



Pétanque **NXXT**
your abundance. our aim

SINCE 2002

An aerial, top-down view of a dark blue ocean with white, frothy waves crashing and swirling. The water's surface is highly textured with intricate patterns of white foam against the deep blue background.

"The ocean's vast expanse teaches us that successful navigation requires a clear strategy and adaptable skills, much like guiding a business through the waves of change."

Pétanque NXT Capability Statement

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“What's great about Pétanque is that it has a team made of creators and doers. That mix ensures both the science and the art of project management excellence is integrated into their projects.”

Susan Ritter, Women's Wealthy Ways

Pétanque NXT is a management consultancy that has been specializing in delivering change through process, project management and tech integration since 2002.

With offices in South Africa and the Netherlands, we work with clients to provide clear, actionable strategies that drive transformative change, fostering innovation and growth.

Our expertise lies in bringing clarity to required changes through storyboard process mapping, planning the transition, and implementing tasks, projects and change to achieve results.

We collaborate with businesses to navigate challenges and seize opportunities, helping them achieve their strategic goals with confidence.



"Pétanque has supported us in assessing and improving our strategic processes using their storyboard-type process mapping methodology."

Benedict, Pioneer Foods



1. About us

Our vision

To be the trusted partner in transforming businesses, enabling sustainable growth and measurable impact through clarity, clear direction, and innovation.

Our purpose

By creating abundance in businesses we reduce poverty, improve education and create opportunities for diversity.

For us, an enterprise is a tool for growth, on a global scale. A successful enterprise provides services, products, employment & shareholder value. In turn, they build micro-economies where families have income, there is food, children learn, there is connectivity and transport, animals are cared for and life is good. Successful, ethical, socially and environmentally aware enterprises bring progress. And conversely, when enterprises fail, are unethical, and not aware, progress regresses.

That is why we do what we do. We give enterprises clarity, creating progress, first within ourselves and then one business at a time with the bigger goal of eradicating poverty and providing opportunity.

Profile

With offices in South Africa and the Netherlands, Pétanque NXT operates globally, leveraging digital platforms to deliver projects seamlessly online. We take pride in our corporate structure, with two of our three companies being 100% women-owned and one being a level 2 BBBEE contributor, reflecting our commitment to diversity and empowerment.

Culture

We are a diverse and inclusive team dedicated to social responsibility and sustainability. We prioritize ethical business practices and make a positive impact on the communities and environments in which we operate.

Whether optimizing processes, managing complex projects, ensuring compliance, or integrating cutting-edge technologies like AI and blockchain, we are committed to delivering value and driving success for our clients worldwide.

Our ESG Impact

As a fully remote company, we minimize our environmental impact by eliminating commuting and office-related emissions, offsetting 25,478 kg of CO2 since April 2023. Employees adopt energy-efficient practices, and our use of Microsoft's cloud services significantly reduces energy and carbon footprints. Operating paperlessly with e-signatures and digital contracts further conserves resources and minimizes waste.

Our social impact extends globally and locally, supporting conservation efforts, waste-to-building initiatives, clean-up drives, and school meal programs. With over two decades of animal welfare advocacy, we remain committed to ethical responsibility. Governance is upheld through dedicated committees overseeing strategy, risk, finance, operations, and marketing, ensuring accountability and integrity.

Practices



"We now have an integrated and coherent Big Picture with which to move forward. It is an excellent communications tool that enriches our discussions and helps us focus. Pétanque's true skill lies in asking the right questions and getting the job done." **Sanlam**

Our approach

The best way to achieve change is to understand each client's unique needs and challenges, which is why we're a **boutique** consultancy.

We tailor our approach, create work plans, and set milestones to embark on the journey to desired outcomes, providing clarity on who does what, when, and how.

Our process begins with a client briefing, an initial scope of work, agreement, analysis of the current situation and a clear definition of the expected outcomes. We agree on measurable goals, identify the processes and areas where change is needed, and develop clear action steps. This includes defining the benefits to be delivered and integrating continuous improvement elements into the design, planning, and implementation phases.

"I would strongly recommend their services and approach to any company at any stage of maturity as their process can be adapted."
Sanlam, Global financial services provider.



2. Sailing as a visual metaphor

At Pétanque NXT, we have chosen sailing as a visual metaphor for our company brochure to illustrate the skill and precision required to navigate the ever-changing seas of business in the 21st century. Just as skilled sailors adeptly handle their vessels through unpredictable waters, our proficient management consulting team guides businesses through the complexities and uncertainties of the modern market.

