



ZAIO INSTITUTE
OF TECHNOLOGY

2027

Learner prospectus

Everything you need to choose a programme: what you study, what it costs, what you leave with and where it leads. 9 QCTO-registered Occupational Certificates and 6 career bootcamps.

A WORD FROM US

Welcome to Zaio

As we stand at the forefront of a rapidly changing global digital landscape, our commitment has always been clear; to prepare the next generation of leaders who will shape the future of global innovation. At Zaio, we believe that Africa's tech talent is not only capable of competing worldwide, it is capable of leading.

From the beginning, Zaio has been built with a purpose; to close the gap between potential and opportunity. We design programmes that equip you with practical, in-demand skills whilst connecting you to the global opportunities that are shaping the future of work. Through our QCTO-accredited courses and a curriculum that blends foundational knowledge with cutting-edge AI, data, software and cloud technologies; we ensure that every learner graduates prepared for the real world.

This next chapter, we want you to be part of the story. Every student who walks through our doors becomes a collaborator in our mission; contributing to a community powered by ambition, shared purpose and transformation. Your future remains at the core of everything we do.



Mvelo Hlophe

Chief Executive Officer, Zaio Institute of Technology



What is in this prospectus

01 The two schools

What each school teaches, and which programme leads where.

02 Every programme

Length, entry requirements, what you leave with, and what it costs.

03 How you study

Live online classes, mentors, and the hubs you can visit.

04 Admissions

Who can apply and the five steps to a place.

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Tuition by programme, and how to pay for it.

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About the institute

Zaio Institute of Technology is accredited by the QCTO to offer Occupational Certificates registered on the National Qualifications Framework.



Accredited, not just a course

Every Occupational Certificate carries an NQF level and a SAQA ID you can verify on the national register.



Two schools

School of Technology and School of Business & Marketing, 15 programmes between them.



Online and live

Scheduled classes from anywhere in South Africa, with Innovation Hubs in Cape Town and Durban.



Built for working people

Mentors, a 24/7 AI tutor between classes, and job-readiness support while you study.



Zaio in numbers

What the institute is, counted.

100K+ Learners taught across South Africa

81% Of students who joined us unemployed were working within six months of graduating

9 QCTO-registered qualifications on the National Qualifications Framework

15 Programmes across two schools, from nine-week bootcamps to two-year certificates

2 Innovation Hubs, in Cape Town and Durban, open to every student

24/7 AI tutor between live classes, backed by mentors who have shipped production work

Placement is never guaranteed. The employment figure covers students who came to us without work and told us where they landed.

01

School of Technology

Build, secure and run software. Occupational Certificates and bootcamps in software, AI, data, cybersecurity and cloud.

WHAT THIS SCHOOL COVERS

Software

AI

Data

Cybersecurity

Cloud

SCHOOL OF TECHNOLOGY

What you can study

10 programmes in the School of Technology. The page each one opens on is on the right.

Software Development	Occupational Certificate · 2 years	8
Graduate able to read a company's codebase and ship features, with AI-assisted development built in.		
AI & ML Engineer	Occupational Certificate · 1.5–2 years	14
Build software that uses large language models, agents and automation.		
Data Science	Occupational Certificate · 1.5 years	19
Work with data end to end: collect it, analyse it, model it and present what it means.		
Cybersecurity Analyst	Occupational Certificate · 1.5 years	25
Protect systems and networks, and respond when something goes wrong.		
Cloud & DevOps Engineering	Occupational Certificate · 12 months	30
Run and automate the cloud infrastructure that software lives on.		
Fullstack AI Engineer	Bootcamp · 7 months	35
Build agentic web applications using LLMs, LangChain and n8n.		
Cloud & DevOps Engineering	Bootcamp · 7 months	38
Build applications, then deploy and automate them on AWS with Linux, Docker, Terraform and CI/CD.		
Fullstack Web Development	Bootcamp · 6 months	41
Build websites and web applications that solve real problems.		
Data Science	Bootcamp · 7 months	44
Python, machine learning, data analysis and SQL.		
Cybersecurity	Bootcamp · 7 months	47
Cybersecurity fundamentals and practice, built around the Security+ exam.		

Occupational Certificate

Software Development

Graduate able to read a company's codebase and ship features, with AI-assisted development built in.

GRADUATES EARN R300,000 – R600,000 a year

This software development course is the QCTO's Occupational Certificate: Software Developer, taught by Zaio Institute of Technology over two years, online and live. You cover the full national curriculum, knowledge, practical and workplace modules, then Zaio's own modules in Python, React, Node.js, SQL and AI-assisted development, and finish with a production portfolio and the national EISA exam.

Entry is matric or an NQF Level 4 equivalent. Tuition is paid per year and can be financed monthly through Manati. Zaio delivers the training; the QCTO issues the certificate.

AT A GLANCE

Duration	2 years
You leave with	Occupational Certificate: Software Developer, NQF Level 5
Entry	NQF Level 4 qualification (e.g. Matric) or equivalent.
Starts	1 Feb 2027
Fees	Year 1: R58,950 · Year 2: R52,950 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

 SOFTWARE DEVELOPMENT

What makes it different

Production-ready from day one

You will be able to pull a company's codebase, understand it, and add production-ready features immediately.

Beyond the curriculum

From ReactJS to LangChain, you'll master tools that most junior devs won't touch until years into their careers.

AI and a modern stack

Learn how to code faster, debug smarter, and ship solutions using AI-assisted development.

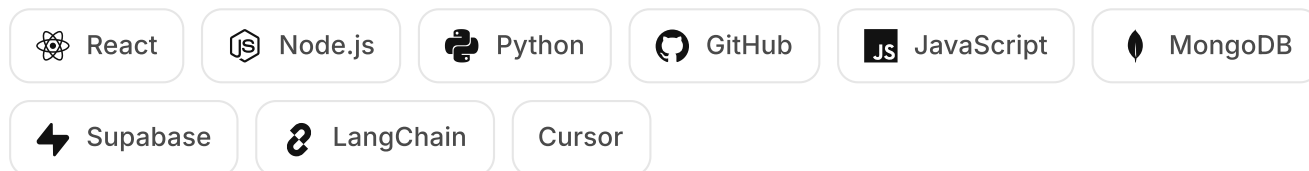
Professional edge

With personal branding, GitHub projects, and deployment experience, you won't just be a graduate — you'll be a complete professional.

HOW THE TIME IS SPENT

- 01 1.2 years - QCTO Curriculum Class time, practical assignments and take home work
- 02 4 months - Zaio Extended Curriculum
- 03 4 months - Simulated Work Place experience and Final Exam

TOOLS YOU WILL USE



The qualification is registered on the NQF at Level 5 and issued by the QCTO after the national EISA exam. The 23 Zaio modules on top of it are what let you pull a company's codebase and ship a feature in your first week.

 SOFTWARE DEVELOPMENT

What you study

Part 1 of 4

Knowledge Modules

66 credits

The theory, taught in live classes and assessed by exam, plus Zaio Theory modules that go past the national minimum.

Computers and Computing Systems	12
Desktop & Professional Software for Communication	8
Automated Web Scraping as a Data Source	8
Logical Thinking and Basic Calculations	2
Computing Theory	2
Software Development with HTML5, Open Source Frameworks & Libraries	16
UML as a Standard Modelling Language	4
Querying, Manipulating & Presenting Data with/without MVC	6
SDLC, Programming Languages, Algorithms & Security	3
Governance, Legislation & Ethics	2
4IR & Future Skills	2
Design Thinking for Innovation	1
Introduction to Programming using Python	
Evolution of Software Development: From Assembly to AI-assisted Coding	

 SOFTWARE DEVELOPMENT

What you study

Part 2 of 4

Knowledge Modules (continued)

Introduction to LLMs (Large Language Models)

Prompt & Context Engineering with Cursor

Introduction to ReactJS

REST APIs with ExpressJS (NodeJS)

SQL, Supabase & MongoDB

GitHub for Version Control & Collaboration

Data Flow & System Design

ChatGPT for Debugging

RAG & Agentic AI with LangChain

MCPs in the AI World

Building AI Business Automation Solutions

 SOFTWARE DEVELOPMENT

What you study

Part 3 of 4

Practical Skill Modules

77 credits

Hands-on work alongside the theory, including Zaio Practicals that simulate real production environments.

