

Consultants in R20m software deal for travel, financial firms

CONSULTING and software development company Consequent has landed a R20 million deal with a Dutch firm to develop software tailored for companies in the travel, financial and local government markets.

The company's software division signed the deal with Yellowtail, which sees it developing bespoke software for their clients in these government markets.

"We have experienced amazing growth over the past two years. Although we now have seven permanent staff in the development side of the business, we are gearing up to employ 40 people by 2008," explained managing director Adrian van Stolk.

"Add to this the more than 20 part-time staff working on the consulting division, and our growth path is clear," he said.

Established five years ago, Consequent then had only two staff members. Later it

MOSES MDEWU MACKAY
Staff Reporter

moved out of Van Stolk's Kenilworth home to the Cape IT networked business hub the Bandwidth Barn, in the city centre.

The Barn is an IT incubator of 64 tenants providing infrastructure and business support to small and medium sized businesses in the Western Cape. Consequent has since moved to other city premises. Since then, the management consulting side of the business has grown fast and now includes Old Mutual New Clicks and Woolworths among its clients.

"The government should take note of what Consequent has achieved. With the right support, IT entrepreneurs can make a significant difference to our foreign income and our high-end job creation," said

Odette Potter, general manager of the Bandwidth Barn.

Van Stolk said things were looking up for the local economy, and that South Africa still had a lot to offer – especially to English-speaking countries.

"The concept of nearshoring (as opposed to offshoring) is taking off and the fact that we can deliver quality code, quickly, professionally, makes us a natural outsource destination. Our time zone is close to Europe's and this makes for a logical fit," he said.

Looking at the kickstart the Bandwidth Barn gave the company, Van Stolk said the infrastructure and support from the incubator had been perfect for the company.

"We had enough space to allow part-time consultants to come and go as we needed them, but we had the full-time support and infrastructure that the Barn provides."

mosesmac@incape.co.za