A well-designed and well-built yacht can withstand storms and explore new territories, much like how our firm, equipped with a highly skilled team and advanced technology, provides clarity, facilitates growth, and leads clients to success. Both disciplines demand a high level of expertise, strategic planning, and the ability to adapt to changing conditions.

Moreover, sailing, much like business, offers exhilarating moments of accomplishment and joy. There is an unparalleled thrill in cutting through the water toward a goal, whether it's crossing the finish line in a regatta or enjoying a sundowner on the Mediterranean after a fulfilling day of sailing. This joy and sense of achievement resonate with the successful navigation of business challenges and milestones.

As Dame Ellen MacArthur, a renowned sailor, once said, "The more difficult the challenge, the greater the reward." This quote encapsulates the spirit of both sailing and business, emphasizing that with skill and determination, one can master challenges and achieve remarkable success.

By choosing sailing as our metaphor, we at Pétanque NXT underscore not only the seriousness and complexity of navigating the business landscape but also the excitement and satisfaction that come with achieving business goals.

3. Capability statement

We support business leaders to implement necessary changes swiftly and effectively.

Our expertise lies in solving the complex challenges that businesses face, including

- identifying opportunities & creating implementation roadmaps
- managing risks
- addressing vulnerabilities
- meeting performance demands
- integrating technologies, such as AI and Blockchain
- software implementation & integration
- ensuring regulatory compliance, such as data privacy, AML and CTF
- defining roles and responsibilities, embedding accountability
- incorporating business imperatives such as ESG and DEI into processes
- making change stick

“Pétanque NXT provides us with the tools and foresight to create a multilayered strategy that we could use to highlight and address problem areas in our business as well as to form the basis to our new approach to growth. They are continuously innovating and forcing management teams to think beyond the confines of the boardroom.” **Acorn Group**

4. The PNXT advantage

We bring clarity through a collaborative approach, co-creating solutions using storyboards, roadmaps, and milestones.

This clarity is not just theoretical; we deliver tangible results through co-implementation, ensuring that strategies are effectively executed.

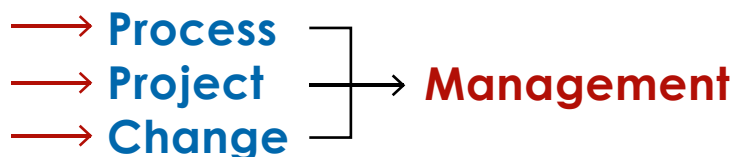
With this, our clients gain the confidence needed to lead their organizations through successful transformations.

Armed with the right insights and strategies, businesses are able to thrive.

We turn change into an opportunity for growth and success.

"Clarity builds confidence for change, yielding real results."

