



COMPANY BROCHURE · 2026

The straightforward IT partner for South African & international business.

IT should be clear, reliable, and aimed at your goals — not a provider's quarterly targets. No hidden fees. No lock-ins. No ticket roulette. Enterprise-grade IT at sensible SME prices, with USD packages for clients outside South Africa.

MINUTES

TYPICAL REPLY IN OFFICE HOURS

50+

BUSINESSES SUPPORTED

M2M

NO LOCK-INS

MANAGED IT

WEBSITES

SEO

CLOUD

CYBERSECURITY

ERP

CUSTOM DEVELOPMENT

AI & DATA

Your IT Department, Without the Overhead.

africanvanilla.co.za
Call +27 71 672 3800 · WhatsApp +27 64 523 7796
Roodepoort · Gauteng · South Africa

ABOUT US

Simple. Honest. Straightforward.

African Vanilla Consulting helps South African and international businesses use technology without complexity, hidden fees, or frustration. Based in Johannesburg, remote-first where it works, on-site when it matters — with transparent month-to-month partnerships.

Why “Vanilla”?

In a world of IT complexity and jargon, we are the vanilla choice. Vanilla does not mean boring — it means real: no artificial flavours, no hidden ingredients, just quality IT delivered with integrity.

How we work

- **Listen first.** A free IT audit that asks the questions most providers skip.
- **Solve real problems.** Practical managed services, websites, SEO, security and systems. No upsell theatre.
- **Earn it monthly.** Clients stay because we deliver — not because of a lock-in.

OUR PROMISE

Transparency

No hidden fees. No surprise invoices. You know what you're paying for and why.

Responsiveness

Most messages answered within minutes during office hours, with a 2-hour target for critical issues.

Flexibility

Month-to-month contracts and practical scope. No lock-in, ever.

WHAT WE BELIEVE

Local beats distant

A real Gauteng team plus a vetted partner network beats a faceless national helpdesk. We answer the phone.

Real people beat ticket numbers

You get a dedicated account manager who knows your environment. No ticket roulette.

Transparency beats lock-in

Published pricing tiers, and replies within minutes in office hours.

Outcomes beat activity

We measure ourselves by your uptime, leads and peace of mind — not hours sold.

OUR EXPERTISE

Everything you need. Nothing you don't.

IT, websites and systems for South African and international businesses — transparent pricing, month-to-month options, and replies within minutes in office hours.

Managed IT Services

Your IT department, without the overhead.

- 24/7 monitoring & alerting
- Unlimited helpdesk
- Replies within minutes in office hours
- Dedicated account manager

Website Building

Fast sites that generate enquiries.

- Conversion-focused builds
- Speed & Core Web Vitals
- CMS your team can use
- Hosting & ongoing care

Search Engine Optimisation

Process and measurement — not ranking promises.

- Technical crawl health
- Intent-led on-page work
- Honest schema
- Search Console loops

Infrastructure & Cloud

Hybrid and cloud that fit how you work.

- Assessment & strategy
- Migration with a plan
- Cost control
- Ongoing management

Networking & Servers

Networks and servers that stay up under load.

- Network design
- Server setup & care
- Wi-Fi that reaches the floor
- Monitoring & hardening

Cybersecurity & POPIA

Practical security for SMEs.

- Endpoint & identity hygiene
- Monitoring & response
- POPIA-minded practices
- Audits & staff awareness

ERP Implementation

Odoo and custom ERP around your workflows.

- Process mapping
- Odoo configuration
- Data migration
- Training & support

Custom Development

Apps, portals and integrations.

- Business apps & portals
- System integrations
- ERP module extensions
- Ongoing maintenance

IT Procurement

Hardware and software with transparent markups.

- Supplier network
- Clear pricing (+5% model)
- Warranty & RMA help
- Deploy with the kit

Asset Management

Know what you own and who has it.

- Hardware inventory
- Licence tracking
- Refresh planning
- Compliance reporting

AI & Data Analytics

Dashboards and automation that answer real questions.

- BI dashboards
- Workflow automation
- Practical AI agents
- Data cleanup & reporting

AI Online Presence

Website, SEO, content and social as one loop.

- Launch / Grow / Operate tiers
- Lead forms & analytics
- Content cadence
- Human oversight

THE VANILLA PARTNER PROGRAMME

Your IT. Transparent. Responsive. Month-to-month.

Our managed IT partnership is a single agreement, billed per user, that covers your environment for a transparent price, with your choice of month-to-month, 6-, or 12-month terms. Most messages are answered within minutes during office hours, with a 2-hour target for critical issues. No setup fees, no hidden costs, no auto-renew traps.

Starter

R650 / user / month

From R500/user/month on a 12-month term

For smaller teams that need predictable support and a clear first step beyond ad hoc IT help.

- Business-hours remote monitoring & ticket triage
- Email support with clear ownership of every request
- Monthly security & patching health check
- 1 included onsite hour per month
- Hardware procurement support
- Month-to-month, 6-, or 12-month terms

MOST POPULAR

Partner

R950 / user / month

From R750/user/month on a 12-month term

For businesses that want African Vanilla to act as their outsourced IT department.

- 24/7 remote monitoring with proactive alert review
- Unlimited helpdesk for covered users & workstations
- Replies within minutes in office hours; 2-hour target for critical issues
- 4 included onsite hours per month across Gauteng
- 10% hardware & software procurement discount
- Quarterly business review + dedicated account manager

The SLA is the operating agreement

Packages are the starting point. Your SLA defines support scope, response rules, the operating rhythm (monitoring, helpdesk, onsite, procurement, reviews) and commercial clarity — all written down before billing starts. Larger or more complex environments are tailored to fit.

