

INSIGHT CONSULTING MAGAZINE



ISSUE 05



INSIGHT CONSULTING

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From Campus to
Consulting

ISSUE NO. 05-

Q1 & Q2 OF 2026

FOUNDERS' LETTER

Welcome to this edition of our magazine!

Looking back on the quarter, what strikes us the most is how quickly the conversations with our customers have shifted.



A year ago, modern data platforms were something many organisations were thinking about. Today, more and more of them are actively making the move, and our Microsoft Fabric practice has grown steadily as a result. The reasons are practical rather than fashionable: customers want their data unified, governed, and trustworthy, because everything else they want to do, from better reporting to AI, depends on getting that foundation right.

We have been busy on that foundation ourselves. Some of the work we are most excited about this quarter sits in our new AI initiatives for the modern data platform space: using AI to speed up data lineage, and to accelerate the design and build of silver and gold layers. The early results have been encouraging. We are getting work done faster, yes, but more importantly, at a higher quality than ever before. At the same time, our internal team has just wrapped up a hands-on course on modern data platforms ways of working, focused on a best practice framework built with one purpose in mind: giving our customers better, more consistent service on every engagement.

Our Digital Fluency practice has had an equally strong quarter. Demand keeps growing for our data literacy, data storytelling, data foundations and AI courses, and we have now brought these together under a single AI Readiness campaign. This gives our customers a clear path shaped around what they are actually asking for. Some will follow the full journey from start to finish; others will pick and choose from the menu. Both are the right answer, depending on where you are. AI Fluency remains a priority for us, and you can expect our range of AI offerings to keep expanding.

On that note, we are delighted to share that this quarter we registered as an Anthropic partner. Anthropic's Claude is doing remarkable things for organisations that want to put AI to work safely and practically, and joining the partner network deepens our ability to bring that capability to our customer. Our teams are hard at work on their certifications, because a partnership is only as good as the expertise behind it.

None of this happens without our people. Our teams have flown the Insight flag high, and delivered exceptionally well this quarter, at a standard of quality that makes us proud. In the spirit of Atomic Habits, we are not chasing one big transformation. We are making a series of small, deliberate improvements, week after week, knowing that they will compound into something substantial.

To our customers: thank you for continuing to partner with us. We do our best work when we get under the skin of your business, and we never take that trust for granted.

We hope you enjoy this edition!

Upuli and Sean

 *Staylor*

A DAY IN THE LIFE

**OF A BUSINESS
INTELLIGENCE
(BI) CONSULTANT**

With Joanne Pike



BEHIND THE SCENES

There's no such thing as a "typical" day, which is exactly why I enjoy it.

Some mornings I start deep in data, untangling messy source systems, building pipelines, or creating indicators that help businesses make better decisions. Other days I go straight into client conversations, trying to understand how their business actually works behind the scenes.

I've come to realise that my real job isn't just about building pipelines and dashboards, "it's actually about solving problems." We work across whichever tools make the most sense for the client, whether that's Qlik, Microsoft, or something else entirely. One day I'm building an analytics dashboard, the next I'm helping design a forecasting model or planning solution that leadership can actually use to make decisions.

A big part of the role is becoming part of the client's world. You learn their data, their pressures, what drives them, and then help uncover opportunities they might not have seen before. It's part detective, part translator, part builder.

There are workshops where we challenge thinking, demos where the insights suddenly click, and those moments where a client says, "Wait... we've never looked at it like that before."

Those are the moments that make this job worthwhile for me.

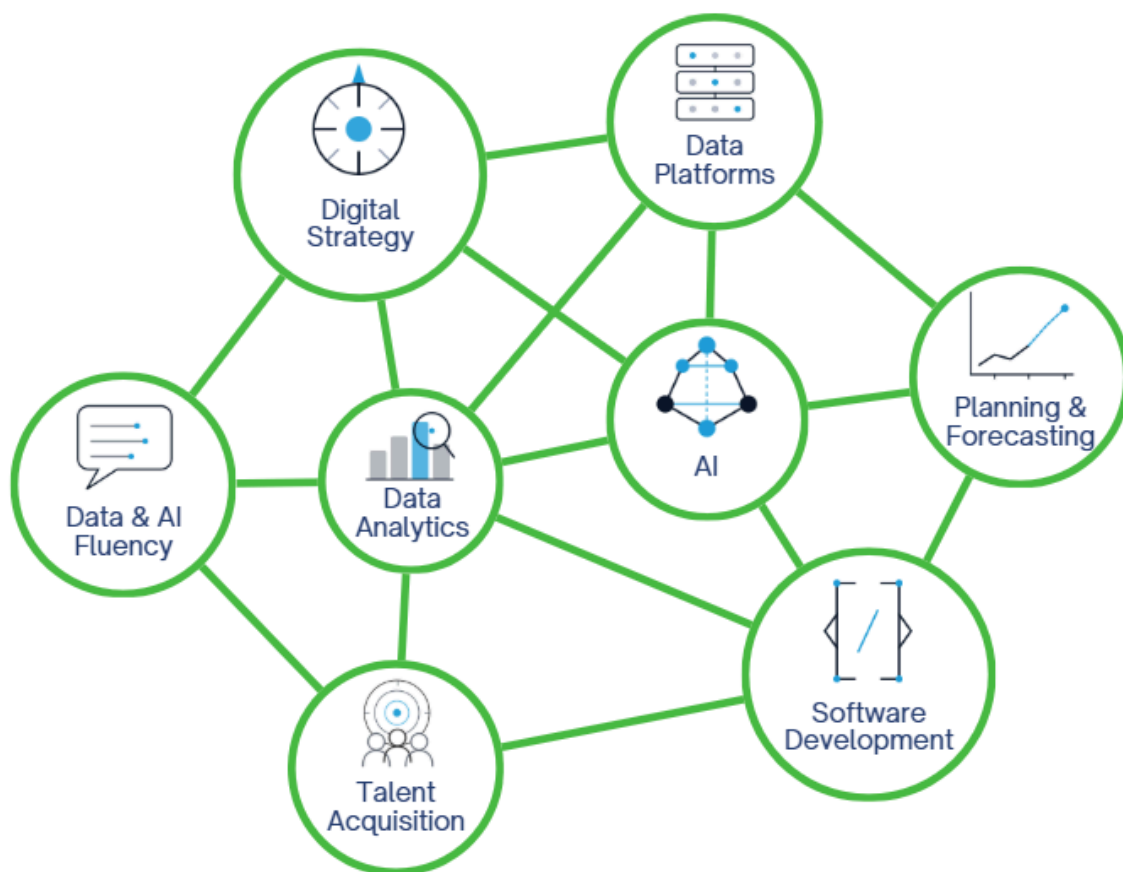
At the end of the day, it's about so much more than just reports. It's about unravelling data, and turning it into something useful and meaningful, helping clients plan better, forecast smarter, and make their business better. And tomorrow could be exactly the same or totally different, that's what I love most about being a BI Consultant at Insight Consulting!



OUR VALUE NETWORK

We've moved **beyond a linear “data value chain”** to a **dynamic, interconnected network**. Value doesn't flow in a straight line. It sparks, connects and multiplies when technologies, people and ideas come together. **We've re-imagined our multiple product and service offerings as a Value Network**, which more closely reflects the complexity and opportunities of today's digital world.

Every capability (AI, data engineering, digital strategy, etc.) connects to others, enabling greater synergy across projects. Better focus on client outcomes - connections between nodes are just as important as the nodes themselves.



“We don’t just consult; we collaborate, problem-solve, and grow with you. Together, we turn challenges into progress, and ideas into impact.” ~ Insight Consulting SA Exec Team



Insight Consulting's guiding purpose has always been about helping our customers to unlock the value in their data. At the time when we launched it, our data value chain was a visual representation of this, showing our key service offerings from solutions that enabled data capture, through data integration, and forward to advanced analytics and planning.

Taking stock of where we are now, we've grown as the technology landscape has grown, and our clients' needs have evolved along with this. The linear value chain model no longer does justice to the organic nature of our business, or the products, technologies and services that we are bringing into our portfolio to better serve our customers.

Value doesn't flow in a straight line. It sparks, connects and multiplies when technologies, people and ideas come together. So, we've re-imagined our multiple product and service offerings as a Value Network, which more closely reflects the complexity and opportunities of today's digital world.

What is the Value Network?

It's a model that reflects how our growing suite of services - spanning **Digital Strategy, Data Engineering, AI, Software Development, Planning & Forecasting, Data Analytics, and Data Fluency** - work together to create value for our clients. Rather than treating each offering as a standalone silo, the Value Network shows how they interact, enhance and amplify each other, creating a richer and more flexible foundation for growth.

