



Intelligence-Driven Risk Management Solutions



Company Profile



About Us

Focus Group is a diversified, intelligence-driven risk management company. We advise on, execute, and deliver risk management solutions using a holistic and pro-active approach with the objective of assisting our clients to become more resilient in an increasingly complex, global, and digitised risk environment.

Focus Group has over two decades of hands-on experience dealing with complex risk and security situations. We provide risk mitigation solutions to multinational companies, financial institutions and private clients at strategic decision-making and operational levels to identify, understand and mitigate risk and to adequately respond to crisis situations. Our approach is based on a wide and well-established information network and a deep appreciation for the cultural complexities, diversity, and nuances of the countries we operate in.

Our Services



"It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so." — Mark Twain

Quick Facts

- » Over 25 years of experience operating in challenging environments in Africa, Asia and the USA.
- » Worked in 47 of 54 African countries.
- » In-house analyst team utilising advanced analysis software.
- » Experienced risk management personnel deployed in countries of operation.
- » Deep understanding of the cultural nuances and diversity in our countries of operation.

Our Keys to Success

On-The-Ground Information Network

Our closed source information network has been established over decades of operation and is active in over 30 African countries.

In-House Analyst Team & Industry Experts

The research and analysis division of our company comprises industry experts with diverse backgrounds, bringing together a wealth of experience derived from numerous projects spanning three continents.

Focused Risk Management Solutions

Our core value is providing customised solutions for each of our clients based on their unique requirements and goals.

The Focus Group of Companies

We have developed an extensive on-the-ground closed source information network (HUMINT) within our Africa footprint. Our operations have spanned various industries with particular focus on Sub-Saharan, Central, and Eastern Africa.

- » Focus Africa Advisory (RSA)
- » Focus Africa Advisory (Botswana)
- » Rhula Intelligent Solutions (Mozambique)
- » Focus Africa (Malawi)
- » Focus Africa Advisory (Kenya)
- » Focus Africa (Dubai)
- » Focus Group Aerial Surveillance (RSA)
- » Focus Africa (Seychelles)
- » Focus Africa (USA)
- » Focus Africa Foundation NPC (RSA)
- » Focus Capital Investments (RSA)
- » Focus Resource Holdings (RSA)
- » EODT Africa (RSA)

Our Past Performances

Our Africa Footprint



Our Services

[Our Full Service List](#)

Our solutions are developed through discussions with the client to define the problem, while using the appropriate risk assessments to fully understand its nature. By combining the necessary individual services, we develop and implement a tailor-made solution to address specific project issues or requirements.

Primary Sectors of Operation

- » Oil & Gas
- » Anti-Poaching
- » Mining
- » Anti-Counterfeit
- » Due Diligence

Our Services

[Our Full Service List](#)

Primary Solutions

Intelligence & Analysis

Our in-house team of experienced analysts use cutting-edge technology and methodologies to provide clients with timely and customised insights to stay ahead of risks and navigate uncertainties.

Risk & Security Management

We specialise in identifying and assessing potential threats and vulnerabilities, developing tailored security strategies, and implementing proactive measures to prevent and mitigate risk.

Due Diligence

Our dedicated team analyses financial, media, legal, and operational aspects of companies and/or individuals using advanced methodologies to empower clients to make informed decisions with our comprehensive due diligence services.

Drone Aerial Surveillance

Drones, essential in global industries for adaptability and efficiency, create business opportunities; we deploy them for information gathering to identify perpetrators, vulnerabilities, and collect actionable intelligence.

Investigations

Our investigation team employs a thorough and meticulous approach to verify incidents, identify relevant individuals, and compile comprehensive reports, ensuring a nuanced understanding of potential risks for informed decision-making.

Full-Service List

Primary Services

Intelligence & Analysis

- » Intelligence Management Platform (IMP) – HUMINT & OSINT
- » Closed-Source Link Analysis & Network Development
- » Tailormade Reports on Political & Country Risk
- » Due Diligence
- » Country & Regional Risk Assessments
- » Threat & Risk Assessments
- » Enhanced Intelligence Reports & Data Analysis
- » Social Media Monitoring & Sentiment Analysis

Risk & Security Management

- » Managing of Security Function
- » Conducting Security Audits
- » Assessing, developing & implementing Standard Operating Procedures, Crisis Management & Evacuation Plans
- » Investigations
- » Explosive Ordnance Disposal Training (EODT) & Explosive Remnants of War (ERW) Mitigation
- » Operational Management, Personnel Training & Compliancy Audits for EOD & ERW
- » Close Protection Officers (CPO)

Special Projects

- » Drone Aerial Surveillance
- » Anti-Counterfeit Investigations

Supporting Services

Tech Solutions

- » Information Services
- » Data Capturing
- » Data Mining of the Web, Deep & Dark Web
- » Database Development & Maintenance
- » Data Management
- » Data Analysis
- » Case Management
- » Secure Text & Voice Communication Software
- » CCTV Management Solutions (with AI)
- » Travel Management & Protection Solutions
- » GPS / Satellite Vehicle & Personnel Tracking
- » Advanced Integrated Access Control Systems

Additional Special Projects

- » Tailormade Security Training (incl. HEAT courses, General Security Practice, Handler Orientation as well as Body Language Evaluation)
- » Criminal Background Checks
- » ID Cards
- » Fully Kitted Emergency & Medical Bags
- » Remote Camp Solutions & Logistical Supplies
- » Community Impact Studies
- » Dispute Resolution with Communities
- » ESG Risk Assessments
- » Drafting of & reporting on guidelines & requirements for ESG
- » Negotiations on behalf of corporate clients, both in & out of court settlements
- » CSR Protocol Development

[Our Past Performances](#)