Volume discounts apply: 7.5% (25–49 users) · 10% (50–99 users) · 15% (100+ users). Indicative pricing — confirmed after a scoped IT audit.

AI ONLINE PRESENCE SUITE

Your business online. Built and run by AI.

We research your business, build the website, set up the lead engine, and keep SEO, content, social, hosting and improvements moving — with reusable AI workflows and human oversight.

01

Research — public data & market

02

Build — site, SEO & forms

03

Grow — content & campaigns

04

Operate — improve loop

Launch

Get online, properly.

R7,500 setup · R450/mo

- AI-assisted business & competitor research
- Fast-launch website with lead form
- Hosting, monitoring & small update care

Grow

A search & content engine.

R12,500 setup · R2,950/mo

- Service pages, SEO metadata & schema
- Insight content & monthly optimisation
- Analytics-informed improvements

MOST POPULAR

Operate

We run the full presence.

R5,500/mo

- Website care, SEO, content & social support
- Reusable AI workflows for tone & services
- Monthly improvement & lead-gen focus

Scale

Custom tools & automation.

R5,500/mo +

- Custom calculators, portals & lead flows
- CRM, Odoo, forms & workflow integration
- Client-specific AI agents & skills

PRODUCTISED OFFERINGS — BUY ONLINE

Detailed IT Audit Report

R2,500

Documented findings, risks, priorities and a practical roadmap after your free triage.

Managed IT Kickstart

R12,500

Structured onboarding: inventory baseline, process & security setup, 30-day roadmap.

Website + CRM Automation

R35,000

Site build, lead intake & CRM dashboard, nurture automation and productised services catalogue.

REAL CLIENT RESULTS

Measurable outcomes, not activity.

Full ITSM, Website & SEO Transformation

FLEXWEB · GERMISTON

CHALLENGE & SOLUTION

A BRC/ISO-certified flexible packaging manufacturer with unreliable IT hurting production and a legacy site that was not winning enquiries. We delivered full managed IT under the Partner Programme plus a modern, SEO-ready website — now on AVC's managed monitoring and secure remote-access platform, having taken over networking, surveillance and access control from the previous provider.

RESULTS

- Production uptime improved to 99.7%
- 3.2× increase in qualified inbound leads
- Top-3 local search for key terms
- ~R180k/quarter downtime cost saved

Custom ERP for National Field Service

KONSTRUCTO · NATIONAL

CHALLENGE & SOLUTION

A national contractor running on spreadsheets and paper. We built a custom ERP for scheduling, mobile inventory, timesheets, billing, compliance and head-office reporting — integrated with accounting and fully supported.

RESULTS

- 40% reduction in admin overhead
- Real-time visibility across all sites
- Faster, more accurate invoicing
- Zero lost billable hours from missed variations

Branch Network, CCTV & Trade Website

HDPE PLUMBING & TRADING · ALBERTON

CHALLENGE & SOLUTION

A wholesale supplier that needed reliable branch IT and a site that could generate trade enquiries. We rebuilt the network (fibre + Reyee Wi-Fi), CCTV and VPN, kept Pastel supported, and shipped a modern Astro trade site with quote-cart automation. Day-to-day ops now sit on AVC's self-hosted remote monitoring and secure remote-access platform so the trade does not depend on firefighting.

RESULTS

- Stable branch network and remote access
- Website now generates inbound trade enquiries
- Pricelist automation into site and Pastel
- Month-to-month managed partnership

OUR FOOTPRINT

Johannesburg-based. South Africa and beyond.

Full local coverage across Gauteng with our Roodepoort team, a trusted partner network for on-site work in other provinces, and USD retainers for international clients — one accountable partner either way.

Area	Status
Johannesburg (Roodepoort HQ)	Active
Pretoria / Tshwane	Active
Sandton, Midrand & Randburg	Active
East Rand & West Rand	Active
Wider South Africa (partners)	On-site when needed
International clients	USD packages

Why clients choose us

- Local Gauteng team + vetted partner network
- Websites and SEO under the same partnership as IT
- Transparent pricing, full month-to-month flexibility
- Replies within minutes in office hours

TRUSTED TECHNOLOGY PARTNERS



LEADERSHIP & TEAM

MANAGING DIRECTOR & CO-FOUNDER

Carl-Nickolaus Lingens

21+ years in IT hardware, software and infrastructure. Runs delivery and operations — networking, servers, support, procurement and asset management — keeping client environments reliable and costs predictable.

CO-FOUNDER & AUTOMATION ARCHITECT

Jacques Joubert

18+ years across ITSM, systems integration and automation. Leads AI, Odoo ERP, custom development and digital transformation, connecting CRM, finance and operations so the business runs efficiently.



AFRICAN VANILLA CONSULTING

GET STARTED

Ready to transform your IT?

Book a free, no-obligation 1-hour IT audit. We review your environment, risks and opportunities and give you a written summary — whether you proceed or not.

Fast Response

Most messages answered within minutes in office hours.
2-hour target for critical issues.

Month-to-Month

No lock-ins, no setup fees, no auto-renew traps.

Dedicated Manager

A real person who knows your environment and priorities.

POPIA Compliant

Transparent, accountable and security-first by design.

Book your free IT audit

No pressure. No obligation. Transparent advice.

africanvanilla.co.za/contact

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