



CORPORATE PROFILE

BUILDING SUSTAINABLE RELATIONSHIPS,
HELPING OUR COMMUNITIES THRIVE



+27 10 020 8200



www.stsolutions.co.za



Block 1, Northdowns Office Park,
17 Georgian Crescent West, Bryanston, Sandton



SECTIONAL
TITLE
SOLUTIONS



OUR COMPANY

Sectional Title Solutions (Pty) Ltd (“STS”) is focused on providing value-add solutions to Sectional Title Bodies Corporate and Homeowners Associations (“Community Schemes”) across South Africa. Solutions offered include innovative Funding and Treasury, Efficient Energy, Smart Technology, Legal Advisory, Outdoor Advertising and a host of other service solutions.

Our success is based on over 150 years of combined experience within the Community Scheme property sectors, partnering with market-leading service providers and offering significant value propositions to our clients nationwide.

Our core focus is to provide sustainable, value-added solutions that will benefit all unit owners and stakeholders, reduce inefficient costs and generate much-needed revenue for Community Schemes, to ultimately ensure financial sustainability and protect the unit owner’s value of their property investment.



HOW CAN OUR SOLUTIONS HELP YOU?



REDUCE COSTS

We eliminate inefficient costs and ensure financial sustainability.



GENERATE REVENUE

We provide innovative solutions that result in savings, putting money back in your pocket.



INCREASE PROPERTY VALUE

We prioritise eco-friendly, state of the art value-add solutions whilst protecting your investment.

WHAT WE DO

Through innovation, collaboration and guided by our "win win win" philosophy, we provide sustainable, tailor-made, and value-adding solutions to Community Schemes. We work collaboratively with Community Schemes, regardless of their size, whilst taking their unique requirements into account to ensure the best possible solution.

Each one of our solutions aims to reduce costs, generate revenue and enhance property value for the Community Schemes we serve.

OUR SOLUTIONS



FUNDING AND TREASURY

Bespoke funding and treasury facilities that ensure financial stability. Financial solutions for underlying levy debtor problems, municipal arrears, capital and/or maintenance projects.



EFFICIENT ENERGY

Cost-saving energy efficiency and solar solutions. Bespoke energy solutions to fit your space and energy requirements.



SMART TECHNOLOGY

Fibre to the home, visitor management and remote security and surveillance. Increase the value and desirability of your property with smart living solutions.



LEGAL ADVISORY

Strategic levy collection monitoring and legal advisory services, including advice on Community Scheme governance documentation, legislation, dispute resolution, property development, and compliance with the law of meetings.



OUTDOOR ADVERTISING

Value add outdoor advertising solutions, fully funded and provided to your Community Scheme at no cost. We have a range of outdoor advertising opportunities that can either add value, or generate revenue for your Community Scheme.

FUNDING AND TREASURY

STS offers innovative funding solutions to Community Schemes for underlying levy debtor problems, municipal arrears, as well as maintenance and capital projects. Our primary goal is to understand the funding requirements of your unique Community Scheme and provide you with the best possible solution.

While many Community Schemes are efficiently managed, the financial stability depends largely on the successful collections of its levy contributions from ALL unit owners. Where defaulting unit owners exists in Community Schemes, they tend to struggle to function operationally, often leading to the general decay of buildings and therefore unit value. STS works with its clients to achieve a financially functional entity without prejudicing the paying owners within the Community Scheme.

The STS team offers its clients specialist skills in both Sectional Title Law and funding structures, which has allowed us to put together unique funding packages for Community Schemes that require bespoke funding solutions.



FUNDING SOLUTIONS OFFERED TO QUALIFYING COMMUNITY SCHEMES INCLUDE:



ARREAR LEVY FUNDING

Immediate and ongoing access to a bespoke funding facility for up to 100% of arrear levies.



PROJECT FUNDING

Project funding packages that provide Community Schemes and unit owners with flexible repayment terms.



BESPOKE AND COMBINATION FUNDING

Combining Arrear Levy and Project Funding solutions to optimise financial benefits to unit owners and designed to cater for your Community Schemes' specific and unique funding requirements.