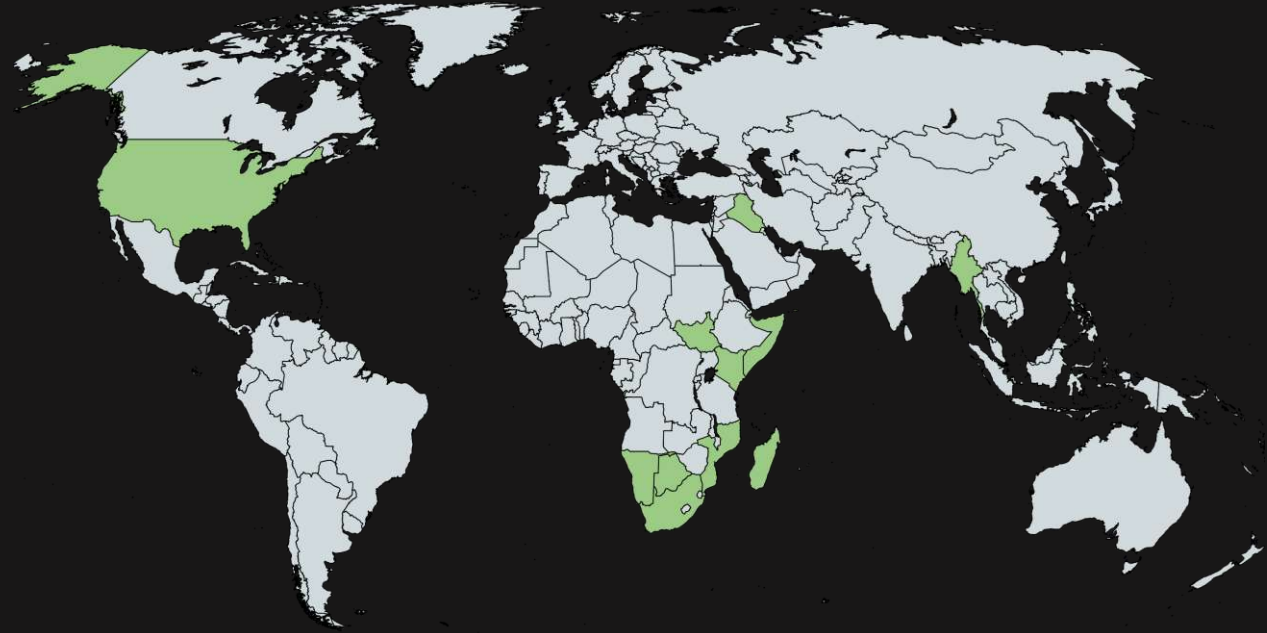
Past Performances - Project Highlights

Oil & Gas

- » We conducted threat assessments in the USA on a large coastal pipeline project.
- » Successful completion of an exploration oil drilling operation in Somalia.

"The UN Security Monitoring Group praises the client's security services provider for its transparency and its efforts to comply with the sanctions regime (which) arguably represent best practices for private security companies in Somalia".

- » Client in Madagascar had their operating license revoked, the solution was provided through engaging with the correct political role-players. Focus Group facilitated the entire process.



Anti-Poaching

- » Operations have resulted in the arrests of poachers in the Kruger National Park.
- » Identification of poaching and smuggling routes in Kenya, Mozambique, Uganda and Tanzania, as well as the key role-players involved.

Past Performances - Project Highlights

Mining

- » Providing risk management solutions to one of the largest mining companies in the world, mining the largest coal deposit in Africa.
- » Through employing risk mitigation procedures, we assisted a major mining company in not declaring force majeure.
- » Restructuring the security solutions of a major state-owned diamond mine, reducing losses incurred by 80% in 12 months.
- » Actionable intelligence led to intelligence-driven operations for a South African operated mine in cooperation with specialised SAPS units that resulted in the arrest and prosecution of key high-value targets.
- » In collaboration with Carte Blanche, Focus Group identified the scale of illegal mining operations in Limpopo and exposed fraudulent mining rights held by illegal mining bosses – a “Minejacking” operation.
 - » Foresight of the threat allowed for decisive and effective risk mitigation.
 - » Confiscation and impounding of illegal mining machinery.
 - » Through collaboration with the SAPS, illegal mining investors were dissuaded from providing funding and support to illegal mining operations.