Why it matters

With the Value Network, we are able to work with our customers to:

- Discover new possibilities across the business
- Scale organically, starting with one solution and expanding as needs evolve
- Accelerate innovation through integrated, future-ready platforms
- Strengthen resilience with a holistic approach to data, security and strategy

At Insight Consulting, we've always focused on understanding our client's business first. This new model simply reflects what we've already been doing: helping clients move from isolated data initiatives to connected, strategic outcomes.

Discover, Transform and Enable with Insight Consulting, across the Value Network.





INSIGHT CONSULTING

Discover | Transform | Enable

Training & Enablement



AI & Data Fluency

AI Literacy – 1.5 Hours
Self-paced

Data Literacy – 2 Days
Instructor Led (self-paced coming soon)

Data Storytelling – 4 Days
Instructor Led





Qlik Sense Cloud Navigation – 3 Hours
Instructor Led

Qlik Sense Visualisation – 2 Days
Instructor Led

Qlik Sense Data Modelling – 2 Days
Instructor Led



Developer Training – 1 Day
Instructor Led

- ✓ Practical Skills
- ✓ Real Use Cases
- ✓ Business Focused



Training that delivers measurable impact.



AI Tools doesn't mean AI skills

The 5-stage AI Readiness Pathway from
AI tools to business results.

www.insightconsulting.co.za



59%

of enterprise leaders report an AI skills gap in their workforce.

DataCamp, 2026

60%

of AI projects without AI-ready data will be abandoned through 2026.

Gartner 2025

90%

of South African companies already report negative business impacts from the AI skills shortage.

SAP Africa, 2025

Access to tools was never the problem.

www.insightconsulting.co.za



**Digital
Fluency is
built in layers.**

AI in Your Function

Self-Service BI

Data Literacy

Data Foundations

AI Literacy

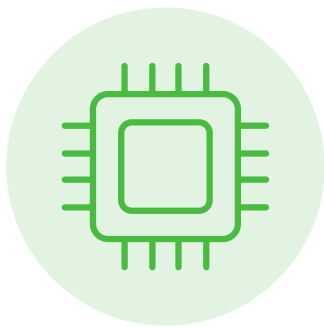
To use AI effectively, you need **AI literacy**.

For AI to work effectively, you need solid **Data Foundations**.

For teams to interpret data correctly you need **Data Literacy**.

Data confident teams need **Self-Service BI**.

Teams add value with **AI in Your Function**



STAGE 1 OF 5

AI LITERACY

SELF - PACED

Safe, confident, responsible AI use for every employee, prompting, hallucinations, bias, and protecting company data.

Our clients use it as a governance gate: no access to company AI tools until the course is completed, with weekly completion reporting to leadership.

www.insightconsulting.co.za



STAGE 2 OF 5

DATA FOUNDATIONS

SELF - PACED

Correct, documented, findable, secure data, from capture to disposal. AI is only as good as the data beneath it.

60% of AI projects without AI-ready data will be abandoned through 2026. (Gartner)



STAGE 3 OF 5

DATA LITERACY

INSTRUCTOR-LED

**Self-paced coming soon*

The critical eye to read, interpret and question analysis, including the analysis AI generates. Spot what's misleading before it misleads you.



STAGE 4 OF 5

Self-Service Power BI / Qlik Sense

INSTRUCTOR-LED

Business users build and maintain their own repeatable dashboards, no IT bottleneck, no waiting on consultants.



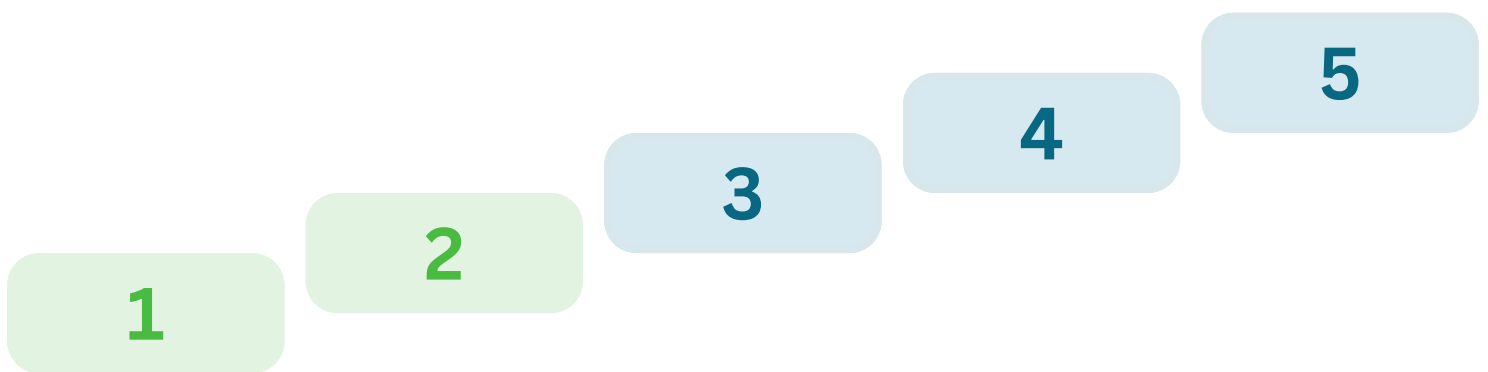
STAGE 5 OF 5

AI IN YOUR FUNCTION

INSTRUCTOR-LED

Applied AI for Finance, Sales, HR and Marketing, with shared templates, glossaries and standards for consistent, professional outputs.

Implement the sequence or pick and choose.



AI Literacy creates safe adopters. **Foundations** create trustworthy data. **Data literacy** creates critical thinkers. **Self-service** creates independence. **Function-specific AI** creates results.

2x

Organisations with mature, workforce-wide upskilling are nearly twice as likely to report significant AI ROI.

DataCamp, 2026



INSIGHT CONSULTING
Discover | Transform | Enable

Let's talk.

- Message us to get started
- Trial licenses for self paced courses on request
- Full course outlines available

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Data & AI: The Value Network Experience



MARCH 2026

Data & AI: The Value Network Experience took place in Cape Town and Johannesburg! We welcomed back Noventa – our favourite fictitious rubber duck manufacturer – whose journey mirrored the very real challenges that our customers face every day.

At this one-day experience, attendees saw how Noventa moved from isolated initiatives to a connected value network, where **strategy, data, AI, software, planning** and **people** reinforced each other to deliver true business value.

Seats were limited and filled quickly.

We didn't just get our ducks in a row, we put them in a value network.



JOHANNESBURG





Qualifications



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MAXIMISING VALUE TO OUR CLIENTS

At Insight Consulting, our team aims to **set the standard** in our industry.

Congrats!

During **Q1 & 2 of 2026**, our team successfully completed the following certifications, training programmes, and further studies:



PRINCIPLES OF BUSINESS
ANALYSIS

MBA THESIS

QLIK AI COURSE

MICROSOFT FABRIC 2.0
TRAINING COURSE

MICROSOFT FABRIC
DATA ENGINEER
CERTIFICATION

QLIK CLOUD ANALYTICS
CERTIFIED DEVELOPER

QLIKSENSE DATA ARCHITECT

QLIK AI SPECIALIST

EXCEL INTERMEDIATE

BACHELOR OF INFORMATION &
COMMUNICATION TECHNOLOGY

FABRIC ANALYTICS
ENGINEER CERTIFICATION

The Gap Between AI Activity and AI Strategy



In nearly every client engagement we're in right now, some version of the same story surfaces: AI tools have been adopted from the bottom up, faster than governance has come from the top down. The productivity gains are real and visible, but what's less visible is the gap between what's being generated and what the business can actually stand behind.

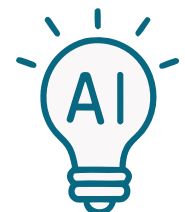
Teams are generating content, writing code, building dashboards, and automating workflows faster than ever before. The key question that's going unanswered is – “Is any of this actually ready for the business to rely on?”

This is the conversation we're having with leadership teams across industries right now. The question is “How do we use AI well, safely, and in a way that actually holds up when and where it matters?” The gap between AI-generated and enterprise-ready is wider than most organisations realise, which is why AI strategy is a key focus area for most of our customers today.

Most companies don't yet have an AI strategy. They have AI experiments.

A bit like data in the old days, where everyone was downloading spreadsheets, doing their own filtering and analysis, and sharing numbers in meetings which didn't always match the numbers that others were sharing. Data strategy helped to improve this situation, by focusing organisations on governed data platforms, data stewardship, data literacy, appropriate self-service analytics tool choices and data councils to lead the way to a single source of truth available for everyone to use when and where they needed it.

