



your gateway to parking management excellence

**If you haven't met with us before, this is the year to do it!**



# KARABO PARKING MANAGEMENT

Karabo is an independent parking operator. We have extensive expertise in the management of parking operations spanning retail, commercial and healthcare.

Our management style is unlike any other parking operator – our many long-standing clients know us to be hands-on and proactive. Our exceptional operational and customer service standards set the benchmark for the parking management industry. We couple this approach with cutting-edge digital solutions backed by strong service support.

## FAST FACTS:

- Karabo Parking – established 2012 by CEO Hannes Botha. Owner-managed.
- Karabo's Management Team has a combined average of +25 years' parking management experience.
- Parking is our SOLE focus.
- We manage a range of parking sites across 7 provinces in South Africa.
- NO corporate red tape.
- 100% fiscal transparency.
- Excellent reporting procedures in place.
- On-site issues resolved speedily.
- World-class equipment maintenance plans minimise downtime.
- Strong relationship with leading global parking technology solutions supplier.



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Karabo Parking Management currently manages the casual and monthly parking for us at key parking sites in Pretoria and Mpumalanga. The bays managed total 2000+. Karabo submits detailed monthly reports and has increased income and reduced expenses significantly in order to ensure effective management of the parking sites entrusted to them. They are a trusted partner in maximising asset value and come highly recommended.

*~ Ronelle Domann: Property Manager*

# WHO SHOULD MANAGE YOUR PARKING?

**Your car park is a valuable asset. Like any asset which contributes substantially to your bottom-line, it needs to be managed by an experienced asset manager – in this case, a parking management operator who –**

- 1. Understands this highly specialised industry.**
- 2. Knows how to extract maximum ROI from your site.**
- 3. Has technically skilled and highly-informed site managers.**
- 4. Is able to identify loopholes in your operation and rectify them.**
- 5. Possesses an expert understanding of parking equipment technology, particularly of all the latest parking payment options.**
- 6. Ensures your equipment supplier's service is up-to-standard.**
- 7. Maintains your asset in a manner which will optimise its value.**
- 8. Provides high-end customer service that supports your brand.**

**Parking should be something you never have to worry about. At Karabo we make sure of that, because we know how to. It's our field of expertise.**

**Hannes Botha**  
CEO of Karabo Parking Management



# Not cleaning. Not security. Not landscaping. Just PARKING MANAGEMENT.

**We specialise in parking management. In other words, your parking facility will receive our skilled and targeted parking management focus.**

## **No dilution of our expertise**

As a dedicated parking operator, we won't dilute the expertise we bring to the management and revenue-generation of your parking asset.

We'll provide you with an expertly devised, carefully tailored solution for your parking facility.

Our solution will ensure increased numbers of parkers, return customers and a steadily growing income stream.

## **Digital and 'smart park' solutions**

At Karabo we are transforming South Africa's parking industry as well as the overall user experience, especially when it comes to ease of payment.

Paying for parking is something your parkers shouldn't have to worry about. Our 'smart park' management approach provides landlords with a range of parking payment options.

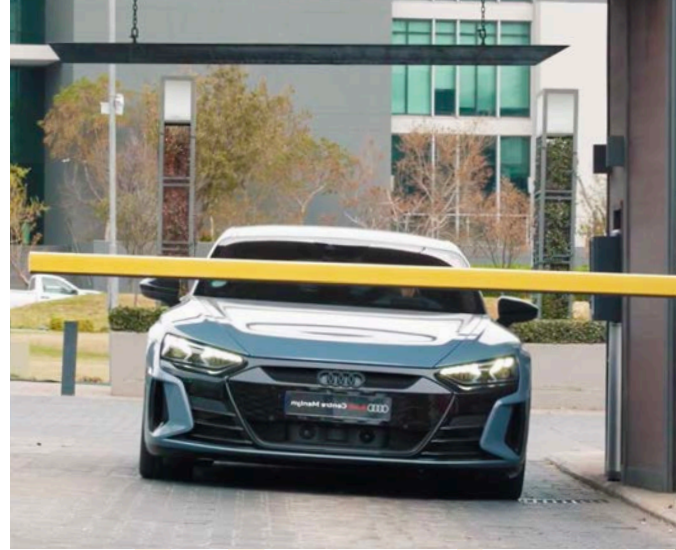
Choose what works for your budget and for your parking customers.

## **Our managers know how to manage**

Our parking managers think on their feet. They approach their work proactively, and will find solutions to your challenges BEFORE they become problems.

They'll manage staff and your customers with skill and care.

Any cash at your site will be handled with the utmost integrity and transparency.



# KARABO MANAGEMENT TEAM



Karabo has been an independent industry operator since 2012, managing over 58 parking operations.