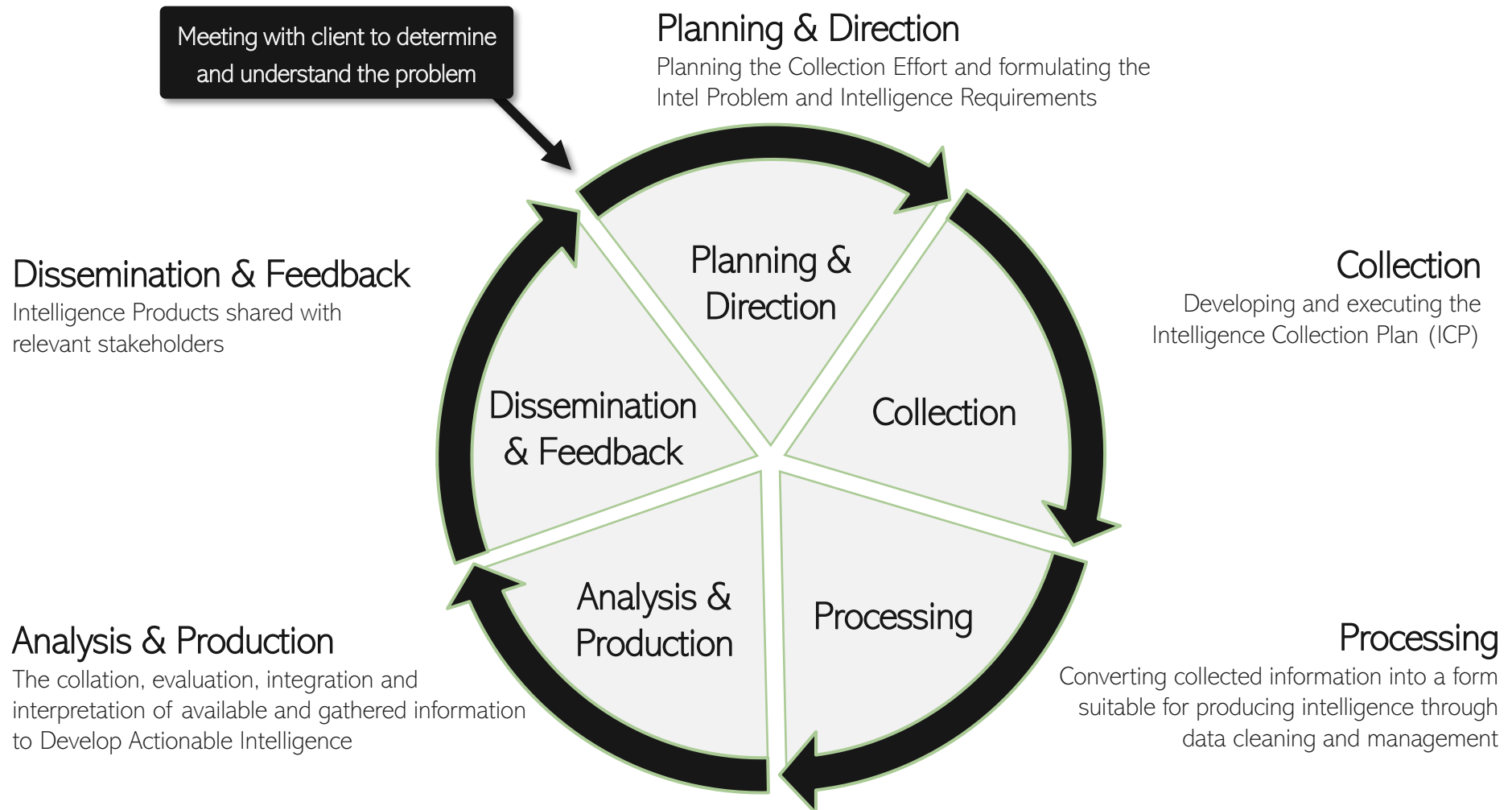


Anti-Counterfeit

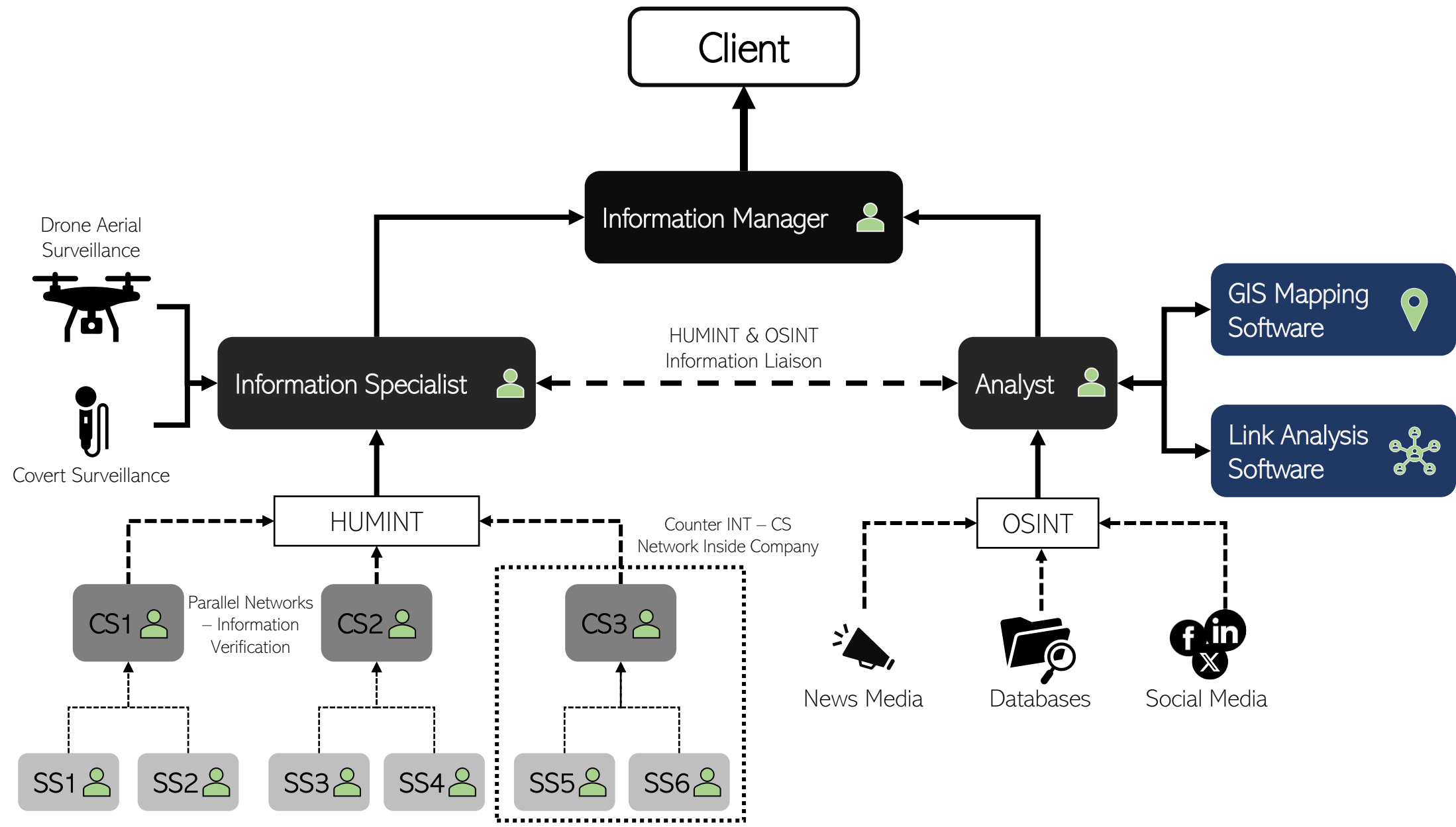
Cross national anti-counterfeit investigations, operations and seizures that have allowed us to develop, and support a powerful and unique anti-counterfeit database and information platform.