Use & Manage Spreadsheets and Workbooks	3
Analyse, Visualise & Report Data with Desktop Apps	3
Apply Logical Thinking & Maths	3
Build Software with HTML5, Open Source Frameworks	16
Design & Build Web Apps, Desktop GUIs, or Mobile Apps	8
Use a Cloud Automation Platform	8
Develop Software with Python	12
Apply the Development Cycle in Software Projects	16
Participate in Design Thinking for Innovation	4
Function Ethically & Effectively in a Team	4
Solve Complex Technical Problems with Python	
Build Landing Pages with HTML & CSS	
Master DOM & ES6 JavaScript	
Deployment on Netlify, Heroku & AWS	

 SOFTWARE DEVELOPMENT

What you study

Part 4 of 4

Practical Skill Modules (continued)

Converting Natural Language to Technical Requirements

Develop Full-Stack Applications (with & without AI-assisted coding)

Add Features to a Production-Ready Codebase

Personal Branding for Developers on Social Media

Reading & Understanding Codebases with AI Assistance

Designing & Implementing Tech Solutions for Business Problems

Work Experience Modules

65 credits

Workplace modules completed with an employer or on site with Zaio, assessed by observation and a logbook. Zaio helps arrange the placement; you do not have to find a company on your own.

Technical Requirement Analysis & Refinement	15
Process Modelling	15
Programming for Software Solutions	25
Capstone Project: Delivering a real, production-level application	10

WHERE IT LEADS

Tech career paths

Full-Stack Developer · Frontend Developer · Backend Developer · Web Application Developer · Technical Co-Founder

Maximise performance in your career

Product Manager · Startup Founder · Project Lead · UI/UX Designer · Digital Marketer

Universal skills that enhance any role

Problem-solving mindset · Technical communication · Collaboration · Digital literacy · Project management

Occupational Certificate

AI & ML Engineer

Build software that uses large language models, agents and automation.

GRADUATES EARN **R600,000 a year**

This AI engineer course is the QCTO's Occupational Certificate: Artificial Intelligence Software Developer, taught by Zaio Institute of Technology over 18 months, online and live. You cover the national curriculum in mathematics, machine learning and deep learning, then Zaio modules on large language models, retrieval-augmented generation, agents, Cursor-based coding and cloud deployment, and finish with deployed AI systems and the national EISA exam.

Entry is Grade 12 with English and Mathematical Literacy, or an NQF Level 4 qualification. Tuition is paid per year and can be financed monthly. The QCTO issues the certificate.

AT A GLANCE

Duration	1.5–2 years
You leave with	Occupational Certificate: Artificial Intelligence Software Developer, NQF Level 5
Entry	Grade 12 (competency in English and Mathematical Literacy), OR
Starts	31 Mar 2027
Fees	Year 1: R57,950 · Year 2: R57,950 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

■ AI & ML ENGINEER

What makes it different

Ship AI products from day one

You'll leave this programme having built and deployed multiple working AI systems — chatbots, RAG apps, agents, computer vision demos — with real users testing them.

Beyond the curriculum

From LangChain and MCPs to fine-tuning and multi-agent frameworks, you'll master tools that most AI engineers only touch years into their careers.

AI and a modern stack

Learn Python, cloud deployment, vector databases and modern MLOps alongside classical ML. You leave fluent in both the theory and the toolchain.

A portfolio that sells

Graduate with a public GitHub, deployed demos and a technical writeup for each project. Employers can see and test your work before the interview.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (workbook, observation and assessment)
- 03 Part 3 — Workplace modules (external or onsite, observation and logbook)
- 04 External Integrated Summative Assessment (EISA)

TOOLS YOU WILL USE



Python



LangChain



OpenAI



Claude



TensorFlow



AWS



Azure



GitHub

Cursor

The qualification is registered on the NQF at Level 5 (SAQA ID 118792) and issued by the QCTO after the national EISA exam. Zaio's modules on top are what let you take a business problem and ship a working AI solution.

 AI & ML ENGINEER

What you study

Part 1 of 3

Knowledge Modules

86 credits

Grounding you in the mathematics, theory and language of AI while extending well beyond the standard scope with Zaio Theory (ZTAI) modules.

Overview of Artificial Intelligence	2
Introduction to Mathematics and Statistics	10
Analytical Thinking and Problem Solving	3
Data, Databases and Data Visualisation	8
Computing Theory	8
Introduction to AI, Machine Learning and Deep Learning	5
Artificial Intelligence	12
Machine Learning	16
Deep Learning	16
Introduction to Governance, Legislation and Ethics	1
Fundamentals of Design Thinking and Innovation	1
4IR and Future Skills	4
Python for AI Engineers (from zero to production)	
Modern LLM Landscape: GPT, Claude, Llama, Gemini	
Prompt & Context Engineering with Cursor	

 AI & ML ENGINEER

What you study

Part 2 of 3

Knowledge Modules (continued)

RAG Pipelines with LangChain and Vector Databases

Building & Fine-tuning Custom Models

Agentic AI: Multi-agent workflows and tool use

MCPs (Model Context Protocols) in Production

Vector Stores

Deploying AI on the Cloud (AWS Bedrock, Azure OpenAI, GCP Vertex)

AI Product Design: from prompt to shipped feature

GitHub for AI Engineers

Practical Skill Modules

63 credits

Every practical module has you shipping working AI systems on real datasets.

Mathematics and Statistics for Programming	8
Problem Definition and Decision-Making	2
Access, Analyse and Visualise Structured Data	4
Use SQL to Communicate with a Database	4
Build a Simple AI Solution using Python	8

■ AI & ML ENGINEER

What you study

Part 3 of 3

Practical Skill Modules (continued)

Use Python Data Scraping to Populate SQL Databases	4
Build an AI Solution with Machine Learning in Python	6
Build Neural Network Architectures in Python	10
Build Neural Networks in TensorFlow	10
Function Ethically in a Multidisciplinary Team	3
Participate in a Design Thinking for Innovation Workshop	4

Work Experience Modules

60 credits

Apply your skills in real-world AI solution design, testing and deployment.

AI Solution Design Interpretation and Development	20
AI Solution Performance Testing	20
AI Solution Deployment, Modification and Improvement	20

WHERE IT LEADS

Tech career paths

AI/ML Engineer · Prompt Engineer · AI Product Engineer · Applied AI Developer · ML Ops Engineer

Maximise performance in your career

AI Product Manager · Startup Founder (AI vertical) · AI Consultant · Technical Co-Founder · Solutions Architect

Universal skills that enhance any role

Problem decomposition · Data literacy · Automation mindset · Technical writing · Cross-functional collaboration

Occupational Certificate

Data Science

Work with data end to end: collect it, analyse it, model it and present what it means.

GRADUATES EARN R320,000 – R650,000 a year

This data science course is the QCTO's Occupational Certificate: Data Science Practitioner, taught by Zaio Institute of Technology over 18 months, online and live. You cover statistics, data analysis and visualisation from the national curriculum, then Zaio modules in Python, SQL, machine learning and AI, and finish with workplace modules and the national EISA exam.

Entry is matric or an NQF Level 4 equivalent plus basic mathematics. Tuition is paid per year and can be financed monthly; the QCTO issues the certificate.

AT A GLANCE

Duration	1.5 years
You leave with	Occupational Certificate: Data Science, NQF Level 5
Entry	NQF Level 4 qualification (e.g. Matric) or equivalent.
Starts	3 Feb 2027
Fees	Year 1: R58,950 · Year 2: R32,950 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

■ DATA SCIENCE

What makes it different

AI-enhanced analytics

Learn to leverage AI and machine learning for advanced data insights.

Modern tech stack

Master the latest data science tools and cloud platforms.

Beyond the curriculum

You work in Python, SQL, Pandas and scikit-learn, the tools analytics teams use every day.

Professional edge

With personal branding, GitHub projects, and deployment experience, you won't just be a graduate — you'll be a complete professional.

HOW THE TIME IS SPENT

- 01 10 months - QCTO Curriculum Class time and practical assignments
- 02 3 months - Zaio Extended Data Science Curriculum
- 03 3 months - Industry Data Project and Final Assessment

TOOLS YOU WILL USE



Python



Pandas



NumPy



SQL



Jupyter



GitHub



LangChain

Matplotlib

Registered on the NQF at Level 5 (SAQA ID 118708) and issued by the QCTO after the EISA, with Zaio's machine learning and AI modules on top.

 DATA SCIENCE

What you study

Part 1 of 4

Knowledge Modules

66 credits

Foundation in data science theory and advanced analytics.

