

[ SI in the Spotlight ]

# BCX Industrial Solutions

Certified System Integrator Partner



## A talk with Louis van Wyk – Managing Executive

We asked Louis about BCX Industrial Solutions, their relationship with Wonderware and their customers as well as his views on the current state of the industries they address. This is what he had to say:

- **How did you get started in the business of industrial process control and industrial IT?**

It started with IIT and MES support to the Sasol Group and then expanded with the acquisition and integration of Quad Automation. This added a broad spectrum of automation, instrumentation and engineering services to our mix.

- **What is the significance and importance of Wonderware certification to you?**

We cannot provide professional support and designs to clients without training and certification. Customer confidence often depends on demonstrated capability through certification.

- **Why did you choose Wonderware as a solution supplier?**

Our engineers grew up with Wonderware since its launch in South Africa. As a system integrator, we are product-agnostic but Wonderware's significant footprint in Southern Africa dictates that we need to be relevant as a Wonderware solution provider.

- **How will certification improve your business?**

BCX Industrial Solutions has a strong team of over 90 industrial systems engineers of which 14 are certified Wonderware engineers. We will always endorse the certification of engineers and we expect Wonderware to promote certified SIs within preferred vertical markets based on their knowledge and capabilities.

- **What trends and challenges are you seeing in your industry?**

The worldwide economic slowdown has impacted client spending patterns in the manufacturing sector. I believe that the bulk of this reduced spend on both projects and maintenance will go to the best-qualified SIs.

## About BCX Industrial Solutions

With over 30 years of operational experience, the Business Connexion Group (fully owned subsidiary of the Telkom Group) is one of the largest Information and Communication Technology (ICT) providers in Africa in terms of turnover, assets under management and staff complement.

With over 8000 employees across Africa, the UK and Dubai, the company combines insight, experience, global vendor partnerships and extensive technological resources with the commitment to deliver innovative business solutions to its customers. As part of the Telkom Group, BCX has unique access to Telkom's suite of Business and telecommunication services.

BCX Industrial Solution is a division of Telkom/BCX and operates in all vertical markets but has specifically deep industry specialisation in the food and beverage, mining as well as the oil and gas industries.



*Louis van Wyk, Managing Executive*

## SI in the Spotlight > Advansys (Pty) Ltd.

- How has BCX grown and changed in the past year and where do you see yourself in the next year or two?

Our organic size has remained relatively constant, but we achieved a steady growth in projects and in our client base. As a result we had a strong growth in profits. Our strategy over the last year was focused on quality of earnings, rather than turnover, to increasing the relevance of our business. Over the next six months we will focus more aggressively on exploiting the effect of the current economic downturn on our competitors to grow our business significantly.

BCX has a strong focus on IoT and I believe that our offerings give us an edge in that market. Being part of the Telkom/BCX group positions us well for strong growth in our current client base as well as the industry as a whole over the next year. We are looking to exploit Telkom/BCX technology and capabilities such as LoRa and Cloud with selected partners such as Wonderware. However, these new opportunities will require new and innovative commercial models.

### Customers

BCX has successfully implemented Wonderware solutions at many clients, including Aspen (end of line upgrade), Simba, SAB, Pioneer Foods, Afrox (welding upgrade and recipe manager) and Tiger Brands (new Health-Care line).

Watch this space for links to these articles as they become documented.

#### Networking and Communication

All aspects of unified communications, security, connectivity and networking.

#### Hardware Platform

Includes end-user hardware and support services.

#### Business Consulting

ICT resource optimisation and life cycle management coupled with enterprise-wide strategic initiatives.

#### Training Services

Netcampus offers training across a large range of topics available through human-taught classes and various aspects of e-learning.

## In a nutshell

#### Managed Services

End-user computing requirements and support as well as enterprise-level solutions and services based on SLAs and ITIL disciplines.

#### Data Centre Services

Network solutions, facilities management, consulting, operations monitoring, data centre hosting as well as database and infrastructure management. Also servers, storage and backup facilities.

#### Cloud solutions

All aspects of Cloud computing and management.

#### Enterprise Resource Planning

SAP application, technical support, implementation, hosting Cloud services and HANA (High-Performance Analytic Appliance)

#### Application and Software Services

Microsoft and applications life cycle management.

#### IT Management Services

Process, project and asset management as well as IT Assurance services.

#### Specialised Solutions

Industrial, HR and Retail solutions connected by a "nerve centre" of expertise.

### Wonderware Southern Africa

Block E, EOH Business Park  
1 Osborne Lane  
Bedfordview  
South Africa  
www.wonderware.co.za

Here's where to find out more about how BCX Industrial Solutions can address your enterprise, industrial automation, industrial IT and corporate IT needs:

**Contact:** Louis van Wyk (Louis.vanWyk@bcx.co.za)

**Website:** www.bcx.co.za