Our Approach – The Intelligence Cycle

The Intelligence Cycle is the basis of our approach to gather and collate data in order to plan, collect, process, analyse, and disseminate information to provide foresight, achieve project goals, and develop solutions to mitigate risks.



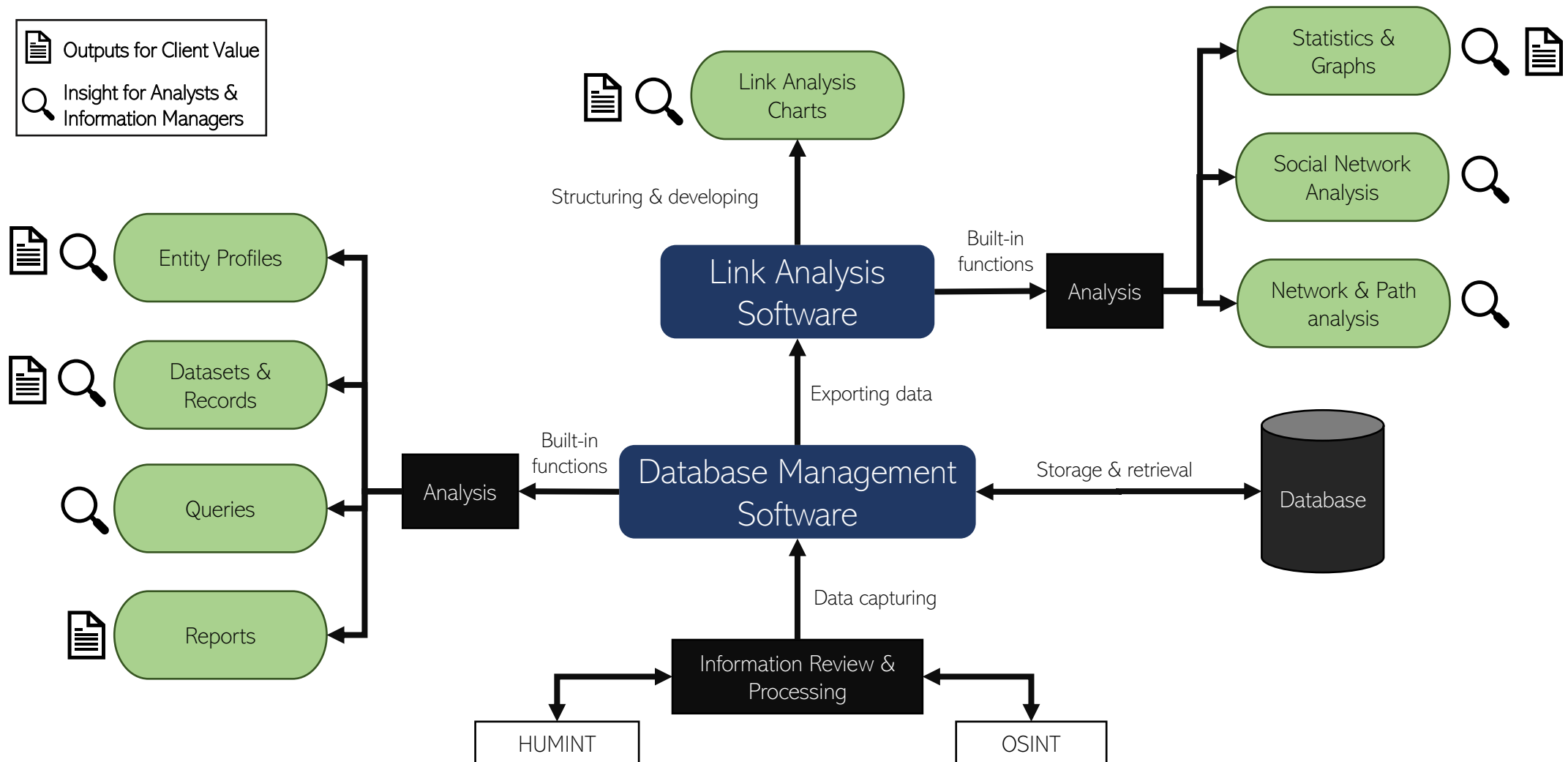
Intelligence Management Platform (IMP)