Introduction to Data Science and Data Analysis	6
Logical Thinking and Basic Calculations	4
Computers and Computing Systems	4
Computing Theory	2
Basic Statistics for Data Analytics	10
Statistics Essentials for Data Analytics	4
Data Science and Data Analysis	12
Data Analysis and Visualisation	16
Governance, Legislation and Ethics	3
Design Thinking and Innovation	4
4IR and Future Skills	1
ZTDS001: Introduction to Programming using Python	
ZTDS002: Evolution of Software Development (Assembly → AI Assisted Coding)	
ZTDS003: Introduction to LLMs	

 DATA SCIENCE

What you study

Part 2 of 4

Knowledge Modules (continued)

ZTDS004: Prompt & Context Engineering with Cursor

ZTDS005: Exploratory Data Analysis (EDA)

ZTDS006: NumPy & Pandas for Data Wrangling

ZTDS007: SQL for Data Scientists

ZTDS008: GitHub for Version Control & Collaboration

ZTDS009: Matplotlib for Visualization

ZTDS010: ChatGPT for Debugging

ZTDS011: RAG & Agentic AI with LangChain

ZTDS012: Machine Learning Foundations

ZTDS013: AI for Business Automation Solutions

 DATA SCIENCE

What you study

Part 3 of 4

Practical Skills Modules

59 credits

Hands-on training with real-world data science projects.

Logical Thinking & Maths Refresher	3
Apply Code in Toolkit/Platform	4
Analyse & Visualise Data with Spreadsheets	3
Visual Analytics Platforms	4
Apply Statistical Tools & Techniques	4
Collect & Pre-Process Data	12
Apply Analysis to Find Patterns	12
Present Descriptive Analytic Reports	12
Design Thinking Workshop	3
Workplace Collaboration & Ethics	2
ZPDS001: Solve Complex Problems with Python	
ZPDS002: Extract & Query Data using SQL	
ZPDS003: Applied EDA Projects	
ZPDS004: Deploy Machine Learning Models	

 DATA SCIENCE

What you study

Part 4 of 4

Practical Skills Modules (continued)

ZPDS005: Translate Natural Language into Technical Requirements

ZPDS006: Trend Analysis with Matplotlib & Seaborn

ZPDS007: Build a Production-Ready ML Model

ZPDS008: Build a RAG-Based AI Agent with LangChain

ZPDS009: Personal Branding on Social Media

ZPDS010: Understanding & Reading Codebases with AI

Work Experience Modules

60 credits

Apply your skills in real-world data science environments.

Data Collection & Pre-processing	16
Statistical Data Analysis	16
Data Visualization & Reporting	16
Capstone Project – End-to-end Data Solution	12

WHERE IT LEADS

Tech career paths

Data Analyst · Machine Learning Engineer ·
Business Intelligence Analyst · Data Engineer ·
Research Analyst

Maximise performance in your career

Data Team Lead · Chief Data Officer (CDO)
· Analytics Manager · Product Manager ·
Business Analyst

Universal skills that enhance any role

Data-driven thinking · Statistical analysis · Problem-
solving · Technical communication · Collaboration

Occupational Certificate

Cybersecurity Analyst

Protect systems and networks, and respond when something goes wrong.

GRADUATES EARN R450,000 – R550,000 a year

This cyber security course is the QCTO's Occupational Certificate: Cybersecurity Analyst, taught by Zaio Institute of Technology over 18 months, online and live. You cover network security, threats, risk and vulnerability assessment and detection from the national curriculum, then Zaio modules in Linux, Python, penetration testing and AI security.

Entry is matric or an NQF Level 4 equivalent plus basic computer literacy. Tuition is paid per year and can be financed monthly; the QCTO issues the certificate after the EISA.

AT A GLANCE

Duration	1.5 years
You leave with	Occupational Certificate: Cybersecurity, NQF Level 5
Entry	NQF Level 4 qualification (e.g. Matric) or equivalent.
Starts	8 Feb 2027
Fees	Year 1: R52,950 · Year 2: R38,950 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

CYBERSECURITY ANALYST

What makes it different

Real-world threat simulation

Experience actual security scenarios in our controlled lab environment.

Threat detection from day one

Provide value and insight from the day you get hired.

AI-enhanced security

Learn to leverage AI for threat detection and security automation.

Beyond the curriculum

You work in Linux, Python, Burp Suite, Wireshark and Nmap, defending real systems rather than reading about them.

HOW THE TIME IS SPENT

- 01 1 year - QCTO Curriculum Class time and practical assignments
- 02 3 months - Zaio Extended Cybersecurity Curriculum
- 03 3 months - Simulated Security Operations Center experience

TOOLS YOU WILL USE

Linux



Python

Nmap



GitHub



Bash



MySQL SQL



JavaScript



HTML5

Registered on the NQF at Level 5 (SAQA ID 118986) and issued by the QCTO after the EISA, with Zaio's penetration-testing and AI-security modules on top.

 CYBERSECURITY ANALYST

What you study

Part 1 of 3

Knowledge Modules

53 credits

Grounding you in theory while extending far beyond the standard curriculum with Zaio Theory (ZT) modules.	
Introduction to Cybersecurity	8
Fundamentals of Network Security & Defence	12
Cyber Threats and Attacks	12
Cybersecurity Governance, Legislation & Ethics	4
Design Thinking & Innovation	1
Logical Thinking & Basic Calculations	3
Computers, Devices & Computing Systems	6
Data & Database Vulnerabilities	3
4IR & Future Skills	4
Introduction to Programming with Python	
Evolution of Software Development (From Assembly to AI-assisted Coding)	
Fundamentals of the Web (HTML, CSS & JavaScript)	
Linux for Cybersecurity	

 CYBERSECURITY ANALYST

What you study

Part 2 of 3

Knowledge Modules (continued)

Networking with Nmap

Introduction to LLMs (Large Language Models)

Practical Skill Modules

68 credits

Hands-on training, including Zaio Practicals (ZP) that simulate real-world cybersecurity scenarios.

Ensure Compliance with Legal & International Cybersecurity Standards	4
Risk & Vulnerability Assessment	20
Implement Prevention & Detection Measures	20
Apply Logical Thinking & Maths	6
Basic Scriptwriting for Cybersecurity Toolsets	4
Data Handling & Visualisation with Spreadsheets	5
Apply Design Thinking Methodologies	4
Function Effectively & Ethically in a Multidisciplinary Team	5
Solve Complex Technical Problems with Python	

 CYBERSECURITY ANALYST

What you study

Part 3 of 3

Practical Skill Modules (continued)

Building Secure Pages & Web Apps (HTML, CSS, JS)

GitHub for Collaboration on Security Projects

Linux for Cybersecurity

SQL Injection & Database Exploits

Prompt Injection (tricking LLMs)

Web Penetration Testing & Bug Bounty Hunting

Work Experience Modules

52 credits

The final stage ensures you apply your skills in real-world cybersecurity environments. Zaio has this sorted. You will not have to worry about finding a company to work for, we will help you with that.

Compliance with Legal Cybersecurity Requirements	12
Cybersecurity Risk Assessment & Mitigation	20
Cybersecurity Detection, Protection & Prevention Processes	20

WHERE IT LEADS

Tech career paths

Cybersecurity Analyst · Security Operations Center (SOC) Analyst · Penetration Tester · Security Consultant · Incident Response Specialist

Maximise performance in your career

Security Manager · Chief Information Security Officer (CISO) · Security Team Lead · Compliance Officer · Risk Manager

Universal skills that enhance any role

Security mindset · Risk assessment · Problem-solving · Technical communication · Collaboration

Occupational Certificate

Cloud & DevOps Engineering

Run and automate the cloud infrastructure that software lives on.

GRADUATES EARN R240,000 – R360,000 a year

This is the Cloud & DevOps Engineering syllabus as a registered qualification: the QCTO's Occupational Certificate: Cloud Administrator, taught by Zaio Institute of Technology over 12 months, online and live. You learn to run and automate the cloud infrastructure that software lives on, through knowledge, practical and workplace modules, and finish with the national EISA exam.

Entry is NQF Level 3 or Grade 11 with basic computer literacy, and a laptop that can run virtual machines and cloud consoles. It sits at NQF Level 4 (SAQA ID 118699, 149 credits). Tuition is published once the 2027 fee is confirmed; speak to an advisor until then. The QCTO issues the certificate.

AT A GLANCE

Duration	12 months
You leave with	Occupational Certificate: Cloud Administrator, NQF Level 4
Entry	NQF Level 3 / Grade 11, plus basic computer literacy.
Starts	1 Feb 2027
Fees	Upfront: R74,850 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

CLOUD & DEVOPS ENGINEERING

What makes it different

Infrastructure you have run

Every practical module ends with something running on real infrastructure, not a simulation.

Automation first

Scripting and AI-assisted tooling so you automate the work rather than repeat it.