Whilst many organisations are still bedding down their data strategies, they've now had to look towards AI strategies in parallel. Fortunately, the two are complementary. For AI to work well, solid data foundations are a must.



In our work with organisations across many sectors, we've consistently found that AI adoption stalls or creates risk when three things are absent: **strategic intent, digital foundations, and maturity awareness**. The fourth thing that's increasingly urgent, and in our view, getting less attention than it deserves is **governance**. Specifically: what your organisation's AI policy actually says, what tools are sanctioned and why, and who is accountable for the outputs AI produces.

The AI policy conversation organisations are avoiding

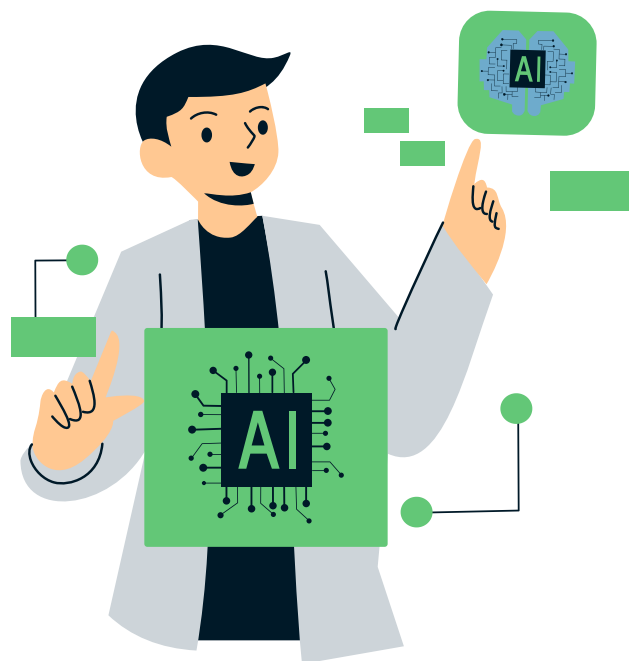
Most organisations have defaulted to one of two positions on AI tools: blanket permissiveness ("use whatever helps you") or blanket restriction ("don't use anything until we figure this out"). Both are strategic failures.

Blanket permissiveness means staff are feeding sensitive client data, financial information, and proprietary processes into consumer-grade AI tools - tools that, in their free or standard tiers, may use that data for model training, offer no data residency guarantees, and provide zero contractual accountability.

This isn't hypothetical - it's happening now, in most organisations, with no visibility and no audit trail.

Blanket restriction, on the other hand, doesn't stop AI adoption - it just drives it underground, shadow AI. Staff find workarounds. The tools get used anyway, just without IT's knowledge and without any of the safeguards that a structured approach would provide.

A mature AI policy sits in neither camp. It draws a deliberate distinction between tools that are appropriate for different contexts: consumer tools for low-stakes, non-sensitive tasks; enterprise-grade platforms with proper data agreements, audit logs, role-based access, and compliance certifications for anything that touches business-critical or sensitive information.



Consumer AI tools

- Appropriate for drafting personal communications, brainstorming, public research, personal productivity.
- Not appropriate for client data, financial analysis, proprietary processes, regulatory-sensitive content.

Enterprise AI platforms

- Data isolation, contractual privacy guarantees, audit logging, role-based access, compliance certifications (ISO 27001, SOC 2, GDPR).
- Required for any AI-assisted work involving client, financial, or operational data.

More than just a security decision, the investment in enterprise AI is a trust decision. It's what allows you to deploy AI-assisted capabilities to clients and stakeholders without the caveat that it was "just AI-generated" rather than a deliverable you stand behind.

AI-generated vs. enterprise-ready

There is a version of AI productivity that looks impressive and moves fast, and there is a version that is actually reliable. They are not the same thing. The difference is human judgment applied at the right points in the process. Here are some real-world examples:

Vibe coding a platform vs. shipping production software

AI coding assistants can generate a functional-looking web application in hours. The code often works - in a demo environment, on clean data, under no load.

What it typically lacks is proper error handling, security hardening, scalability testing, accessibility compliance, and the kind of architectural decisions that prevent systems from collapsing under real-world conditions. The AI accelerated the build phase dramatically. But the engineers who reviewed the output, refactored the architecture, wrote the test coverage, and signed off on the security audit are the reason it became enterprise-ready. Removing them from the process doesn't make development faster. It makes delivery impossible.

AI-generated dashboards vs. analytics you can trust

AI can produce a beautiful analytics dashboard from a dataset in minutes. The charts will be well-designed. The numbers will add up. The visualisation will tell a compelling story. The problem is that AI has no inherent understanding of whether the underlying data is clean, whether the metric definitions are consistent with business logic, or whether the trend it's highlighting is meaningful or a function of a forgotten filter. A board presentation built on AI-generated analytics, without a data analyst validating the source, the logic, and the interpretation can become a liability rather than a strategic asset. The AI built the lens, but a human being has to confirm what it's actually looking at.



AI-drafted proposals vs. client-ready deliverables

AI can produce a first draft of a client proposal that covers the structure, the boilerplate and the industry context. What it cannot do is understand the specific dynamic of your client relationship, the nuances of what was said in the last three meetings, the political sensitivities in the room, or the subtle positioning choices that make a proposal land smoothly rather than awkwardly.

The value lives in the person who reviews the proposal, rewrites the critical sections, adjusts the tone, and applies their judgment about what to emphasise. AI compressed a three-hour drafting task into twenty minutes. The human's thirty-minute review made it deliverable.

Human in the loop is not a safety feature. It's the strategy.

The phrase "human in the loop" is increasingly used as a governance checkbox - something organisations say to demonstrate AI responsibility. But it should be understood as something far more fundamental. We see it as the operating model that determines whether AI actually creates value or just creates volume.

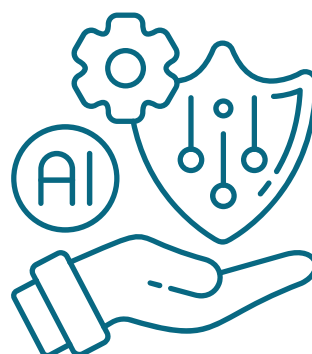
Staff need to understand that their role in an AI-augmented workflow is not to rubber-stamp outputs but to bring the contextual intelligence, ethical judgment, and domain expertise that AI genuinely does not have. This requires training - not only in how to use AI tools, but in how to evaluate AI outputs critically. What does a hallucination look like in a legal summary? How do you spot a data anomaly in an AI-built report? When is an AI-generated code block technically functional but architecturally wrong?

These are the questions that a strong AI literacy programme answers. And they're the questions that separate organisations who use AI well from those who use it enthusiastically. AI should make your best people more powerful, not make your organisation less dependent on having good people. AI strategy shouldn't be oriented around headcount reduction - it should rather focus on capability amplification.

AI as an accelerant - not a replacement

The most productive framing we've found for AI strategy is that AI is an accelerant. It amplifies what is already there. If what is already there is strong - experienced people, sound processes, clean data, clear strategic intent - AI makes it dramatically more powerful. If what is already there is weak - fragmented systems, unclear accountability, low data quality, inconsistent processes - AI makes those problems bigger, faster, and harder to see. This is why AI strategy cannot be separated from digital strategy. The organisations that are getting the most from AI are invariably those that got their digital foundations in order first. Not because they planned for AI years in advance, but because the discipline of building well - investing in data quality, integration, governance, and digital capability - turns out to be exactly what AI adoption requires.

The question is not "are we using AI?" Almost everyone is, in some form. The question is: "have we built the strategy, the policy, the literacy, and the culture to make it count?"



Where to start: know where you actually are

In our experience, the single most useful first step for any organisation trying to move from AI experiments to AI strategy is an honest assessment of current maturity. The dimensions that actually determine whether AI will create value in your specific context are strategic alignment, data readiness, tool governance, staff capability, and process integration.

Most organisations, when they do this assessment seriously, find they are stronger in some areas and more exposed in others than they assumed. That asymmetry is the starting point for a real strategy. It tells you what to invest in first, what risks to mitigate immediately, and what ambitions are realistic in the next twelve months versus the next three years.

We've built maturity frameworks specifically for this - designed to give leadership teams a grounded, honest view of their AI readiness and a clear-eyed path forward.

