


2020/21



**COMPANY PROFILE**

 (012) 700 3899

 [info@kfactor.co.za](mailto:info@kfactor.co.za)

 [www.kfactor.co.za](http://www.kfactor.co.za)

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» OVERVIEW

## COMPANY BACKGROUND

**K FACTOR INTEGRATED SOLUTIONS IS A**



**K-Factor** is currently functioning under the hand of a young, hard-working, dedicated and hungry for success sole member with the support of a dedicated team.

**K- Factor** exists to create job opportunities, sustain growth and create wealth.

We bind ourselves by promising to provide and maintain a professional service delivery to our clients at all times.

**K- Factor** seeks to create an excellent business relationship with its suppliers to ensure the steady and reliable supply to all our clients.



### MISSION

We aim to provide highly professional service delivery and product availability by ensuring timeous deliverance of products and fulfilling the needs and client expectations in the Industry in which we participate and conduct our business.



### VISION

We envisage becoming South Africa's leading solution driven provider and the most preferred service provider due to reliability and constant supply of our products at all times.

Quality, Excellency, and Dedication is the ring that binds the hearts of K-Factor

#### ***K-Factor is committed to:***

- Nation building.
- Client and customer satisfaction.
- Good corporate governance.
- Job creation.
- Skills development.
- Professionalism.
- Integrity.
- Quality and competitive services.
- Improvement of the quality of life.
- And Poverty alleviation.



» EXPERTISE

PRODUCTS & SERVICES



Office Furniture



Office Stationery



Office Supplies



Maintenance



Laundry Services



Hygiene Products



Mining Supply



Industrial Supply



Electrical Installations  
& Building Maintenance



» EXPERTISE

## SERVICES & PRODUCTS



Bulk Fuel Supply



Bulk Fuel Transportation



Bulk Gas Supply



Bulk Oil Supply

### OUR TARGET MARKET

- Commercial Transport/Fleet
- Manufacturing & Processing
- Mining and Industrial
- Agriculture/Farming
- Civil Engineering/Construction
- Government & Parastatals
- Airports & Filling stations

### THE PRODUCTS WE SUPPLY

- Diesel & Petrol
- Paraffin
- Liquefied Petroleum Gas (LPG)
- Industrial Gas and Medical Gas
- Lubricants & Oils
- Jet Fuel & Aviation Gasoline





» EXPERTISE

## SERVICES, PRODUCTS & TARGET MARKET

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In addition to industrial services and products offered, K-FACTOR is also a Licensed Petroleum Wholesaler

K- Factor offers its services on the introduction of safer, cost effective alternative fuel to all heavy industries and mining sector that consume and use fuel, gas and lubricants as its energy

We ensure that we facilitate and ensure sound sustainable economic investment by delivering an alternative energy which complies with Kyoto protocol on global greenhouse gas emission of which South Africa is a member.

## COMMITMENT & VALUES

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**K- Factor has fully embraced its objectives which form the cornerstone and driving force behind our business; with particular reference to the following:**

- Promoting an efficient manufacturing, wholesaling and retailing.
- Facilitating an environment conducive to efficient and commercially justifiable investment.
- The creation of employment opportunities and the development of small businesses.
- Ensuring countrywide availability of our products at affordable prices.
- Promoting access to affordable products by low-income consumers for household use.

» EXPERTISE

## OTHER SERVICES & PRODUCTS

### ■ PPE

- Gear Boxes
- Fans
- Pumps
- Conveyor Products
- Industrial Seals
- Tool Kit
- Spares
- Chain Blocks
- Steel Wire Rope
- Flange Pipes
- Pipes
- Lubricants
- Steel
- Valves
- Industrial Fasteners
- Tools
- Seals
- Wire Rope Fittings
- Lifting Chains
- Bolts And Nuts
- Clamps
- Vacuuming Equipment