Beyond the curriculum

Where the national curriculum stops at cloud theory, the Zaio modules take you into Docker, Kubernetes, Terraform and GitHub Actions, and prepare you to sit AWS Cloud Practitioner.

A route onward

The registered foundation for cloud support, administration and junior DevOps roles.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (runs with Part 1, workbook, observation and assessment)
- 03 Part 3 — Workplace modules (external or onsite, observation and logbook)
- 04 External Integrated Summative Assessment — EISA

TOOLS YOU WILL USE

 AWS

 Docker

 Kubernetes

 Terraform

 Linux

 GitHub Actions

 Azure

 Django

 Python

Registered on the NQF at Level 4 (SAQA ID 118699) and issued by the QCTO after the EISA, with Zaio's hands-on cloud modules on top.

 CLOUD & DEVOPS ENGINEERING

What you study

Part 1 of 3

Knowledge Modules

38 credits

The theory of how cloud platforms are built and run, extended with Zaio modules that take you past the national minimum.

Introduction to Cloud Computing	8
Cloud Computing Elements	8
Containers, Cloud Native and Kubernetes	4
Cloud Security, Risks, Vulnerabilities and Mitigation	3
Data and Databases in the Cloud	6
Fundamentals of Cloud Computing Platforms	3
Introduction to Cloud Computing Governance, Legislation and Ethics	1
4th Industrial Revolution (4IR) and Future Skills	4
Design Thinking Principles for Innovation	1
AWS Cloud Practitioner (CLF-C02) exam prep	
Running apps locally	
Web fundamentals (HTML, CSS and JavaScript)	
REST APIs with Django	

 CLOUD & DEVOPS ENGINEERING

What you study

Part 2 of 3

Knowledge Modules (continued)

Linux for Cloud Administrators

Bash and PowerShell scripting essentials

Docker: containerising real applications

Kubernetes hands-on: pods, deployments, services

Terraform and Infrastructure as Code

CI/CD with GitHub Actions

Cloud Security in practice (IAM, network security, secrets management)

AI + Cloud: deploying LLMs and ML workloads

■ CLOUD & DEVOPS ENGINEERING

What you study

Part 3 of 3

Practical Skill Modules

55 credits

Every module has you running, securing and fixing cloud infrastructure rather than reading about it.

Conduct Effective Server Maintenance and Optimisation	8
Monitor On-Demand Availability of Data Storage, Storage Capacity and Storage Services over the Internet	8
Provide Cloud Network Administration and Support for Optimal Performance	16
Ensure Integrity of the Cloud Ecosystem by Implementing Security Measures	8
Access and Visualise Structured Data Using Spreadsheets	8
Participate in a Design Thinking for Innovation Workshop	3
Function Ethically and Effectively in the Workplace	4

Work Experience Modules

56 credits

The workplace logbook, which doubles as your portfolio: every operation, incident and optimisation recorded against the QCTO criteria.

On-Demand Availability of Server Resources and Services over the Internet	20
On-Demand Availability of Data Storage, Storage Capacity and Storage Services over the Internet	16
Ensure Availability and Reliability of Network Connection According to Workflow and Security Protocols	20

WHERE IT LEADS

Tech career paths

Cloud Administrator · Cloud Support Engineer · Junior Cloud Engineer · Junior DevOps Engineer · Systems Administrator

Progression paths

DevOps Engineer · Site Reliability Engineer (SRE) · Cloud Architect · Cloud Security Engineer · Platform Engineer

Universal skills that enhance any role

Problem-solving under pressure · Automation

Bootcamp

Fullstack AI Engineer

Build agentic web applications using LLMs, LangChain and n8n.

GRADUATES EARN **R300,000 – R1,000,000 a year**

The Zaio Fullstack AI Engineer bootcamp is a seven-month AI engineer course, live online. You learn the full stack in React and Node.js, then build agentic applications with LLMs, LangChain, n8n and Cursor. No degree or experience needed.

AT A GLANCE

Duration	7 months
You leave with	NQF Level 4 certificate
Entry	Beginner friendly. No prior experience or degree required.
Fees	R42,950 upfront, or R4,178 a month
How you study	Online and live, with mentor support

■ FULLSTACK AI ENGINEER

What makes it different

An NQF Level 4 certificate

You finish with a certificate at NQF Level 4, alongside applications you have deployed.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

Agents, not demos

The closing modules are agentic full-stack applications: LangChain, N8N, memory and agentic workflows.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as an AI application or full-stack developer and move toward AI product and technical founder roles.

TOOLS YOU WILL USE

 OpenAI

 LangChain

 Claude

 n8n

 React

 Node.js

 Supabase

 Vite

Cursor

 FULLSTACK AI ENGINEER

What you study

The curriculum, module by module

Basics of Web Development (HTML, CSS and JavaScript)

Frontend Development (ES6 and React-Vite)

Backend Development (APIs, Node and Express.js, MongoDB and Supabase)

Coding AI tools (Cursor, Claude code and Open AI)

Agentic Full Stack applications (LLMs, Langchain, N8N, memory for Agents, Agentic workflows)

WHERE IT LEADS

Tech career paths

Full-Stack Developer · Product Manager · AI Product Builder · Backend Developer · Frontend Developer

Skills you will learn

HTML, CSS, JavaScript · React & Node.js · AI Integration · LLMs & Langchain · Agentic Workflows

Bootcamp

Cloud & DevOps Engineering

Build applications, then deploy and automate them on AWS with Linux, Docker, Terraform and CI/CD.

GRADUATES EARN R534,000 a year

The Zaio Cloud & DevOps Engineering bootcamp is a seven-month DevOps course, live online. Four months of application development in Python, Django, JavaScript and React come first, so you understand what you deploy; then Linux, Docker, AWS, Terraform and CI/CD with GitHub Actions. You sit two AWS certification exams and finish with a portfolio running on live cloud infrastructure.

AT A GLANCE

Duration	7 months
You leave with	Certificate of completion + 2 AWS certifications
Entry	Beginner friendly. No prior experience or degree required.
Fees	R42,850 upfront, or R4,178 a month
How you study	Online and live, with mentor support

CLOUD & DEVOPS ENGINEERING

What makes it different

Two AWS certifications

You graduate with AWS Cloud Practitioner and Solutions Architect Associate, alongside your certificate of completion.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

Real production deployments

Every module ends with something deployed on real infrastructure. Not tutorials, not simulations.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as a junior Cloud or DevOps Engineer and progress toward Site Reliability, Platform and Cloud Architect roles.

TOOLS YOU WILL USE

 AWS

 Docker

 Terraform

 Linux

 GitHub Actions

 Django

 Next.js

 PostgreSQL

 Python

 CLOUD & DEVOPS ENGINEERING

What you study

The curriculum, module by module

Python & Object-Oriented Programming

Web Development Foundations (HTML, CSS, JavaScript)

Backend Engineering with Django & PostgreSQL

Multi-Service Applications (React, Next.js, Docker)

Linux Server Administration & Production Deployment

AWS Cloud Engineering

Automation, Infrastructure as Code & Capstone

WHERE IT LEADS

Tech career paths

Cloud Engineer · Junior DevOps Engineer · AWS
Cloud Support Associate · Site Reliability Engineer
(Junior) · Platform Engineer (Junior)

Skills you will learn

Python & Django · JavaScript, React & Next.js · Linux
server administration · Docker & containerisation ·
AWS core services (EC2, VPC, RDS, S3, Lambda)

Bootcamp

Fullstack Web Development

Build websites and web applications that solve real problems.

GRADUATES EARN R300,000 – R600,000 a year

The Zaio Fullstack Web Development bootcamp is a six-month full stack developer course, live online. You learn HTML, CSS, JavaScript, React, Node.js and MongoDB by building, and finish with a deployed portfolio. No degree or experience needed.

AT A GLANCE

Duration	6 months
You leave with	NQF Level 4 certificate
Entry	Beginner friendly. No prior experience or degree required.
Fees	R32,950 upfront, or R3,213 a month
How you study	Online and live, with mentor support

 FULLSTACK WEB DEVELOPMENT

What makes it different

A portfolio, and a certificate of completion

You finish with work anyone can visit, and a certificate of completion for the programme.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

Everything you build, runs

Each module ends in something working: a live site, a functioning API, a database you designed.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as a junior web developer and move toward full-stack, front-end lead and software engineering roles.

