



# COMPANY PROFILE

## KMI DRAUGHTING cc.

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KMI Draughting CC is a South African close corporation registered and incorporated in 2005 according to the standards of the South African laws

The company is owned and jointly managed by two partners:

- Kobus Burger Director
- Madelein C. Burger Director

We are SACAP (South African Council for the Architectural Profession), SAID (South African Institute for Draughtsman) and PIA (Pretoria Institute of Architects) registered, with over 12 years combined experience in all phases of the architectural, engineering, building, civil and construction industry, our services offers a complete draughting service to customers by means of a variety of Computer Aided Design and draughting solutions for both private individuals and professional organisations.

We produce/ provide a full range of draughting services including structural design, development, Site layout, floor layout, building plans, house plans, electrical and plumbing drawings all the detailed drawings, architectural, structural and re-enforcement drawings for any private structural design, development or renovation. We currently operate from two local offices Pretoria and Centurion. We also have international freelancers if need be.

KMI Draughting provides a professional, quick and cost effective CAD Drafting and Drawing services, ranging from site visit/ survey to as-build documentation for Building services, Consultants and Contractors working on the most prestigious of Buildings in South Africa, down to the smallest of local Household installations. The type of work that we undertake varies from structural design. Development, new houses and light commercial designs to alterations, extensions and many more.

You bring your ideas, and we come up with the ideal plans for your dream design, structure or structure. We have a professional interest in making sure that our clients get the ideal plans that they want to present to the builder/ manufacturer. It is important for us that you are happy with the design that we have provided for you, and therefore, KMI does not just go ahead and draw, but meet with you, listening to your inputs and visions. Only once we have a clear idea and picture of what you want, do we proceed to create your designs on plan which you can present to the builders/ manufacturers.

Our expert staff helps clients to gain all the necessary info and permissions to make dreams reality. We deliver a personal, professional service, tailored to your individual needs.

Our services can also be outsourced by companies requiring CAD support or additional input and assistance to their existing team.

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Kobus, with his Project Management background (SAAB GRINTEK) and experience of draughting in the building industry identified this need of a more approachable and easy way of planning of renovating and building of homes. He decided on a friendly one on one approach answering all questions and guiding client's to their ultimate dream realization. He then started to apply his draughting skills and software application (AutoCAD) to draught house plans. He became a member in a business endeavour, CONSEVSA. (Reg no. 2002/012858/23) to, expand this expertise.

In the early 2000's the realization for a even more direct approach to assist clients came to mind, by providing knowledge and expertise to enhance the client's capabilities to a higher chance of successful completion of their dreams came to mind.

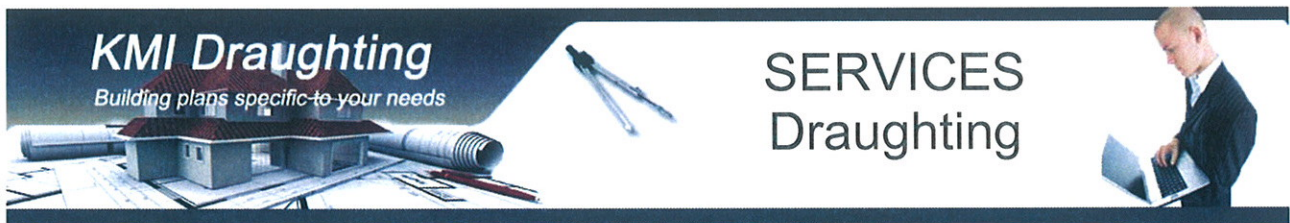
The then acquired Pacific blaze investments 9 (Regno.2005/037574/23), and obtained the draughting skills and the latest draughting software to expand these service to the client.

With the more than 13 years installer and Project Management experience (Certificate in Advanced Project Management from Cranefield College) obtained in the Telecommunication sector he combined the two skills and compiled various installation reference manuals with detailed drawings and processes assisting project installers to ensure quality uniform installations from different installers in different regions. Telecommunication Projects arranging from Telecommunication masts/ civils, street cabinets and Wireless networks was managed in this period.

