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E-Procurement System

For Easy Digital Transformation

The Problem – Need To Go Digital

01 **All In One System**
Companies require a system covering the whole procurement process.

02 **Need Of Customization**
It is tough to find procurement system exactly matching existing processes.

03 **Tough Onboarding**
Usually onboarding process is long and requires staff training.

04 **Too Expensive**
Sophisticated procurement systems are expensive for largest part of the market.

The Solution

A Web-Platform where companies can fully control their procurement processes starting from Purchase Requisitions up to Delivery and Payments.

E-Procurement system includes:

✓ Purchase requisitions
✓ RFQs / RFPs / ITTs / SPOT Procurement
✓ Online Auctions
✓ Evaluation / Awarding
✓ Purchase orders
✓ Delivery
✓ Payments
✓ Budgeting
✓ Adjustable process flow

Advantages

Total Flexibility
Procurer will be able to modify procurement process flow on its own without individual customization.

RFP / RFQ / ITT Constructor
Possibility to create unique fields for suppliers to enable them submitting the bids in the required format.
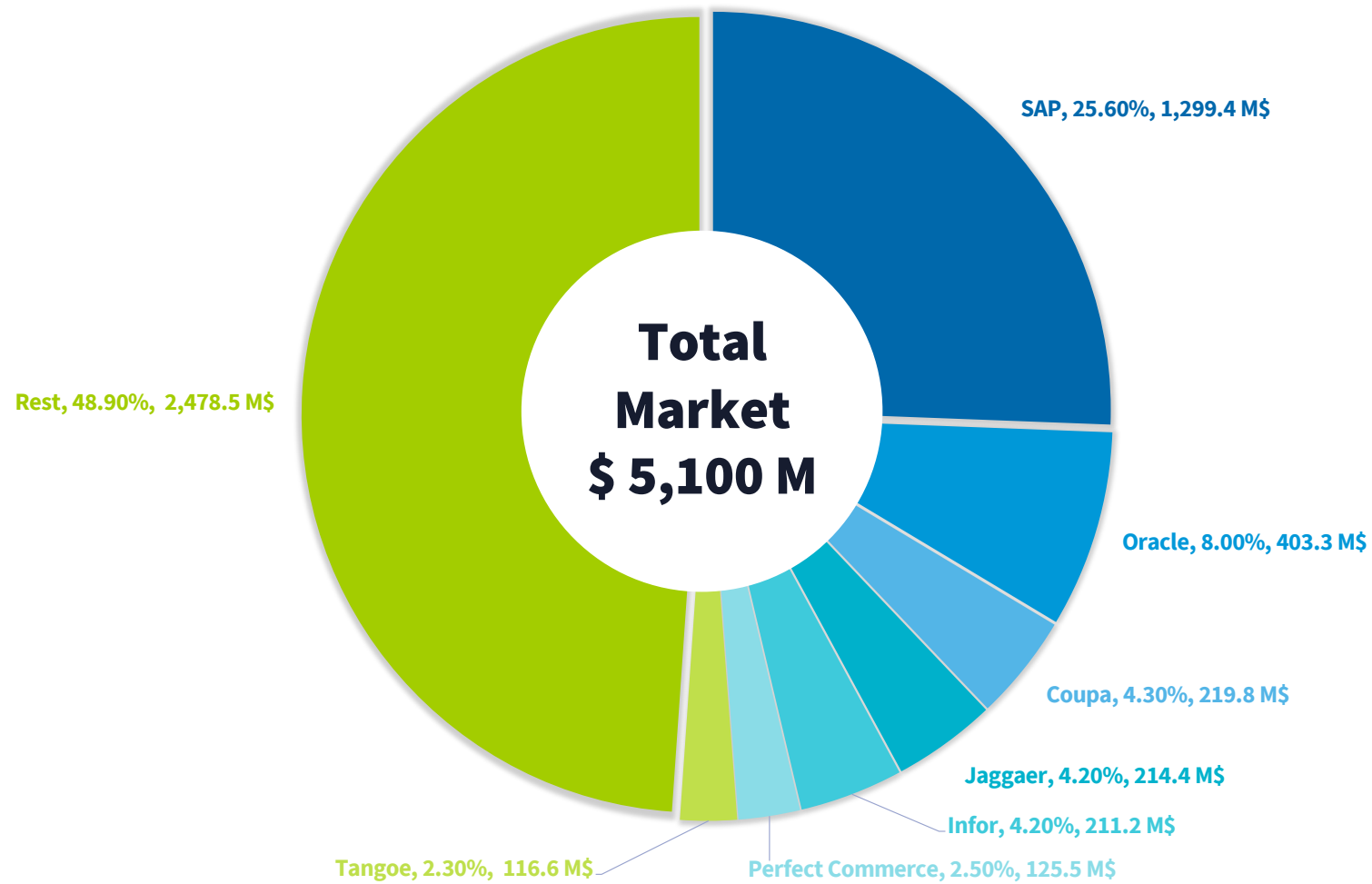
Easy Onboarding
No training required.

Affordable
Accessible for Small and Mid-size Enterprises (SME).

Procurement Software Market

Total Market $ 5,100 M

- SAP, 25.60%, 1,299.4 M$
- Oracle, 8.00%, 403.3 M$
- Coupa, 4.30%, 219.8 M$
- Jaggaer, 4.20%, 214.4 M$
- Infor, 4.20%, 211.2 M$
- Perfect Commerce, 2.50%, 125.5 M$
- Tangoe, 2.30%, 116.6 M$
- Rest, 48.90%, 2,478.5 M$

Target Markets – USA / Europe
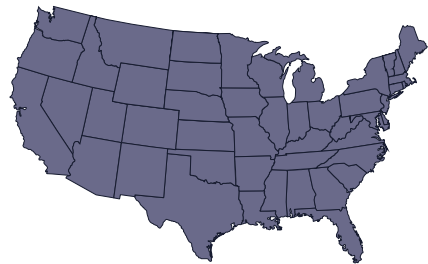
	Population	Registered Companies	E-Procurement Software Sales %
USA	**330m**	**32.5m**	**52.4%**
Europe	**747m**	**25.1m**	**31.6%**

About Us

- ✓ 14,500+ Tenders Served

- ✓ 250+ Current Partner Companies

- ✓ Database of 30,000+ Georgian suppliers

- ✓ 500+ Million USD Annual Procurement

- ✓ 14 out of 20 Largest Georgian companies

  onboard.

Team

Kakhaber Kapanadze

PROCUREMENT SPECIALIST
EXP: 14 YEARS

PROJECT DIRECTOR

Constantin Wholgin

FULL STACK DEVELOPER
EXP: 12+ YEARS

DEVELOPER

Alexander Koghuashvili

UI/UX DESIGNER
EXP: 7 YEARS

DESIGNER

Roadmap

2022 — Finalizing development of SPOT Procurement, Purchase Requisitions and Tender Constructor.

Aggressive scaling on the Georgian market . Including both digital transformation of the companies as well as cheque increase with existing partners. — **2023**

2024 — Entering USA market

Entering European market — **2025**

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Thank You For Attention