



Pricing Linkage

/ connecting
opportunity



Linkage Packages

Linkage is an online digital platform that makes it easy for corporates and SMME's to work together. This is achieved by empowering stakeholders within a corporate context to collaborate effectively in terms of SME development, supplier diversity, localization of opportunities and driving sustainable development goal number 8: Decent work and Economic Growth in the SMME Sector.

Linkage makes it possible for SMME's to gain equal access procurement opportunity by enabling a transparent and auditable process between onboarding, development and conversion as a supplier.

There are 4 packages in Linkage. **Freemium**, **Basic**, **Pro** and **Enterprise**.

The freemium package allows corporates to use Linkage to recruit SMMEs to a program at no cost. This package has limited functionality. The benefit is the ability to organise and access SMME documents on Linkage.

The **Basic package** caters for companies that are focussed providing supply chain opportunities for SMME's in a specific radius and at national level. Typically these SMME's are already vetted Platinum SMME's and have proven track record. Corporates on Linkage broadcast all available procurement opportunities on Linkage.

The **Pro package**, caters for corporates that typically link their development efforts to

procurement outcomes. However the platform also caters for those that do not link SMME development to Procurement. SMME's are developed against procurement opportunities and some SMME's convert to supplier status based on their progress on development. SMME's follow a development path guided by the system diagnostic tool and growth plans. Upon achieving milestones, they progress until they reach Platinum level.

The **Enterprise package** is the ultimate package that has full functionalities of both packages. Enterprise package allows for customisation and integration into other internal corporate systems. There is an implementation package included to enable customization.



Features/Function/Characteristics	Freemium	Basic	Pro	Enterprise
Project Recruitment Module				
Configure your application on Linkage for your recruitment project	✓	✓	✓	✓
SMMEs to register and apply on Linkage for your recruitment needs	✓	✓	✓	✓
SMMEs to complete business profile and upload required documents	✓	✓	✓	✓
SMMEs categorized based on the industry	✓	✓	✓	✓
Obtain list of all SMME's to schedule interviews and conduct adjudication for from Linkage	✓	✓	✓	✓
Supply Chain Module		✓	✓	✓
Search Linkage for Platinum SME's (PCS level 3)		✓	✓	✓
Onboard graded SME's and allocate vendor numbers		✓	✓	✓
Issue RFP/RFI/EOI and share sourcing calendar		✓	✓	✓
Broadcast procurement opportunities		✓	✓	✓
Grading of client SME database		✓	✓	✓
Ability to recruit SME's against an opportunity		✓	✓	✓
Search local SME's within specified radius		✓	✓	✓
SME performance management			✓	✓
SME database upload - Template		✓	✓	✓

Features/Function/Characteristics	Freemium	Basic	Pro	Enterprise
			✓	✓
SME Onboarding Module		✓	✓	✓
Register to access corporate opportunities		✓	✓	✓
SME verification and validation of reference checks		✓	✓	✓
Respond to RFPs/RFI/EOI and recruitment opportunities		✓	✓	✓
Apply for grading, development and funding		✓	✓	✓
Participate in development plan objectives		✓	✓	✓
Apply for re-grade to improve grading levels		✓	✓	✓
Monitor own grading conversion, performance and progress			✓	✓
Communicate with sponsors, mentors , SCM and other SME's			✓	✓
Access digital learning management system and other SME tools			✓	✓
ESD Business Development Management Module			✓	✓
Recruit SME's for development and funding from Linkage			✓	✓
Automate SME interviews and adjudication			✓	✓
Onboard SME's for development program			✓	✓
Automate SME validation and verification			✓	✓
Configure system Diagnostic assessment based on 8 business dimensions			✓	✓
Track and drive implementation of Individualised development plans			✓	✓
Track SME's growth from development to procurement and funding			✓	✓
Loan Facilitation			✓	✓
Digitised BDS support			✓	✓
Configured reports			✓	✓
Customize reports				✓
Optional Modules				
			✓	✓
Learning Management System*			✓	✓
Funding Management System (SMME Funding)*			✓	✓
SMME Support Tools (HR, Finance, CRM, Contract Management)*			✓	✓
Sustainable Development Goals Management*			*	✓
Support & Control				
72 hour Incident Management Turnaround		✓		

Features/Function/Characteristics	Free-Trial	Basic	Pro	Enterprise
36 hours Incident Management Turnaround			✓	
Within 24 hour Incident Turnaround				✓
Service Account			✓	
Admin Console				
Account Executive				✓
Implementation Options				
Configuration and Set Up *			✓	✓
Customisation and Set Up *				✓
Integration to other ERP and Cloud Sytems (SAP, Oracle, Salesforce)				✓
Personalized URL				✓
Training				
Train the Trainer		✓	✓	
Group Training				✓
Additional Training *				✓
Change Management*				✓
PRICE PER USER	Free	1320	1680	2400
Number of users				
Each package has a minimum number of 5 users.				



Contact Information

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Linkage

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