TREASURY SOLUTIONS

Access to specifically designed cash reserve facilities and funds to maximise interest rates on excess funds held by your Community Scheme.



CREDIT CONTROL POLICY AND FUNDING FACILITY

Financial management assistance ensuring financial security and legislative compliance.

**SUSTAINABLE AND RELIABLE
FINANCIAL SOLUTIONS
HELPING COMMUNITY
SCHEMES GO FROM
SURVIVING TO THRIVING!**



**REDUCE COSTS, ADD
VALUE AND PROMOTE
GREEN ENERGY WITH OUR
EFFICIENT ENERGY
SOLUTIONS**

EFFICIENT ENERGY

STS has partnered with accredited solar photovoltaic (PV) providers and is fully equipped to assist in the installation of efficient energy and solar projects on rooftops, carports, or any other unused space in your Community Scheme.

We fully customise our solution to fit your space and energy requirements, and our team of experts is always on-hand to attend to any queries or maintenance requirements.

By providing unique energy solutions, we believe we can make a positive difference to the future of South Africa.

BENEFITS OF EFFICIENT ENERGY SOLUTIONS

- ✔ Zero CapEx, ongoing maintenance costs or insurance costs allowing you to put your capital to better use
- ✔ Immediate savings from the first month, putting more money in your wallet
- ✔ Zero technology risk since there is no capital outlay
- ✔ Zero regulatory risks which translates to no effects from any regulatory changes

EFFICIENT ENERGY SOLUTIONS OFFERED TO QUALIFYING COMMUNITY SCHEMES INCLUDE:



GRID TIE SOLAR SOLUTION

Our solar solution provides immediate savings for your Community Scheme from day one, allowing you to generate a constant and renewable source of clean energy by harnessing the power of the sun.



BATTERY STORAGE

We provide a range of battery storage solutions for Community Schemes and unit owners seeking energy independence and security



HOT WATER

We can also assist with the generation, efficient storage, and transmission of centrally-heated water by using solar to power heatpumps, thus creating additional energy savings for your Community Scheme.

SMART TECHNOLOGY

STS has partnered with industry leading Network Providers to bring reliable, state of the art, Fibre-To-The-Home internet and smart technology solutions to Community Schemes across South Africa.

Through our smart technology solutions, Community schemes will be able to increase the value and desirability of their property with smart living solutions.



FIBRE TO THE HOME

Superfast fibre networks installed, operated and maintained with world-class service at zero cost to Community Schemes.

Increased data usage and new technologies require better bandwidth. The speed and capacity of fibre can support these future demands. A fast internet connection is becoming increasingly attractive to prospective homeowners both globally and in South Africa.



VISITOR MANAGEMENT

Cost-effective and user-friendly security solutions to manage and control visitor access to Community Schemes.

The Visitor Management Solution (“VMS”) for Community Schemes is a cost-effective and user-friendly security solution that enables clients to manage and control visitor access via a smartphone app or online portal. Additional features include a built-in reporting tool, bulk messaging platform and workflow management tool to accurately control visitor data.



REMOTE SECURITY AND SURVEILLANCE

Enjoy peace of mind and heightened security with remote monitoring of Community Schemes through CCTV. Our security and surveillance solution is pioneering the way forward in CCTV monitoring. It is controlled by professional industry-accredited personnel and provides immediate reaction to alarm incidents through public or directed IP communication to the actual site by alerting armed response emergency services and the SAPS where applicable.

We offer a customised cost-effective and integrated security solution, allowing you to sleep soundly at night, knowing you have the right protection for your Community Scheme.



LEGAL ADVISORY

The rigorous monitoring of levy collection through attorneys and agents is an essential ingredient for the efficient and streamlined enforcement of levy collections by Community Schemes. STS is equipped with the resources needed to simplify and speed up this process for our clients and to empower service providers with the latest developments in levy collection law.