KMI Draughting is a Company that will provide quality and affordable draughting and related services, to all clients, which will decrease any expenditure on projects and increase profit by means of providing mainly knowledge of Project Management and draughting/ draughting related and other services.

KMI Draughting is the way forward in any client's design, preparation completion exploit.

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At KMI Draughting Services we provide a comprehensive range of skills and services to assist in progressing your project:

Here is a couple of our services, but not limited:

We can provide you with all the needed plans to get approval at all local authorities - some of these drawings are building plans, municipal plans, engineer's drawings, site development plans, service plans etc.

**Draughting/ Architectural services**

- Planning, drawings and applications
- New Buildings
- Extensions
- Building regulations drawings and applications
- Draughting of plans/ building plans commercial, residential, industrial
- Draughting of Site development plans
- Draughting of wiring diagrams/ layouts
- Construction and re-enforcement drawings
- Draughting of structural plans
- Draughting of engineering plans
- Electrical/ plumbing layout drawings
- Second dwelling applications

**Electrical Building Services Layouts i.e. Lighting Layouts:**

- Small Power Layouts
- Fire Alarm Layouts
- CCTV/Security Layouts
- Lightning Protection Layouts

**Mechanical and Public Health Services layouts i.e. Air-conditioning systems.**

- Ducting layouts.
- Piping designs for air conditioning systems.
- Layout drawings plant rooms.

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At KMI Draughting Services we provide a comprehensive range of skills and services to assist in progressing of your project: discuss your requirements with us and well help as far as possible.

If you don't feel like struggling with the Municipality for approval of your plans, we can submit these plans on your behalf and follow up on a regular basis to ensure that your plan gets the attention it deserves, and approval is not delayed. We know that submitting plans can sometimes be a case of simply designing a house for your children, office for a big company like Aviva or even just an extended kitchen, and waiting many moons for it to be approved. At KMI we ensure the Municipality pays attention to you and your plan submission, and that it gets the treatment your domestic creativity deserves. Here is a couple of these services, but not limited:

**Admin services: Applications**

- New Dwellings
- 2nd Dwellings
- Additions
- Alterations
- Building line relaxation
- Consent to use

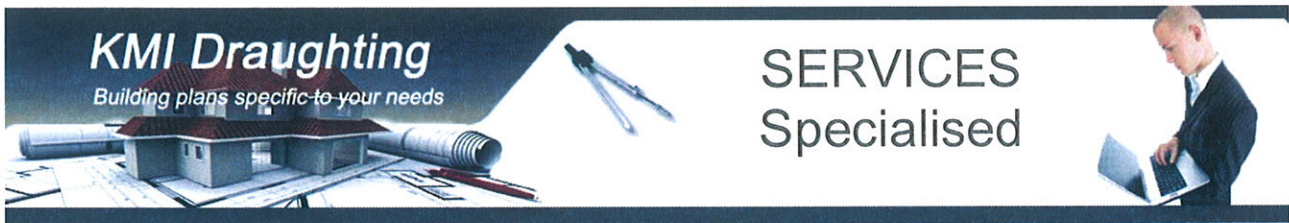
**Other services on offer:**

- Telecommunication GSM Tower and site layout drawings
- Site as-built documenting/ photo surveys
- On site surveys to amend working drawings to 'As Built' status drawings.
- All Sketches to CAD format.
- Architectural building drawings to CAD format.
- All types of file digitising conversion i.e. PDF to DWG (dwg to pdf, word etc.)
- Cleaning up of Architectural drawings, ready for use as Xrefs within Building Services drawings
- Title blocks designed with company logo incorporated

**Printing Services**

- Paper plots of all sizes A0 down to A4 delivered to your door
- Multiple copies
- Hard copies scanned to digital format i.e. A0 drawing to a PDF files (to scale) OR CD'S ETC.