Link Analysis

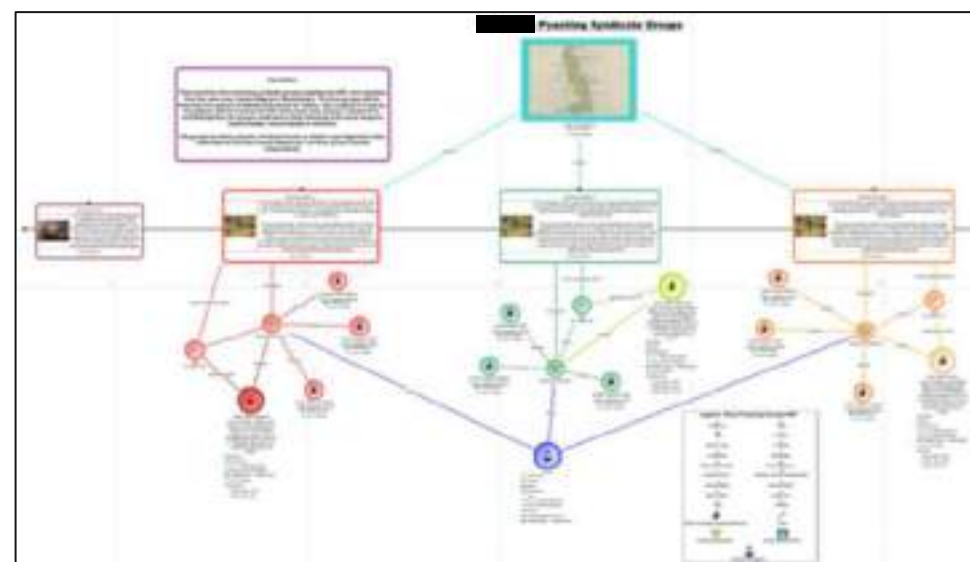
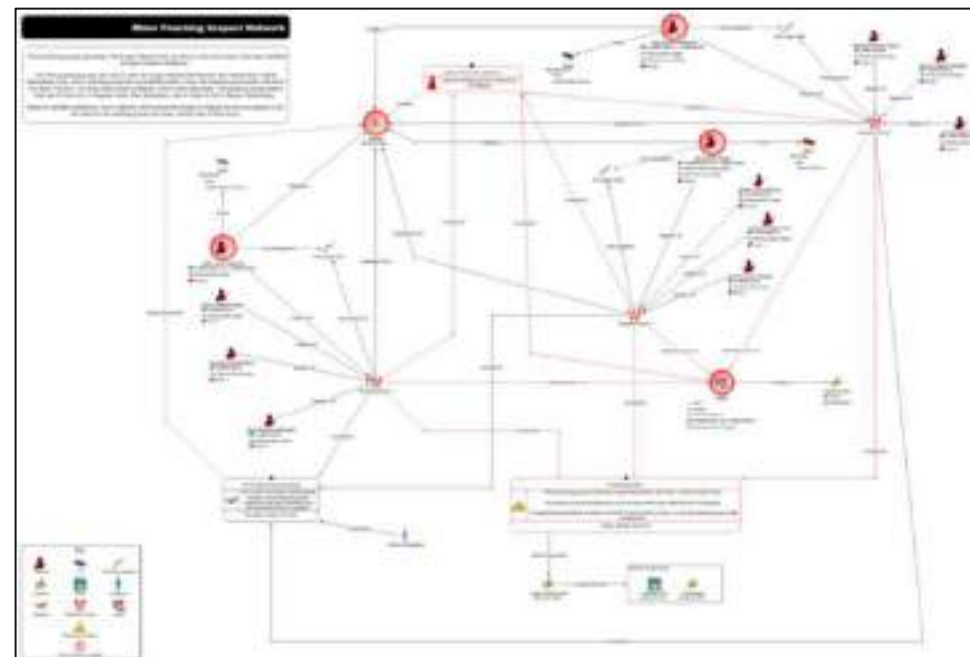
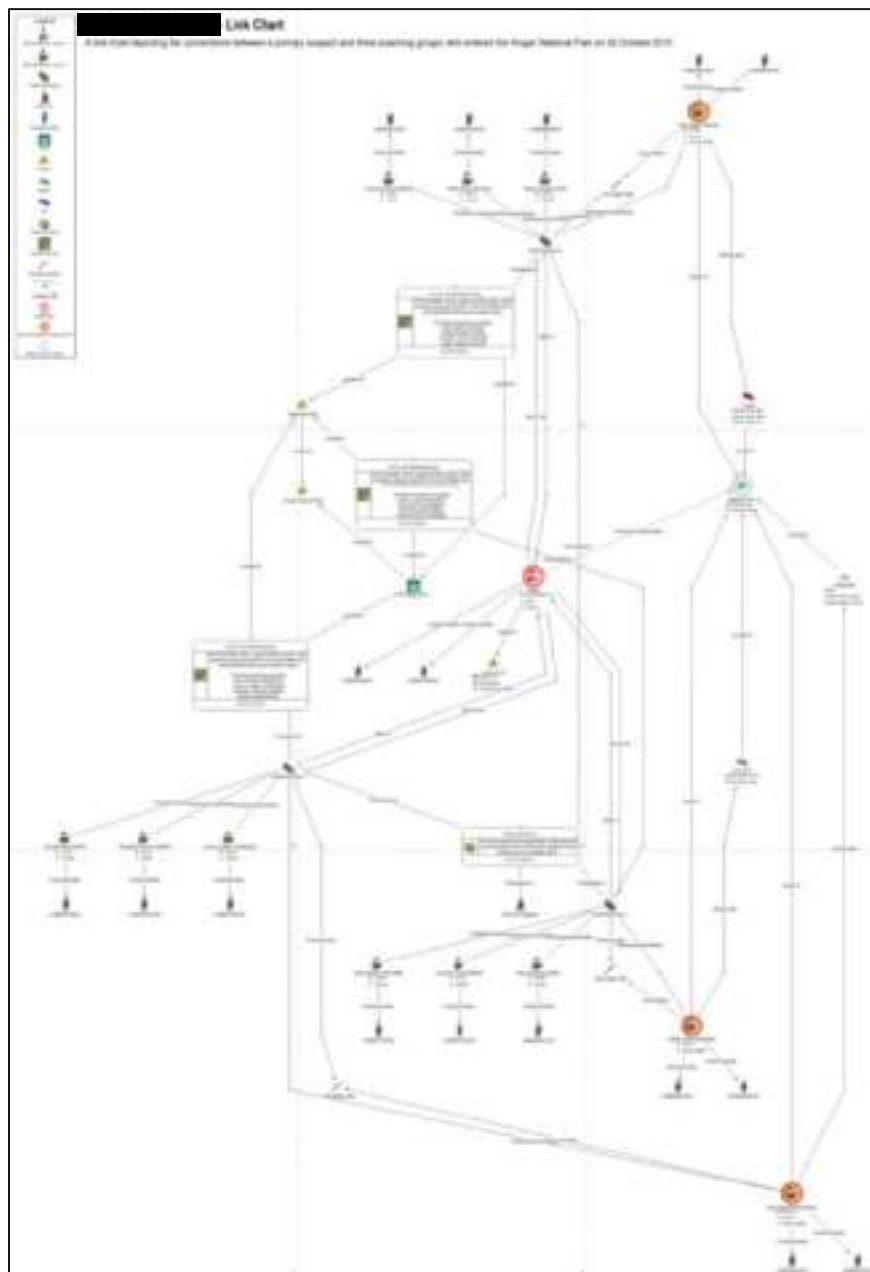
Intelligence & Analysis
Primary Service

Focus Group utilises an advanced link analysis and database management software to generate actionable intelligence for all major intelligence projects for clients across multiple industries throughout the African continent and the USA for nearly a decade.