Our solution provides Community Schemes with strategic levy collection monitoring, as well as expert advisory services for unit owners, trustees, administrators, managing agents and developers. Our solution also provides Community Schemes and Managing Agents with expert opinion in the field of Community Scheme law and management (for example, Sectional Titles Schemes and Home Owners Associations).

This includes scheme governance documentation such as management and conduct rules, memoranda of incorporation and constitutions. But also legislative developments in the Community Scheme industry and how it affects various role-players therein (especially in relation to the collection of levies and the implementation of the fiduciary duties of executive committee members such as trustees and directors as stipulated by prevalent legislation).

The STS legal team and consultants have specialised knowledge in legal solutions for the Community Scheme and related industries. They have a library of up-to-date legal resources and are well-equipped to assist clients with speedy and efficient advisory solutions. Depending on your designated attorney, as well as the degree of complexity relating to your matter, we will provide a bespoke advisory proposal to suit your specific legal needs.

**PROVIDING EXPERT OPINION IN THE FIELD OF
COMMUNITY SCHEME LAW AND MANAGEMENT**



**GENERATE
ADVERTISING
REVENUE AND ADD
VALUE TO YOUR
COMMON PROPERTY**

OUTDOOR ADVERTISING

STS offers a range of fully funded, maintained and serviced outdoor advertising opportunities to Community Schemes. Our outdoor advertising solution is aimed at adding value to your Community Scheme and where feasible, to create much needed revenue from advertising partners.



COMMON PROPERTY ADVERTISING

We fund, install, maintain and service all common property advertising infrastructure on your behalf.

Your Community Scheme can select the preferred common property advertising infrastructure, which includes park benches, outdoor picnic benches, jungle gyms, waste bins, notice boards and street poles, all at no cost to the Community Scheme.

The Community Scheme benefits from the use of the infrastructure, whilst generating an upfront revenue for the initial placement of advertising on the infrastructure.



LARGE SCALE ADVERTISING

Whilst the majority of municipalities nationally have fairly stringent property by-laws relating to residential property, opportunities do exist to approach council for large scale advertising approval. This includes building wraps, billboards and digital signage predominantly focused along main roads and traffic routes.

STS has been successful in negotiating with council for approval of some sites where revenue generation from the large scale advertising can bring much needed relief to the unit owners and assist with the redevelopment of dilapidated Community Schemes.

BUILDING SUSTAINABLE RELATIONSHIPS

Sectional Title Solutions has a collaborative approach to what we do and we've successfully established sustainable relationships and partnered closely with industry leaders, niche service providers, and professional organisations over the years to offer the most value to our clients.

From accredited solar and efficient energy, industry-leading network providers, to everything in between, we ensure Community Schemes are connected to the right people and partners. We work hard to find the best solution for a client's unique requirements and offer access to a variety of approved and trained implementation partners.

INDUSTRY PARTNERS



ESTATELIVING



SOLUTION PARTNERS



BRIGHT LIGHT PROJECT MANAGEMENT




CONTACT DETAILS

 info@stsolutions.co.za

 +27 10 020 8200

 www.stsolutions.co.za

 Block 1, Ground floor,
Northdowns Office Park,
17 Georgian Crescent West,
Bryanston, Sandton

Driven by our "win win win" philosophy, Sectional Title Solutions offers various tailor-made solutions that reduce costs, maximise income and increase property value for our Communities to thrive. Through our collaborative approach, we have built sustainable relationships and partnered closely with industry leaders and niche service providers to offer you the best value.

CONTACT US FOR MORE INFORMATION AND TO DISCUSS HOW OUR VALUE-ADDED SOLUTIONS CAN HELP YOU



FUNDING AND TREASURY

Innovative arrear levy
and project funding
solutions



EFFICIENT ENERGY

Cost-saving energy
efficiency and solar
solutions



SMART TECHNOLOGY

State of the art Fibre-To-
The-Home and Smart
technology solutions



LEGAL ADVISORY

Legal and levy client
services and
solutions



OUTDOOR ADVERTISING

Revenue generating
outdoor media
solutions