5. Our core services

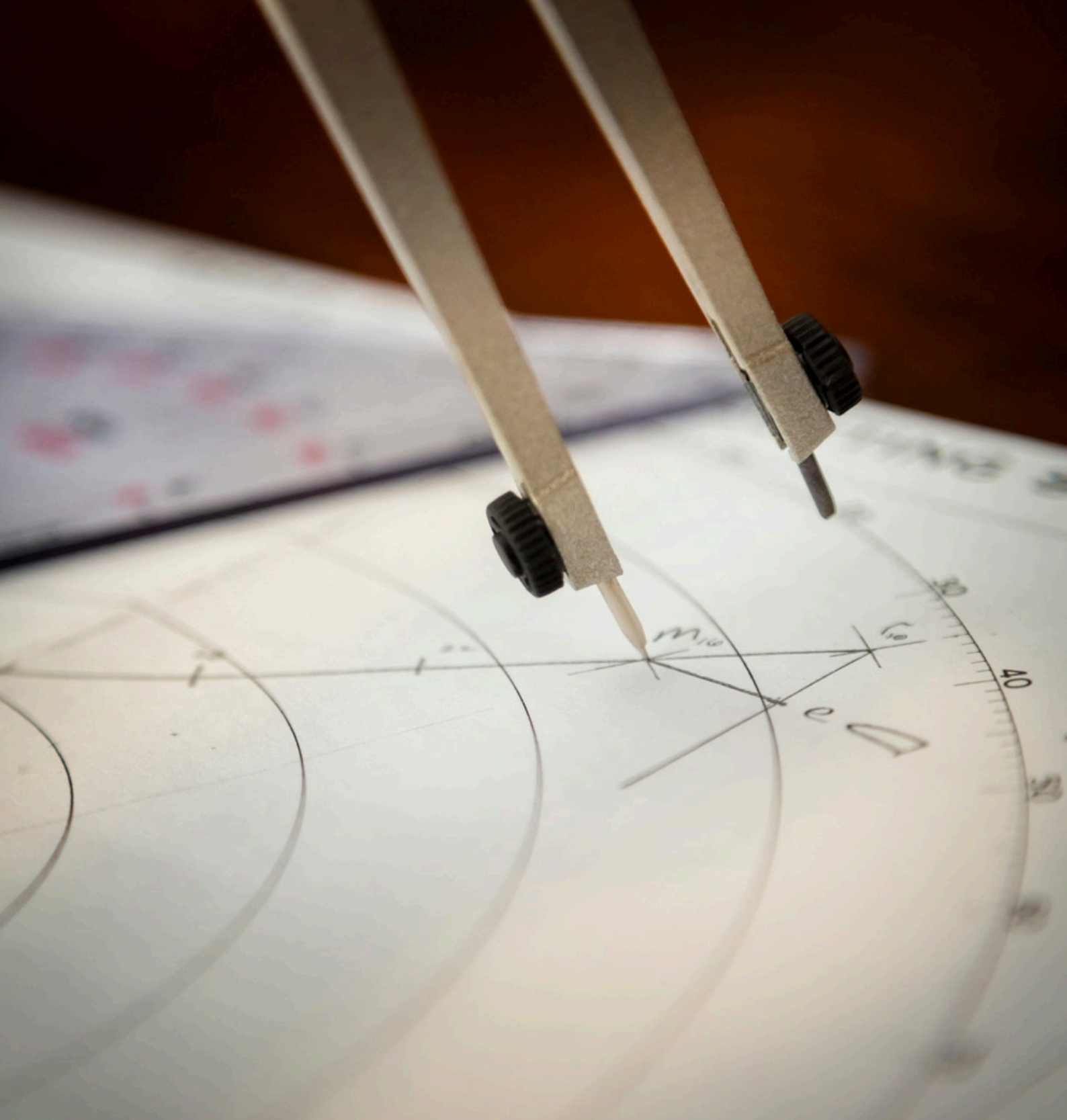




"The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails." **William Arthur Ward**

6. Our value proposition

- **Comprehensive Expertise:** Our wide-ranging services are delivered by skilled, experienced team members.
- **Customized Solutions:** We tailor our approach to align with your business, your strategic goals, and your people.
- **End-to-End Service Delivery:** From design, planning and implementation to ongoing support, we manage the aspects of your project you need help with.
- **Innovation and Future-Positioning:** In collaboration with you, we assess the latest relevant technologies to keep your business ahead of the curve.
- **Commitment to Quality:** Continuous improvement ensures solutions remain effective and relevant.
- **Client-centric approach:** Guided by our core values of trust, accountability, communication and teamwork, we pride ourselves on being highly accessible, showing up and delivering value through collaboration.
- **Strong Focus on Change Management and Training:** We ensure the best possible transitions and sustained success through training and change management strategies.
- **Strategic Partnership Approach:** We become an extension of your team, aligning with your goals and providing ongoing support.
- **Proven Track Record:** Our portfolio of satisfied clients and successful projects speaks to our capability and commitment.



"I can't believe how much we covered in a relatively short time, and greatly appreciate your generous contribution to our organisation's strategic development.

We'll certainly keep you updated on our progress; you've given us a lot of food for thought, and we're already translating our plan into budgets and funding proposals;-)."

Joy, Ikamva Youth

7. Case studies

1. Establishing a Project Management Office

Challenge

The client experienced inefficiencies in internal processes, exacerbated by rapid scaling.

Solution

We remotely engaged with internal project management teams and set up a Project Management Office, establishing structures and processes to standardize the onboarding of diverse, high-impact projects.

Outcome

The client improved its ability to onboard new clients and projects, applying standardized project planning, integration, implementation, and reporting.

2. Reducing Data Privacy Risks

Challenge

The client's strategy prioritized data privacy to mitigate potential breaches.

Solution

In a series of online workshops with senior management, we rated the risk profile at 70%, identified risk areas, mapped high-risk processes, and developed action plans to reduce risks. This was complemented by the implementation of Data Privacy Management Software and intensive data security training.

Outcome

Risk levels were reduced to meet the client's strategic requirements & KPIs.

