

A lighthouse on a rocky island at sunset. The lighthouse is white with a black top. The island is surrounded by blue water. The sky is filled with clouds, and the sun is setting behind them, creating a warm glow. The overall scene is serene and picturesque.

MOYO

Driving Significance Together

Moyo BI Managed Services

Introduction and Overview



Our Digital Transformation Offerings



Consulting



Talent



Technology

To be sustainable and prosper, organisations need to remain adaptive to change, agile in its delivery, and able to manage business complexity while driving stakeholder value within the context of the existing business constraints.



Moyo's purpose is to enable **exceptional people** to unlock real, significant **value** for the organisations that **partner** with us.

Our Key Offerings



DIGITAL CONSULTING

- Analytics and Business Intelligence
- Business and Systems Analysis
- Business Strategy
- Enterprise Architecture
- Project Management
- Data Engineering
- AI and Machine Learning
- Software Development
- Salesforce Services



TALENT SOLUTIONS

- Moyo Data and Tech Academy
- C-Suite Offering
- Recruitment Services
- Leadership Development



VALUABLE PARTNERS

- Microsoft Managed Solution Partner
- Microsoft Solution Specialisations
- Salesforce Partner
- Tableau Partner
- **thinking fusion AFRICA**
- Training Portal
- Atomli



MOYO ENGINEERING

- Owner's Engineering
- Water Recovery Solutions
- Energy Recovery Solutions
- Due Diligence and Technical Audits



TECHNOLOGY SOLUTIONS

- Managed Services
- Cybersecurity
- Microsoft
- Tableau
- Ketendo
- Simply BFI

POWERED BY PEOPLE

Our 200+ certified consultants drive significance together with our clients and partners.

MOYO

Think of a **Managed Service Provider (MSP)** as an extension of your IT team.

Here to **support and optimise** your environment – all whilst transferring our knowledge to you.

Allowing **you** to spend time doing what **you do best** – providing **value** to customers and business projects.

Moyo's Managed Services



Managed Services

BI Managed
Services



Cybersecurity VAPT Services



Azure
Managed Services



Cybersecurity Strategic Advisory



Microsoft 365 Managed Services



“Zero Trust” Framework
Quality Management Framework

Value Proposition

Setting up, running and supporting an internal BI team is extremely **costly and complex if it is not your core business.**

Using **your specific requirements**
Moyo offers a customised BI
Managed Service solution.

1

Access to a team of
Business Intelligence
specialists.

2

Operational BI
Support

3

Ongoing BI
Development

4

Predictable Monthly
Cost

Service Components



Database design, development and support

Integration and data pipeline monitoring

Investigate and resolve data pipeline refresh errors

Investigate and resolve data integrity queries



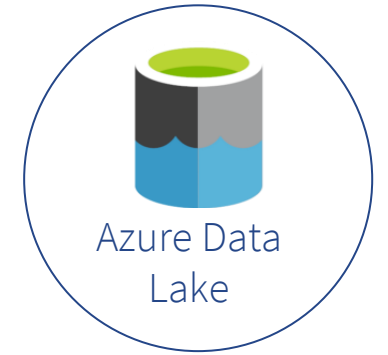
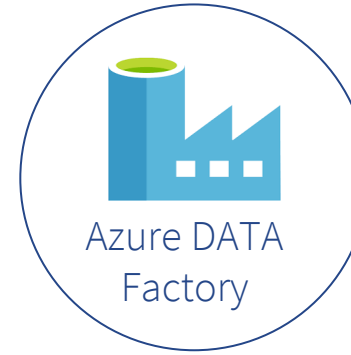
Dashboard design, development and support

