

A BRIEFING FOR OWNER-OPERATORS

Twenty people act as *one hundred*. The agents do the work. *The system improves itself.*

One source of truth for operations, sales, marketing and customer support. We connect to the tools you already use — your CRM, ERP, calendars, email, drive — and bring your data into a single agentic cockpit. Your team adopts at its own pace. Your old systems stay in sync until you stop opening them. The system gets closer to how *your* company works, every week.

For 15-50 person industrial & technical firms

Backbone already built · customised for you **Live data** from day one

01 — THE TRADE

From *twelve disagreements* to one source of truth.

Today, your CRM thinks one thing about a customer. Your ERP thinks another. Your spreadsheet thinks a third. You are the human who decides which one is real. We retire that job.

TODAY — TWELVE TOOLS, NO AGREEMENT

CRM HubSpot	ERP Odoo	Projects Asana
Wiki Notion	Support Zendesk	Expense Expensify
Meeting AI Otter	Accounting Xero	Inventory Fishbowl
Chat Slack	Sales eng. Apollo	AI bolt-on ChatGPT

\$40-60k / year combined. Three auto-renewed last month. None agree on what a customer is.



TOMORROW — ONE COCKPIT

LINKENITE OS · LIVE

"What is happening in my company, right now?"

One question. One screen. One answer.

CRM · ERP · Projects · Wiki
Support · Expense · Meeting AI
Inventory · PO · Onboarding
→ one entity store

One entity store. One minimal view. Your data, your hardware, your code.

02 — THE TRANSITION

No data migration. No big-bang switch. *Your team adopts at its own pace.*

We connect to your existing systems via API on day one. Your data flows into the cockpit, and the cockpit flows back into your tools. The colleague who loves HubSpot keeps using HubSpot. The engineer who lives in Asana keeps using Asana. Everyone sees the same truth. Nothing is forced. Nothing is lost.

YOUR EXISTING TOOLS

HubSpot

via API · OAuth

Pipedrive

via API · OAuth

Sales Navigator

via API

Odoo · NetSuite

via API · scheduled

Asana · Monday

via API · webhook

Notion · Confluence

via API

Xero · QuickBooks

via API · scheduled

Gmail · Calendar · Drive

native · stays yours

YOUR EMAIL, CALENDAR, DRIVE STAY EXACTLY WHERE THEY ARE.





YOUR LINKENITE COCKPIT

● LIVE · 11 AGENTS ACTIVE

Customers	142
Projects · active	37
Open pipeline	£412k
POs awaiting you	3
Inventory · reconciled	98.4%
Support · open	4
LinkedIn replies · 24h	14
Platform PRs · awaiting	3

ONE ENTITY STORE · ONE TRUTH · WRITTEN BY AGENTS

How adoption actually unfolds

PHASE BY PHASE · NO BIG BANG



DAY 0

API connections

We connect to your existing stack. No data leaves your perimeter you don't want to leave.



DAY 1

You see your live data

Your real customers, projects, POs and replies — already in the cockpit. You can click around. You are not yet using it.



WEEK 2

Early adopters jump in

The two or three people who hate their current tools start using the cockpit. The rest keep their old workflow. Everyone sees the same numbers.



WEEK 8

The whole team works in it

By now the cockpit is faster than anything else. Most people stopped opening the old tools without being asked. Sync keeps the holdouts in.



DAY 90+

Old tools naturally retire

You cancel subscriptions because nobody is using them. Not by mandate. By the fact that the new system is genuinely better.

0

CSV exports needed

No "migration weekend." No data entered twice. No team retraining required on day one.

100%

of your data, queryable on day one

Email, calendar, drive stay in Google or Microsoft. Everything else is mirrored, kept in sync, and improved on top.