TOOLS YOU WILL USE



React



Node.js



MongoDB



GitHub



HTML5



CSS3



JavaScript



Supabase



Netlify

 FULLSTACK WEB DEVELOPMENT

What you study

The curriculum, module by module

Basics of Web Development

Frontend Development

Backend Development

Database Architecture

Best practices of Web Development

WHERE IT LEADS

Tech career paths

Full-Stack Developer · Frontend Developer · Backend Developer · Web Application Developer · Technical Co-Founder

Maximise performance in your career

Product Manager · Startup Founder · Project Lead · UI/UX Designer · Digital Marketer

Universal skills that enhance any role

Problem-solving mindset · Technical communication · Collaboration · Digital literacy · Project management

Bootcamp

Data Science

Python, machine learning, data analysis and SQL.

GRADUATES EARN R360,000 – R800,000 a year

The Zaio Data Science bootcamp is a seven-month data science course, live online. You learn Python, Pandas, NumPy, SQL and scikit-learn on real datasets and finish with models an employer can read. No degree needed.

AT A GLANCE

Duration	7 months
You leave with	Certificate of completion + Microsoft DP-900
Entry	Beginner friendly. No prior experience or degree required.
Fees	R32,950 upfront, or R3,213 a month
How you study	Online and live, with mentor support

■ DATA SCIENCE

What makes it different

A Microsoft certification

You sit a Microsoft certification alongside your certificate of completion.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

Models you can show

You work in Pandas, NumPy and Scikit-learn on real datasets, and leave with models an employer can read.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as a data analyst and progress toward data scientist and machine learning engineer.

TOOLS YOU WILL USE



Python



Pandas



scikit-learn



TensorFlow



NumPy



Jupyter



SQL



GitHub

 DATA SCIENCE

What you study

The curriculum, module by module

Programming in Python

Object Oriented Programming in Python

Pandas

Numpy and Matplotlib

Machine learning algorithms

WHERE IT LEADS

Tech career paths

Data Scientist · Data Analyst · Machine Learning Engineer · Business Intelligence Analyst · AI Product Builder

Maximise performance in your career

Financial Analyst · Operations Manager · Marketing Analyst · Healthcare Analyst · Consultant

Universal skills that enhance any role

Analytical thinking · Data fluency · Evidence-based decision making · Technical communication · Problem-solving mindset

Bootcamp

Cybersecurity

Cybersecurity fundamentals and practice, built around the Security+ exam.

GRADUATES EARN R240,000 – R480,000 a year

The Zaio Cybersecurity bootcamp is a seven-month cyber security course, live online. You start with networking and Linux, learn Python and Bash, and prepare for CompTIA Security+ with defensive (blue team) practice. No degree or experience needed.

AT A GLANCE

Duration	7 months
You leave with	Certificate of completion + CompTIA Security+
Entry	Beginner friendly. No prior experience or degree required.
Fees	R32,950 upfront, or R3,213 a month
How you study	Online and live, with mentor support

 CYBERSECURITY

What makes it different

CompTIA Security+

The Cyber Security Fundamentals module prepares you for CompTIA Security+, the certification employers ask for by name.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

The tools of the job

You work in Burp Suite, Wireshark and Nmap on Linux, defending real systems rather than reading about them.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as a cybersecurity analyst and progress toward security engineer, penetration tester and incident responder.

TOOLS YOU WILL USE



Linux



Wireshark



Burp Suite



Python

Nmap



SQL



JavaScript



HTML5

 CYBERSECURITY

What you study

The curriculum, module by module

Foundation in IT & Computer Networking

Operating Systems & Basic Servers

Coding in Python and Bash

Cyber Security Fundamentals (CompTIA Security+ Certification)

Defensive Security (Blue Teaming)

WHERE IT LEADS

Tech career paths

Cybersecurity Analyst · Security Engineer ·
Penetration Tester · Network Security Specialist ·
IT Auditor

Maximise performance in your career

IT Manager · Compliance Officer · Risk Analyst ·
System Administrator · Consultant

Universal skills that enhance any role

Security awareness · Risk management · Problem-
solving mindset · Technical communication ·
Attention to detail

02

School of Business & Marketing

Find, win and grow business. Occupational Certificates and a bootcamp in business development, entrepreneurship, marketing, advertising and design.

WHAT THIS SCHOOL COVERS

Business development

Entrepreneurship

Marketing

Design

 SCHOOL OF BUSINESS & MARKETING

What you can study

5 programmes in the School of Business & Marketing. The page each one opens on is on the right.

Business Development & Enterprise Growth	Occupational Certificate · 2 years	52
Find, win and grow business for a company.		
Entrepreneurship & Business Management	Occupational Certificate · 12 months	57
Start, run and grow a business: planning, money, operations and people.		
Marketing & Advertising	Occupational Certificate · 12 months	62
Plan, create and run advertising campaigns across channels.		
Graphic Design & Media	Occupational Certificate · 12–15 months	67
Design for brands across print, digital and motion, and graduate with a portfolio.		
Digital Marketing	Bootcamp · 9 weeks, part-time	71
SEO, paid media, social, email and analytics. Every module ends with a real piece of portfolio work.		

Occupational Certificate

Business Development & Enterprise Growth

Find, win and grow business for a company.

GRADUATES EARN R450,000 a year

This business development course is the QCTO's Higher Occupational Certificate: Business Development Officer, taught by Zaio Institute of Technology over two years, online and live. You cover business strategy, project management, funding models and stakeholder management from the national curriculum, then Zaio modules in CRM systems, AI-powered prospecting, pipeline management and negotiation.

Entry is matric or an NQF Level 4 equivalent. Tuition is paid per year and can be financed monthly. The QCTO issues the certificate after the EISA; Zaio delivers the training and the live-pipeline practice with it.

AT A GLANCE

Duration	2 years
You leave with	Higher Occupational Certificate: Business Development Officer, NQF Level 5
Entry	NQF Level 4 qualification (Matric or equivalent)
Starts	4 Mar 2027
Fees	Year 1: R55,000 · Year 2: R55,000 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

 BUSINESS DEVELOPMENT & ENTERPRISE GROWTH

What makes it different

Live pipeline from day one

You'll build and manage a mock sales pipeline throughout the qualification — real lead lists, real outreach, real objection handling — measured on activity and conversion metrics.

Beyond the curriculum

Standard programmes teach you what a sales funnel is. You'll learn how to actually run one — using the same CRMs, prospecting tools and AI outreach platforms that top-performing SDRs and BDRs use daily.

Data-driven selling

Learn to think about your pipeline the way an analyst does. Reporting, forecasting, conversion analysis — the skills that get promoted into leadership.

A portfolio of wins

Graduate with case studies, mock deal reports and a LinkedIn presence that makes recruiters find you.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (workbook, observation and assessment)
- 03 Part 3 — Workplace modules (external or onsite, observation and logbook)
- 04 External Integrated Summative Assessment (EISA)

TOOLS YOU WILL USE

 HubSpot

 LinkedIn

Apollo

Clay

 Sales Navigator

Email

CRM

Registered on the NQF at Level 5 (SAQA ID 121567) and issued by the QCTO after the EISA, with the modern sales toolkit on top.

 BUSINESS DEVELOPMENT & ENTERPRISE GROWTH

What you study

Part 1 of 3

Knowledge Modules

60 credits

Grounding you in economic development, business strategy, project management, funding models and stakeholder management, extended with Zaio Theory (ZTBDO) modules.

Natural Resource Management	5
Business Structural Dynamics	5
Adherence to the Business Development Ethical Framework	5
Compliance with Specific Sectoral Regulatory Framework	5
Interpersonal Skills for Business Development	5
Identification, Development and Implementation of Strategies for the Enterprises	5
Development of Business Packages and Solutions	5
Development of Strategic Partnerships with Government/Private Sector Incentive Initiatives	5
Advocacy for Equitable Spending and Allocation	5
Roles and Responsibilities in Promoting and Marketing Government Projects and Initiatives	5
The Legislative Framework	5
Liaising with Law Enforcement Agencies	5
Modern Sales Frameworks: MEDDIC, SPIN, Challenger	
CRM Mastery: HubSpot	

 BUSINESS DEVELOPMENT & ENTERPRISE GROWTH

What you study

Part 2 of 3

Knowledge Modules (continued)

AI-Powered Prospecting: Apollo, Clay, LinkedIn Sales Navigator

Cold Outreach that Works: Email, LinkedIn, Cold Calling

Building & Managing a Sales Pipeline

Business Case & Proposal Writing

Negotiation & Deal Closing

Account Management and Client Retention

Sales Data & Analytics: Reading a pipeline like a CFO

Personal Brand for BD: LinkedIn strategy and content

Practical Skill Modules

75 credits

Hands-on business development execution in local economic development contexts.