Report and dashboard defect resolution

Report refresh monitoring

BI Application support for end users

Technologies Supported



Packages and Pricing

Service Description	Monthly Capacity (Hours)	* 1 - 6 Months Contract Price per Month	* 6 - 12 Months Contract Price per Month	** 6 - 12 Months Discount %	* 12 Months + Contract Price per Month	** 12 Months + Discount %
BI Managed Services (8 Hours)	8	R12,670	R12,040	5%	R11,400	10%
BI Managed Services (16 Hours)	16	R21,110	R20,050	5%	R19,000	10%
BI Managed Services (24 Hours)	24	R29,560	R28,080	5%	R26,600	10%
BI Managed Services (32 Hours)	32	R38,000	R36,100	5%	R34,200	10%
BI Managed Services (40 Hours)	40	R46,890	R44,550	5%	R42,200	10%
BI Managed Services (48 Hours)	48	R57,560	R54,680	5%	R51,800	10%
BI Managed Services (56 Hours)	56	R73,000	R69,350	5%	R65,700	10%
BI Managed Services (64 Hours)	64	R88,440	R84,020	5%	R79,600	10%
BI Managed Services (72 Hours)	72	R103,890	R98,700	5%	R93,500	10%
BI Managed Services (80 Hours)	80	R119,330	R113,360	5%	R107,400	10%

* All prices excludes VAT

** The price is discounted by 5% when signing up for 6 to 12 months and 10% for 12 months or more.



- The Fee is based on a fixed fee per month and determined by the package and contract period.
- Capacity (Hours) selection is made based on the estimated monthly capacity needed per month for the period of the agreement.
- The total number of hours are added together to establish the total number of hours available for the duration of the agreement.
- **The total cost over the period is split into equal monthly payments for the period of the agreement.**
- The monthly capacity utilised can vary from month to month, but the monthly amount invoiced will be fixed for the duration of the contract, unless there is a request to increase or decrease the capacity.
- Actual capacity consumed vs. planned is tracked and reported monthly.
- When the hours run out, the client can either purchase additional hours for the remainder of the current agreement or sign a new agreement.
- In the case of a new agreement, any payments due from the original agreement will be rolled over and split over the new contract period.
- Unused capacity cannot be carried over to a following renewal or new contract.

Example | Fixed Monthly Price Calculation

Service Description	Month	Monthly Capacity (Hours)	* 1 - 6 Months Contract Price per Month	* 6 - 12 Months Contract Price per Month	** 6 - 12 Months Discount %	* 12 Months + Contract Price per Month	** 12 Months + Discount %
BI Managed Services (80 Hours)	Apr 2023	80	R119,330	R113,360	5%	R107,400	10%
BI Managed Services (80 Hours)	May 2023	80	R119,330	R113,360	5%	R107,400	10%
BI Managed Services (80 Hours)	Jun 2023	80	R119,330	R113,360	5%	R107,400	10%
BI Managed Services (40 Hours)	Jul 2023	40	R46,890	R44,550	5%	R42,200	10%
BI Managed Services (40 Hours)	Aug 2023	40	R46,890	R44,550	5%	R42,200	10%
BI Managed Services (64 Hours)	Sep 2023	64	R88,440	R84,020	5%	R79,600	10%
BI Managed Services (64 Hours)	Oct 2023	64	R88,440	R84,020	5%	R79,600	10%
BI Managed Services (32 Hours)	Nov 2023	32	R38,000	R36,100	5%	R34,200	10%
BI Managed Services (16 Hours)	Dec 2023	16	R21,110	R20,050	5%	R19,000	10%
BI Managed Services (8 Hours)	Jan 2024	8	R12,670	R12,040	5%	R11,400	10%
BI Managed Services (8 Hours)	Feb 2024	8	R12,670	R12,040	5%	R11,400	10%
BI Managed Services (8 Hours)	Mar 2024	8	R12,670	R12,040	5%	R11,400	10%
Total		520	R725,770	R689,490	5%	R653,200	10%

