

Future Motivations

Companies we should approach

The first few companies: Test companies.
Larger companies.

What motivation do they have to allow us to create our platform.

Approachable Companies:

MobiLife - Johannesburg, Gauteng

<https://www.indeed.co.za/cmp/MobiLife/jobs/Financial-Service-Intern-c77ce1173e02e24b?q=Internship>

KKM Trading - Sandown, Gauteng

<https://www.indeed.co.za/cmp/KKM-Trading/jobs/Business-Analyst-Internship-3d4e6f498adb025f?q=Internship>

Imperial - East Rand

<http://imperial.erecruit.co.za/candidateapp/Jobs/View/171221-8/>

ACR Consultants - Johannesburg, Gauteng

Annete Chapman

https://za.linkedin.com/jobs/view/investment-analyst-graduate-role-at-acr-consultants-564648187?trkInfo=searchKeywordString%3AACR%2BConsultants%2CsearchLocationString%3A%252C%2B%2Cvertical%3Ajobs%2CpageNum%3A1%2Cposition%3A6%2CMSRPsearchId%3A7d8c0b5e-5829-45df-8a82-c8c739e9c217&refId=7d8c0b5e-5829-45df-8a82-c8c739e9c217&trk=jobs_jserp_job_listing_text

Old Mutual - Johannesburg, Gauteng

Portia Malele

Scheme heading forward

Platform Development, Basic Registration - Feb 1st

Huge gap: Employee referral programs.

Profit opportunities:

- Percentage based salary awarded on 1 year work.
- First months salary goes to us.
- Flat rate as a service provider - add referral

Clients should sign a client service agreement

When you store data, it must be anonymized.

Must delete certification.

Think around what we would want in a client service agreement.
How much we should be paid

How long it should occur

What a company has to give us to be successful

What we are providing - documents

Time periods - how long to put info in the system etc

nb. What are the instances in whereby we would cancel the agreement. Eg no payment for 2 months; cancel and steps going forward.

If they steal the IP.

If theres a breach of confidentiality.

Termination of convenience.

What the worst case scenario is. Best thing to do, google how companies go bad.

Service fee: Look at annual report of companies, see how they perform to judge what a good fee is for a good proof of concept.

nb. Do name change ASAP.

Meeting at least a week before we are ready to sign with the first company.

Think around employee referrals. Think of it percentage based.

For the future:

- Talent analytics. We end up becoming a tool that they use.
- CV standardisation.