Motswako
OFFICE SOLUTIONS

COMPANY PROFILE



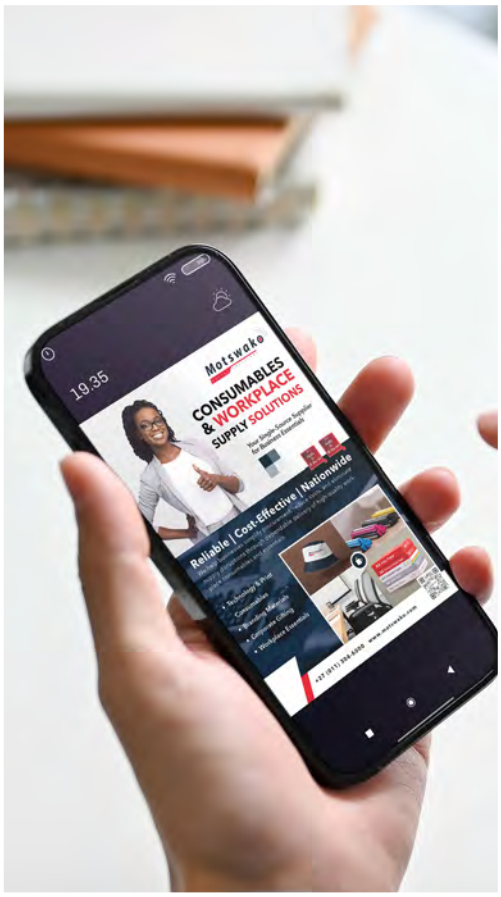
CONSUMABLES & WORKPLACE SUPPLY SPECIALISTS

www.motswako.com

RICOH | Corporate Partner

Welcome to our Company Profile

ABOUT US



Motswako Office Solutions is a leading South African provider of integrated office technology, print infrastructure, and workplace support solutions. The name Motswako, meaning "a mixture" in Setswana, reflects our philosophy of combining diverse expertise, advanced technology, and service excellence to deliver solutions that empower organisations to operate efficiently and grow sustainably.

As a Platinum Partner of Ricoh, we leverage world-class innovation alongside local execution capability. Our leadership team brings over 100 years of collective industry experience, ensuring clients receive proven strategies, reliable systems, and measurable performance outcomes.

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CONSUMABLES & WORKPLACE SUPPLY SOLUTIONS

Our Consumables Division is designed to provide organisations with a single, dependable source for essential operational supplies. We specialise in the procurement, distribution, and management of high-quality consumables that keep businesses productive, compliant, and cost-efficient.



Technology & Print Consumables

- Toners and ink cartridges
- Imaging units and maintenance kits
- Paper and specialty media

Corporate Gifting

- Customisable gifts for staff, clients, and corporate events
- Premium branded merchandise
- Recognition and incentive items

Branding Materials

- Promotional products
- Branded stationery and office items
- Marketing support collateral

Comprehensive Consumables Portfolio



Workplace Essentials

- General office supplies
- Operational consumables
- Day-to-day business support products

By consolidating these procurement categories under one supplier, clients simplify purchasing processes, reduce administrative overhead, and maintain consistent product quality.



Operational Consumables

We understand our clients need for quick delivery of operational consumables.











VALUE PROPOSITION

Our approach is built on partnership, efficiency, and measurable results. We do not simply supply products; we optimise supply ecosystems.

Clients benefit from:

Management



Consolidated supplier management

Stock



Predictable stock availability

Pricing



Competitive pricing structures

Delivery



Reliable national delivery

Tracking



Usage tracking and reporting

Productivity



Reduced operational downtime

Every solution is tailored to the client's operational requirements, budget parameters, and service expectations.

COMPLIANCE & TRANSFORMATION CREDENTIALS

Motswako is a verified Level 1 B-BBEE Contributor with 135% procurement recognition. Our transformation strategy focuses on:

- Skills development and training
- Enterprise and supplier development
- Inclusive value-chain growth
- Socio-economic impact initiatives

These commitments strengthen both our organisation and the communities we serve while supporting clients' own procurement and compliance objectives.









