



GWS
INVESTMENTS



Dean Stafford

Director and Owner of GWS Investments

I am the founder and Director of GWS Investments PTY LTD since 2017. I come from an engineering, construction, and business background. I have worked professionally with various leaders in the trade industry to carve a niche for myself. I started my career as a boilermaker and pipefitter and progressively through the relevant training and apprenticeships became certified professional. Today I reap the rewards of having accomplished the skills in the engineering field and utilising those same skills in making my business successful.

CONTACT

Cell: +27 078 859 3898

Land line: +27 31 012 5084

Fax: 086 648 4617

Website Name:

<https://www.gwsinvestments.co.za/contact/>

EMAIL

dean@gwsinvestments.co.za

stafforddean27@yahoo.com

HOBBIES

- Reading
- Listening to music
- Cycling
- Soccer

CERTIFICATIONS

- Degree: B.A. Law
- Certifications: Project Management
- Mastering FIDIC, NEC & JBCC and GCC 2010 Contracts
- Legal Liability FOR Supervisors
- Construction Safety Training
- Fire Fighting & First Aider course
- Boilermaker
- Diploma Industrial Relations

VISION

GWS Investments Pty Ltd t/a GWS Construction is a registered company, which came into fruition after market research highlighted key gaps within the Metal Engineering Sector. We are an established company providing services within the greater Kwa-Zulu Natal Area, nationally and working towards being internationally recognized.

GWS Investment PTY t/a GWS Construction is 100% black owned which has been operating with greater than expected results. GWS Investments Pty Ltd boasts a team of professionals with expertise in various disciplines namely, Project Management, Mechanical Engineering and Quality Control. Our aim is to increase our market share by strategically working with companies that share our values, assist in increasing market share, and support our international strategy. It is this dynamic metamorphosis that we pride ourselves on.

To be respected nationally and internationally as a Professional engineering Service Company providing standard based activities within the Mechanical Engineering Sector.

MISSION STATEMENT

GWS Investments are Client-centric, efficient, and cost-effective. We aim to maintain long-lasting relationships within the industry by conducting business through high levels of integrity, honesty, and hard work.

All products and services comply with ISO 9001 / ISO 14001/ ISO 18000 and SABS management system standards, to meet the requirements of our clients and applicable legislation.

SKILLS AND VALUES

- Effective communication skills
- Cast iron integrity!
- Leadership skills
- Organizational skills
- Time management skills
- Collaboration skills
- Problem-solving skills
- Analytical skills
- Great Teamwork displayed at all times
- Dedicated partnership
- Embraced diversity

WHAT WE OFFER

- Competitive costing
- Higher efficiencies
- Increased level of quality
- Product reliability
- Safe work environment
- Reduced down time
- Client satisfaction
- Competitive advantage
- Continual improvements
- Higher productivity

OUR OFFERINGS ARE BASED ON BUT NOT LIMITED TO:

- Structural erection
- Mechanical
- Piping
- Fabrication, erection
- Project Management

MARKET ANALYSIS

There are eleven market sectors of engineering and fabrication business in which Construction will be seeking prospects:

1. Captive power developers
2. Pulp and paper producers
3. Textile producers
4. Cement mills
5. Mining industries
6. Sugar producers
7. Palm oil producers
8. Fertilizer manufacturing
9. Petrochemicals
10. Oil & Gas Exploration & Production Companies
11. Oil Refinery Complexes

SOCIAL DEVELOPMENT

Our Company strongly believes in the economic and social development of South Africa and therefore aims to continue with BBBEE, and Community Development, South Africa is faced with many challenges and we fully understand the need to bring the previously marginalized segments of the population into the mainstream of economic activity.

One of the cornerstones of Black Economic Empowerment requires us to establish firm roots in employing PDI's, providing a foundation on which skills development and fuller participation in the South African economy can build up the community. Previously disadvantaged individuals are enabled to participate in the economy in a sustainable way, at levels of our activity – from the Boardroom to the shop floor.

Black Economic Empowerment is necessary for South Africa, but it must be meaningful to those to whom it is directed, provide a benefit to existing business, and support the growth of the economy, to the benefit of all South African. In line with SA's vision of a growth rate of 6% per annum, GWS Investments Pty Ltd t/a GWS Construction, has stepped up to play its role in achieving this goal. We are of the opinion that companies utilizing our services will not only increase their market share but will also have a formidable ally in utilizing a professional BEE company.

Our Organisational structure is such that it represents a flat structure, which improves efficient and speedy decision – making and implementation.

PARTNERING

We aim to forge a partnership with our clients through:

- Increasing the market share for our clients,
- Monitoring and evaluating customer dissatisfaction,
- Improving the product and service through a review process,
- Operating within a quality framework of TQM, monitoring, and measuring performance outputs in all spheres of operations.
- Working within our vision, mission, and policy statements, providing world – class services and products resulting in peace of mind.

CAPACITY

Our workforce comprises of Pipe Fitters, Welders, Engineers, Planner, Materials Co-Ordinator, Storeman, QC, Safety Officer, Timekeeper and includes additional workers as and when the need arises.

MARKET

There is a real opportunity to increase engineering services. A continuing upward economic drift characterizes the current situation. It seems reasonable, however, that the company's target market sectors have the strength to be credible buyers in the oil business, since their business orientation is focused on the export market. The company faces significant rivalry from a variety of direct and indirect competitors.

CONCLUSION

Outsourcing is becoming a standard business practice in virtually every facet of business operation. This trend enhances the usefulness of the value chain approach in strategic analysis. It is our opinion that there are three fundamental perspectives – strategic control, continuous improvement, and the balanced scoreboard, which provides the basis for designing strategy control systems.

Our strategic control systems are intended to steer the company toward its long-term strategic goals. Premise controls, implementation controls, strategic surveillance and special alert controls are types of our strategic controls. These four types are designed to meet your needs to track the strategy as it is implemented, detect underlying problems, and make necessary adjustments.

These strategic controls are linked to the environmental assumptions and the key operating requirements necessary for successful strategy implementation. Ever-present forces (PESTEL) of change fuel the need for and focus on strategic control.

Operational control systems require systematic evaluation of performance against pre-determined standards or targets. We use trigger points and contingency plans in this process and are committed to the continual improvement in which personnel across all levels in the organization define.

Identify ways, in every process within our business to influence customer value and seek to continuously enhance the quality, efficiency, and responsiveness with which the process, products, and services are created and supplied.

This includes attending internal as well as external customers. The “balanced scorecard” is a control system that we use to integrate strategic goals, operating outcomes, customer satisfaction, and continuous improvement into an ongoing strategic management system.

It is therefore in this context that our company believes that we will be able to fulfil our obligations to our clients and by affording us, the opportunity, it will allow your company to achieve its objective.

