



Package Features

Linkage

/ connecting
opportunity



Linkage Packages

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

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

There are four Linkage packages available:

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 focused on providing supply chain opportunities for SMMEs in a specific radius and at a national level. Typically these SMMEs are already vetted Platinum SMMEs and have proven track record. Corporates using Linkage broadcast all opportunities onto the platform.

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. SMMEs are developed against procurement opportunities and some SMMEs convert to supplier status based on their progress on development. SMMEs 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 all the functionalities of both the Basic and Pro packages. The Enterprise package allows for customisation and integration into other internal corporate systems.



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

Features/Functions/Characteristics	Freemium	Basic	Pro	Enterprise
SMME Management Module				
Register to access corporate opportunities		✓	✓	✓
SMME verification and validation of reference checks		✓	✓	✓
Respond to RFPs/RFIs/EOIs 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 SMMEs		✓	✓	✓
Access digital learning management system and other SMME tools		✓	✓	✓
ESD Program Management				
Recruit SMMEs for development and funding from Linkage			✓	✓
Automate SMME interviews and adjudication			✓	✓
Onboard SMMEs for development program			✓	✓
Automate SMME validation and verification			✓	✓
Configure system Diagnostic assessment based on 8 business dimensions			✓	✓
Track and drive implementation of Individualised development plans			✓	✓
Loan facilitation			✓	✓
Digitised BDS support			✓	✓
Configured reports			✓	✓
Customize reports				✓
Future Modules				
Learning Management System				
Funding Management System (SMME Funding)				
SMME Support Tools (HR, Finance, CRM, Contract Management)				
Sustainable Development Goals Management				
Support & Control				
Incident Management Turnaround		72 hours	36 hours	<24 hours
Dedicated Service Account Manager			✓	

Features/Functions/Characteristics	Freemium	Basic	Pro	Enterprise
Account Executive (with direct access to executive team)				✓
Admin Console				✓
Implementation Options				
Integration to other ERP and Cloud Systems (SAP, Oracle, Salesforce)			✓	✓
Personalised URL				✓
Training				
Train the Trainer		✓	✓	
Group Training		✓	✓	✓
PRICE PER USER				
Recommended minimum number of users		5	20	50

Customisation and Variable Charges	Cost Basis
Customisation <ul style="list-style-type: none"> Business process mapping Custom APIs Subdomain setup (domain white listing) Custom process adaptation 	<p>Quoted on a case-by-case basis based on a rate card and scope.</p>
Additional Training <ul style="list-style-type: none"> Training on custom components New joiner training Refresher training 	<p>Quoted on a cost per seat basis. Recommended minimum of five attendees per training module.</p>
Change Management <ul style="list-style-type: none"> As-is assessment Gap Analysis Change impact assessment Stakeholder engagement Communication 	<p>Quoted on a case-by-case basis based on a rate card and scope.</p>



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