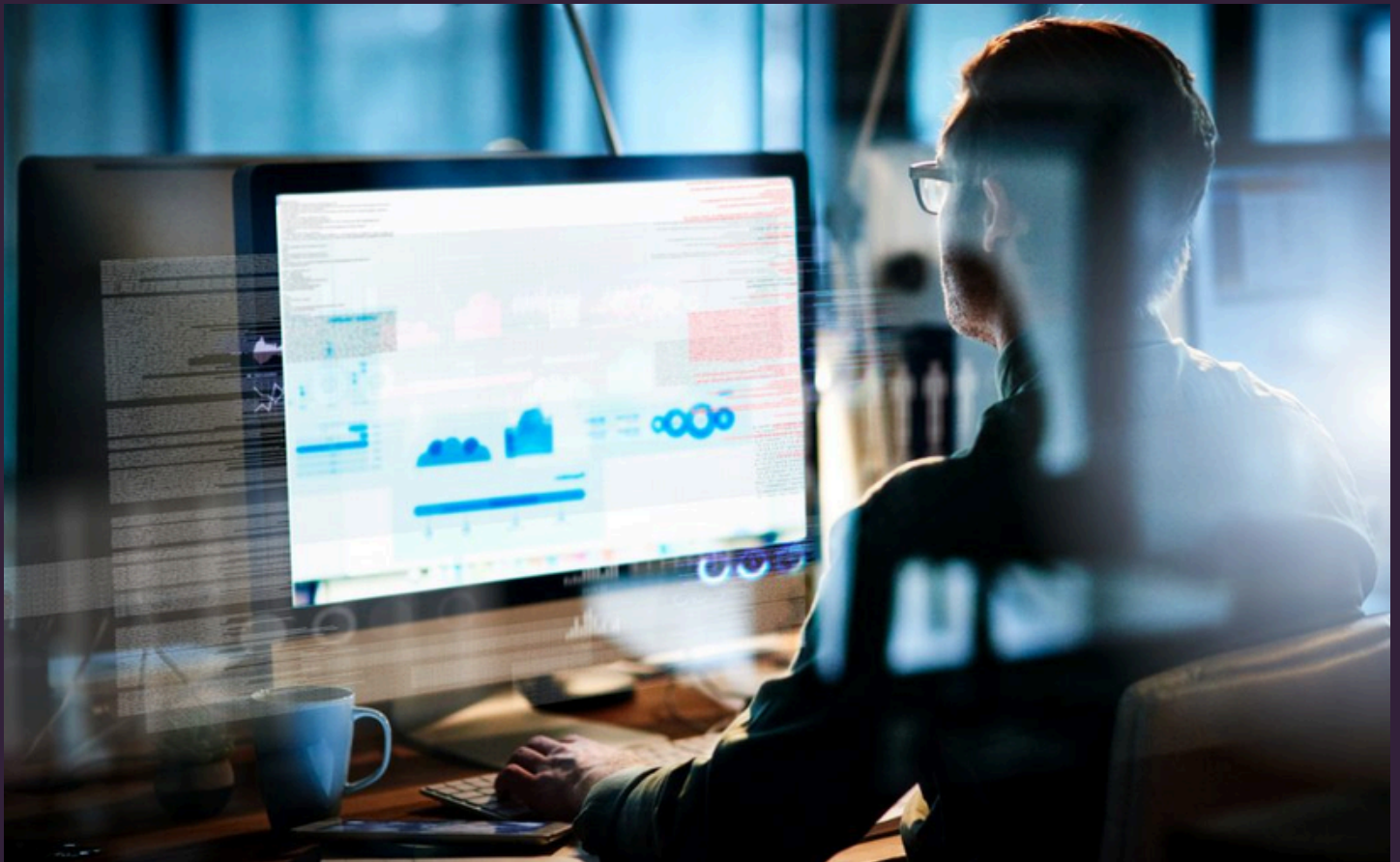
Discover Your AI Maturity with Our Free Assessment at discover.insightconsulting.co.za



THE CONTEXT

You already know you
need to move

Most data leaders aren't asking whether to modernise their data platform. What they're wrestling with is the how. The sequencing. The risk. The timing.



Most data leaders we speak to right now already know they need to modernise their data platform.

What they're wrestling with is something harder: the **how**. The sequencing. The risk. The timing. The question of how you move to something better without breaking what's holding the business together today.

These are the conversations we find ourselves in constantly:

- "What actually needs to move?"
- "Are we about to create more complexity than we solve?"
- "Do our teams have capacity for this right now?"
- "How do we avoid a rebuild that takes twice as long as planned?"
- "What's the real cost of waiting?"

Most platform projects falter because the strategy and the execution were never properly joined up. The vision exists on a whiteboard somewhere, and the build happens in a different room.

We've spent nearly 20 years doing both. And in our experience, you can't separate them.

The organisations doing this well aren't trying to boil the ocean, but they're not tiptoeing either. They're moving with structure: domain by domain, with clear ownership, measurable outcomes, and a technical foundation built to scale. Each domain delivers real business value on its own terms, building confidence and capability across the organisation as the migration progresses.

Talk to us about our tried and trusted methodology for successful data platform modernisation.





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AI Changed Everything. And Nothing.



In April 2026, the South African government withdrew its first National AI Policy. The reason wasn't political or ideological - it was that someone had used a generative AI tool to help draft the document, and nobody had checked the citations. Some of the 67 references either didn't exist, or pointed to articles never published in the journals they were attributed to.

The editors of three respected journals individually confirmed that papers credited to their publications had simply never been written. [CNBC Africa](#)

The document had cleared cabinet, been gazetted and released for public comment. That was when journalists started checking the footnotes and found the hallucinated citations.

I've been working in data and analytics for 25 years. When I read the Minister's withdrawal statement, I didn't actually feel surprise - I felt a strange kind of déjà vu.

This isn't really a story about AI. For me, it's a story about something I've watched play out for over two decades: the gap between having information and having knowledge, between producing an output and trusting it and, between using a tool and doing the work well.

We've been here before

Every generation of technology produces its own version of this story. The printing press produced pamphlets full of confidently presented nonsense. The spreadsheet produced "the number" that nobody could trace back to a source. The data warehouse produced single sources of truth that contradicted each other across departments. Each new tool collapsed the cost of producing output, but each new tool revealed - slowly, expensively, sometimes embarrassingly - that the cost of trusting the output had not collapsed at all.

Long before generative AI, I sat in rooms where executives presented numbers from dashboards nobody had verified.

I worked with companies whose "single source of truth" produced three different answers depending on which department you asked. I watched BI projects falter not because the technology was wrong, but because nobody had asked whether the underlying data could be trusted, whether the question being answered was the right one, or whether anyone in the business actually knew how to read what they were looking at.

The pattern hasn't changed - confident-looking output, missing verification layer, a chain of people each assuming someone earlier in the process had done the checking. The policy story is just a very public version of something that's happening inside organisations more often than we think.

What's different now is the speed, and the polish. Practitioners have been saying for a while that AI doesn't fix bad data, it amplifies it. That's true, but I'd go a step further and say that AI disguises bad data. A messy spreadsheet used to produce an obviously messy chart. The same spreadsheet, run through the right prompt, now produces a confident, well-written paragraph that sounds like it knows what it's talking about.

The mess is still there, but it looks more authoritative. The discipline of asking "where did this come from, and do I trust it?" has never been more valuable, and its never been easier to skip.

The work underneath the tools

That pattern is the reason Insight exists, and it's a large part of why we've grown for nearly two decades. We built the company on what those rooms taught us - that clean data, clear questions, and patient foundation-building are what turn good intentions into outcomes our clients can actually rely on.

The solutions worth building are the ones that survive contact with real users. A colleague of mine, a senior consultant on our team, wrote about her work recently. "My real job," she said, "isn't just about building pipelines and dashboards.

It's actually about solving problems." She described the role as "part detective, part translator, part builder."

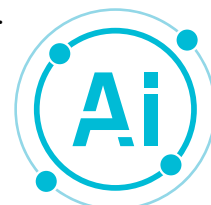
That's probably the most honest description of consulting I have read in a long time, and it's been true for the 20 years I've been in this business. The tools have changed completely, but the job underneath them hasn't.

What's genuinely different now

Of course, a great deal has changed in the last 20 years, and pretending otherwise would be the same kind of intellectual laziness that produced the citation problem in the first place.

The barrier to producing analysis has collapsed. Anyone with a prompt and ten minutes can generate something that on the surface, looks like the work that used to take a trained analyst a week. That is genuinely new, and genuinely powerful when it's used well.

The people receiving that analysis have changed too. I have teenagers at home, and watching them has taught me more about the new workforce than any industry report. They Google a question mid-sentence. They ask an AI to summarise the article rather than read it. They expect the answer to be there, now, in the form they want it. If it isn't, they assume the system is broken, not that they need to be more patient (yes, we're working on that last part!).



