

Datatec Ltd. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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Abstracts

Datatec Ltd. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Datatec Ltd. and its competitors. This provides our Clients with a clear understanding of Datatec Ltd. position in the [Computers and Electronic Equipment](#) Industry.

The report contains detailed information about Datatec Ltd. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Datatec Ltd.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Datatec Ltd. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your

company's decision-making processes.

In the part that describes Datatec Ltd. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Datatec Ltd. business.

About Datatec Ltd.

Datatec Limited operates as an international networking and IT services company in Europe, North America, South America, Africa, Middle East and the Asia Pacific region. The company's main lines of business comprise the global distribution of improved networking and communication convergence products (Westcon), infrastructure solutions and IT network integration (Logicalis) and strategic telecommunications consulting (Mason). The company also has interests in its wholly owned subsidiaries Westcon AME (operating in Africa) and Online Distribution (operating in the Middle East) and an 84% interest in RangeGate (operating in S.A. and the U.K.).

The company operates in three principal lines of business: Westcon Group, Inc. (Westcon), Logicalis Group (Logicalis), and Mason Group Limited (Mason), as well as the operations of Westcon AME, Online Distribution and RangeGate S.A. and U.K.

Westcon

Westcon operates as a global distributor of networking and communications equipment operating in North and South America, Europe and the Asia-Pacific region. Westcon is a sales and marketing channel for major vendors of networking technology specializing in the security, convergence and IP device technology sectors. Its primary vendors are Cisco Systems, Nortel Networks, and Avaya Communications.

Westcon provides a full line of connectivity solutions including products and services for convergence technology, remote access, Internet and e-business, virtual private networks, videoconferencing, wireless connectivity and network security.

The company has approximately 7 900 customers world-wide that consist of value-added and general resellers, systems integrators and service providers that resell networking products and solutions to small and medium sized businesses, major enterprise organizations and governments around the world. These solutions include the design and configuration of data, voice converged and wireless networks, network extensions, such as video conferencing, network storage and unified messaging and network security.

The Comstor division of the company leads with Cisco products in the US, Europe, Australia, the UK, Germany, Belgium, and Singapore and Singapore, while offering a host of complementary products centered on convergence, security and IP devices. The US-based Voda One division leads with Avaya products for convergence, unified messaging, call centre applications, PBX, and data networking solutions. The Westcon division of the company leads with Nortel Networks solutions and also provides voice and data networking equipment and security products in the U.S., Europe, Canada, Australia, and Brazil. Westcon is a major distributor of Checkpoint security solutions.

The company launched its Convergence Symposiums in North America. The Convergence Symposiums are scheduled to roll out in Europe and Asia-Pacific in the near future. Westcon also announced Convergence Edge, an integrated support programme, and announced distribution agreements with Proxim in Europe, Avaya in Brazil and Europe, and SpectraLink and LightPointe in North America.

Westcon had vendor partnerships with Fortinet, NetIQ, and Enterasys in North America. The company signed North American and European distribution agreements with Symbol Technologies, significantly expanding Westcon's IP devices portfolio. Westcon offered Homeland Security and Business Continuity conferences, Security and IP Telephony 'Fast Track' technical training programs and product-specific 'Coffee Club' sessions.

Logicalis

Logicalis provides high performance IT integration solutions internationally. Logicalis engages in the specification, design, deployment, and management of IT infrastructure

to approximately 3 000 corporate and public sector customers. Logicalis principally operates in Slough, United Kingdom (U.K.) and in seven countries. Logicalis provides complex technology services and solutions. Logicalis's vision is to become the partner of choice for IT solutions, integrating best-in-class offerings from major IT and networking vendors. The company has disposal of Logicalis assets in Australia and New Zealand to IBM Corporation.

Logicalis has operations in the U.S., the U.K., Germany, Argentina, Uruguay, Paraguay, and Brazil. (Logicalis' operations in Australia and New Zealand were sold in March 2004.) Logicalis maintains partnerships with technology companies, such as HP, IBM, and Cisco. Logicalis focuses to create value for customers through the delivery of solutions and services that are beyond the scope of vendor offerings, including integrated, multi-vendor solutions, managed services, and optimization services.

Mason

Mason is the company's telecommunications consulting subsidiary. Mason primarily operates in the U.K., Ireland, and Continental Europe.

Mason's services include: solutions strategy, business planning, engineering and design, procurement (for and on behalf of the client), program and project management and network optimization. Mason's clients are blue chip organizations in the telecommunication (telecom), enterprise and government markets.

Other Holdings

The company also has operations under Other Holdings, such as Westcon AME (operating in Africa), Online Distribution (operating in the Middle East) and RangeGate (operating in South Africa (SA) and the U.K.).

Westcon AME and Online Distribution: Westcon AME and Online Distribution, value added networking distributors whose operations mirror those of the Westcon group.

Affinity logic: Affinity logic operates as an IT outsource services company. Datatec sold its 55.2% shareholding in Affinity Logic to UCS Group Limited in August 2003.

Rangegate: Rangegate located in S.A. and the U.K., represents the company's mobile technology systems integration business, and provides mobile supply chain solutions to sectors, such as retail, industrial, manufacturing, and transport and logistics.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.
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ANALYSIS FEATURES

SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

Porter Five Forces Analysis

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

VRIO Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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