
MEDIA RELEASE

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RIFLE-SHOT PERFORMANCE HOLDINGS BOLSTERS PATRONSHIP WITH PERFORMANCE

Many companies will deliberate for months over their strategy. Then, when they decide on implementing it they soon realise that either their strategy has become out-dated or their plan of action was completely off-the-mark. Even worse, is when the company has a reasonably good strategy, but they don't have the correct people or the means to execute their strategy. As bizarre as this may seem, this dilemma may be happening more often than one thinks, especially when there is economic turbulence and companies are forced into desperate responses to *save the bottom line*. Of course, there may be a good chance that aspects of this dilemma could be happening within your own company, and particularly so when there are bottlenecks within the supply chain and 'one hand may not know what the other is doing' so to speak.

Within the manufacturing and automotive industries for example, specialist management performance company Rifle-Shot Performance Holdings (Pty) Ltd ('Rifle-Shot') specifically steps-in to assist companies and their leaders to avoid the typical *strategy fatigue* pit-falls, as well as assisting companies to identify duplication within their operations and supply chain. Rifle-Shot supports the notion that a company needs -- specifically within the manufacturing sector -- to remain *strategically agile* and *customer-centric* and this must be satisfied by consistently improving the organisation's operational excellence as well as the quality of their products (and services). It comes therefore as no surprise that their name is synonymous with exactly what they are so good at doing in business -- rifle-shot precision -- which they undertake par excellence each time they are called in by their impressive following of clients. Whether it has anything to do with consulting in the manufacturing sector (including the automotive, mining, metals, process and the utility sectors), one can bet that Rifle-Shot are somehow involved.

Needless to say, the long-standing association between CGF Research Institute (Pty) Ltd ('CGF') and Rifle-Shot has grown since they became a Corporate Patron of CGF in 2011. Through this period, the relationship has grown substantially, and both companies are united in their belief that sound governance, ethical decisions and well considered strategies are the main ingredients for business sustainability and economic success. The companies have embarked upon a call to action, specifically to address the systemic challenges of unproductive supply chains which amongst other, exacerbate the deep crisis of unemployment, poverty and crime. And while the fundamental principles of good governance have remained the stronghold between CGF and Rifle-Shot, the news that Rifle-Shot had decided to renew their Corporate Patronship with CGF for a further two years was met with great excitement amongst the members of these companies.

There is no doubt that when companies such as CGF and Rifle-Shot collaborate their thinking, their joint themes for good governance and raising the bar for South Africa remain central to their discussions, as well as their professional services. The adage that "the chain is as strong as its weakest link" certainly rings true; but the question still remains whether or not government and corporate South Africa are hearing this while they remain divided on many pressing socio-economic issues? Indeed, a lot of work needs to be done in South Africa as the country continues to limp ahead with an annual GDP growth of circa 2%. Both CGF and Rifle-Shot remain bullish, believing that in order to turn the tide of unemployment (and the associated societal ills), companies will need to critically focus on their ailing governance issues. To this extent, companies will also need to address matters which include; their business and operational intelligence, their stakeholder relationships, as well as the manner in which the company executes its processes and systems. By undertaking these steps, this may allow companies to *unlock true value* for South Africa, and in so doing, the chances that businesses in South Africa would be able to create six million sustainable new jobs may be that much greater.

Rifle-Shot has certainly shown their fortitude through their support and partnership with CGF. Rather ironically and notwithstanding the size of these two companies, CGF and Rifle Shot are making a

significant difference when it comes to assisting the major South African companies understand, and deal with the wide nuances associated with sound business governance practices.

As is customary with CGF and its Corporate Patrons, all the companies within Rifle-Shot's supply chain will qualify for substantially reduced pricing in the event that they wish to avail themselves of CGF's web-based **Corporate Governance Body of Knowledge®** software programme. This special offer will continue for a further two year period through Rifle-Shots' Corporate Patronship with CGF.

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About Rifle-Shot Performance Holdings

Rifle-Shot Performance Holdings was formed in 2001 and provides targeted consulting and implementation skills in the fields of Operational Intelligence including; Process Enterprise Resource Planning (ERP), Manufacturing Execution Systems (MES), Process Safety, Supply Chain, Enterprise Quality Management, Customer Relationship Management (CRM) and Business Intelligence (BI). Rifle-Shot is a Level 4 BBBEE compliant organisation headquartered in Sandton, South Africa.

Rifle-Shot combines its superior management consulting operation using subject matter experts and industry specific best practice knowledge with world leading, high value add, niche products and services to effect the enablement of exceptional operational performance jointly with its customers, and world leading multi-national enterprises.

For more information about Rifle Shot Performance Holdings (Pty) Ltd visit www.rifle-shot.com

About CGF Research Institute (Pty) Ltd

CGF is a Proudly South African, Level 4 BBBEE compliant company that specialises in conducting desktop research on Governance, Risk and Compliance (GRC) related subjects. The company has numerous products and services that cover GRC reporting, consulting, board assessment and induction, mentoring and coaching, executive search including business audit services.

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

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