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At KMI Draughting Services we provide a comprehensive range of specialized skills and services to assist in progressing of your project:

Services

- Project Management
- Installation reference manual compiling
- Preferred Architect: Ethienne Joubert SACAP Reg no. 7385
- Survey consultant: Cadastral, Topographical, Civil Consulting-, Civil-, Structural Engineers
- Rational fire designers
- NHBRC registered builders
- Non- registered builders
- SACAP registered Draughtsmen
- SAID registered Draughtsman
- International Architects
- International Draughtsman
- Consultant coordination with Engineers Surveyors and, Quantity Surveyors etc.
- Site survey & documenting

With the huge increase in the building industry many companies are finding it hard to keep up with the huge demand of drafting man power required on various projects, find good staff, up to date equipment, training and the timescales being set by clients.

KMI provide the perfect solution for such times; with no need to expand your office or recruit more staff, why not just outsource your drawings to be drawn to the highest of standards by our experienced staff.

Outsourcing to us reduces your overheads, increases your profit and helps you gain jobs over competitors, whilst at the same time peace of mind that all work is being done to the highest quality and confidentiality.

By Outsourcing your design and drafting services to a Professional you can reduce your overheads in order to gain maximum profits. We are delighted to offer our services with cost effective CAD solutions to you.

We have access to a vast base of international freelancers:

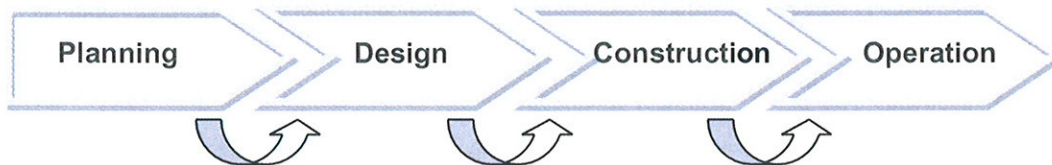
- Architects
- Programmers (C++, C, C#, linux, Mac OS)
- 3D designers

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KMI acknowledges that Health & Safety is to be an essential part of the employees working environment and the effect it has on projects.

“Construction H&S is impacted on by various participants across the life cycle of a construction project. Decisions made at one stage in the life cycle also affect H&S at another stage further down in the life cycle, and key responsibilities at the various stages are to appoint participants that have the necessary competence and capacity in construction H&S relevant to the project risks. Furthermore, construction H&S performance is influenced by the H&S specification and communication of H&S expectations and requirements from one participant to the others, and importantly on the effective monitoring of compliance with these expectations.”



Report commissioned by Cidb: Construction Health & Safety in South Africa

KMI is working towards conforming to the primary Acts that impact on construction H&S in South Africa which are the Occupational Health and Safety Act No. 85 of 1993 (OH&S Act) and the complementary Compensation for Occupational Injuries and Diseases Act No. 130 of 1993 (COID Act). The OH&S Act replaced the previous Machinery and Occupational Safety Act No. 6 of 1983, the Machinery and Occupational Safety Amendment Act No. 40 of 1989, the Machinery and Occupational Safety Amendment Act No. 97 of 1991

Health & Safety Management Systems and other initiatives, training programs and education for employees for first aid, hazard identification, risk assessment and the development of Health and Safety are currently being explored and actioned.

We are dedicated in addressing risks and impacts in a systematic, comprehensive and professional manner, developing effective management systems and employing the critical principles of forward planning, efficiency and wise resources utilization.

Kobus Burger will assume safety officer responsibilities and compile the health & Safety management system for KMI as per Occupational Health and Safety Act (OHSA).

**Certification courses attended:**

Health and Safety representative: 16/07/2007 from SHE: Vision, technology & Support  
 Incident/ Accident Investigation: 22/02/2011 from Labour Guide

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We are committed to meet the expectations of our customers all of the time by teamwork, innovation and competence, exhibiting high ethical standards, sense of urgency and respect for the individual. We expect no less from our supplier/ Clients Management is dedicated to creating conditions, which will allow achievement of these objectives.

