



**Kulani Technical Services cc**  
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*"We care for your Air"*

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# Kulani Technical Services

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## Business Profile

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## **1. Executive Summary**

### **Kulani Technical Services cc**

Kulani Technical Services (KTS) is a 100% black owned company established in 2007 when two Maluleka brothers identified a gap in the fast paced air-conditioning industry in South Africa. Kulani is the brain child of Lucas Nduma Maluleka and Siphon Maluleka. The members and the technical consultants of this corporation have accumulated more than fifteen years of collective experience in the Heat, Ventilation, Air conditioning and Cooling (HVAC) industry ranging from air conditioning installation, repairs, maintenance and refurbishment. The company currently employs 8 permanent people including the management and depending on the projects, KTS do hire 15 -25 technicians and assistance Technicians on a temporarily basis.

Kulani has the ability to effectively perform duties and services to commercial and industrial properties, shopping centers, retail shops and multi-unit developments. As a top quality service driven corporation Kulani Technicians invest time in understanding the client's environment, in order to offer accurate, expert advice gained from extensive technical training and industry experience. The experienced team assesses clients' needs before designing the most suitable and cost-effective climate control system.

With years of experience within the air-conditioning industry and ongoing training, the team is in the position to offer advice and solutions based on the latest developments within the market. Kulani serves as an independent contractor and service provider, focusing exclusively on supplying customers with comprehensive systems and services to meet the specific needs of their individual operating requirements.

Kulani guarantees on workmanship and product mean that clients can be assured of the best products and services. The highly trained service personnel who are experienced in the technical and professional installation are emphasized to assure customer satisfaction as well as to adhere to all the latest codes and standards.

**Vision** - To become a leading, credible and reputable air quality management organization in South Africa.

**Mission** - Providing quality air-cooling services that is delivery focused and continually strives to create healthier environment for all our clients and the community at large.

### **Core Values**

- ✓ Focused delivery
- ✓ Professionalism
- ✓ Dedication
- ✓ Accountability

### **2. Core Services Offered**

- ✓ Air conditioning installation
- ✓ Air conditioning maintenance
- ✓ Air conditioning repairs
- ✓ Air conditioning refurbishment

### **Types of air conditioning units Kulani specializing on:**

- ✓ L.G mid wall split units
- ✓ McQuay Ducted split units
- ✓ Daikin Roof-Top packaged units
- ✓ Viking Roof-Top packaged
- ✓ Dunham-bush Large Ducted split units
- ✓ L.G Cassette units
- ✓ Goodman large floor standing split units
- ✓ Carrier cassette units
- ✓ Carrier mid wall split units
- ✓ York cassette units
- ✓ York mid wall split units and
- ✓ Chillers

## **Kulani's main customers**

We have variety of clients in all the sectors:

- ✓ Commercial properties
- ✓ Industrial properties
- ✓ Retail properties and
- ✓ Residential properties - We have install air conditioning to more 50 residential houses in Gauteng.

## **3. Suppliers**

Metraclark - Refrigeration & Air-Conditioning Wholesale

Kovco (Pty) Ltd

Samsung (Pty) Ltd

Air-cool (Pty) Ltd and

Other available Suppliers

## **4. Kulani Competitors**

- ✓ D-teq Air - Conditioning
- ✓ Total Comfort air- conditioning
- ✓ Ampair
- ✓ UTS and
- ✓ Other large Air-conditioning companies - Large companies focus more on bigger projects leaving the smaller projects to small players like Kulani. These companies manage to get credit facilities with the air-conditioning suppliers

## **5. Technical experience**

- ✓ Passionate about the service we offer to our clientele.
- ✓ Opportunity to give our clients internal climate control on their working conditions.
- ✓ 6 years' experience on the technical services, installations, repairs, maintenance and refurbishment.
- ✓ Offer advice and solutions to clients on all the technical related matters.
- ✓ Enjoy interacting with people and helping them resolve their challenges on the air-conditioning related field.

Kulani Technical Services is still a small player in the industry but the business is slowly growing, we are getting bigger air-conditioning maintenance contracts. While maintaining our existing clients, we continue to market the business to new clients on a monthly basis. Kulani has potential to hire 15 to 25 temporally unskilled employees monthly when we get projects. Woolworths Real Estate Development has awarded Kulani a new maintenance contract which commenced on 01 July 2014. The contract is renewable annually. With the new maintenance contract we have to hire 6 permanent Technicians and 4 assistance technician to focus on Woolworth's stores.

## 6. Current projects the company is working on

### Maintenance

Institution : Medunsa  
 Project : R1 300,000 for 2 years  
 Scope of work : Air-Conditioning maintenance contract

Institution : Rezsolutions (Pty) Ltd  
 Project : R 540,000 per annum  
 Scope of work : Air-Conditioning maintenance contract

Institution : Woolworths Real Estate Development  
 Project : Call out basis project  
 Scope of work : Air-Conditioning maintenance contract

### Previous projects the company worked on

- ✓ Kulani has worked on air- conditioning maintenance in Pretoria for Statistics South Africa and Phumlani Mall in Olifantsfontein in 2012-13.
- ✓ Kulani has also worked on air-conditioning maintenance for Metropolitan health Group buildings based in Braamfontein during 2009 until 2011.
- ✓ Kulani was also involved in air-conditioning maintenance for Clicks in Highlands Mews situated in Witbank 2012.

## **Repairs**

- ✓ Kulani is also involved in air conditioning repairs for Montana Crossing Mall and North Park Mall in Pretoria North.

## **Installation**

- ✓ Kulani was also involved in the installation of the new air-conditions for 1 five stories and 1 seven stories buildings owned by Rezsolution Properties situated in 18 Leslie road in Vereeniging and 54 Woburn road in Benoni.
- ✓ Kulani also installed air-conditions in Pretoria for Montana Crossing Mall buildings.

## **7. Kulani Growth Projections**

### **Growth: 6 to 12 months**

- ✓ Get new projects worth more than R 1,5 million.
- ✓ Maintain our existing clientele.
- ✓ Employ at least 3 or more permanent technicians and 1 administrator and 2 assistance technicians.
- ✓ Buy a 2 new bakkies.

### **Growth: Two years**

- ✓ Increase our projects from R 1, 5 million – R5 million worth of projects.
- ✓ Increase and maintain our customer base.
- ✓ Employ 5 permanent Technicians and 1 Mechanical engineer who can do project management for the company and buy 4 bakkies for all the technicians.
- ✓ Buy a workshop site.

### **Growth: The next five years**

- ✓ Increase our projects from R5 million – R50 million worth of projects.
- ✓ Increase and maintain our customer base.
- ✓ Own a 2000 meters square workshop in Jo'burg.
- ✓ Increase our customer base all across South Africa.
- ✓ Grow the company's sales to more than R20 million per annum.

- ✓ Be the employer of choice in the industry.
- ✓ Increasing the Sales and growing the Kulani brand

## References

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