Coordinate Stakeholder Meetings in the Local Economic Development Environment	15
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Assist with the Registration of Business Units in the Local Economic Development Environment	12
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Profile Business Units	12
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Align Business Units to Existing Business Development Initiatives	12
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BUSINESS DEVELOPMENT & ENTERPRISE GROWTH

What you study

Part 3 of 3

Practical Skill Modules (continued)

Motivate and Recommend the Inclusion of Specific Business Development Outcomes with Existing Planning and Development Strategies at Local Municipality	12
Apply the Relevant Legislation in Line with Municipal Regulations and By-Laws	12

Work Experience Modules

95 credits

Apply your skills in real business development settings.

The Management Processes for Stakeholder Meetings/Sessions	21
The Registration and Profiling Process for Business Units	20
The Alignment Process of Business Units with Business Development Initiatives	18
The Alignment Process of the Business Development Strategy with Existing Planning and Development Strategies at Local Level	20
The Application of the Relevant Legislations in Line with Municipal Regulations and By-Laws	16

WHERE IT LEADS

Career paths

Business Development Officer · Sales Development Representative (SDR) · Business Development Representative (BDR) · Account Executive · Local Economic Development Officer

Progression paths

Business Development Manager · Head of Sales · Partnerships Lead · Local Government LED Manager · Founder

Universal skills that enhance any role

Negotiation · Stakeholder management · Financial literacy · Communication and persuasion · Strategic planning

Occupational Certificate

Entrepreneurship & Business Management

Start, run and grow a business: planning, money, operations and people.

GRADUATES EARN R300,000+ a year

This entrepreneurship course is the QCTO's National Occupational Certificate: Entrepreneurial Business Manager, taught by Zaio Institute of Technology over 12 months, online and live. You cover planning, launching and managing a business from the national curriculum, then Zaio modules on lean start-up, AI-built MVPs, bookkeeping, tax and registering a business, and you launch a real business before you graduate.

Entry is Grade 10, an NQF Level 2 qualification with mathematical literacy and communication, or equivalent. Tuition is paid upfront or financed monthly; the QCTO issues the certificate after the EISA. Whether you go on to build your own venture or manage someone else's, you leave with the mechanics as well as the mindset.

AT A GLANCE

Duration	12 months
You leave with	National Occupational Certificate: Entrepreneurial Business Manager, NQF Level 4
Entry	NQF Level 2 qualification with mathematical literacy and communication (Grade 10 or equivalent)
Starts	9 Mar 2027
Fees	Upfront: R67,850 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

■ ENTREPRENEURSHIP & BUSINESS MANAGEMENT

What makes it different

Launch a business, not just a certificate

You'll leave with a legally registered business, a validated idea ready to register, or a business role you were hired into partly because of what you built while studying.

Beyond the curriculum

Where standard programmes stop at theory, you'll master the exact tools modern South African founders use every day — from AI-assisted MVP builders to SARS eFiling to SME banking apps.

AI-powered entrepreneurship

Learn how to build faster and cheaper with AI. Draft your business plan with Claude. Prototype your app with Cursor. Design your brand with Midjourney.

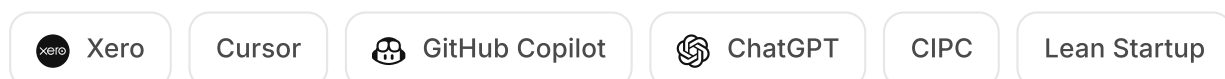
Real financial literacy

Bookkeeping, tax, cash flow, pricing — the skills that keep a business alive past the first 18 months. The stuff most business owners learn the hard way. You'll learn it in advance.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (workbook, observation and assessment)
- 03 Part 3 — Workplace / business-based modules (real business execution)
- 04 External Integrated Summative Assessment (EISA)

TOOLS YOU WILL USE



Registered on the NQF at Level 4 (SAQA ID 124447) and issued by the QCTO after the EISA. The Zaio modules on top are built for founders who want to launch, not only learn.

■ ENTREPRENEURSHIP & BUSINESS MANAGEMENT

What you study

Part 1 of 3

Knowledge Modules

44 credits

Grounding you in what it takes to plan, launch and manage a business, extended with Zaio Theory (ZTEBM) modules.

Business Ethics and Etiquette	4
Workplace Dynamics	2
Business Communication and Customer Service	3
Entrepreneurship	4
Product/Service/Experience Innovation	2
Viability Assessment	3
Financial Requirements of a New Venture	5
Leadership and Management Principles	3
Small Business Operations Management	12
Financial Control	6
Lean Startup: Test your idea before you build it	
Building an MVP with AI Tools (Cursor and GitHub Copilot)	
Digital Marketing on a Shoestring	
Selling Before You Build: Presales validation	

 ENTREPRENEURSHIP & BUSINESS MANAGEMENT

What you study

Part 2 of 3

Knowledge Modules (continued)

Bookkeeping with Xero and Free Alternatives

Banking, Payments and Cash Flow for South African SMEs

Tax Basics for Entrepreneurs: VAT, PAYE, Provisional Tax

Registering Your Business: CIPC, tax numbers, contracts

Building a Brand from Zero

The Modern Founder's Toolstack: Notion, ChatGPT, Google Workspace

Practical Skill Modules

37 credits

Every practical module gets you closer to a live business.

Conduct Entrepreneurship Self-Assessment	3
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Generate Viable Business Ideas	8
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Determine Market Requirements for a New Venture	2
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Conduct Competitive Analysis	2
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Develop Goals for a Business Plan for a New Venture	2
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Determine Financial Requirements of a New Venture	4
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 ENTREPRENEURSHIP & BUSINESS MANAGEMENT

What you study

Part 3 of 3

Practical Skill Modules (continued)

Source Funding for a New Venture	3
Establish Administration and Record-Keeping Processes	4
Control and Monitor Business Operations	3
Apply Bookkeeping and Budgeting Controls	3
Apply Cash Flow and Sales Forecasting Controls	3

Work Experience Modules

39 credits

Real business execution throughout the programme.

Processes for the Development of a Business Concept	10
Processes for the Development of a Funding Proposal for Business Start-Up or Expansion	8
Processes for Managing the Operations of a Start-Up Business	9
Processes for Maintaining Accounts and Financial Records	12

WHERE IT LEADS

Career paths

Small Business Owner / Founder · Junior Business Manager · Operations Coordinator · Franchise Manager · Assistant Store Manager

Progression paths

General Manager · Business Owner (scaled) · Business Consultant · Franchisee (multi-location) · Enterprise Development Officer

Universal skills that enhance any role

Financial literacy · Sales and negotiation · Operational thinking · Problem-solving under pressure · Resilience and adaptability

Occupational Certificate

Marketing & Advertising

Plan, create and run advertising campaigns across channels.

GRADUATES EARN **R400,000 a year**

This marketing course is the QCTO's Higher Occupational Certificate: Advertiser, taught by Zaio Institute of Technology over 12 months, online and live. You cover client services, marketing strategy, creative ideation, tactics and analytics from the national curriculum, then Zaio modules in AI copywriting, generative creative, media planning across Meta, Google, TikTok and LinkedIn, programmatic buying and GA4.

Entry is matric or an NQF Level 4 equivalent. Tuition is paid upfront or financed monthly; the QCTO issues the certificate after the EISA. You graduate able to take a brief from strategy to creative, channels and the results report.

AT A GLANCE

Duration	12 months
You leave with	Higher Occupational Certificate: Advertiser, NQF Level 5
Entry	NQF Level 4 qualification (Matric or equivalent)
Starts	23 Mar 2027
Fees	Upfront: R67,850 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

 MARKETING & ADVERTISING

What makes it different

Ship campaigns from day one

You'll run at least three live campaign simulations before you graduate — from brief to creative to media plan to analytics report.

Beyond the curriculum

Where standard QCTO programmes stop at how advertising works, you'll master AI copywriting, generative creative tools and modern paid-media platforms.

Portfolio first

Every graduate leaves with a client-brief portfolio: strategy decks, ad creatives and campaign reports. This is what agencies actually ask to see in interviews.

Agency ready

Learn how to work with a creative team, present to clients and defend creative decisions — the soft skills that actually get you hired.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (workbook, observation and assessment)
- 03 Part 3 — Workplace modules (portfolio of evidence)
- 04 External Integrated Summative Assessment (EISA)

TOOLS YOU WILL USE

 Meta

 Google Ads

 Google Analytics

 ChatGPT

 Canva

 Figma

 TikTok

 LinkedIn

 Claude

Registered on the NQF at Level 5 (SAQA ID 121447) and issued by the QCTO after the EISA, with the modern advertising toolstack on top.

