



We solve Supply Chain
Management problems

Linkage

connecting
opportunity

Supply Chain and Procurement Problems and how Linkage solves them

At One Linkage, we are focused on helping corporates achieve social impact as part of their sustainability and supplier diversity journey.

To do this, we have made sure that we understand the key problems that corporates face in achieving social impact and supplier diversity.

With this critical understanding, we have built a digital platform called Linkage to solve these and many more problems.

Let's unpack a few of these problems and show you how Linkage solves them.



**A digital solution
for Supply Chain
Management:
Linkage**

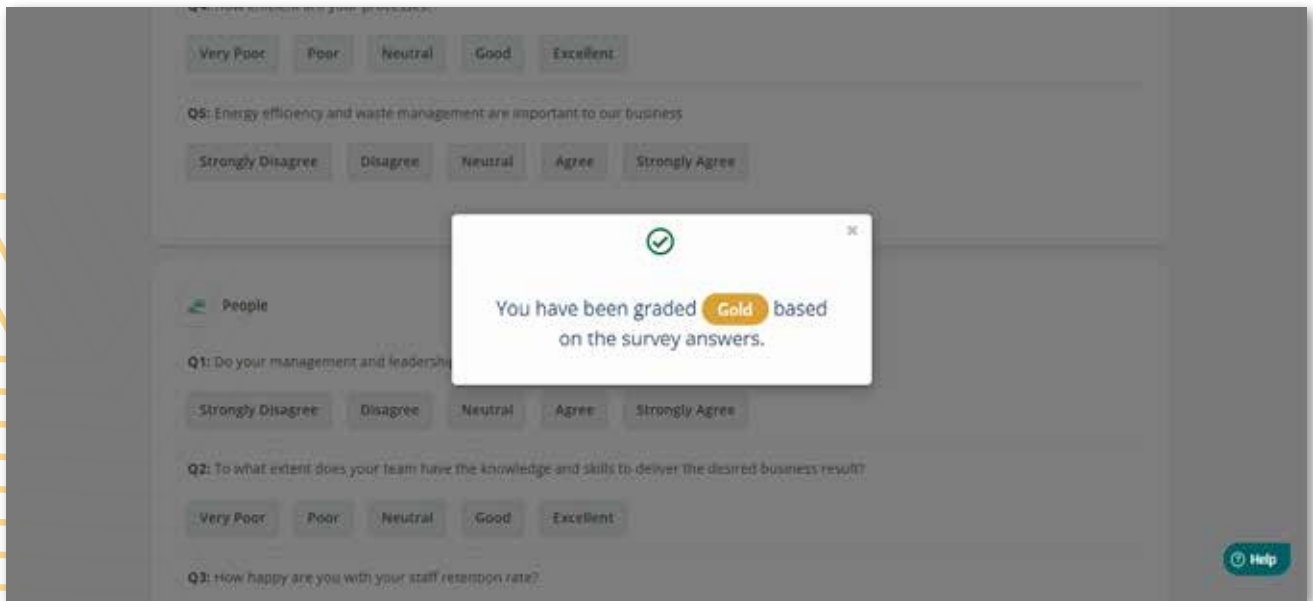


1

Lack of verified credible and graded SMMEs to include in the sourcing process to support localisation and diversity.

Diversity targets

Linkage automates the sourcing, verifying and grading SMMEs and ensure that the SMMEs sourcing meet the diversity targets and are based in the right locations.



2

Fragmented workflows amongst all internal stakeholders tasked with SMME integration and development makes it difficult to streamline procurement activities

Real time status and interactions

How do we solve the lack of collaboration and data sharing across departments who are all interacting with many or even the same small business?

Linkage allows for multiple users to log-in at any one time to view the status and interactions with any business in the supply chain.

With easily accessible saved chats and documents, it's easy to understand the procurement ready status of the business and what is being done to develop them towards the ultimate Platinum status.