03 — THE COCKPIT

This is what your screen looks like *on a Tuesday morning.*

A live snapshot of a fictional Linkenite customer — Aurora Precision Ltd., a 28-person contract machining shop. Every number, ticket, agent action and approval below is something an agent has either written, observed, or routed without a human opening a tool. **This is what your screen looks like on day one of your engagement — populated with your real data, not a generic demo.**

The screenshot shows a web browser window with the address bar displaying 'aurora.linkenite.os · cockpit'. The main content area features a large heading 'Good morning, Mark.' followed by a status line: 'TUE 20 MAY 2026 · 07:42 · YOUR AGENTS HAVE BEEN BUSY OVERNIGHT ● 11 AGENTS ACTIVE'. Below this are several data cards:

- OPEN PIPELINE**: £412k, + £38k since Fri
- LINKEDIN REPLIES**: 14, + 6 since Fri
- PLATFORM PRS**: 3, 2 awaiting review
- POS AWAITING YOU**: 3, 1 over threshold
- SUPPORT · OPEN**: 4, 0 over SLA

At the bottom, there is a section for 'Agent activity — last 12 hours' with a 'SHOWING 8 OF 64' indicator. The first entry shows an agent named 'MEETING OBSERVER' with a status icon 'M' and a timestamp of '07:18'.

Summarised yesterday's call with **Thales UK**. Extracted 3 action items and 1 open customer question. Posted to **Project · TLS-2024-09**.

summary 3 actions 1 open question

L **LINKEDIN CADENCE** 07:02
Sent **step 2** of the "Aerospace Tier-2 UK" sequence to 38 prospects overnight. **4 replies** already — top match: **Marc S.** at MTU, interested in titanium machining capacity.

4 replies 38 sent 1 hot

I **INBOX SWEEPER** 06:51
New lead from **Caelestis Composites** (Coventry) — RFQ for AFP fixture machining. Opened **Opportunity · #OPP-318**. Draft reply ready for review.

new opportunity draft reply

S **SUPPORT TRIAGE** 06:18
New ticket from **Aerolite Systems** — "Mk-II housing vibration above spec on unit 04." Severity auto-set to **high**, owner assigned to **Anna K.**, customer history surfaced.

high severity assigned: Anna

B **INVENTORY ANCHOR** 06:00
Reconciled overnight scans against ERP on-hand. **2 drift events** — both routed to Sara for one-tap review. **Item · TI-6Al-4V Ø32** short by 4 units, likely consumed by **PRJ-217**.

2 reconciliations awaiting review

C **CONTENT PIPELINE** 05:40
Drafted Wednesday's LinkedIn post + carousel + blog from the Mk-II tolerance hook. **3 variants** ready in **Content · queue**. Published newsletter section pending Mark's approval.

3 drafts awaits approval

F **FEEDBACK LOOP** 04:55
Sara reported "expense agent missed VAT on Lufthansa receipt." Agent reproduced the bug, drafted a fix in **PR #214**, ran 47 tests on past receipts. **Awaiting your review.**

self-improvement PR ready

R **RECEIPT OCR** 22:14 mon
Processed 7 receipts from **James M.**'s "Munich TechShow" folder. Draft expense claim £1,847.50 — VAT extracted, per-diem applied. Ready to submit.

draft ready £1,847.50

Needs your approval 3 ITEMS

Sandvik Coromant UK £6,420

PO-2026-118 · Carbide inserts & tool holders. 12 lines.

For: PRJ-217 (Aerolite) · Routed: 06:44

Approve Open

Bardons & Oliver Steel

£2,180

PO-2026-119 · Ti-6Al-4V Ø32 round bar, 6m.

For: stock replenish · Routed: 03:12

Approve Open

From yesterday's calls

3 SUMMARISED

Thales UK · Programme review

MON 19 MAY · 14:00 – 14:45 · MEET

"They are happy with the Q1 delivery cadence but flagged a tolerance concern on the Mk-II housing. Want a written response by Friday."

ACTION ITEMS

- **Anna** — draft tolerance response by Thu
- **Mark** — call Henrik re: Mk-III schedule
- **Sara** — pull batch QC for 2025-Q4

Voice of customer

LIVE

HIGH Aerolite — Mk-II vibration
Opened 06:18 · Anna K. · linked to PRJ-217

MED Thales — tolerance question
Opened from meeting · Anna K.

IDEA "Add batch QC chart to customer portal"
From: Caelestis (proactive) · 3 upvotes

62

NPS · LAST 30D

4.2h

FIRST RESPONSE · AVG

0

SLA BREACHES

EVERY ITEM ABOVE WAS WRITTEN BY AN AGENT, NOT A HUMAN. THE CEO DID NOT OPEN A SECOND TOOL THIS MORNING.