We will provide our customers with the services and technology, which conform to specifications or agreed upon requirements without exception.

We fully understand the requirements of our jobs, provide a safe and healthy working environment that will foster teamwork, involve a process of continuous improvement and encourage an attitude of "Do the right thing the first time" by everyone.

We are committed to this quest for excellence, which we recognize and accept as essential to our continued success and profitability

#### **CURRENT QUALITY STANDARDS**

1. KMI and its employees are bound by the Architectural Profession Act 2000 (Act 44 of 2000)
  - o The current regulating authority is South African Council for the Architectural Profession (SACAP) and South African Institute for Draughtman (SAID)
  - o Code of Professional Conduct Gazetted, 27 November 2009 BOARD NOTICE 154 OF 2009
  - o Continuing Professional Development as per Architectural Profession Act 2000 (Act 44 of 2000) section 22(2), is ahead to by our team, by attending various workshops and courses each year conforming and supplied by recognized Voluntary Associations (VAs) and Accredited Learning Sites (ALSs)
2. SABS SANS 10400
3. National Building Regulations And Building Standards Act No. 103 Of 1977
4. Individual town planning schemes

#### **QUALITY, DOCUMENT & PROCESS CENTRE**

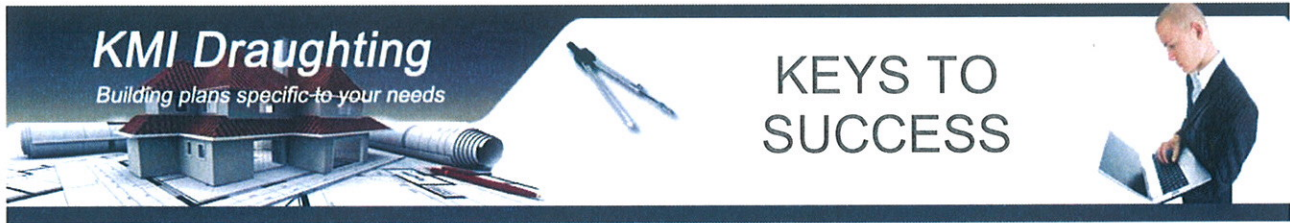
We are in the process of automating our document centre and action'ing our quality manual, processes and forms to be in line with ISO standards to ensure ease of use to the user. Our current document control centre can be viewed at the following link:

[http://www.kmihouseplans.co.za/kmi\\_houseplans\\_documents.htm](http://www.kmihouseplans.co.za/kmi_houseplans_documents.htm)

Our new document centre template/test site can be viewed at:

[http://www.kmihouseplans.co.za/zencart/index.php?main\\_page=document\\_mgr](http://www.kmihouseplans.co.za/zencart/index.php?main_page=document_mgr)

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KMI Draughting's key to success is as per the following:

**Quality Service**

- To competently and efficiently complete services from tender phase (all administration work) to the final product.
- Accurate delivery and assembly of documented services
- Services to be completed and maintained with less to zero corrections.

**Management**

With the intention to grow the business exponentially, it is critical that KMI's management concentrate firstly, on improving service solubility within certain price points, margin requirements, and distribution channels and establish consumer acceptance. Once these are established, then can controlled expansion (which requires increase service and Investment in inventory) be executed with confidence.

**Marketing**

The image of the company is very important, therefore will be advertised not only with appearances but also services.

The marketing of KMI'S competent service and products is vital important. It will place KMI in a position of well establishment to eventually have a long and lasting relationship with our suppliers and clients.

