Scosa mines for the finest technology

Scosa Chrome Trading (Pty) Ltd, a global supplier of minerals and ores, has worked in close cooperation with local converged network provider KSS Technologies to implement Cisco's Unified Communications 500 Series for Small Business. It is a simple, smart and affordable solution designed specifically for growing businesses like Scosa, it is easy to deploy and use, and it scales to accommodate business growth.

The Cisco Smart Business Communications System (SBCS) provides a unique, comprehensive business communications solution with tightly coupled voice, data, video, network security, wireless mobility, and system management that other vendors simply cannot provide. Its components were designed to be deployed individually or as a complete system.

Scosa Group CEO John Swanepoel says the Cisco Smart Business Communications System is a complete system of voice, data, video, and wireless networking products for small businesses. „It provides a new way to communicate, enabling highly secure access to information anytime and anywhere, while helping us work together more efficiently and effectively.‰

SBCS integrates industry-leading, business-class, proven unified communications technologies into one platform and facilitates integration with commonly used desktop applications such as Microsoft Outlook and Outlook Express, IBM Lotus Notes, and CRM software.

Swanepoel says the decision to partner with KSS Technologies was the only option. „Not only do we have a longstanding relationship with KSS, but their personalised service and superior skills makes them the obvious choice. What makes them unique is that they are big enough to offer enterprise solutions but small enough to care. KSS can certainly compete head on with bigger Cisco partners.‰

SBCS provides Scosa with greater business agility, the ability to quickly access and act on information at anytime, from anywhere, with any device. Whether working in the office, from home, or remotely, employees get a highly secure connection to the system to reach the right resource the first time and do their jobs regardless of location.

KSS Technologies managing director André Maree says today's small businesses face relentless pressures. „To keep up with large global organisations and more technology-enabled businesses, they must boost productivity through better communications, simplify business processes, get full value from resources and applications, and manage costs effectively.‰

The Cisco Smart Business Communications System helps small businesses provide better customer responsiveness and service to their customers and create faster, closer connections with customers and other employees. It provides immediate, highly secure access to information, improves responsiveness and productivity, and, ultimately, produces a competitive
advantage.

Swanepoel says they need to focus on their business and not worry about infrastructure and IT. “We have established a worldwide network of agents spanning the America’s, Far East and Asia, each with intimate knowledge in the respective markets. Through our partner network we are able to keep abreast of changes in the global marketplace, and can adapt to these changes accordingly. Our infrastructure must enable us and grow with our business.”

ENDS

More about KSS Technologies (Pty) Ltd

KSS Technologies (Pty) Ltd specialises in the design, implementation and support of converged networking solutions. The Company’s head office is situated in Midrand with support centres countrywide, providing a national support infrastructure. With a proven track record in the Enterprise, Mid-Market and upper-end Small Medium Enterprise (SME) market segments, KSS provides Information Communication Technology (ICT) solutions that integrate with legacy systems or builds solutions from the ground up through „greenfields‰ installations. Its approach, methodologies and solutions add unique business value by streamlining processes and eliminating redundant steps for clients within the public and private sectors.

KSS is committed to sustainable human resources and skills development through its continuous investment in highly skilled sales and technical resources thus creating confidence in our business partners, customers and employees alike. KSS has been committed to true black economic empowerment (BEE) since its inception in 2000 and has increased its BEE shareholding to 41% in 2006. BEE executive management represents 67% of the board.

Certification and alignment with strategic vendor solutions empowers KSS to deliver business value to customers. Certification programmes assist to achieve consistently high levels of service and expertise. This commitment to empowering the organisation is reflected in its quest for certification. KSS received Cisco Silver Partner status in March 2000, highlighting an early dedication to delivering converged network solutions and now a key consideration for businesses eager to leverage the considerable efficiencies and returns that this platform delivers. More recently, KSS was awarded Cisco Customer Satisfaction Excellence, the highest distinction a partner can achieve within the Cisco Channel Partner Program.

In addition, KSS has developed its technical strengths by aligning and complying with standards from world-class vendor programmes including: Expand Value Added Reseller & National Support partner; Citrix Silver Partner; Microsoft Certified Partner; IBM Business Partner; HP Preferred Partner (Storage & Networking); AXIS Certified partner; CommVault Gold...
partner and SLi (representing Lenel).

More about Scosa

Scosa Chrome Trading (PTY) Ltd was established in 2008 to supply Minerals and Ores to the Ferro-Alloy, Foundry, Refractory, Metallurgical and Chemical Industries. During this time we have grown into a substantial supplier of industrial raw materials, expanding our range of products and services to remain competitive in the market.

Scosa Chrome Trading has developed its own export market for our products as well as expansion of our sizeable local market since inception. We provide our customers through our highly skilled team logistical services which effectively manage road, rail and shipping agents. We have established a worldwide network of agents spanning the America's, Far East and Asia, each with intimate knowledge in the respective markets. Through our partner network we are able to keep abreast of changes in the global marketplace, and can adapt to these changes accordingly.

Our main product focus at this stage is Chrome Ore Lumpy, Foundry, Refractory, Metallurgical and Chemical grade material. We are sure our high grade material will meet your requirements and enhance your manufacturing process. Should you require a product that is not listed, feel free to send through the nature of your enquiry and through our vast network will endeavor to source the material for you. Through affiliate companies we as Scosa have direct access to a substantial reserve to secure our own sources and to provide our customers with guaranteed product.

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