That same expectation has now arrived at work. A new generation has entered the workforce who grew up with information at their fingertips, who would rather ask an AI assistant than wait days for a report from IT, and who frankly cannot understand why anyone ever accepted that wait. They are more tech-savvy, more impatient and more willing to help themselves. That is mostly a good thing. It also means the old model, where a small group of specialists controlled the data, and everyone else waited their turn, is over.

Our role, as consultants, has shifted with it. Increasingly, our clients don't need us to produce the answer. They can produce ten answers in an afternoon. What they need is help knowing which one to trust, which question was worth asking in the first place, and which output should be acted on, and which should be sent back. The work has moved up the value chain, from production to judgment and critical thinking.

What hasn't changed at all

Yet underneath all of that, the fundamentals are exactly where they were when I started this job.

Clean data still wins. As one legal commentary on the policy withdrawal put it, "the centre of the controversy is not the use of AI per se, but a far more fundamental governance failure, the absence of rigorous verification and quality-assurance controls." Adams & Adams

Replace "AI" with "the data warehouse" and you have the same sentence I could have written in 2008.

Asking the right question still matters more than producing the right-looking answer.

A confident output to the wrong question is worse than no output at all, because it lets people believe they have moved forward when in actual fact, they have only moved. Adoption still beats deployment. The most elegant solution in the world creates no value if the people meant to use it don't trust it, don't understand it, or don't change their behaviour because of it. People, process, and technology working together still decide on whether or not value is delivered.

Critical thinking, the discipline of questioning assumptions, recognising biases and using evidence to form sound judgments, is a fundamental competence that is never going to go away, and can't (yet at least) be delegated to AI.

The government's own statement on the policy withdrawal said it clearly: "One may delegate drafting to an instrument; one may never abdicate the responsibility for intellectual leadership and human judgment over its output." ANC Parliamentary Caucus

What our clients are actually asking for

The fastest-growing demand we are seeing across our client base isn't for AI implementation - it's for AI fluency and data literacy training.

Leaders are realising that their teams are already using these tools, with or without permission, and that the gap the policy story exposed publicly is the same gap that's already opening up inside their own organisations. They don't necessarily need more dashboards. They need people who can read data properly in the first place: those who can interrogate a number, trace a result back to its source, and recognise when something doesn't add up.

They then need that same instinct to extend to AI: the confidence to push back on a generated analysis, the literacy to spot when something doesn't look or sound right, and the judgment to know when "the AI said so" is not an answer.

So where does this leave us?

What's changed for us as consultants. We still build pipelines, design data warehouses, and develop dashboards, and that foundational work matters more now than ever, because clean, trusted data is what makes both AI and analytics worth using in the first place. What has changed is what comes with the work. Increasingly, we are also building judgment - in our clients, in their teams, in the work we deliver, and in the systems and processes they rely on. Technical delivery still matters; it's just no longer the only thing that matters.

What's changed for our customers. They have new tools, new users, and new risks. The people consuming data inside their organisations are more capable and more impatient than they have ever been. With that capability comes the new responsibility to govern AI use, not just deploy it. The companies that get this right will build trust in their data and confidence in their decisions, with all the downstream value of efficiency and effectiveness that come with it. The ones that don't will probably produce their own version of the policy story.

What hasn't changed. The fundamentals still decide whether anything works - clean data, strong governance, real adoption, human judgment, critical thinking, and the discipline of verification remain the foundation for a deployment that creates true business value.

What the future holds

Every organisation now has a choice: build the fluency, the governance, and the judgment to use these tools well, or produce a private version of the same embarrassment. The same is true for those of us who do this work for a living.

The consultant who stands still and keeps producing the same outputs in the same way, will not be the consultant clients need in five years. We have to evolve too. We need to build new skills, work with new tools, and adapt to clients who are smarter, faster, and more impatient than they have ever been before.

I've been doing this work for twenty-five years, and I'm honestly more excited about it now than I have ever been. The technology is genuinely transformative. The skills we've spent decades building translate into this new world more naturally than I would have predicted. The fundamentals haven't moved, they have just become more visible, and actually, even more valuable.

Curiosity. Critical thinking. The discipline of clean data and the warmth of real partnership. The persistence to keep discovering - to keep questioning, refining, and pushing until our clients have answers they can build on.

That part hasn't changed at all. And I don't think it ever will.



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FLOWGEAR EVENT

DURBAN, KZN

What a fabulous morning shared with clients and prospects unpacking integration with [Flowgear](#).



in April, at the beautiful [The Oyster Box - part of The Red Carnation Hotel Collection](#) in Umhlanga, we brought together data, integration, and innovation under one roof, exploring how businesses can connect systems faster and smarter with [Flowgear](#).

From real-world use cases to practical demos, the session was about creating seamless integration without the complexity.

Thank you to everyone who joined us, we enjoyed every single conversation, and look forward to continuing the discussions!

 flowgear

Integration that works.
Automation that Scales.



Founded in 2007, we are a strategic digital solutions consultancy, bringing together technical expertise and business experience to deliver data solutions, software, digital strategy and enablement to our customers. With a staff complement of 65 consultants, and offices in South Africa (Durban, Johannesburg, Cape Town) and the UK (London), we service customers in varied industries across Africa and Europe.

Like many organisations today, our customers need to integrate and combine data from diverse data sources to create analytics and AI ready data platforms.



Our partner Flowgear, specialises in just this and offers seamless integration, connecting diverse systems and automating workflows to boost efficiency and speed up new initiatives. With its user-friendly interface and broad connector library, organisations can reduce errors and accelerate time-to-market.

Key Highlights

Built on Flowgear's .NET-based, no-to-low code integration platform.

Pre-built connectors integrate thousands of SaaS and on-premise applications.

Visual workflow designer for rapid integration development.

Supports complex, multi-endpoint integrations with advanced ETL and data mapping.

Cloud and on-premise deployment options from a single interface.

Recognized by Gartner Peer Insights for Enterprise iPaaS leadership.





Integration that works. Automation that scales.

If your systems could talk to each other, what problems would you solve first?

CRM – ERP – eCommerce – WMS (Warehouse Management System) – Data Bases – SaaS

Explore real-world examples of how Flowgear integrations drive business results by department.



FINANCE

Enhances financial decision-making through integrated data systems and real-time analytics.

- Automated Financial Reporting: Integrate financial systems to consolidate data, enabling real-time reporting and analytics.
- Expense Management Automation: Implement tools to automate expense tracking and approval workflows.
- Budget Forecasting: Utilise data analytics to predict financial trends and inform budgeting decisions.
- Compliance Monitoring: Deploy systems to monitor transactions and ensure adherence to regulatory standards.
- Invoice Processing: Automate invoice generation and reconciliation processes to reduce manual errors.
- Automated Month-end: Streamline recons & core calculations like bank feeds, intercompany balance, commissions, accruals, and cash flow forecasts.



SALES

Accelerates the sales cycle and improves customer engagement through integrated platforms and data insights.

- CRM Integration: Connect CRM systems with other enterprise applications to provide a unified view of customer interactions.
- Sales Analytics: Leverage analytics to analyze sales data, identifying trends and opportunities for growth.
- Quote-to-Cash Automation: Streamline the sales process from quotation to payment through integrated workflows.
- Customer Segmentation: Use data analytics to segment customers for targeted marketing and personalized experiences.
- Lead Scoring: Implement models to prioritize leads based on likelihood to convert.



OPERATIONS

Enhances operational efficiency and agility through integrated systems and process automation.

- Supply Chain Visibility: Integrate supply chain systems to provide real-time visibility into operations.
- Inventory Management: Automate inventory tracking and replenishment processes.
- Process Optimization: Use data analytics to identify bottlenecks and streamline workflows.
- Asset Management: Implement systems to monitor and maintain critical assets.
- Quality Control: Deploy tools to monitor product quality and ensure compliance with standards.



HUMAN RESOURCES

Optimizes HR operations & enhances employee experience through digital solutions & data-driven strategies.

- Employee Onboarding: Automate onboarding processes, integrating HR systems for seamless data flow.
- Performance Management: Deploy tools to track and analyze employee performance metrics.
- Training and Development: Utilize analytics to recommend personalized learning paths for employees.
- Workforce Analytics: Analyze HR data to inform workforce planning and talent management strategies.
- Payroll Integration: Ensure accurate and timely payroll processing through integrated systems.



APRIL 2026

SOCIO-ECONOMIC INITIATIVES

As South Africa continues to grapple with high youth unemployment, HR and corporate professionals in Cape Town are stepping into classrooms to help Grade 12 learners at Christel House South Africa prepare for the world of work.