MSCT BEE SERVICES

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Broad-Based Black Economic Empowerment Verification Certificate

Motswako Office Solutions (Pty) Ltd

Registration No:	2004/011189/07	**Empowering Supplier:**	Yes
VAT No:	4420216022	**Scorecard Applied:**	Amended ICT Sector Code
Address:	42 Monte Carlo Crescent, Kyalami Business Park, Kyalami, Gauteng, 1684	**Sub-Sector Applied:**	N/A
Financial Year end assessed:	28 February 2025	**Scorecard Size Applied:**	Generic
Certificate Number:	GEN/RG/04/08/09/2025	**Discounting Principle:**	No
Version No:	1	**Broad Based BEE Status level:**	A Level 1 Contributor to B-BBEE
		BEE Procurement Recognition:	135%

Black Ownership Participation	
Black Ownership:	31,00%
Black Female Ownership:	26,00%
Black Designated Groups Ownership:	26,00%
Black Youth Ownership:	26,00%
Black Disabled Ownership:	0,00%
Black Unemployed Ownership:	0,00%
Black Rural Ownership:	0,00%
Black Military Veterans Ownership:	0,00%
Black New Entrant Ownership:	31,00%
51% Black Owned:	No
30% Black Women Owned:	No
Modified Flow Through Principle	No
Exclusion Principle	No

Youth Employment Service (YES)	
Participated in Y.E.S Initiative:	No
Achieve Y.E.S Target and 2.5% Absorption:	No
Achieve 1.5 x Y.E.S Target and 5% Absorption:	No
Achieve Double Y.E.S Target and 5% Absorption:	No

A Level 1 Contributor to B-BBEE

Description	Score
Ownership	25,00
Management Control	20,08
Skills Development	15,73
Enterprise & Supplier Development	51,36
Socio-Economic Development	12,00
Additional Y.E.S Points	0,00
Overall Score	**124,17**

Technical Signatory: Rowan Grau

Issue Date: 08-Sept-25
Expiry Date: 07-Sept-26
Period of validity: 12 Months

This Certificate and the verification report are based on information provided to MSCT BEE Services (Pty) Ltd and represent an independent opinion based on the verification and analysis completed by MSCT BEE Services (Pty) Ltd. The calculation of the scores have been determined in accordance with the Department of Trade, Industry & Competition's Amended Information & Communication Technology Sector Code as Gazetted on 07 November 2016, Gazette No. 40407. Digitally signed certificates are signed using an Advanced Electronic Signature in accordance with the regulations and compliant with the Electronic Communications and Transactions Act, 2002

sanas B-BBEE Rating Agency
BVA189

OUR EXECUTIVE TEAM



Jaco de Jager
CHIEF EXECUTIVE OFFICER

Every decision I make is deeply rooted in a passion for creating meaningful impact – whether in our business, for our clients, or within the lives of those we touch.



Sebenzile Matsebula
EXECUTIVE DIRECTOR

I have continued to advocate for inclusion and economic empowerment on the African continent and globally.



Sello Letjala
CHIEF MARKETING DIRECTOR

By working closely with our clients, I ensure their strategic goals are met through innovative, client-focused technology solutions that enhance business efficiency and productivity.



T E A M



Stacey Le Roux
CHIEF OPERATING DIRECTOR

I believe in continuous improvement and innovation, regularly reviewing strategies to ensure they meet the changing needs of our clients and the market.



Terrence Burger
NATIONAL SALES DIRECTOR

Terrence plays a pivotal role in shaping Motswako's national sales strategy and expanding the company's presence in a competitive market.



Mary Malepane
WORKFORCE ENGAGEMENT DIRECTOR

Mary is committed to building a high-performance, people-first culture that enables both individuals and teams to thrive.

LEADERSHIP & EXPERTISE

Our executive team's extensive industry experience ensures solutions are carefully scoped, expertly implemented, and consistently delivered. This depth of knowledge translates into practical, reliable systems that perform in real-world business environments.

Motswako
OFFICE SOLUTIONS

Thank You



POSITIONING STATEMENT

Motswako Office Solutions is a strategic consumables and workplace solutions partner that enables organisations to simplify procurement, reduce costs, and maintain operational continuity through dependable supply, expert insight, and nationwide support.

RICOH Partner Of The Year 2023

RICOH Partner Of The Year 2024

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