# HANDS-ON MANAGEMENT

**We have a large number of operational sites which we manage on behalf of various landlords.**

- We do daily banking, payments, statements and reconciliations.
- We assist clients with budget / forecast planning i.t.o. parking revenue.
- We work closely with various business teams to identify and implement business process improvements.
- We identify any anomalies within the reports and discuss them with the responsible manager e.g. increases in boom openings – missing tickets – drops or spikes in revenue.
- We ensure declared revenue balances to various system reports.
- We keep up to date with changes or implementation of new equipment.
- We compile site specific reports and adjust according to the client's needs.
- We support external financial audits on clients regarding parking revenue.
- We provide hands-on support to administrative staff regarding billing of monthly parking.

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Karabo is a well-established company with a significant footprint and years of experience in paid parking solutions and management.

Our costing structures are set up and calculated on a well-managed and lean infrastructure catering for site-specific needs.



# FORENSIC AUDITING

Our Forensic Auditor plays a critical role in de-risking your parking operation and lending you peace of mind by means of a number of processes:

- **AUDITING OF THE SITES:** ensuring they comply with internal policies and procedures, to minimise risk and address issues that have been noted.
- **AUDITING SYSTEM REPORTS:** to identify any fraudulent activities relating to the activities of staff as well as identify any systems issues.
- **IDENTIFYING RISK:** reporting on risks identified relating to internal controls and other business procedures and implementing controls to mitigate risk.
- **IMPLEMENTING INTERNAL CONTROLS** where necessary.
- **REVIEWING AND IMPLEMENTING THE PROCEDURES** per the Standard Operating Procedures.
- **COMPILING COMPREHENSIVE AUDIT REPORTS FOR SITES AUDITED:** these reports consist of all findings and recommendations to adhere to internal control procedures and standard operating procedures. They document any discrepancies noted and how to address them.
- **REVIEWING AND AUDITING OF:**
  1. monthly parker systems
  2. monthly parker contracts and processes
  3. the MIS system which includes the bank variance reports and bank stamp date deposits
- **PERFORMING AD-HOC SITE VISITS** to carry out blitz audits, float checks and routine tests.
- **PERFORMING FULL DRUM RECONCILIATIONS AND FLOAT RECONCILIATIONS**

**These are just some of the many checks and audit procedures we conduct on Karabo-managed sites.**



# OPS & TECHNICAL EXPERTISE

At Karabo, we prioritise clear daily and weekly communication with clients, providing updates on both operational and customer experience aspects. We are committed to staying ahead of the curve by continuously exploring the latest technology and advancements in the global parking management industry.

## Our expert approach includes:

- thoroughly evaluating – in line with our advanced technical expertise – every third-party quotation to ensure our clients are not paying for unnecessary repairs, parts, equipment, or anything that should be covered under an SLA.
- effectively managing third-party suppliers, ensuring accountability and fostering responsible engagement.
- operationally implementing strict procedures and rigorously checking adherence to these procedures on a daily and weekly basis.
- promptly identifying discrepancies or potential revenue losses and rectifying them as quickly as possible.

This includes monitoring excessive boom openings and tickets issued at pay stations, as well as ensuring friendly yet firm visitor compliance with procedures for entering, paying and exiting the facilities.



# A GRAND ENTRANCE DESERVES A GRAND EXIT

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As parking is the first and last touchpoint for visitors to your building, it is imperative that we create a very positive experience for them.

Karabo Parking's commitment to excellence in parking management will contribute significantly to the overall satisfaction of your patrons, encouraging repeat visits and fostering a welcoming environment.

We look forward to talking to you about your parking operation and partnering with you to grow your parking revenue.

**Should you have any questions or require additional information, please do not hesitate to reach out.**



# KARABO: WRAP UP



**Our specialised focus allows us to provide tailored parking management solutions. We don't dilute our service to you with unrelated offerings such as security, cleaning, or landscaping.**

# KARABO BUSINESS PARTNERS

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**ATTACQ**  
DEVELOP • INVEST • GROW



Flanagan & Gerard



**FORTRESS**  
REAL ESTATE INVESTMENTS



**Life** *Group*  
HEALTH CARE

**MEDICLINIC**   
EXPERTISE YOU CAN TRUST.

 **ReDeFiNe**  
PROPERTIES

# OUR FOOTPRINT



LIMPOPO  
NORTH WEST  
MPUMALANGA  
GAUTENG  
KWAZULU-NATAL  
WESTERN CAPE  
EASTERN CAPE



Let's meet and talk about  
your paid-parking

## Contact

Jake Botha  
Sales & Marketing Director

[jake@karaboparking.co.za](mailto:jake@karaboparking.co.za)

+27 83 456 7185

[www.karaboparking.co.za](http://www.karaboparking.co.za)