Christel House South Africa, a leading non-profit school in Ottery, provides free education and holistic support to 976 learners from Grade RR to 12, extending to five years post-Matric. This includes transport, healthcare, daily meals, psycho-social support, and structured career development.

One of the school's flagship initiatives, the annual Speed Interviews event, connects matric learners with corporate volunteers for one-on-one mock interviews. The programme offers practical interview experience, constructive feedback, and valuable insight into employer expectations—often learners' first formal exposure to recruitment processes. The initiative is supported by Christel House SA's corporate partners, including Insight Consulting, and is especially relevant amid growing competition for limited job opportunities.

CHRISTEL HOUSE

Insight participates in a Cape Town initiative offering Grade 12 learners a no-cost head start in a tough job market.

With 95% of alumni successfully studying, working, or doing both, initiatives like Speed Interviews play a critical role in preparing learners for internships, further study, and employment after Matric.

The programme forms part of the school's broader Career Development Programme, which equips learners with the skills, mindset, and networks needed to succeed beyond school.

As the need for equitable education grows, Christel House South Africa is expanding its impact by opening a second high school on its Ottery campus, doubling capacity and increasing the annual Speed Interviews cohort from 60 to 120 learners by 2030. Insight is proud to partner with Christel House South Africa as one of its corporate partners, helping move young talent from exclusion to inclusion.





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APRIL 2026

SOCIO ECONOMIC INITIATIVES

DURBAN HIGH SCHOOL

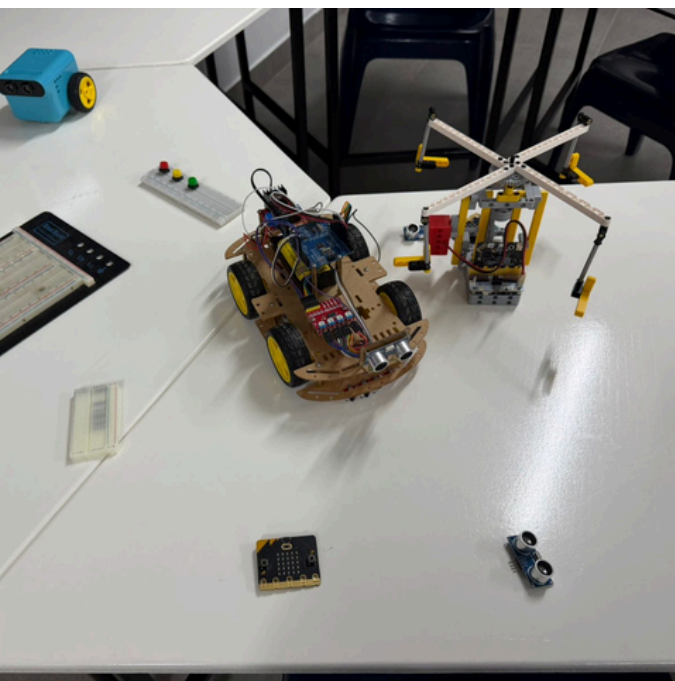
GRAND OPENING -ROBOTICS LAB

Insight Consulting had the privilege of attending the official opening of Durban High School's new facility as a proud sponsor. This state-of-the-art building brings together three key nodes: the Robotics, Electronics & Mechatronics (REM) Lab, a BGA/Home School, and an Academic Support Centre.

Since 1866, DHS has upheld a strong Heritage of Excellence, and this development represents a natural evolution of that legacy into a modern, future-focused learning environment. Under the leadership of Headmaster Mr. A.D. Pinheiro and the governing body, the school is positioning itself as a multi-nodal educational hub.

The REM Lab is particularly impressive, with learners already engaging in hands-on innovation through BBC micro:bits, robotics programming, Micro:bit Cars, and Creality 3D printing. The space is thoughtfully designed around the principle "Code. Create. Connect.", evident in both its layout and application.

DHS's strong focus on future-ready skills—like problem solving, coding, and logical thinking—reflects a clear commitment to preparing learners for an AI-driven world. Insight Consulting is proud to support initiatives that drive meaningful, forward-looking education.



FROM CAMPUS TO CONSULTING

My path from Graduate to Junior Data Consultant

My journey with Insight Consulting began with a simple step, reaching out through the company website. To my surprise, I received a response the very next day. That immediate engagement spoke volumes about the company's proactive and people-focused approach from the outset.

My first conversation with the HR team was both welcoming and insightful. We explored my academic background, interests, and aspirations. At the time, I was open to various paths within IT, from software development to data analytics, with a strong desire to learn, grow, and gain meaningful industry experience.

As part of the process, I completed two assessments, one focused on development and the other on analytics. After performing strongly in the analytics assessment, I had a follow-up discussion and was soon offered an internship opportunity. This was a rewarding milestone, where years of hard work, dedication, and perseverance finally came together.

The internship proved to be a pivotal experience, shaping my passion for data analytics. I had the privilege of learning from experienced professionals across the business, including senior leadership and supportive team members who were genuinely invested in my growth.



During this time, I was introduced to Qlik, a powerful business intelligence tool that transforms raw data into meaningful insights and interactive dashboards. Discovering how data visualisation can drive smarter business decisions was both exciting and eye-opening, reinforcing my interest in analytics.

I also had the opportunity to participate in the Cape Town team's weekly knowledge-sharing sessions. These sessions not only expanded my technical understanding but also highlighted the collaborative and inclusive culture at Insight Consulting, where every contribution is valued.

As part of my development, I was encouraged to explore the Microsoft Fabric ecosystem and pursue the DP-700 certification.



A GRADUATE'S JOURNEY TO INSIGHT

Although this certification is typically completed by professionals with industry experience, I embraced the challenge. Through dedicated study and persistence, I developed a strong foundation in data engineering, cloud-based analytics, and modern data solutions.

Achieving the DP-700 certification was one of the proudest moments of my journey. It was a testament to the support, encouragement, and belief that the Insight Consulting team had shown in me from the very beginning.

Shortly after receiving my certification, I was given the opportunity to interview for a Junior Data Consultant role. Drawing on everything I had learned during my internship, I approached the interview with determination. I was thrilled to later receive the news that I had been selected for the role.

Going from a university graduate with no industry experience to a certified professional in a field I am passionate about has been an incredibly fulfilling journey.

What sets Insight Consulting apart is its genuine investment in people. The company creates opportunities for continuous learning and development, recognises potential, and fosters an environment where individuals are empowered to succeed.

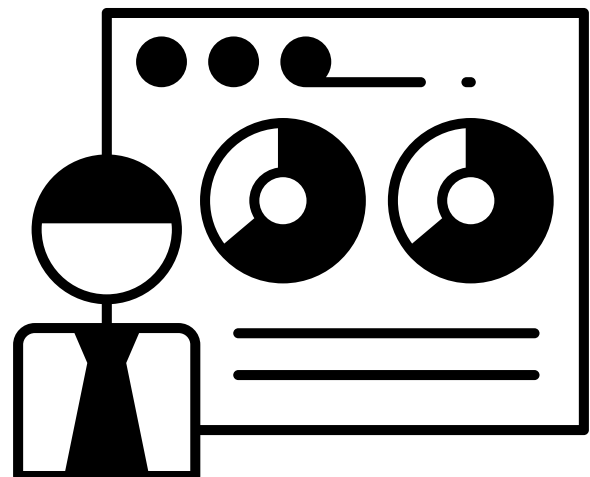


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I am proud and excited to officially begin my journey as a Junior Data Consultant at Insight Consulting, and I look forward to contributing to the team while continuing to grow in the years ahead.

Calder





AI LITERACY

EMPOWER YOUR PEOPLE. ACCELERATE YOUR ORGANISATION

AI is no longer optional.

From copilots to chatbots to intelligent analytics, AI is becoming part of daily work across every role and industry. Organisations that adopt AI responsibly and strategically will lead the future, but success depends on more than technology.

For organisations to successfully deploy and reap the benefits of Enterprise AI, every employee needs to understand what AI is, how it works, and how to use it confidently, ethically, and effectively.

Participants will Learn:

- What AI is (and isn't) - core principles and key types of AI
- How AI is transforming industries and everyday work
- The foundations of responsible and ethical AI use
- How to write better prompts and evaluate AI outputs
- How AI fits into your organisation's Enterprise AI journey

Why it Matters

When everyone understands AI, they can:

- Spot opportunities to apply it responsibly
- Work more efficiently and creatively
- Support your organisation's AI strategy with confidence

AI literacy ensures your workforce grows alongside your technology.

