidly when a process or strategy is not working.

VALUE 04

Dignity in Every Scale

Small does not mean unserious. We serve township and micro enterprises with the same rigour we bring to listed corporates.

DIAGNOSTIC REALITY

The Core Problems We Solve

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FOR ENTREPRENEURS & SMES

Trapped in Survival & Manual Drag

- **Founder Bottleneck:** Everything lives in the owner's head; operations stop when they step away.
- **No Profit Visibility:** Cash comes in, but without financial controls, bank balances stay empty.
- **Digital Overwhelm:** Leaders know they "**must go digital**" but lack simple, affordable systems.
- **Procurement Exclusion:** Missing compliance vaults close the door on corporate contracts.

Our Answer: Install practical systems that free up 15+ hours/week.

FOR CORPORATES & ESD FUNDERS

Compliance Spend Without Supply Chain ROI

- **Tick-Box Training:** Generic workshops that fail to make suppliers procurement-ready.
- **Report-Only Consultants:** Advisors who hand over slide decks without implementing change.
- **Zero Post-Training Follow-Up:** Grants and sessions without weekly accountability rhythms.
- **Audit Vulnerability:** Weak M&E evidence packs during B-BBEE verification audits.

Our Answer: Audit-defensible ESD implementation & verified supplier pipelines.

SERVICE ARCHITECTURE

Four Solution Pillars. One Practical Partner.

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PILLAR 01

Enterprise & Supplier Development

- End-to-End Programme Management
- Supplier Readiness Audits
- Monitoring & Evaluation (M&E)
- Implementation Partnerships
- Alumni Support Networks

B-BBEE & Supply Chain ROI

PILLAR 02

SME Growth & Readiness

- **SME OS™ 30-90 Day Sprint**
- Business Growth Strategy
- Structured Business Coaching
- GrowthWheel 360° Diagnostics
- Living SOPs & Cash Ledgers

Eliminate Founder Bottlenecks

PILLAR 03 • NEW

AI & Digital Transformation

- **AI Sales Assistant (Lead Engine)**
- Generative AI for Small Business
- Workflow & Quoting Automation
- Digital Readiness Assessments
- POPIA AI Governance & Ethical Use Of AI

Multiply Operational Velocity

PILLAR 04

Capability Development

- Micro MBA Certification
- P3.express Minimalist PM
- Design Thinking Innovation Labs
- Practical Training Facilitation
- Digital Transformation for SMEs
- Recruitment & Advocacy

Habits That Stick on the Ground

NEW SERVICE SPOTLIGHT • PILLAR 03

AI Sales Assistant: Automated Client Acquisition Engine

KAMAMOJA CONSULTING

Imagine having a 24/7 digital sales assistant that finds ideal corporate buyers, qualifies inbound leads, and drafts tailored quotes in minutes—not days.

1. Automated Prospecting & Lead Discovery

Identifies high-fit corporate buyers, municipal tenders, and B2B procurement opportunities aligned to your exact service capabilities.

2. Instant WhatsApp & Web Triage

Engages prospects immediately after hours, answers product FAQs, captures project specs, and books discovery calls directly into your calendar.

3. Sub-5-Minute Automated Quoting

Pulls your verified rate cards to turn raw RFQs into polished, branded PDF quotations—eliminating the 48-hour quoting delay that loses deals.



4 Mins	+40%	15+ Hrs
Quote Turnaround	Lead Conversion Lift	Saved Weekly

NEW FLAGSHIP PRODUCT • PILLAR 02

SME Business Operating System™ (30-Day Turnkey Sprint)

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We don't hand you a 100-page report and walk away. In **30 days**, we install a complete, low-cost cloud operating system inside your business so it runs smoothly without depending on the founder's memory.

MODULE A

Sales & CRM Pipeline

Visual lead tracking, automated follow-up alerts, and standardised pricing menus.

MODULE B

Living Digital SOPs

Step-by-step operational checklists with embedded 2-minute video job aids for staff.

MODULE C

13-Week Cash Ledger

Rolling liquidity runway forecasting, daily reconciliation, and gross margin defense.

MODULE D

ESD Compliance Vault

Audit-ready cloud folder (CIPC, SARS PIN, COIDA, B-BBEE) to win corporate tenders.

Built on Accessible, Low-Cost Cloud Infrastructure
Google Workspace, WhatsApp Business, Trello/Notion & Looker Studio—zero bloated ERP license fees.

Audit-Ready in 30-90 Days

EXECUTION METHODOLOGY

How It Works: From Diagnosis to Measurable Progress

KAMAMOJA CONSULTING

Kamamoja Consulting is a structured business diagnostic, improvement, and implementation system—not a one-off workshop.

01

Diagnose

Complete a structured GrowthWheel 360° or digital audit to establish a clear baseline and isolate top constraints.

02

Prioritise

Receive your top three high-impact improvement priorities rather than an overwhelming list of recommendations.

03

Build

Get hands-on working tools, templates, SOPs, AI workflows, and live coaching tailored to your business.

