



ZULU SHARP & ASSOCIATES

simply effective business solutions

2025

COMPANY PROFILE

***Zulu Sharp & Associates** is a consulting and accounting firm for small, medium, and emerging businesses in South Africa. We are a market leader in the provision of business registration, business planning, market research, technical accounting, and tailored business mentorship programs. In addition to our core services, we have a growing Information and Communication Technology (ICT) department that develops and delivers innovative digital solutions, designed to empower entrepreneurs. We regard ourselves as the definitive independent source for information, research, and analysis on the development of sustainable new and existing businesses.*

Background

The company has a rich history dating back to 2004, originally operating under the name Excessive Business Consultancy before being incorporated as Zulu Sharp & Associates in 2020. Our officials have worked together for more than 20 years and have successfully managed various projects including the development of the Business Ignition Kit & Business Expand Kit in the year 2006 and had successfully facilitated The DTI (Department of Trade and Industry) Marketing Initiative for SMME's since the year 2006 up until its closure, and also worked as a Service Provider for Khula Enterprise Finance Ltd for Business Plan Development for SMME's.

CONSULTING SERVICES

We are a provider of bespoke organization, planning, and research services relating to any small to medium black-owned and operated business in South Africa. Our services have been undertaken for a wide range of clients, from agri-hub companies to contractors, equipment manufacturers, national governments and agencies, and the financial community. The core strength of our Consulting Services team is its ability to draw on researched databases, market models, market intelligence tools, and information resources, in conjunction with utilizing an excellent local network of contacts, in order to provide answers to some of the most difficult questions facing emerging business executives and professionals.

In recognition of the differing needs of our clients, our consulting services are divided into two separate teams; Business Strategy and Analysis and Transaction Services. Each team is able to support and respond to client requests with a focused approach and can develop business tools specific to client's business.

BUSINESS STRATEGY & ANALYSIS

The Business Strategy and Analysis team has delivered hundreds of studies covering a broad range of topics.

Key areas of expertise include:

- Business development and mentoring programmes
- Business Performance Score Card
- Complete market intelligence outsourcing
- Market entry strategy
- Major investment decision support
- Procurement strategy advisory
- Customer targeting & referencing
- Engineering & fabrication capacity building
- Business Processes & Financial Training

TRANSACTION SERVICES

Transaction Services provides an advisory service to the global financial community, advising both public and private institutional investors.

Key areas of expertise include:

- Business Incorporation Services
- Technical Accounting
- Payroll & Tax Systems
- Financial Management Workspace Systems
- Feasibility Study
- Business Plan & Profile
- Financing Facilitation
- Corporate Branding and Marketing Strategy & Campaign

MARKET INTELLIGENCE TOOLS

(a) **Financial Management Workspace** – is an integrated online digital solution designed to **simplify, streamline, and centralize** essential business operations. At its core lies a powerful combination of **Task & Project Management Tools** and a robust **Invoicing System**, delivering real-time financial **accuracy, transparency, and control**. This workspace empowers businesses to track progress, manage teams, allocate resources, and maintain financial clarity—all within a unified platform.

Core Features:

- Generate professional, branded invoices
- Track payments and outstanding balances
- Issue digital receipts
- Prepare financial statements
- Manage customer accounts with ease

These tools support consistent cash flow, stronger client relationships, and full financial transparency.

But our platform extends beyond financial tools. With built-in **Task and Project Management** capabilities, users can:

- Allocate and schedule budgeted tasks
- Monitor project timelines and performance
- Maintain strict budget controls
- Collaborate and report with confidence

By integrating financial oversight with practical task management, the Financial Management Workspace enhances accountability, boosts productivity, and enables smarter, data-driven decision-making. As an online-based system, it offers users seamless access from anywhere.

(b) **Website and Online Store Development** – services tailored for small and medium enterprises (SMEs). Our solutions are designed with usability, performance, and scalability in mind—empowering businesses to establish a compelling and functional digital presence.

Core Features:

- **Custom Design:** Unique, responsive designs optimized for mobile and desktop use.
- **E-commerce Integration:** Secure and easy-to-navigate online stores with features like product listings, shopping carts, payment gateways (PayFast, Yoco, PayPal), and order tracking.
- **Content Management Systems (CMS):** User-friendly platforms like WordPress, WooCommerce, or Shopify, allowing clients to update content, manage inventory, and run promotions without needing technical skills.
- **SEO & Analytics Tools:** Built-in optimization for search engines and integration with Google Analytics for performance tracking.
- **Ongoing Support:** Maintenance packages to ensure your site stays updated, secure, and aligned with your business growth.

(c) **Accounting Software** – We deploy **customized Accounting Software** solutions built specifically for the operational needs and compliance requirements of SMEs in South Africa.

Core Features:

- **Invoicing & Quotations:** Create and send professional invoices and quotes in minutes.
- **Expense Tracking:** Categorize and monitor business expenses for better financial planning.
- **Cash Flow Management:** Real-time visibility of cash inflow and outflow, including automatic bank feed imports.
- **Financial Reporting:** Generate key reports such as Income Statements, Balance Sheets, Trial Balances, and Cash Flow Statements.
- **Payroll Integration:** Basic payroll module compliant with SARS PAYE, UIF, and SDL requirements.
- **Tax Compliance:** Automated VAT calculations, submission-ready reports, and integration with SARS eFiling tools.



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OFFICE

Zulu Sharp & Associates (Pty) Ltd

Registration Number: 2020/537383/07

Esayidi Rapid Incubator & Centre for Entrepreneurship
2 Hillside Cres, Oslo Beach,

Port Shepstone

KwaZulu-Natal, 4240

T: +27 87 650 0488 | M: +27 81 316 0880

E: bongani@zsaa.co.za

E: bhubesizulu@gmail.com