Date	Status	SCM user	SCM	Request type	Due Date	Colors	Actions
2021-08-23	Submitted	Brigitte Long SCM	Devco	Category management (long-term contracting)	2021-08-30	Red	View
2021-08-11	Submitted	Nicozha Apoorva SCM	Devco	Procurement	2021-08-24	Red	View
2021-08-28	Draft	New SCM	Devco	Enterprise and supplier development (ESD)	2021-09-31	Red	Edit Delete
2021-03-03	Submitted	Nwabisa Richi	Devco	Procurement	2021-03-03	Red	View
2020-11-15	Submitted	New SCM	Devco	Procurement	2020-11-11	Red	View
2020-11-09	Submitted	New SCM	Devco	Procurement	2020-11-10	Red	View
2020-11-05	Draft	New SCM	Devco	Enterprise and supplier development (ESD)	2020-11-09	Red	Edit Delete
2020-09-23	Submitted	New scm	Devco	Enterprise and supplier development (ESD)	2020-10-31	--	View

3

Having multiple, decentralised SMME databases makes it difficult to share procurement and sourcing opportunities.

Lack of centralisation

The third problem revolves around a lack of centralisation.

Multiple and fragmented SMME interfaces means that small and medium sized businesses may have multiple relationships and platforms to access and comply with.

SMME information is often divided and there is no single view on who is using the SMME's services or the development status of the SMME.

Linkage can be your single repository of all SMME information across your organisation.

The screenshot displays a web application interface for managing suppliers. On the left is a vertical navigation menu with icons for Dashboard, Suppliers, Recruitment Requests, Reports, Growth Plans, Diagnostic, Projects, Reference Reviews, and Improve. The main content area is titled 'Suppliers' and features a search bar and several filter dropdowns: Entity Type, Economic Sector, Industry Group, Category, Commodity, and PCS level 3. Below the filters are 'Clear Filters' and 'Apply Filters' buttons. A table below shows a list of suppliers with columns for ID, Entity Name, Vendor Number, ACM Number, and Products/Services.

ID	Entity Name	Vendor Num...	ACM Number	Products/Services
1	Sezol	N/A	N/A	N/A
2	JANZENIER TRADING AND PROJECTS PTY LTD	N/A	N/A	N/A
3	Viewnet (Pty) Ltd	N/A	N/A	N/A
4	Vuka Michonzi Investments	N/A	N/A	N/A

4

Lack of an SMME onboarding tool that integrates with SAP, Oracle and other ERP systems, whether cloud or native.

Opportunities feature

With Linkage resolving the verification problem and the data sharing problem, the platform goes one step further to integrate with enterprise software seamlessly and ensures that SMMEs can be onboarded as a supplier easily therefore enabling them to start adding value quickly.

The screenshot shows a web application interface for managing opportunities. The page title is "Opportunities". There are two tabs: "Opportunities" (active) and "Applicants". A "Create new Opportunity" button is visible in the top right. Below the tabs are four filter dropdowns: "Category", "Province", "Opportunity type", and "Opportunity status". There are "Clear Filters" and "Apply Filters" buttons. Below the filters is a table with the following data:

Category	Status	Opportunity Description	Date Published	Closing Date	
Electric Power Generation, Transmission and Distribution	Open	N/A	06/09/2021 9:58:40 PM	N/A	View
Natural Gas Distribution	Closed	Testing title issue	09/11/2021 10:09:16 AM	09/24/2021 12:00:00 AM	View
Test date	Closed	test date	09/12/2021 3:18:32 PM	09/31/2021 12:00:00 AM	View

The interface also includes a sidebar with navigation options: Dashboard, Suppliers, Recruitment Requests, and Opportunities. A "Request instructions" button and "How to videos" link are in the top right. A "Welcome N Test" message is also present. A "Help" button is located in the bottom right corner.

5

Lack of digitalised tools to manage SMMEs from onboarding to development then procurement as a journey.

Sophisticated reporting

Finally, and perhaps most importantly, the Linkage platform addresses the lack of digital solutions that can monitor true supplier diversity goals.

Linkage's sophisticated reporting functionality means that you have a complete and real time view of all interaction with an SMME across the company.





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In summary, the end-to-end Linkage platform makes it easier for corporates to track SMMEs' procurement readiness status, interactions with the organisation, development status and funding opportunities by providing a single, integrated solution.

So, if you are facing any of these problems in your organisation, speak to us or book a demo.

Want to know more about how Linkage can help you?



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