Course Details

- Self-paced online format
- 2 hours of interactive content
- Videos, real-world examples, quizzes, and final assessment
- Certificate of AI Literacy from Insight Consulting

Price: R 395 per person for larger groups or corporate rollouts, contact us for volume pricing.

info@insightconsulting.co.za | www.insightconsulting.co.za

Fuzzy Fact #199

slippers

make you 61% cuter

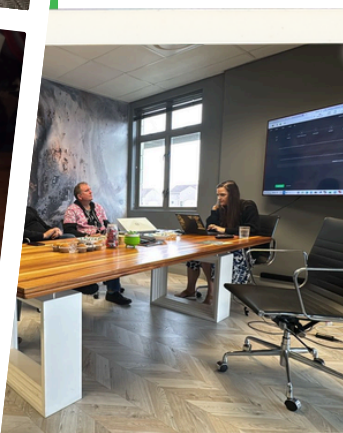
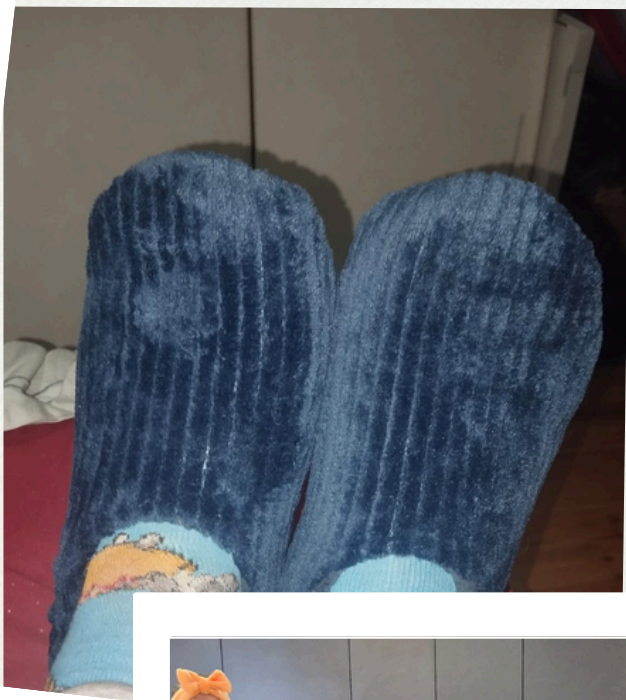
Since 1988, The Reach For A Dream Foundation has brought hope, joy and healing to countless children by encouraging them to use their dreams to fight life-threatening illnesses.

Slipper Day is an annual South African initiative held on **29 May** every year to support the Reach For A Dream Foundation in making dreams come true for children with life-threatening illnesses.

Insight Consulting team members were encouraged to wear their slippers to show solidarity with children in hospitals. **We are proud to continue contributing to this impactful initiative.**

Let's continue to help these children reach for their dreams!

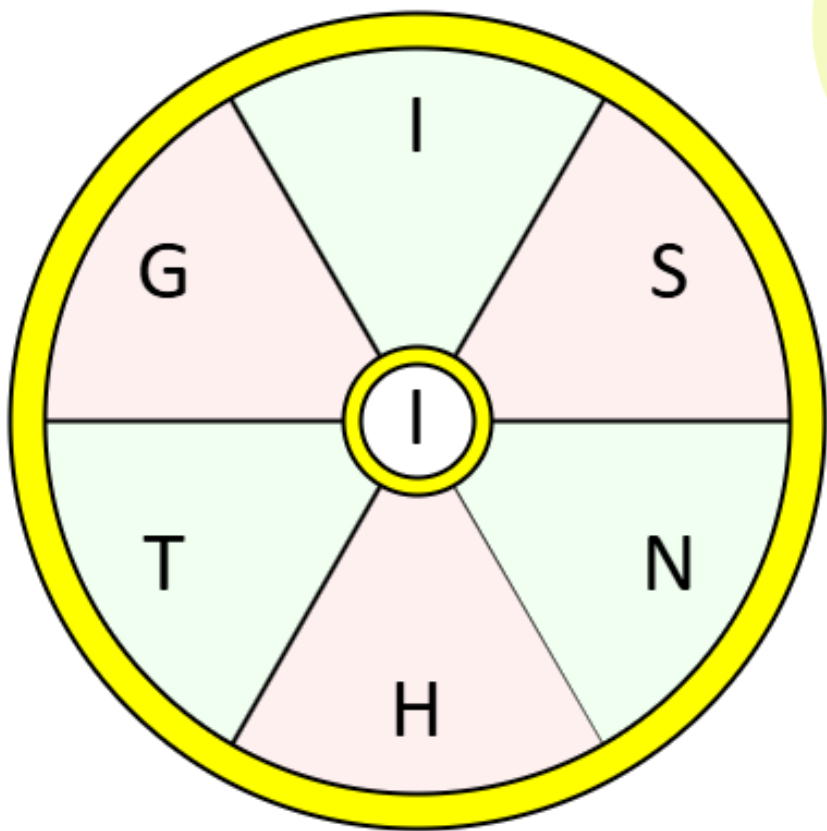
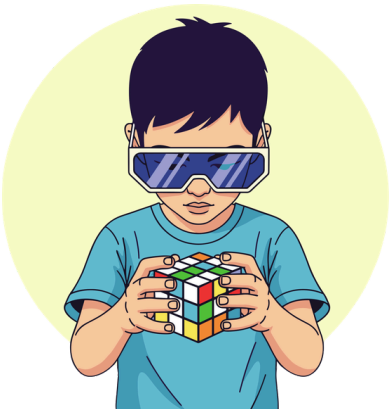




SOLVE IT!



WORDWHEEL



See how many words of four or more letters you can dial using the one at the centre in each word. You can make at least one word using all of them.

TOTALIZE

Start											Answer
556	556	50% of it	plus 2807	x 2/5	-97	Third of it	-69	Divide 10	Plus 143	Divide 6	



Follow the instructions from left to right, starting with the number given to reach the answer at the end

2023

HOROSCOPE



Here's a creative Data & AI Horoscope inspired by the Year of the Fire Horse (a rare and powerful sign in the Chinese zodiac, last seen in 1966 and next in 2026). The Fire Horse is known for boldness, independence, and disruptive energy—perfectly aligned with the transformative nature of AI and data.

Aries

(March 21 - April 19)



The Innovator

- AI Energy: Breakthrough algorithms, pioneering new models.
- Data Insight: You'll ride the Fire Horse's flames into bold experiments—expect radical ideas to spark adoption in unexpected places.



Cancer

(June 21-July 22)

The Protector

- AI Energy: Privacy, ethics, and trust.
- Data Insight: The Fire Horse challenges you to guard data fiercely while embracing innovation—expect new frameworks for responsible AI.



Libra

(September 23 - October 22)

The Harmonizer

- AI Energy: Balancing human and machine intelligence.
- Data Insight: Fire Horse energy drives you to design fair systems—expect progress in bias reduction and equitable AI.



Scorpio

(October 23- November 22)

The Transformer

- AI Energy: Deep learning, hidden patterns.
- Data Insight: The Fire Horse ignites your intensity—expect to uncover unseen insights in complex datasets.



Aquarius

(January 20-February 18)

The Futurist

- AI Energy: Radical innovation, collective intelligence.
- Data Insight: Fire Horse energy amplifies your visionary streak—expect to push boundaries in decentralized AI and open-source movements.



Gemini

(May 21-June 20)

The Connector

- AI Energy: Natural language models, conversational AI.
- Data Insight: Your dual nature thrives in the Fire Horse's restless energy—expect breakthroughs in multilingual AI and human-AI collaboration.

Capricorn

(December 22 -January 19)



The Strategist

- AI Energy: Enterprise adoption, governance.
- Data Insight: Fire Horse energy challenges your discipline—expect bold moves in AI regulation and corporate strategy.



Taurus

(April 20 – May 20)

The Builder

- AI Energy: Stability in infrastructure, scaling responsibly.
- Data Insight: The Fire Horse pushes you to balance reliability with daring upgrades—think hybrid cloud and resilient pipelines.



Leo

(July 23 - August 22)

The Visionary

- AI Energy: Generative creativity, bold leadership.
- Data Insight: Fire Horse energy amplifies your charisma—expect to lead projects that redefine how humans and machines co-create.



Virgo

(August 23 - September 22)

The Analyst

- YAI Energy: Precision, optimization, and clean data.
- Data Insight: The Fire Horse pushes you to refine chaos into clarity—expect breakthroughs in data quality and explainable AI.



