



Deloitte Southern Africa acquires Cyan ES

Serving our clients better in the Financial Services Industry



One of the core focus areas for Deloitte Southern Africa is the Financial Services Industry (FSI) in the region. FSI in South Africa is a world-class industry and therefore it is imperative that we continually strive to provide our clients with access to leading FSI skills and solutions. Many of the business solutions in this sector are enabled by the optimal use of technology and in order to better serve our clients in this area we have recently acquired Cyan ES, a leading niche FSI technology business.

About Cyan ES

Cyan ES is a technology company with 37 employees with a primary focus on banking and insurance, with secondary offerings in mining and health care. Cyan ES was a wholly-owned subsidiary of Capricorn Investment Holdings, a Namibian based holding company with significant interests in financial services, such as Bank of Windhoek, Bank of Gaborone and Cavmont Bank Limited in Zambia.

Cyan ES provides the full spectrum of FSI technology consulting services, from strategy to implementation and support. The acquisition provides Deloitte with a team of highly experienced people in the following areas in FSI:

Technology advisory services

- Enterprise architecture
- IT strategy – business driven IT strategy, IT policies and IT planning and budgeting
- IT architecture – as a standalone delivery or as an integrated offering into a broader enterprise architecture engagement
- IT management – IT business models, IT service delivery management, IT people management, quality management and sourcing
- IT governance – IT governance models
- Process strategy – defining and developing process architectures (in support of the enterprise architecture)
- Process enterprise – transitioning organisations from functional process models to process driven operating models

IT and process implementation services

- Core systems implementation – implementation of core banking solutions, including all 3rd party interfaces, channels, card and payment switches
- Supplementary systems implementation – Workflow, ECM, Portals and Work Management Frameworks
- Systems integration – enterprise application integration (point-to-point integration or hub and spoke), application customisation and custom software development
- Operational management information – design and development of operational reporting
- Delivering process efficiency – through process reengineering, process automation (workflow) and process management
- Enterprise content management – design and implementation of large scale enterprise content management solutions

IT and process operations

Cyan ES benefits from an exceptionally strong leadership team as well as individuals who are skilled in both business and technology. They are therefore able to leverage off these qualities and reinforce the Deloitte differentiator of acting as trusted business advisors. Two directors joined our fold and have been admitted as partners:



Gys Hyman

Gys has in excess of 20 years experience in IT and FSI (banking, life- and short term insurance). He was part of the leadership team of PwC in South Africa and at IBM Consulting. In the past seven years he held the positions of director, Group CIO and managing director and played a key role in the start-up and growth of two IT consulting and hosting & outsource companies. Gys has also served on a number of boards and board IT committees. Gys has been involved in various large scale advisory and implementation projects across Africa, including:

- Design, implementation and operation of a common banking platform across three banking operations in three different countries based on a hybrid cloud model.
- Design and implementation of large scale core banking implementations including all the associated banking interfaces and channels.
- Strategy and implementation for a large South African short term insurer to transition them to a process centric organisation including the automation of all the core processes.
- Strategy and design for a large South African life insurer to evaluate a new component based business and IT model.



Thys Bruwer

Thys has 22 years experience in FSI ranging from being an economist at the South African Reserve Bank, to Managing Director of a niche technology company providing technology services in FSI. As a consultant he was employed by Coopers & Lybrand, PwC Consulting and IBM Consulting. He also gained valuable FSI experience with ABSA and Barclays Africa. Thys has taken part and delivered a number of large scale multi disciplinary projects. Some of these include:

- Full banking systems implementation; from strategy to implementation.
- Retail, corporate, treasury, financials, payments, cheque processing and related peripheral systems.
- Corporate solutions; payments, outsourced Datacentre and related peripheral systems.
- Strategy, solution architecture and business cases.
- Emerging market business platform "blue print" – solution architecture and business cases.
- Direct Lending business platform "blue print".

During this time he has gained significant knowledge in strategy, business and process reengineering, business needs analysis, developing business cases and project / programme management across multiple countries including South Africa, Africa and Europe.

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