

ABOUT US

Sairava Consultancy (Pvt) Ltd is an innovative African entity that provides a full package of client tailored sustainable business support solutions to improve business efficiency and competitiveness in an ever changing economic and social environment. We believe in working together with our clients to create practical solutions that create generational value for all stakeholders.



To become the leading business solutions consulting firm while creating value for all stakeholders.



To provide superior business support solutions by working intimately with our clients to provide solutions for sustainable business growth and enhanced customer experience.



Transparency
Integrity
Perseverance
Accountability
Customer centric

Our Advisory Services

- Financial advisory
- Procurement Services
- Distribution Services
- Operations & Performance Improvement
- Marketing & Revenue Growth
- Human Capital & Organisational Development
- Risk, Governance & Compliance
- Property Advisory

OUR Business Support Solutions

Our managing consultant, associates and carefully selected partners have cumulative decades long valuable experience in business support consultancy and advisory services. Core business support consultancy services provided are listed below.

1. Financial advisory services

- Capital rising and balance sheet restructuring
- Cashflow management
- Internal control systems enhancements
- Business valuations and A&M

2. Procurement Services

- Supplier sourcing and order management
- Order financing
- Risk management
- Supplier relationship management

3. Distribution Services

- Transportation to point of sale
- Diverse mode of transport (bikes to 30t trucks)
- Van selling with trained sales reps and TMRs
- Market surveys and reports

4. Operations & Performance Improvement

- Process improvement
- Cost reduction/ management
- Quality control and accreditations
- Workflow automation



Value Propositions

- Reduced operational costs
- Provision of working capital
- Improved operational efficiencies
- Enhanced quality of products
- Proactive management of key business risks
- Satisfied customers & deep market penetration
- Motivated and focused staff
- Creation of long-term relationships

5. Marketing & Revenue Growth

- Customer acquisition
- Market research
- Brand positioning and strategy
- Sales processes

6. Human Capital & Organisational Development

- Organisational restructuring
- Recruitment strategy and placements
- Performance management systems
- Training & leadership development

7. Risk, Governance & Compliance

- Business risk assessment and measures
- Regulatory compliance
- Taxation and exchange control compliance
- Reporting

8. Property Advisory

- Investment analysis and advisory
- Leasing
- Property management (costs, maintenance)
- Valuations



Our Methodology

Every business is unique and hence need a correctly suited business solutions to address current and future business problems. Our methodology ensures deep client involvement, complete skills transfer and staff empowerment:

Our Promise

- Results oriented and demonstrated effectiveness
- Data driven solutions
- Practical and implementable solutions
- Long term partnership mindset

Customer Profile

We serve entities of varying sizes from small, medium to large corporates and across all industry sectors:

Manufacturing, Service providers, Mining, Farming, Banking, Retail (FMCG), Public enterprises, NGOs

Available Resources

Our widely experienced team of associate consultants and partners lead by our Managing Consultant, is available at all times to support your business.

Managing Consultant



Mr. Tongesai Zvaravanhu (TZeeT)

CA(Z) | MBL (GIBBS) | B. Acc (UZ & Unisa) | HR, Banking & Real Estate

Has over 25 years industry experience at executive level across various industries; audit (Deloitte), banking, manufacturing, marketing, retail (FMCG), logistics and procurement. He is passionate about child welfare and is an avid golfer and tennis player.

Contact Us, Let's build a future, Together

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 **SAIRAVA
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