Sagittarius

(November 23- December 21)

The Explorer

- AI Energy: Expanding AI into new domains.
- Data Insight: Fire Horse energy fuels your adventurous spirit—expect breakthroughs in space tech, bio-AI, and frontier applications.



Pisces

(February 19 - March 20)

The Dreamer

- AI Energy: Imagination, empathy-driven AI.
- Data Insight: Fire Horse energy fuels your creativity—expect breakthroughs in emotional AI and human-centered design.

🌟 Theme of the Year:

The Fire Horse doesn't settle—it disrupts. In 2026, expect AI and data to gallop forward with fiery independence, reshaping industries and challenging norms. Bold risks will bring transformative rewards.

SOLUTIONS



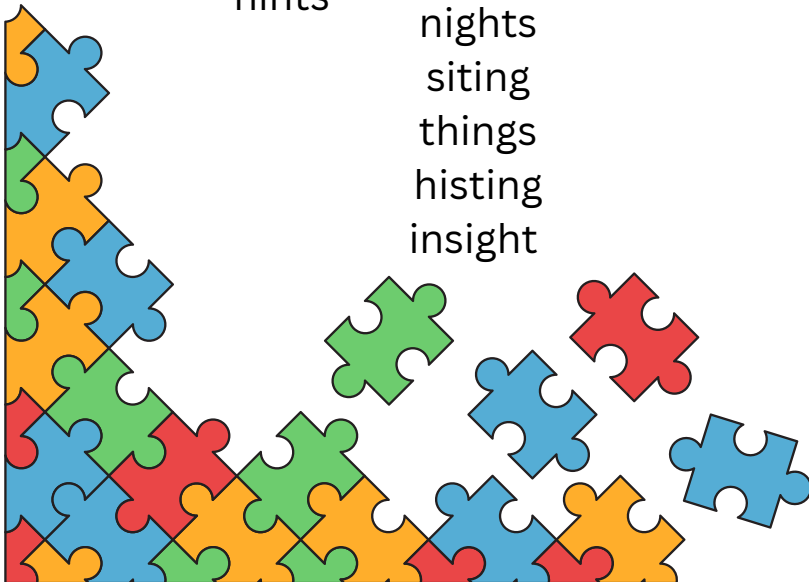
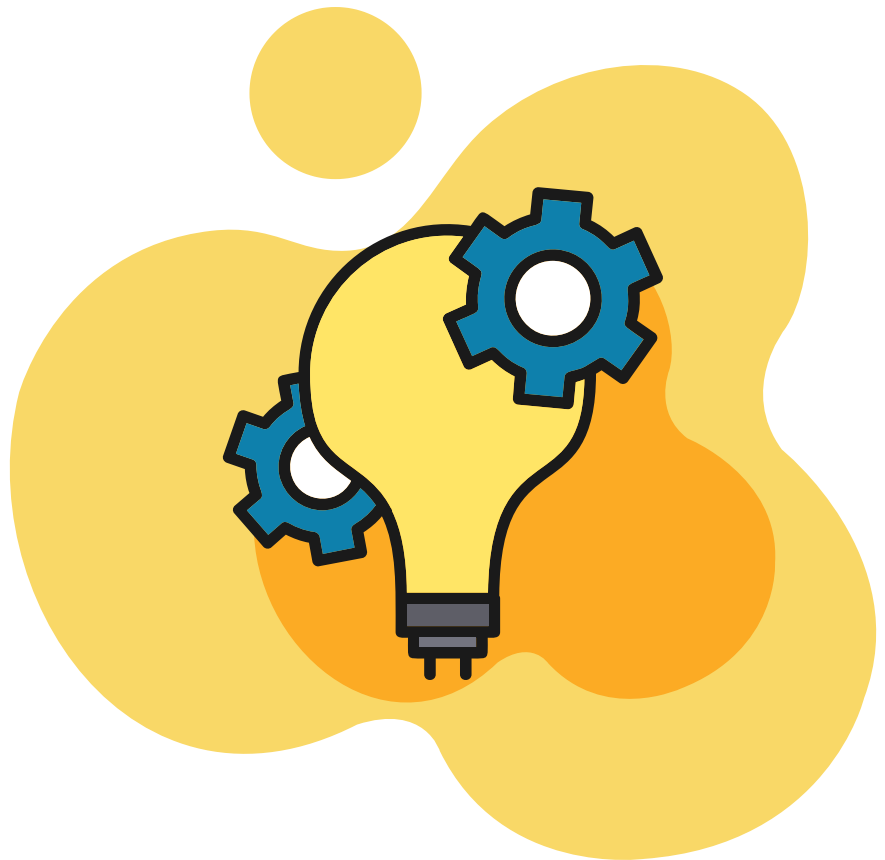
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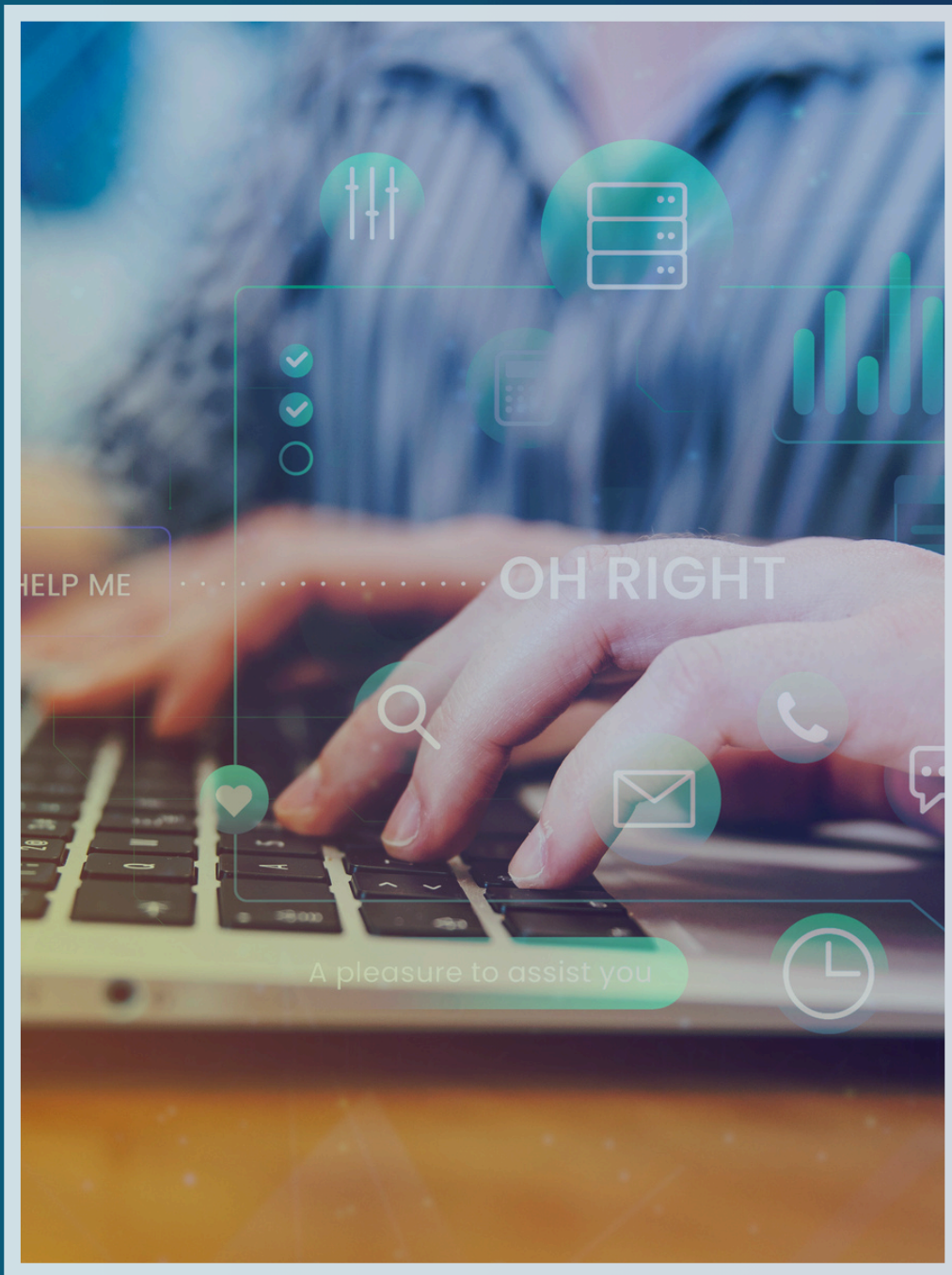
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GET IN TOUCH WITH OUR TEAM TODAY.

<https://insightconsulting.co.za/contact/>

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