 MARKETING & ADVERTISING

What you study

Part 1 of 3

Knowledge Modules

50 credits

The strategic foundations of advertising, extended with Zaio Theory (ZTAD) modules on modern tools.

Communication Skills	5
Client Services	10
Project Management	5
Marketing Strategies	10
Creative Thinking and Ideation	5
Tactical Approaches	10
Analytics and Optimisation	5
AI Copywriting: ChatGPT, Claude & Gemini for ad copy	
Modern Media Planning across Meta, Google, TikTok, LinkedIn	
Programmatic and Performance Advertising	
Google Analytics 4, Meta Business Suite & CRM basics	
Landing Page Copywriting for Conversion	

 MARKETING & ADVERTISING

What you study

Part 2 of 3

Knowledge Modules (continued)

Influencer Marketing and Creator Partnerships

The Modern Advertising Toolstack (Canva, Figma, CapCut)

Brand Strategy in the Age of AI

The Ethics of AI-Generated Advertising

Practical Skill Modules

35 credits

Each module puts you in the seat of an agency practitioner.

Client Needs	5
Project Management	5
Marketing Strategies	5
Ideation	5
Client Sign-off	5
Implementation	5

 MARKETING & ADVERTISING

What you study

Part 3 of 3

Practical Skill Modules (continued)

Post-Implementation and Optimisation	5
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Work Experience Modules

35 credits

Build a portfolio of real campaign work.

Client Needs	5
Project Management	5
Marketing Strategies	5
Ideation	5
Client Sign-Off	5
Implementation	5
Post-Implementation and Optimisation	5

WHERE IT LEADS

Career paths

Junior Copywriter · Account Executive · Media Planner / Buyer · Digital Marketing Specialist · Social Media Manager

Progression paths

Account Manager · Creative Director · Marketing Manager · Agency Founder · In-house Brand Lead

Universal skills that enhance any role

Strategic thinking · Client management · Written and visual communication · Data-driven decision-making · Creative problem-solving

Occupational Certificate

Graphic Design & Media

Design for brands across print, digital and motion, and graduate with a portfolio.

GRADUATES EARN R286,000 a year

This graphic design course is the QCTO's National Occupational Certificate: Graphic Media Designer, taught by Zaio Institute of Technology over 12 to 15 months, online and live. You cover design principles, visual content, photography, videography and design technology from the national curriculum, then Zaio modules in Adobe Creative Cloud, Figma, Canva, CapCut, motion design and AI design tools, building a portfolio from the first module to the EISA.

Entry is Grade 10 or an NQF Level 3 qualification, basic computer literacy and a laptop that runs design software. Tuition is paid upfront or financed monthly; the QCTO issues the certificate.

AT A GLANCE

Duration	12–15 months
You leave with	National Occupational Certificate: Graphic Media Designer, NQF Level 4
Entry	Grade 10 or NQF Level 3, plus basic computer literacy
Starts	17 Mar 2027
Fees	Upfront: R67,850 · EISA exam fee, paid separately: R6,000
How you study	Online and live, with mentor support

 GRAPHIC DESIGN & MEDIA

What makes it different

A portfolio from day one

You'll build a real portfolio throughout the qualification — brand identities, motion posts, video edits, UI screens. Employers hire from portfolios, not certificates.

Beyond the curriculum

Where standard QCTO programmes stop at design principles, you'll master the full modern toolstack — Adobe CC, Figma, Canva, CapCut, plus the AI tools reshaping the industry.

AI-native design

Learn how to use Midjourney, Firefly, Runway and Sora to produce professional creative in a fraction of the time. Not to replace design taste — to amplify it.

Motion first

Modern content is motion content. You'll graduate comfortable in After Effects, Premiere and CapCut — the skills every brand and agency is scrambling to hire.

HOW THE TIME IS SPENT

- 01 Part 1 — Theory modules (runs with Part 2, theory exam)
- 02 Part 2 — Practical training (workbook, observation and assessment)
- 03 Part 3 — Workplace modules (real client / studio work)
- 04 External Integrated Summative Assessment (EISA)

TOOLS YOU WILL USE

 Figma

 Photoshop

 Illustrator

 InDesign

 After Effects

 Premiere Pro

 Canva

CapCut

Registered on the NQF at Level 4 (SAQA ID 122663) and issued by the QCTO after the EISA, with the modern design toolstack on top.

 GRAPHIC DESIGN & MEDIA

What you study

Part 1 of 2

Knowledge Modules

85 credits

The foundations of visual design, extended with Zaio Theory (ZTGMD) modules for the modern content designer.

Basic Elements and Principles of Design	10
Principles of Visual Content Development	25
Principles of Photography & Videography for Visual Content Developers	15
Principles of Design Technology used by Visual Content Developers	25
Business Communication and Administration	10
Adobe Creative Suite Fundamentals (Photoshop, Illustrator, InDesign, Premiere, After Effects)	
Figma for UI and Web Design	
Canva Pro for Fast Content Production	
Motion Design Essentials	
CapCut and Premiere for Short-Form Video	
AI-Powered Design: Midjourney, Claude Design	
AI Video Generation for Content Creators	
Brand Systems: Building a scalable visual identity	
Design for Social: Instagram, TikTok, LinkedIn, X	
Portfolio Design and Self-Promotion for Designers	

 GRAPHIC DESIGN & MEDIA

What you study

Part 2 of 2

Practical Skill Modules

45 credits

Every practical module has you shipping real design work.

Assess the Target Market to Determine Media Client, User and Audience Preferences and Requirements	10
Conduct Pre-Production Processes in Preparation of Creating Different Media Mediums	15
Create and Produce Media in Various Mediums for Specific Purposes, Clients, or Audiences	15
Conduct Business Supervisory and Administration Functions	5

Work Experience Modules

30 credits

Build a professional design portfolio in real workplace settings.

Assess the Workplace Target Market to Determine Media Client, User and Audience Preferences and Requirements	6
Conduct Pre-Production Processes in a Workplace in Preparation of Creating Graphic Media Content	10
Create and Produce Media in a Workplace in Preferred Medium for Specific Purposes, Clients, or Audiences	10
Observe and Report on Business Supervisory and Administration Functions	4

WHERE IT LEADS

Career paths

Graphic Media Designer · Motion Graphics Designer · Social Media Designer · Visual Content Creator · Junior Brand Designer

Progression paths

Senior Designer · Art Director · Creative Director · Brand Lead · Studio Founder

Universal skills that enhance any role

Visual literacy · Storytelling · Attention to detail · Client presentation · Creative problem-solving

Bootcamp

Digital Marketing

SEO, paid media, social, email and analytics. Every module ends with a real piece of portfolio work.

GRADUATES EARN R220,000 – R600,000 a year

The Zaio Digital Marketing bootcamp is a nine-week, part-time digital marketing course with live Saturday classes. You cover SEO, paid search, social, email, GA4 analytics and AI tools, and every module ends in a portfolio piece. No experience needed.

AT A GLANCE

Duration	9 weeks, part-time
You leave with	Certificate of completion + Google certificate
Entry	Beginner friendly. No prior experience or degree required.
Fees	R19,950 upfront, or R1,950 a month
How you study	Online and live, with mentor support

 DIGITAL MARKETING

What makes it different

Certification support

A certificate of completion, with guided support toward the GA4 and Meta Blueprint certifications.

AI-powered learning

An AI tutor available 24/7 between classes, backed by mentors who have shipped production work.

Job readiness support

CV and portfolio reviews, mock interviews, and introductions to the companies that hire our graduates.

A campaign, not an essay

You run real campaigns and close with a capstone: the strategy, the numbers behind it, and what you would do next.

Flexible financing

Paying upfront is the lowest total price; paying monthly costs more in total. Manati finances the balance.

Where it leads

Start as a digital marketing specialist and progress toward paid media, SEO and growth marketing roles.

TOOLS YOU WILL USE

 Google Ads

 Meta

 Google Analytics

 ChatGPT

 Instagram

 LinkedIn

 TikTok

SEO

 DIGITAL MARKETING

What you study

The curriculum, module by module

Digital Strategy & The Modern Funnel

Audience, Positioning & Messaging

SEO & Organic Content

Paid Search & PPC

Paid & Organic Social Media

Email Marketing & Automation

Influencer Marketing & UGC Strategy

Analytics, Data & Measurement

AI Tools Integration + Capstone Presentation

WHERE IT LEADS

Tech career paths

Digital Marketing Specialist · Paid Media Specialist ·
Performance Marketer · SEO Specialist · Social
Media Strategist

Universal skills that enhance any role

Data-driven decision making · Audience research ·
Messaging and positioning · Campaign planning ·
Reporting and stakeholder communication

Maximise performance in your career

Brand Manager · Sales & CRM Manager ·
Business Owner · Content Strategist · Agency
Account Manager

Who teaches you

Practitioners first. Every instructor has shipped the work they teach.