Link Analysis Chart Examples

Intelligence & Analysis
Primary Service





Managing of Security Function



Conducting Security Audits



Assessing, developing & implementing
Standard Operating Procedures, Crisis
Management & Evacuation Plans



Investigations

[See all services on Full Service List page](#)

Risk & Security Management

Our Risk & Security Management services are designed to provide comprehensive solutions for businesses seeking to enhance their security measures and protect their assets. With our experienced team of security professionals and a client-centric approach, we deliver tailored security management solutions that effectively address the unique needs and risks of each client.

Due Diligence

Primary Service

We specialise in delivering meticulous due diligence investigations as a core component of our comprehensive suite of risk management services. Our dedicated team of experts conducts thorough analyses, scrutinising financial records, legal obligations, and operational intricacies to unearth critical information for our clients. By leveraging advanced research methodologies and industry insights as well as closed sources, we empower businesses to make well-informed decisions.



Registry Information

Institutional, Government, Legal,
Organisational, Finance / Credit & Public

- » Personal Details
- » Fraud & Credit Indicators
- » Directorships & Associate Enquiries
- » Locations, Region & Property Details
- » Previous Addresses & Contact Details
- » Work History & Known Associates



Open Source

News / Media, Research, Social Media &
Deep / Dark Web Information

- » All Open Source Mentions – Thematically Grouped
- » Full Network & Link Analysis
- » Social Networks
- » Important / Influential Associations Identified
- » Potential Gaps to be Investigated



Closed Source

Privileged & Closed Source Interviews,
Media & Documentation

- » Source & Documentation Description – All closed and privileged documentation described providing context, credibility, perspective, relevance, validity and usefulness
- » Detailed Thematical Interview & Other Information – Logical and written deconstruction of closed sourced interviews, documents & other media

[See all services on Full Service List page](#)

Drone Aerial Surveillance

Special Projects
Primary Service

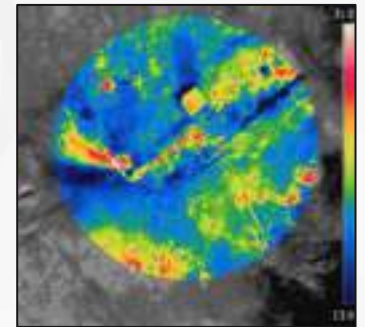
Unmanned aerial systems (UAVs) or drones have become an integral part of various industries across the world in recent years due to their adaptability and efficiency. As a result of their unmanned and dynamic nature, drones provide new opportunities for businesses and can assist with improving both operational efficacy and financial efficiency. Focus Group Aerial Surveillance functions completely in-house, with no third-party involvement. We deploy drones as part of the information gathering effort to identify perpetrators and collect actionable intelligence.

Our drone services include, but are not limited to:

- » Surveys
- » Inspections
- » Rescue missions
- » Professional photography & videography
- » Thermal imaging
- » Aerial surveying for maps
- » Uses in agricultural surveys & mapping
- » Wildlife monitoring
- » Security & safety
- » Environmental monitoring



Visual Spectrum (RGB Image)



Infrared Spectrum (Thermal Image)

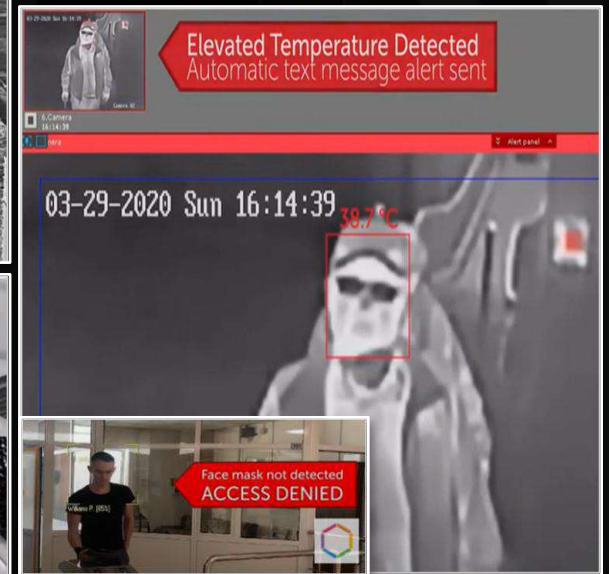
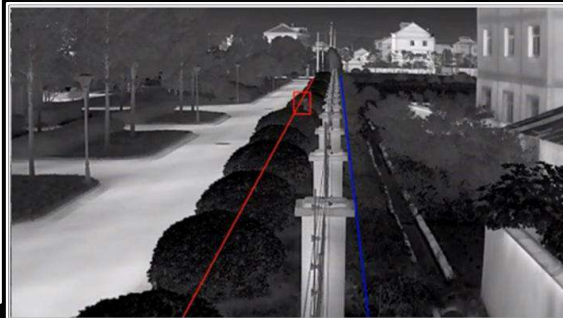


See all services on Full Service List page



CCTV Management Solutions

Focus Group provides a holistic turnkey CCTV Management Solution, developed to optimise information gathering and conduct real-time analysis to facilitate effective and proactive solutions to real-world risks. Working under the principles of detect, deter, delay and respond; the CCTV Management Solution provides a tailor-made system to achieve client goals and improve operational efficiency.