04 — THE GROWTH ENGINE

Sales, marketing, content — *same OS, same data.*

LinkedIn cadences, email campaigns, social publishing, newsletter, blog SEO. All writing to the same entity store as your projects and POs. When a prospect replies, your sales pipeline updates. When a customer ships, your case-study queue updates. Nothing copy-pasted, nothing siloed.

LINKEDIN CADENCE · "AEROSPACE TIER-2 UK" ● RUNNING

<p style="font-size: 2em; font-weight: bold;">312</p> <p>TOUCHPOINTS SENT</p>	<p style="font-size: 2em; font-weight: bold;">28</p> <p>REPLIES</p>
<p style="font-size: 2em; font-weight: bold;">7</p> <p>MEETINGS BOOKED</p>	<p style="font-size: 2em; font-weight: bold;">£164k</p> <p>PIPELINE CREATED</p>

DAY 18 of 28 · 64% complete · NEXT STEP TUESDAY 06:00

Reply triage — last 24 hours 4 HOT · 12 WARM · 12 PASS

MS	<p>MARC S. · ENGINEERING DIRECTOR · MTU AERO ENGINES 07:02</p> <p><i>"Interesting timing. We're actively reviewing Tier-2 capacity for titanium parts. Can you send specs and a sample QC report?"</i></p> <p>classified: HOT draft ready · QC report attached</p>
JB	<p>JANE B. · OPERATIONS LEAD · BAE SYSTEMS · WARTON 22:40 mon</p> <p><i>"Not the right time but please ping me in Q3. We're closing on a Tier-2 framework this month."</i></p> <p>classified: WARM queued: 12 Aug</p>
RK	<p>RAFAL K. · BUYER · SAFRAN UK 19:14 mon</p> <p><i>"Can you talk to procurement? Forwarding."</i></p> <p>classified: HOT 2nd contact found · sequence queued</p>
DH	<p>DANIEL H. · CTO · ANONYMISED · UK 16:08 mon</p> <p><i>"Please remove me from your list."</i></p> <p>classified: PASS unsubscribed · suppression list updated</p>



PETER G. · HEAD OF SOURCING · ROLLS-ROYCE TIER-2

14:22 mon

"Open to a 20-minute call. Send a Calendly."

classified: HOT meeting link sent · booked: Thu 11:00

Content pipeline

8 IN QUEUE

WED · 09:00 LinkedIn post · "Why aerospace Tier-2 capacity is the bottleneck"
draft ready awaits Mark

THU · 09:00 Carousel · same hook · 8 slides
scheduled brand-styled

FRI · BLOG SEO post · 1400 words · titanium tolerance specs
internal links · 6 human edit

MON · NEWS Newsletter · "The Aurora Brief" · 412 subscribers
auto-assembled from week's wins

Customer pulse · external signals

PAST 48H

LINKEDIN

Aerolite Systems posted about new airframe contract — expansion opportunity flagged

CRUNCHBASE

Caelestis Composites raised €4.2M Series A — capacity question due

NEWS

Thales UK named on MoD framework — no immediate action

THE OUTBOUND ENGINE IS NOT A SEPARATE TOOL. EVERY REPLY UPDATES THE PIPELINE. EVERY CUSTOMER WIN BECOMES THE NEXT POST.

05 — SELF-IMPROVEMENT

When something is wrong, *the system fixes itself.*

Anyone in the company can flag a problem. An agent reads it, reproduces the issue, writes the fix, and tests it against past data. A human reviews the

pull request and ships. The platform compounds — week after week, it gets closer to how *your* company actually works.

01

FEEDBACK



Sara R. · operations

YESTERDAY · 16:42

"The expense agent missed VAT on a Lufthansa receipt last week. It thinks all flight receipts are domestic — but international ones have a different VAT line. Can someone look?"

posted in #feedback



02

AGENT DIAGNOSES



Feedback agent

YESTERDAY · 17:01

- Pulled the Lufthansa receipt. Confirmed: agent applied 19% DE VAT to a route that was intra-EU but ticket issued in CH.
- Found 11 similar receipts in the past 6 months with same misclassification.
- Bug isolated to `receipt_ocr/vat_classifier.py`



03

FIX DRAFTED

PR #214 · OPEN

YESTERDAY · 17:18

Fix VAT classification for non-domestic issuance

```
- if receipt.country == "DE": vat = 0.19
+ if receipt.route_type == "domestic_DE":
+     vat = 0.19
+ elif receipt.route_type == "intra_eu":
+     vat = lookup_vat(receipt.issuer_country)
```

47 tests run

all 11 historical cases pass



04

HUMAN REVIEWS & SHIPS

MK Mark K. · CEO
TODAY · 07:34

Reviewed the diff. Approved. The 11 historical claims will be recomputed and any affected reimbursements re-issued automatically.