Our competitive advantages are as follows:

- Quality
- Speed
- Price
- Clean and less wastage (Green)
- Low overhead cost

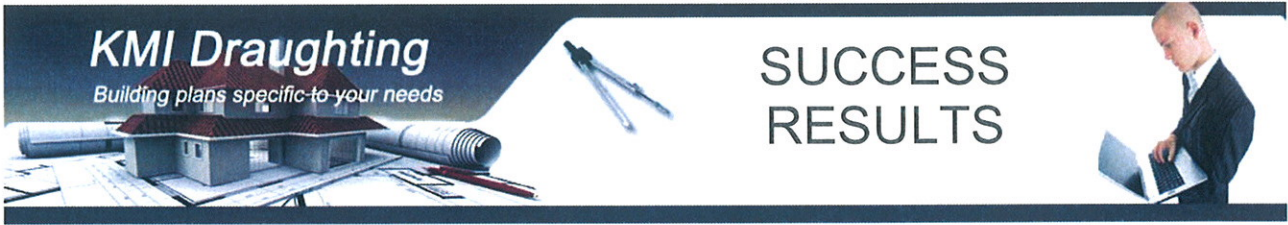
Our marketing strategy will be to make use of our combined Draughting and Telecommunication skills and implemented a service to stimulate a quality, efficient, and good workmanship directly to the end users of our service, at all times.

It is of great importance to have all projects completed according to the regulator standards and of our clients, therefore we embark on a full training program when employing people who are skilled or semi skilled.

We make use of company brochures, a well structured office, competent staff to market, sell, service and maintain all projects, efficiently and effectively at all times.

Proper planning for all projects receives the greatest attention to detail, which is the only way to determine profits, expenditure, etc., to ensure the client to be relaxed and work according to planned budget. Ensuring a long lasting relationship with our Suppliers and Clients, by providing prompt and efficient services at all times.

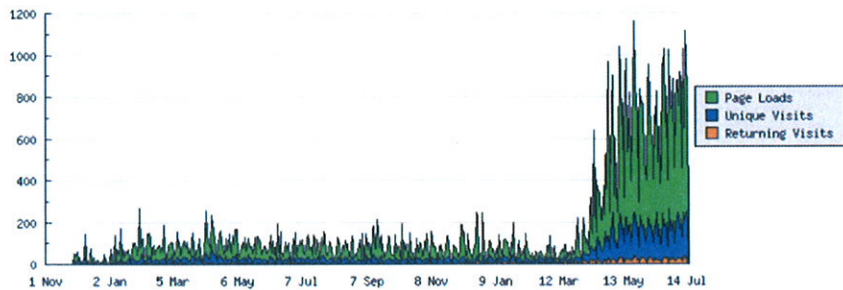
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**MARKET POSITION**

Our market share increased drastically in the past couple of months indicating the increase of enquiries and confidence of our clients.

As per Stats on 16/07/2011



As on 16/07/2011

- KMI has a three-month global Alexa traffic rank of 883,457. The site has attained a traffic rank of 3,732 among users in South Africa, where we estimate that 88% of its audience is located. It is located in South Africa, and visitors to the site view an average of 12.0 unique pages per day. Kmi has a relatively good traffic rank in the city of Pretoria (#235).
- As per SA TopSites KMI is ranked overall 114<sup>th</sup> and in category Architects & Builders 5<sup>th</sup>

**CLIENT CONFEDENCE**

KMI Client base varies from the individual to the corporate environment. High level of returning clients and referrals is indication of KMI's professionalism and client satisfactory achieved. We proud ourselves in our services, we provide.

Some of our client base

Developers: (Returning clients)

- Magnolia ridge properties
- Smartspec Property Investments (Pty) Ltd
- Infinity
- Pzazz
- RJ Timbers

- Chris Adams
- Kevin Gast
- Macolm Vermeulen
- Carina Brits
- Peet

Corporate:

SMMT online (ICT / IT industry) [DRAFT ref manual ILAB Rev 1] Sam Sono/ Peter Vergeer

Individual

On request

Projects completed: 284

Projects on Hand: 6

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