See all services on Full Service List page

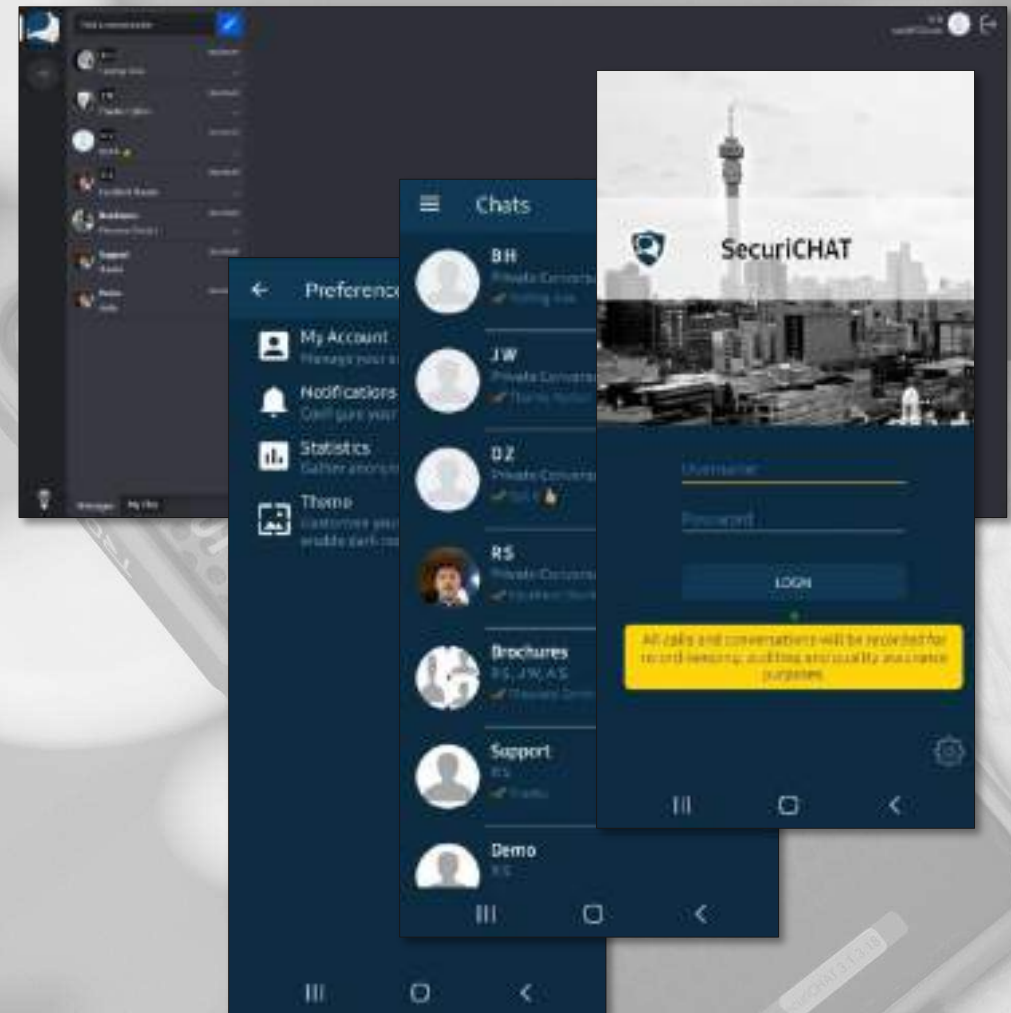
Secure Communication Software

Focus Group, in partnership with Pfortner, provides secure real-time communication software to ensure information security and conversational privacy throughout a client's organisation. The platform provides the capabilities of common social media messaging solutions with the crucial focus on information security through local server hosting and data sovereignty capabilities to offer an unparalleled organisation-wide secure communications solution. User interfaces include mobile device, browser, desktop app and the one-of-a-kind Microsoft Outlook plugin.

Software Features

- » Secure Voice Calls
- » Secure File Sharing
- » Secure Instant Messaging
- » Secure Emailing
- » Secure Document Repository
- » Secure On-Premise Deployment
- » Browser Based Communications
- » Auditability of all Communications
- » Mobile App Support (iOS & Android)
- » Desktop App Support (Windows, Linux & Mac)
- » Role Access Control

Supported Platforms & Operating Systems



Clients own their own data, manage the platform, and control user access to the system.

[See all services on Full Service List page](#)

Data Solutions

We provide comprehensive data solutions designed to elevate data capabilities, facilitate strategic decision-making and turn data into valuable assets. Our data services empower organisations to extract actionable insights from a variety of data sources, with a focus on accuracy and sovereignty.

Data Services

- » Data Capturing & Data Sets
- » Text Mining and Web Scraping
- » Data Backups
- » Database Design & Maintenance
- » Data Governance
- » Data Analysis
- » Data Visualisations (Incl. Geospatial)
- » Business Intelligence (BI)