✓ Approved & shipped

DEPLOYED · 07:36 · ZERO DOWNTIME

~14

platform changes shipped this quarter —
all from your team's feedback

Nothing has to be roadmapped, escalated, or scoped. Your OS becomes more yours every week. The agents that improved it never sleep. The human review never gets bypassed.

"Stop paying twelve vendors to disagree about what a customer is. Run one entity store, one minimal view, and a fleet of small agents that do the work — and that improve themselves."

— LINKENITE PRINCIPLE 01 · REVISED

Your data, in your cockpit. *Before the first contract is signed.*

Before the kickoff call, we wire up read-only API connections to your existing CRM and one other system of your choice. Your real customers, your real pipeline, your real numbers land in the cockpit. You log in. You see your company. No mockup, no fake names, no "imagine if." This is the proof.

YOUR PREVIEW URL — RESERVED

`https://[your-company].linkenite.os / preview`

Read-only connections. Your data never leaves your perimeter without your sign-off. Two systems wired up at no cost as proof of concept. The link is yours; the engagement starts when you decide it does.

Reserve a preview

Talk first

07 — THE ENGAGEMENT

A custom build, *on a backbone that already works.*

This is not a SaaS subscription. It is a custom AI implementation, scoped to your company — its data, its workflows, its people. The backbone is built, proven and reused. The customisation is where we earn our fee. We are here for small teams who want to grow with agents, not for enterprises buying seats.

WHAT WE BRING

A proven backbone

The entity store, the agent fleet, the view layer, the self-improvement loop — already built, already running on real customers. You inherit a system that took two years to make.

WHAT WE BUILD FOR YOU

The customisation layer

Your entities, your data model, your sector's vocabulary, your integrations, your branded view, your agents for your sector's specific workflows. This is where the engagement value sits.

WHAT IT COSTS

Scoped per company

Headcount, data complexity, integration count and agent scope drive the number. We will quote after the 60-minute call. What we promise: order-of-magnitude cheaper than the SaaS stack it replaces, and you own the result.

We will customise this for you — and that customisation comes with the backbone, the know-how, and a team that has implemented it in real companies. Not a generic AI consultancy. Not a SaaS subscription with a sales rep. The right shape for a 15–50 person company that wants to compound.

08 — WHY NOW

Every week you wait, *the gap compounds.*

The agents are getting smarter daily. The teams who adopted in 2024 are now operating at three to five times their old throughput. The teams still on twelve SaaS tools are still adding seats. The market is small enough that the leader in your category will be defined in the next eighteen months — not by who has the best product, but by who built the agentic layer first.

3–5×

PRODUCTIVITY UPLIFT

A 20-person company operates as if it had 60–100 people. Same payroll. Different output.

~daily

MODEL IMPROVEMENTS

Frontier models get better every week. Your agents get better with them — automatically, without rework.

18 mo

CATEGORY DEFINING WINDOW

Whoever consolidates first in your segment captures the margin, the lead times, and the talent. The runner-up does not catch up.

If you do not do this now, somebody else will.

And their numbers will not look survivable from where you are sitting.

09 — THE NEXT STEP

*Sixty minutes.
Your stack, mapped.
Your preview, wired to your data.*

We walk through your current tools, scope the integration shape, name the three highest-leverage agents for your sector, and reserve the preview URL above with read-only connections to two of your systems. No demo theatre. Either you see your live data and want more, or you don't — both answers are useful. The next leader in your category is making this call. We just don't yet know if it's you.

[Book the 60-minute call](#)[Read the white paper first](#)

LINKENITE OY · HELSINKI · EU

info@linkenite.com · linkenite.com

PERSPECTIVES SERIES · ISSUE 01