



Highbury Solutions (PTY) LTD

Improving Business Efficiency

improving business efficiency

infinite possibilities. endless opportunities.

Company Profile

1.1 Introduction

Highbury Solutions (Pty)Ltd is a recognised leader in the South African Enterprise Content and Information Management environment. Everything we do focusses on delivering world-class solutions and services while developing and maintaining long-lasting, trusted-advisor relationships with customers.

Shifting business requirements for digital content and new technologies are however changing the traditional ECM landscape. Highbury has positioned itself to assist customers with these new technologies, external market challenges and digital business requirements.

Our primary objective is therefore to assist customers deliver trusted information throughout their information supply chains, help them analyse their content and data to gain deeper insights, and ultimately make better decisions to optimise their businesses.

1.2 Our history

Highbury, a privately-owned company, was launched to the South African market in 1995. The organisation has grown from being a specialist software reseller in the AS400 server market to where we are today - offering unrivalled capabilities in Content Management Solutions as well as consultancy, maintenance and support.

A snapshot view of who we are:

- Privately-owned company
- Launched in 1995
- 51% Black-owned
- 28 Employees
- FileNet Distributor prior to IBM acquiring FileNet
- Authorised and Certified IBM Business Partner
- Other ECM Vendor Partnerships – Kofax
- Exclusively focused on Enterprise Content and Information Management, Document Management and Analytic Solutions
- Experienced team of resources ranging from sales to consulting, architects, developers, configuration specialists, business analysts and project managers

- Our team holds a host of IBM FileNet Certifications
- Head office based in Gauteng, with presence in Western Cape, future presence in KZN
- Core industry expertise in Banking, Insurance, Construction & Engineering, Retail, Government, Health
- Our ECM Strategy Development Framework is based on AIIM methodologies

1.3 Our Focus Industries

Banking	Insurance	Retail
<ul style="list-style-type: none"> * Account Opening * Lending * Account servicing * Investment reports * Regulatory & Compliance 	<ul style="list-style-type: none"> * Property and Casualty claims * Policy underwriting * Enrolment * Appraisals * Investigations 	<ul style="list-style-type: none"> * Employee on/off boarding * Product sourcing * Recalls * Shop-lifting * Call centres and complaints * Compliance
Healthcare	Energy and Utilities	Government
<ul style="list-style-type: none"> * Medical claims * Patient onboarding and discharge * Prescription processing * Health records * Explanation of Benefits 	<ul style="list-style-type: none"> * Account opening * Permits and Planning * Correspondence * Customer bills online * Regulatory and Compliance 	<ul style="list-style-type: none"> * Benefits management * Social services eligibility * Tax processing * Permits and licenses * Program enrolment * Investigations

1.4 The Highbury Value Offering to Customers



1.5 Our complete Services & Solutions Offering

Business Intelligence	Content Management & Discovery	Data Profiling Quality & Integration	Predictive Analytics	Professional Services
Data Warehousing	Structured & Unstructured Content Management	Data Profiling	Marketing Effectiveness	Project & Resource Management
Reporting	Records Management	Data Cleansing	Fraud Detection & Prevention	System Analysis & Design
Dashboarding	Document Management	Data Quality Management	Risk Management	Solution Construction
Analysis	Email Archiving	Data Transformation	Enterprise Feedback Management	Audits of existing or installed systems
Budgeting & Forecasting	SAP Data Archiving	Data Federation	Scientific Research	Training & Education Services
Balanced Scorecarding		Integrated Metadata Management	Health & Safety	Packaged Service Support Contracts
Financial Planning		Information Replication	Market Research	
			Data Mining	
			Text Mining	
			Web Analytics	

1.6 Our customers

Highbury has extensive ECM and Document Management implementation, development and integration experience in the Banking, Financial Services, Retail and Government Sectors as well as Construction & Engineering. Customers include ABSA, Sanlam, and Shoprite. References available on request.