Tools & Software

- » Excel
- » SQL
- » Power BI
- » Tableau
- » iBase

Tech Solutions

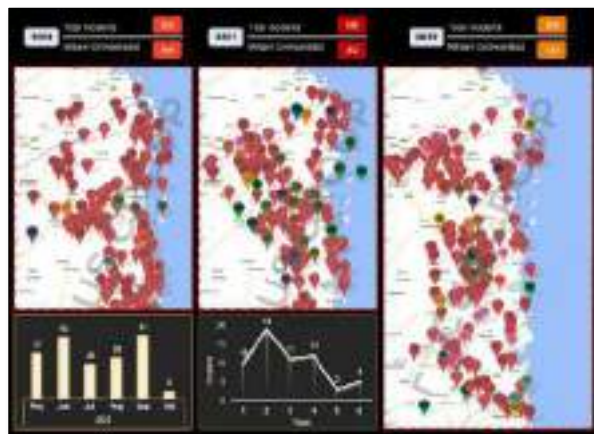
Supporting Service



Information Services

See all services on Full Service List page

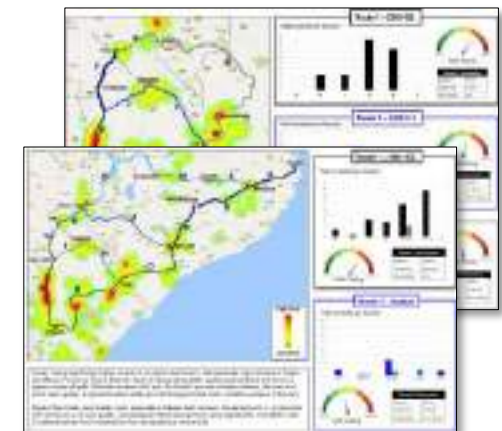
Focus Group provides a comprehensive information service on countries throughout Africa. We provide well-researched and analysed information in order to deliver a detailed and informed view of various in-country situations. Our information is comprised of HUMINT gathered by our on-the-ground information managers and OSINT gathered by our team of analysts. The Information Service encompasses a variety of outputs in order to suit various information needs and client requests.



Incident Mapping



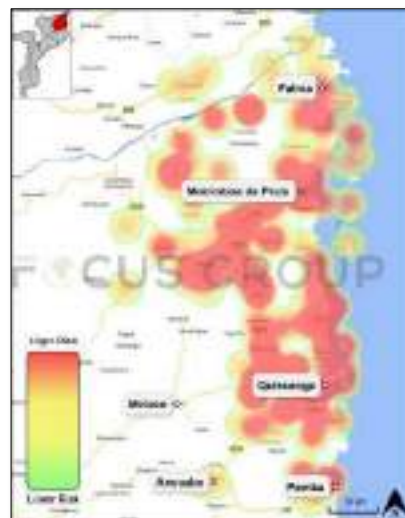
Situation Reports
& Incident Alerts



Route Assessments



Early Warning Risk
Rings



Heat Maps

Weekly, Bi-Weekly &
Monthly Reports
(Various African countries)

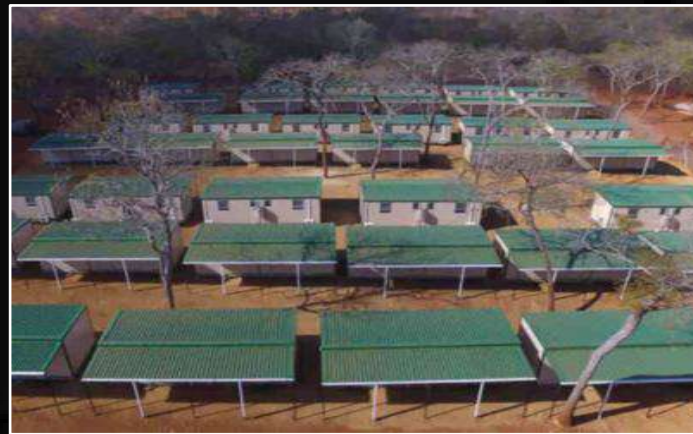


Remote Camp Solutions

Special Projects
Supporting Service

Through our strategic partnerships, Focus Group provides turnkey, semi-permanent and re-deployable, camp solutions designed, engineered and built for any purpose, environment or location. Our camps are designed to meet the legal requirements, lifestyle expectations, and functional aspects of the on-site contracted workforces for any private or governmental enterprise.

- » Accommodation
- » Kitchens, Canteens & Cold Storage Units
- » Offices, Boardrooms & Command Centres
- » Training Centres & Schools
- » Hospitals & Dispensaries
- » Mortuaries
- » Recreational Buildings
- » Workshop & Storage Buildings
- » Retail Buildings
- » Laundry & Ablution Buildings
- » Camp Power & Portable Water Units
- » Camp Security & Communications
- » Camp Sewage & Waste Management
- » Landing Strips & Hangars
- » Camp & Workforce Resourcing
- » Camp Furniture, Equipment & Food



[See all services on Full Service List page](#)

Special Projects Supporting Service

Training Courses

Focus Group has trained facilitators for the following courses:

- » National Certificate: General Security Practice: 148 Credits (12 Months)
- » Further Education and Training Certificate: Specialist Security Practices: 148 Credits (12 Months)
- » Handlers Orientation Course (Hanorie) (5 days)
- » Hanorie Course with practical exposure (10 days)
- » Medical / First Aid
- » Body Language Evaluation

Facilitators, Assessors & Moderators

All facilitators are experienced and specialist in their respective training fields. All credit bearing training courses will be assessed and moderated by registered Safety and Security Sector Education and Training Authority (SASSETA) assessors and moderators.

Tailormade Training Courses

Focus Group Training Programmes are developed to meet the high standard requirements of businesses, government institutions, and the private sector.

The client can exercise the options for South African Qualification Authority accredited or non-accredited training.

The focus of the delivery of the training courses is on practical exposure, in which the candidate will be assessed in preparation for implementation in the workplace.

Focus Africa Foundation

Non-Profit

Our Foundation primarily focusses on protecting wildlife as well as stemming the trade of human body parts. We have conducted several successful anti-wildlife poaching and anti-human body part smuggling projects across many of our operational areas.

Our Focus

- » **Anti-Poaching** – Information gathering, operational deployment of expert personnel, technical assistance, cross border monitoring and cooperation with authorities.
- » **Anti-Human Body Part Trafficking** – Data collection, monitoring and facilitating arrests.
- » **Anti-Gender Base Violence (GBV)** – Awareness, support, and legal assistance.



Contact Us



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