Akhil Boddu

Co-founder and software engineer. BSc Computer Science, University of Cape Town.



Khahliso Kgodumo

Cybersecurity instructor



Kago Kola

Full-stack developer and multimedia artist. Has built front- and back-end systems for major South African platforms.



Siphiwe (Jack) Themba

Data scientist and analytics engineer. Over six years building data tools. BSc Mathematics, Wits.



Ketso Sithole

Data engineering and analytics professional. Over five years delivering data solutions for institutions like FNB and Nedbank.



Tinashe Matanda

Cybersecurity instructor



Asif Hassam

Software developer and cybersecurity expert. Builds secure applications on the MERN stack at Zaio.

How to apply

Our programmes are open to beginners with no prior experience, career changers, recent graduates and working professionals upskilling.

01 Apply online

Submit your application at zaio.io. It takes about five minutes.

02 Admissions assessment

Required for some programmes only.

03 Offer letter

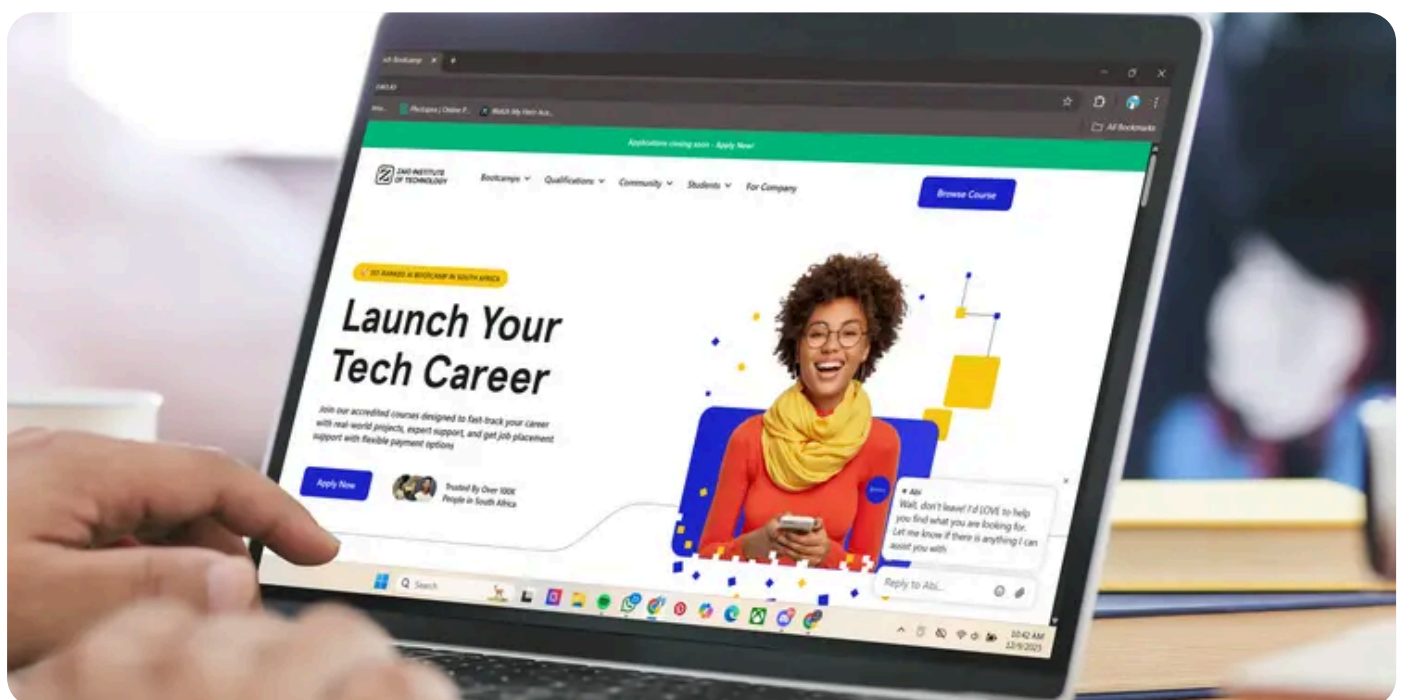
Your acceptance into the programme.

04 Choose how you'll pay

Upfront, in instalments, or financed through Manati.

05 Start building

Join your cohort and begin the first project.



Fees for the Occupational Certificates

Paying upfront is the lowest total price. You can also finance the tuition and pay monthly through Manati. Two-year certificates are paid a year at a time.

PROGRAMME	LENGTH	TUITION	FINANCED FROM
Software Development	2 years	R58,950 then R52,950	R5,850 a month
AI & ML Engineer	1.5–2 years	R57,950 then R57,950	R5,650 a month
Data Science	1.5 years	R58,950 then R32,950	R4,900 a month
Cybersecurity Analyst	1.5 years	R52,950 then R38,950	R4,887 a month
Cloud & DevOps Engineering	12 months	R74,850	R7,298 a month
Business Development & Enterprise Growth	2 years	R55,000 then R55,000	R5,363 a month
Entrepreneurship & Business Management	12 months	R67,850	R6,615 a month
Marketing & Advertising	12 months	R67,850	R6,615 a month
Graphic Design & Media	12–15 months	R67,850	R6,615 a month

Fees for the bootcamps

Paying upfront is the lowest total price; paying monthly costs more in total.

Manati finances up to 100% of tuition, repaid monthly.

BOOTCAMP	LENGTH	UPFRONT	FINANCED FROM
Fullstack AI Engineer	7 months	R42,950	R4,178 a month
Cloud & DevOps Engineering	7 months	R42,850	R4,178 a month
Fullstack Web Development	6 months	R32,950	R3,213 a month
Data Science	7 months	R32,950	R3,213 a month
Cybersecurity	7 months	R32,950	R3,213 a month
Digital Marketing	9 weeks, part-time	R19,950	R1,950 a month

Financing through Manati

Financing covers up to 100% of tuition, from R1,950 a month, through Manati, our financing provider.

01 Apply for financing

Once you're accepted, you'll get a Manati application link.

02 Get approved

Manati reviews your application and makes you an offer.

03 Choose your plan

Repayment terms of 6, 12 or 24 months.

04 Tuition paid for you

Manati pays Zaio your tuition upfront, so you can start straight away.

05 Begin repayments

You repay Manati on the plan you chose.



MANATI

ALTERNATE STUDENT FUNDING

After you graduate

Our career services team works with you while you study, not only at the end.



Portfolio and CV reviews

Your projects, presented the way employers read them.



Mock technical interviews

Practice before it counts.



Hiring partners

Direct introductions to the companies that hire our graduates.



Where our graduates work

Zaio graduates are building and shipping at some of the companies hiring hardest for technical skills in South Africa and beyond.

Placement is never guaranteed. What we do guarantee is the portfolio, the practice and the introductions.

Registered qualifications

Zaio Institute of Technology is accredited and quality assured by the Quality Council for Trades and Occupations. Each registered qualification carries its own accreditation number, listed beside it below.

QUALIFICATION	NQF CREDITS	SAQA ID
Occupational Certificate: Software Developer	5	220 118707
Occupational Certificate: Artificial Intelligence Software Developer	5	209 118792
Occupational Certificate: Data Science	5	185 118708
Occupational Certificate: Cybersecurity	5	173 118986
Occupational Certificate: Cloud Administrator	4	149 118699
Higher Occupational Certificate: Business Development Officer	5	230 121567
National Occupational Certificate: Entrepreneurial Business Manager	4	120 124447
Higher Occupational Certificate: Advertiser	5	120 121447
National Occupational Certificate: Graphic Media Designer	4	160 122663

Each qualification is registered on the National Qualifications Framework and can be verified by its SAQA ID on the national register at saqa.org.za. The career bootcamps are not Occupational Certificates, but three include a QCTO Occupational Skills Programme at NQF Level 4: HTML Programmer (SP-230372) for Fullstack Web Development and Fullstack AI Engineer, and Python Programmer (SP-230375) for Data Science. What each bootcamp awards is stated on its own page.

Come and see us

Every programme is taught online and live. Both Innovation Hubs are open to students who want to learn in person.

Cape Town Innovation Hub

Fl 2, Block B, 66 Albert Rd, Woodstock, Cape Town, 7915

Email hello@zaio.io

Phone **021 300 6808**

Web zaio.io

Durban Innovation Hub

221 Musgrave Rd, Berea, Durban