» EXPERTISE

**HYGIENE & MEDICAL SUPPLIES - COMMERCIAL CLEANING SERVICES**

**SURFACE CLEANING,  
DISINFECTING, SANITISATION  
FOR HOME, OFFICE & BUSINESS:**

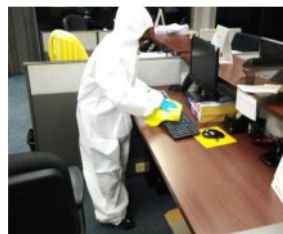
- Window Cleaning
- Rope Access Cleaning
- Retail Forecourt Cleaning
- Building And Signage Wash Down
- Fire / Flood Damage Clean Up
- Drain Cleaning
- Crime Scene Clean Up
- High Level Dusting
- Solar Panel Cleaning
- Paint Preparation
- Steam Cleaning
- Cold Room / Chiller Cleaning
- Post Construction / Pre-Occupancy Cleaning
- Gutter Cleaning
- Carpet Cleaning
- High Pressure Cleaning
- Suspended Scaffolding
- Kitchen Extractor Hood
- Kitchen Deep Cleaning
- Grease Trap Management
- Floor Cleaning & Sealing
- Deep Cleaning Ablutions
- Kids Play Areas (sanitise)



**HAZMAT & FULL PPE**

**WE ARE EQUIPPED WITH:**

- Full Safety Suits
- Hazmat Masks
- Steam Cleaning
- Quarantined Teams







» OVERVIEW

## PRIVATE SECTOR PROCUREMENT

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We will remain committed to the empowerment of young upcoming South African owned companies through our Broad Based Black Economic Empowerment Procurement Policy. As a 100% empowered Black company using B-BBEE approved dealers and is committed to supporting historically disadvantaged suppliers.

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K-Factor will also remain a Value Added Provider in terms of the B-BBEE compliance framework and therefore retain our large clients that seek the procurement recognition levels. We will endeavor to remain a positive influence and empowerment effect on the national community.

Any purchase made with K- Factor will therefore have positive empowerment effect, and will qualify as BBBEE expenditure for the purpose of BBBEE reporting.

A transaction with K- Factor brings peace of mind in the knowledge that the other

companies' procurement is fully BBBEE compliant.

A fresh approach to business can be expected in dealing with K-Factor, bundled with a peace of mind in the knowledge that the other companies' procurement will remain fully compliant.

## ACCESS & OWNERSHIP OF JOINT FACILITIES

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As a Petroleum Wholesaler, K- Factor will to a very large extent supply their products from all the various refineries available in Republic South Africa, depending on the need of a client.

All imported procurement will be stored in rented facilities at the Durban harbour; where inland distribution will be done by rail, road and grid.

Our clients in Gauteng, Mpumalanga, Limpopo, North West and Free State will be serviced by the product picked up directly from our various refinery depots around the country.



» SWOT ANALYSIS

### STRENGTHS

- Good knowledge of the land transport system.
- Good knowledge and understanding of the Petroleum Charter.
- Committed, trained and dedicated staff and partners
- Good strategic relationship with our Suppliers.
- Good strategic relations with our prospective customers.
- Adequate potential financiers.
- Potential access to government loan funding.
- 100% BBBEE

### WEAKNESSES

- New entrants to the industry.
- Contracts still to be negotiated.
- Reliant on other parties for storage facilities.
- Reliant on other parties for transportation of our products.

### OPPORTUNITIES

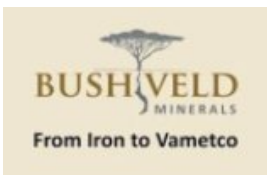
- Industry is ready to embrace new entrants.
- Preferential Procurement Policies are favouring BBBEE companies of which K-Factor is rating 100% in this regard.
- Government Support programmes makes it possible to venture into this industry with funds and support available.

### THREATS

- Foreign exchange fluctuations.
- Risks associated with the supply chain.
- Financial Institutions who are reluctant to lend start-up capital.
- Competition from old, well established multinational companies.
- Lack of storage facilities.
- Few but extremely strong players in the industry.



» OUR CLIENTS







2020/21




## CONTACT DETAILS


 Office 20 & 21 Zelda Park Building  
Gerrit Maritz Road,  
Pretoria North  
0182

P.O Box 16272  
Pretoria North  
0116

 (012) 700 3899


 [info@kfactor.co.za](mailto:info@kfactor.co.za)

 [accounts@kfactor.co.za](mailto:accounts@kfactor.co.za)

 [www.kfactor.co.za](http://www.kfactor.co.za)

Contact Person \_\_\_\_\_

**Kabelo Mosupye** (Managing Member)

 072 216 2496

 [kabelo@kfactor.co.za](mailto:kabelo@kfactor.co.za)

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