04

Implement

Execute agreed operational improvements over a 30-day sprint backed by weekly accountability check-ins.

05

Measure

Compare baseline vs. endline numbers, document verified impact, and lock in your next 90-day roadmap.

COMPETITIVE DIFFERENTIATION

What Makes Our Approach Different?

KAMAMOJA CONSULTING

Traditional Consulting & Training Approach	The Kamamoja Consulting Approach
Attend a passive, one-off workshop	**Complete a structured business improvement journey**
Receive generic, one-size-fits-all advice	**Receive a prioritised operational diagnostic**
Develop a theoretical business plan binder	**Implement specific, revenue-moving improvements**
Receive printed training slides	**Receive practical working tools, SOPs & AI bots**
Meet a mentor occasionally without structure	**Follow a disciplined weekly accountability rhythm**
Receive an attendance certificate	**Receive an audit-verified progress & performance report**

THE PEOPLE BEHIND EXECUTION

Our Leadership & Delivery Team

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BS

Billy Sehume

Managing Director & Programme Lead

13+ years in ESD strategy, Design Thinking, P3.express governance, and AI transformation.

Principal Strategist

LM

Luk More

Operations Manager & M&E Lead

Designs baseline-to-endline monitoring dashboards, impact telemetry, and SLA quality tracking.

M&E & Operations

TS

Tshiamo Sehume

Head of Finance & Governance

Oversees financial controls, fiduciary governance, cash-flow modelling, and corporate audit compliance.

Finance & Compliance

TM

Tracey Mitchell

Rural & Township Development

Leads grassroots outreach, community stakeholder alignment, and informal enterprise formalisation.

Regional Outreach

KN

Keith Nunga

Head of Training & Consulting

Directs curriculum facilitation, Micro MBA coaching cohorts, and supplier readiness bootcamps.

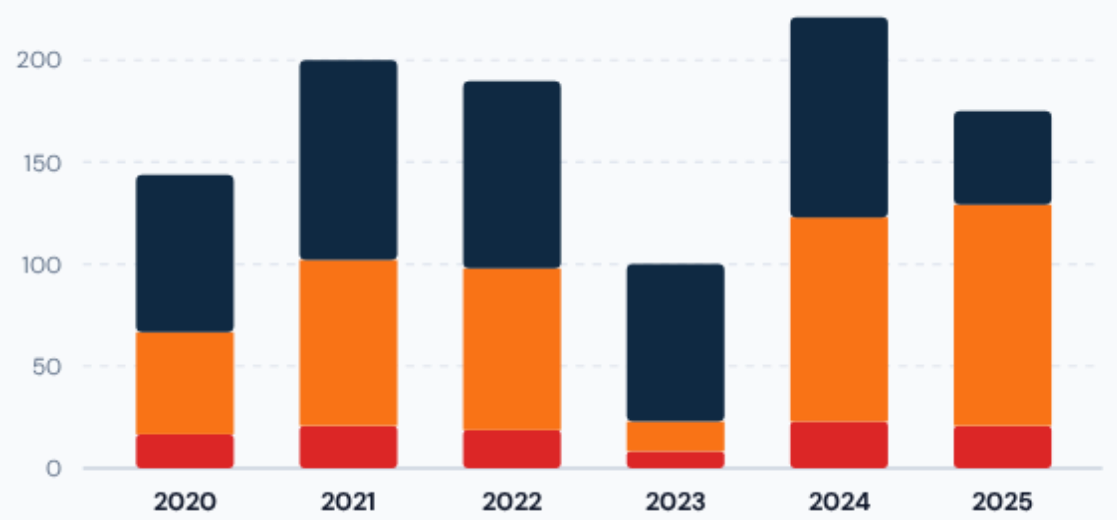
Capability & Training

VERIFIED TRACK RECORD

Our Hit Rate & Multi-Year Impact Data

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Programme & Enterprise Delivery Trajectory (2020–2025)



1,089+
Entrepreneurs & SMEs Supported

620+
Workshops Delivered Across SA

91%
Business Repeat Client Rate

98%
Average Client Review Rating

100%
Trial-to-Subscription Conversion

25%
New Customer Acquisition Rate

PROOF IN ACTION

Credible Delivery-Clear Evidence. No Inflated Promises

KAMAMOJA CONSULTING

- ❑ We align work to agreed objectives, scope and success measures.
- ❑ We use client-approved information and protect sensitive business and personal data.

- ❑ We validate outputs with the people responsible for implementation.
- ❑ We report actual progress and label estimates, assumptions and gaps.

- ❑ We do not guarantee contracts, funding or revenue; we build readiness and execution capability.
- ❑ We transfer practical tools and ownership so your team sustains progress independently.

PARTNER WITH KAMAMOJA CONSULTING

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"I come as one, but stand as ten thousand."

THANK YOU!

Ready to transform your supplier network, automate your sales pipeline, or build a scalable business operating system?
Let's schedule a 30-minute discovery session.

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Billy Sehume

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