3. Reducing Costs and Environmental Impact

Challenge

The client's strategy required targeted cost reduction and decreased environmental impact through renewable energy adoption.

7. Case studies continued

Solution

We developed a transition roadmap and project plan to identify processes that would deliver the required results.

Outcome

The outcomes are expected to exceed the targeted benefits.

4. Driving Aggressive Revenue Growth

Challenge

The client's strategy required aggressive revenue growth.

Solution

An online strategy workshop with the sales and marketing team resulted in a 90-day plan with weekly targets, tracked through 30-minute OKR stand-up sessions.

Outcome

Sales grew by 48% through entry into new markets and an optimized product mix.

5. Aligning Performance Metrics with Strategic Objectives

Challenge

The client required teams to take accountability for specific KPIs and align current performance metrics with strategic objectives.

Solution

"The team at Pétanque NXT have been excellent in executing our process mapping project. The process mapping itself has been revelatory, helping us identify small by immensely significant changes we can make in our processes. The mapping has also given our teams a new way of looking at the stakeholders of the processes, highlighted key risk areas and helped us identify better KPIs for managing the business." **Solar Africa**

We translated the KPIs into Objectives and Key Results (OKRs) that were planned, tracked, and measured during weekly 30-minute meetings.

Outcome

Over six months, accountability issues were resolved, and growth projects achieved the desired results.

6. Improving KPI Tracking with Custom Dashboards

Challenge

The client urgently needed to revamp key performance indicators (KPIs) and use customized dashboards to track and measure customer behavior.

Solution

Through a series of online workshops with senior management, we defined the ideal customer journey, identified crucial data points, and automated the data flow into customized dashboards.

Outcome

The real-time data and dashboards significantly improved platform management and customer service.

7. Enhancing Supply Chain with Web3 Technologies

Challenge

The client needed to assess the impact of Web3 technological advancements, including blockchain, AI, and automation, on their end-to-end supply chain.

Solution

We conducted online workshops with senior management to uncover the existing supply chain processes. We mapped the entire supply chain and identified areas where Web3 technologies could save costs, reduce time, and enhance customer loyalty.

Outcome

The new processes reduced lag times, improved product quality, and clarified roles and responsibilities for a small team operating under strict regulatory standards in a rapidly growing market.



8. The result of what we do

Delivering clarity, confidence, and impactful results through tailored services look like this:

- **Change Management:** Facilitating smooth transitions and adoption of initiatives with minimal disruption and maximum stakeholder buy-in.
- **Compliance Management (Data Privacy and AML/CTF):** Robust frameworks ensure regulatory adherence and mitigate risks, leveraging AI and human expertise effectively.
- **Innovation Management:** Fostering a culture of creativity and continuous improvement through targeted training, enhancing software capabilities and ROI.
- **Integration Management:** Seamlessly integrating systems and processes to enhance operational efficiency and synergy, supported by AI-driven insights.
- **Performance Management:** Driving informed decision-making and accountability with clear metrics and KPIs.
- **Transition of Processes, People and Technology from Web2 to Web3:** Strategically adapting to new technological paradigms such as blockchain, maximizing ROI with training for smooth transitions.



- **Process Mapping, Analysis and Improvement:** Streamlining workflows and optimizing processes to reduce inefficiencies.
- **Process Standardization and Role Clarity:** Establishing consistent protocols to ensure reliability and accountability across operations.
- **Project, Program, Portfolio and PMO Management:** Efficiently executing initiatives aligned with strategic objectives.
- **Strategy Design, Documentation, Communication, Tracking and Reporting:** Providing clear strategic direction and actionable plans, facilitating decision-making and progress tracking toward organizational goals.
- **AI Integration Program:** Provide structured training, policy development, and strategic AI adoption through awareness campaigns, workshops, ongoing staff support.
- **CEO Executive Support:** Provide strategic guidance, accountability, and process-driven insights to help executives navigate complexity, align operations with strategy, and drive measurable business growth.