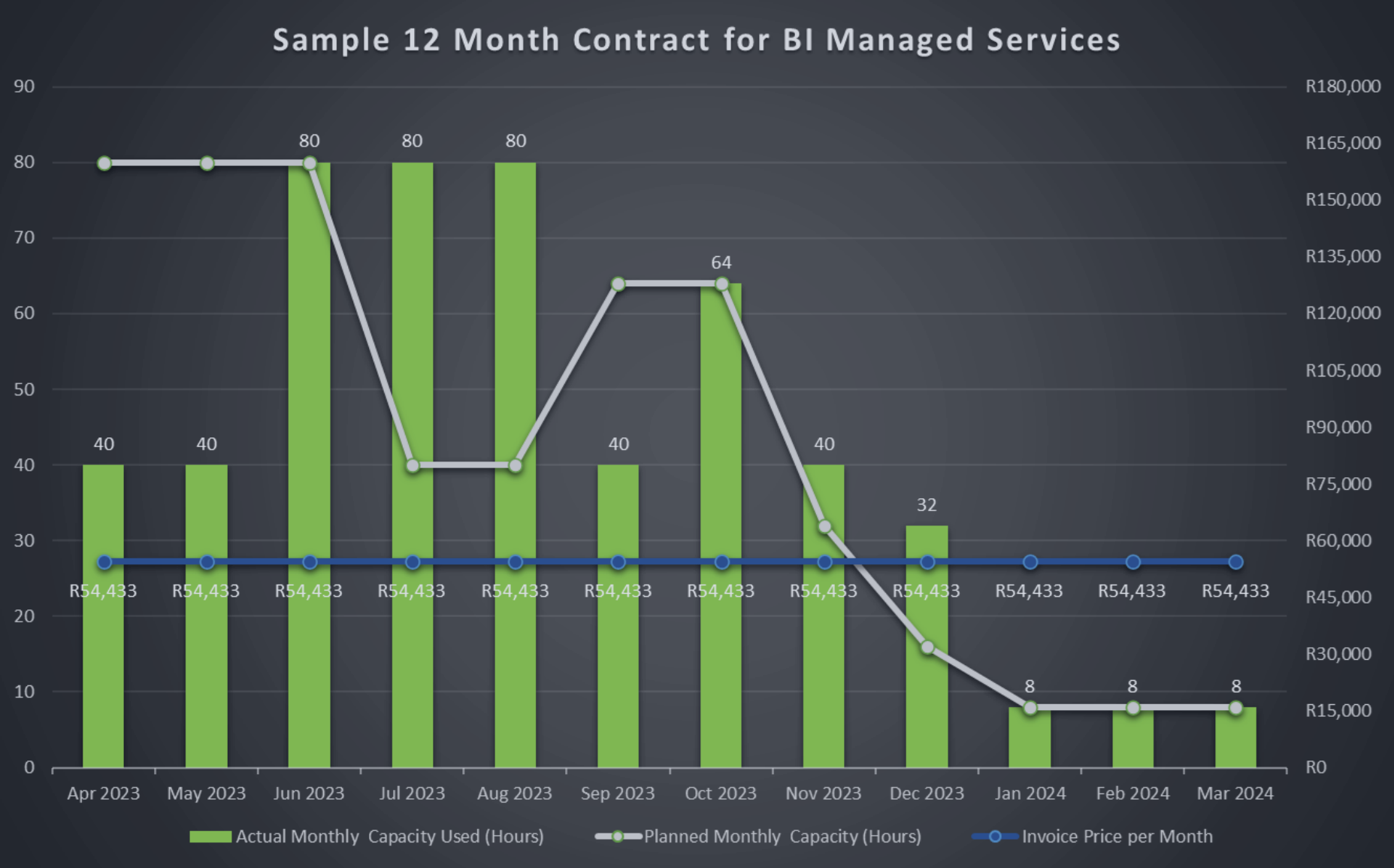
Monthly Price	520	R60,481	R57,458	5%	R54,433	10%
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* All prices excludes VAT

** The price is discounted by 5% when signing up for 6 to 12 months and 10% for 12 months or more.

Example | Estimated vs. Actual Capacity Utilisation

With Fixed Monthly Fee



Client Value

Access to a **team of specialists** through a single point of contact



Predictable monthly cost



Continuous development and support by a **dedicated team**



Scalable capacity on demand reviewed monthly



Remove key-man **dependency**



Flexible contract period



Continuous **monitoring** of your BI Solution



SLA Managed engagement



Moyo aspires to be a **symbolic lighthouse** that represents a guiding light, **leading organisations through the changing seas of the unknown.**

Clients



STARGROW



BetterHome
Group
Invest • Partner • Innovate



thungela



RAND WATER

OBCTM
Better Butchery



Pick n Play


wellnesswarehouse

digital_Matter

The MOYO logo is displayed in white, bold, uppercase letters within a dark blue rounded rectangular box. The background of the slide features a blue abstract design with wavy lines and a grid of dots.

MOYO

**Unlock the Power of Data and Gain
a Competitive Edge**
Let's Start Together

Thank You

www.moyoafrika.com