

IQUAD

IQuad is in the business of making companies more competitive

IQuad Group Limited is a group of specialist financial and business services companies that operates nationally. Listed on the AltX, IQuad offers services in four areas, namely investment incentives, global trade services, business improvement and BEE verification services.

“Most businesses realise that what they need in today’s competitive economy,” says IQuad CEO, David Edwards, “is to become more productive, more innovative, and more adaptable to economic change. The question is where do they turn for the specialist skills and expertise required to support their needs in a constantly changing environment?”

“This is where we believe we help give companies the edge, allowing them to focus on their core competencies while keeping the momentum going. We operate as an extension of our clients’ business, often on a no gain no pay basis, across four areas of expertise.”

IQuad Investment Incentives promotes innovation and investment, supporting the development of new and expanding enterprises by maximising the grant benefits of government’s incentive programmes.

“It is surprising,” comments David Edwards, “how many companies are either not aware of or do not have the wherewithal to access the benefits and refunds from government and Department of Trade and Industry (DTI) incentive programmes.”

Small and medium sized companies engaging in manufacturing and tourism for example are eligible for a tax-free cash grant of up to R30 million thanks to the Department of Trade and Industry’s (DTI) Enterprise Investment Programme (EIP). And industrial projects could claim as much as R900m back in tax allowances, through the Industrial Policy Projects while incentives under the Automotive Investment Scheme provide for the recovery of between 20% and 30% of the total investment.

IQuad Investment Incentives is the market leader and specialist in helping companies access these Incentives

IQuad Global Trade Services assists importers and exporters to be more productive, more efficient and more responsive to change. Services in this area include process automation, customs consulting, rebate administration, duty recoveries and foreign currency risk management.

“While strong supply-chain linkages and efficient processes on the one hand all support competitiveness,” explains Edwards, “currency fluctuations can directly affect a company’s financial results and it can be of enormous value for a company to employ appropriate currency risk management strategies. While most companies realise that currency volatility is an

important component of their business risk, not all realise that it can be monitored and managed on a continual basis to maximise returns on their trading investments.”

IQuad Treasury Solutions and IQuad Global Trade Solutions are both leaders in their respective fields.

IQuad Business Development offers corporate finance consulting, management systems for industry standards compliance and technological solutions for third party payment transactions.

IQuad Verification Services primarily focuses on providing a range of BEE services including BEE verification and consulting as well as services related to VAT and customs compliance.

According to Edwards, a significant recent development is that Government’s BEE advisory council is working on an expansion of the requirements for small to medium businesses to include all seven elements of the BEE codes. If passed this could prevent the practice by SMEs of choosing the easiest elements when completing a BEE scorecard. “IQuad warns against forcing companies to comply with ownership and management requirements without having an equal focus on skills and training,” he adds.

IQuad Group was founded on the conviction that successful outsourcing relationships are in fact collaborative partnerships bringing mutual value to both parties. Edwards concludes “We can offer companies a breadth of expertise that would not otherwise be viable for them to employ and our efforts most often result in operating cost reductions, better strategic insights and heightened competitiveness.”

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