

MEDIA RELEASE

Johannesburg
11 November 2010

BRONZE PATRON – IS PARTNERS OPENS GOVERNANCE DOORS FOR ITS SUPPLY CHAIN

There is a saying that says “when tough times prevail, the tough get going”. There has never been a truer word spoken for businesses in South Africa, as the economic slowdown has seen many industries take a ‘direct hit’, often resulting in heavy job losses, drastically cut production and sometimes even business closure. Indeed, to survive in these tough economic times; businesses will need to ensure that they deploy well considered and differentiated strategies, whilst at the same time being fully cognisant of their corporate governance practices, which so often get ignored when people become desperate to meet the business objectives and make their financial targets.

Partnerships of course can make a significant difference in the success of a business, particularly when times are tough. Clearly in heightened times of public scrutiny -- including a far greater informed institutional investor -- partnerships need to be established for the correct reasons, and not simply done for the sake of its camaraderie or ‘feel-good’ reasons. Real value must be found when collaborating with other businesses and failing to establish the common ground could waste precious time, money and in fact cause certain reputational damage.

Such a partnership has again been found in CGF’s latest Corporate Patron, namely IS Partners who were recently appointed in this capacity and join the other CGF Corporate Patrons, Continuity SA and Spescom.

“We are delighted with this collaborative partnership and through the patron support of IS Partners, we are able to offer immediate value to IS Partners and their supply chain,” says Terry Booyesen, CEO of CGF Research Institute.

CGF Research Institute has over the years become widely known for our role in assisting to ‘educate’ and inform businesses about the critical need for good governance as the under-pinning foundation for sound, ethically based business practices. Each month, CGF is tasked to produce related reports that pertain issues linked to matters such as BBBEE, Records and Contracts Management, IFRS, Workplace Violence, Corporate Kidnapping, Executive Remuneration, Boardroom Behaviour and Procedures and many more ranging topics. Clearly, the ambit of good governance is not found in a text book alone, or only contained within the likes of the King III Report and similar recognised governance recommendations and laws.

At the very heart of the topic – good governance starts within each individual and their inner discipline which allows for ethical business practices and integrated performance, covering the financial and non-financial operations.

In terms of this latest Corporate Patron announcement, Booyesen adds that he was attracted to IS Partners not only for their role in the corporate governance field, but also because of its business leaders who share a common vision within CGF to see more businesses align themselves with good governance practices.

Grant van der Wal, CEO of IS Partners fully supported the Corporate Patron move with CGF from the first meeting, saying that the ‘partnership’ was “an extension of their own corporate ethos, as well as being a symbolic endeavour to cause others to follow.”

To this end, through IS Partners’ commitment and financial backing, both companies -- who also both happen to belong to the Proudly South African Campaign -- have agreed that all the companies within IS Partners’ supply chain will be able to qualify for substantially reduced pricing in the event that they wish to



avail themselves of CGF's popular web-based Body of Knowledge Governance software program. This special offer will last for the two year period of Corporate Patronship, now also occupied by IS Partners.

This offer is limited to organisations within IS Partner's supply chain and customer base. Qualifying suppliers and customers will save the entry cost of R90k, but the standard R34k per annum fee will still apply. The service may be used throughout the company. CGF's standard terms and conditions of business engagement apply.

To make use of this offer, contact CGF on +27 11 476 8264 / 1 / 0 or email tbooyesen@cgf.co.za

About IS Partners

IS Partners was established in 2001 and the company collaborates extensively with thought leaders within their field of expertise, enabling their clients to innovate and create new ways of improving their businesses.

The company's focus resides in the implementation, customisation and integration of core application development on Microsoft platforms for business intelligence, customer relationship management, corporate performance management and knowledge management solutions.

Within their subsidiaries; *PERFORMANCE BUSINESS* was established to address the demand in the market for hosted solutions which assists to align partnerships and unlock business value to customers through operational and industry-specific hosted applications. *PROGNEO* was established to provide specialist financial consulting services, linking finance and technology to transform the way finance departments operate.

About CGF Research Institute (Pty) Ltd

CGF specialises in conducting desktop research on Governance, Risk and Compliance (GRC) related topics. The company has developed numerous products that cover GRC reports designed to create a high-level awareness and understanding of issues impacting a CEO through to all employees of the organisation.

CGF's capabilities extend to management consulting, executive learning and facilitation of Corporate Governance and Risk awareness workshops, which caters for large corporates to small and medium sized businesses.

For more information about IS Partners visit www.ispartners.co.za

For more information about CGF Research Institute visit www.cgf.co.za or www.corporate-governance.co.za

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