9. Who our clients are

We have forged a proven track record of co-creating client solutions within a diverse range of industries across sectors:

- **Medium-Sized Enterprises:** Supporting critical growth stages, we optimize operations, scale effectively, and enhance competitiveness in dynamic markets.
- **Corporates and Fortune 500 Companies:** Our expertise in managing complex projects helps navigate operational intricacies, manage risks, and drive performance improvements. We align strategies with business objectives to foster sustainable growth and competitive advantage.
- **Small Businesses:** We streamline processes, boost efficiency, and lay the foundations for future growth, enabling sustainable success.
- **Government Agencies:** We streamline operations, enhance regulatory compliance, and implement innovative technologies, ensuring efficient delivery of public sector initiatives.
- **Non-Profit Organizations:** Through strategic change management, we improve processes, enhance performance, and ensure compliance, supporting mission-focused operations.
- **Venture Capitalists and Investors:** We collaborate with venture capitalists and investors to support due diligence processes, optimize operational efficiencies, and maximize return on investment in targeted ventures and portfolios.

Currently focused on corporates and medium-sized businesses, we tailor innovative solutions to address specific challenges and achieve strategic objectives.

Our collaborative approach ensures clarity and confidence in implementing transformative changes, delivering tangible results across sectors.

[Click to view our Client Portfolio](#)



10. What differentiates us

Change through process and project management:

Change through process and project management distinguishes Pétanque NXT by precisely identifying processes that deliver value and pinpointing areas ripe for improvement to seize opportunities, mitigate risks, and achieve strategic goals. This ensures that required changes are clearly defined and uniquely tailored to each process, facilitating swift adoption and yielding measurable results. This clarity not only accelerates the pace of change but also enhances organizational agility, providing confidence in what needs to happen, why, who is impacted and making the change 'stick' for sustained success.

Collaborative Solutions:

We are committed to working collaboratively with our clients to co-create solutions.

We don't believe in prescribing ready-made solutions. Instead, we work with our clients to understand their unique needs and challenges and then develop tailored solutions that work for them.

Human-Centered Change:

We have a deep understanding of the human side of change. We know that change can be difficult for people, and we help our clients manage the change process sensitively. Unique storyboards are used to design and plan the change, map the processes, and make it easy and clear to understand who needs to do what, in which process, how, and by when for the desired results.

Confidence Through Clarity:

Our VizPro® approach provides a crystal-clear understanding of what needs to change, why it needs to change, and how it should change. This clarity ensures that leaders can confidently embark on the change journey.

Sustainability:

Making change stick means that we don't stop once the initial implementation is complete. We support clients to ensure that the changes become an integral part of their organization's culture and operations, leading to sustainable, long-term success.

MAKING CHANGE STICK

THE CHANGEMAKER

Empowering leaders to drive sustainable transformation and innovation

- 1 Design** Identify key issues to chart your path forward
- 2 Plan** Outline steps & resources to bridge the gap to future goals
- 3 Implement** Embed changes for lasting impact

Making Change Stick through Process, People & Technology

Take full control of your transformation with this streamlined, user-friendly solution

Price upon request

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WANT DEEPER INSIGHTS INTO YOUR BUSINESS OPERATIONS?

Introducing The Navigator

Our custom tracker, The Navigator, makes it (almost) effortless to monitor and optimize sales, marketing, internal tasks and finances.

- 1 EASY TO FILL IN**
Streamlined design ensures quick and simple data entry
- 2 EASY TO UNDERSTAND**
Clear, concise analytics transform raw data into actionable insights
- 3 QUICK**
Only 15 minutes per week to manage your performance meetings optimally



CUSTOM SOLUTIONS

The Navigator is tailored specifically for your business, ensuring it addresses your unique needs and goals for maximum effectiveness.



COMPREHENSIVE ANALYTICS

Gain valuable insights through in-depth analysis to measure performance accurately and make well-informed, practical decisions.



EXPERT SUPPORT

From initial setup to ongoing optimization, we provide dedicated support to ensure you get the most out of the Navigator.

info@petanquenxt.com

info@petanquenxt.com

MEET AI

A Workshop

DISCOVER & ENGAGE, ON YOUR TURF

- 1 An Assessment**
- 2 The Business X-ray**
- 3 Happening Elsewhere**
- 4 At Your Fingertips**

How prepared is your business for introducing AI into operations? What do we need to look out for?

Unpack the value chain in your business and pinpoint where AI can make a difference.

An introduction to AI, how it works, what it does, what to be aware of and how others are using it.

AI tools for your needs. A suite of tools to get started with, hands on demos and try outs, keeping confidentiality top of mind.

A custom 90-minute introductory workshop tailored to each business unit. Participants gain an understanding of the AI landscape, the risks and the opportunities. They'll get a clearer look at how the business world is evolving with AI and get clear about the difference it can make to their work flows. They leave with a healthy respect for the power of AI and the potential it unlocks.

R36,000 excl VAT / workshop, 10-25 participants

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"Risk comes from not knowing what you're doing." **Warren Buffet**

MANAGING YOUR RISK

A SYSTEM THAT WORKS

Combine Advanced AI Analytics with Human Expertise to revolutionize your Risk Management.

- 1 Identify** potential risks in your organisation
- 2 Translate** into an impact-probability matrix assessment
- 3 List** effective risk interventions
- 4 Map** top 5 risk/value streams

Flexible. Bespoke. Simple.
Take full control of your risks with this streamlined, user friendly solution.

€ TBA

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VISUALISE PROCESSES THROUGH PROCESS MAPS

VizPro®

Our Process Maps ensure that everyone is on the same page, literally.

Turn complexity into clarity.

- 1 Clarity on roles & responsibilities**
- 2 Process improvement**
- 3 Managing risks**
- 4 Integrating technology**
- 5 Managing change**

www.petanquenxt.com

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UNLOCK BUSINESS POTENTIAL FAST

Business X-Ray

Gain clear, actionable insights to drive confident growth

- 1 Diagnose issues:** quickly spot inefficiencies
- 2 Gain insights:** receive actionable, data-driven recommendations
- 3 Boost profits:** implement changes that drive growth

Business X-Ray: your shortcut to success
Gain complete clarity on your business performance!

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11. Our products

- | | |
|--|---|
| 1. BDM® Business Destination | Strategy and road-mapping |
| 2. Business X-RaySM | Process discovery |
| 3. Meet AI | Integrating AI into your business' everyday tasks |
| 4. NX.TCertSM | Blockchain certification |
| 5. The Navigator | Deeper insights into your business operations |
| 6. NX.TNFTMintSM | NFT minting |
| 7. PrivIQ | Data privacy management |
| 8. The ChangeMakerSM | Change design, planning and implementation |
| 9. VizPro® | Process mapping |
| 10. Compass Risk Management | AI-supported risk management system |
| 11. CEO Executive Support | Sounding board for roadmaps, accountability, and process-driven insights to help executives |



12. Explore

About us: <https://www.petanquenxt.com/about-us>

- Meet the Team: <https://www.petanquenxt.com/meet-the-team>

Practices & Products: <https://www.petanquenxt.com/practices-and-products>

- Blockchain Practice: <https://www.petanquenxt.com/blockchain-practice>
- Compliance Practice: <https://www.petanquenxt.com/privacy-compliance>
 - USA: <https://www.petanquenxt.com/ccpa-cpra-data-privacy-compliance>
 - EU: <https://www.petanquenxt.com/gdpr-data-privacy-compliance>
 - Africa: <https://www.petanquenxt.com/popia-data-privacy-compliance>
- Project Management Practice: <https://www.petanquenxt.com/project-management>
- Change Management Practice: <https://www.petanquenxt.com/change-management>
- ChangeMaker: <https://www.petanquenxt.com/changemaker>
- Process Mapping: <https://www.petanquenxt.com/process-mapping>
 - VizPro: <https://www.petanquenxt.com/vizpro>
 - Business Destination Map: <https://www.petanquenxt.com/bdm>
 - Business X-Ray: <https://www.petanquenxt.com/business-xray>

Software solution: <https://www.petanquenxt.com/software-solution>

Clients & partners:

- Clients: <https://www.petanquenxt.com/clients>
- Partners: <https://www.petanquenxt.com/our-partners>



Viewing deck: <https://www.petanquenxt.com/the-viewing-deck>

Buy from us: <https://www.petanquenxt.com/how-to-buy-from-us>

Join us: <https://www.petanquenxt.com/join-us>

Contact: <https://www.petanquenxt.com/contact-us>

Assessment & tools:

- **Innovation Readiness Assessment:** <https://www.petanquenxt.com/innovation-readiness-evaluation>
- **Project & Change Readiness Assessment:** <https://www.petanquenxt.com/change-readiness-evaluation>
- **Blockchain Assessment:** <https://www.petanquenxt.com/blockchain-readiness-assessment>
- **Change Management:** <https://www.petanquenxt.com/sailing-change-management>
- **Project Management – a quick overview for busy executives:** <https://www.petanquenxt.com/pm-overview>
- **Project Management – notes on project sponsorship:** <https://www.petanquenxt.com/project-sponsorship>
- **Effective Benefits Management:** <https://www.petanquenxt.com/benefits-management>



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choose Merchant House 19