Redefining B2B relationships

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The way businesses choose suppliers is bad

Why projects fail

- Insufficient information for requirements
- Wrong suppliers in the process
- Difficult to manage multiple stakeholders
Sourcing events need to be built collaboratively from the beginning

The Prospeum Innovate-to-Contract system

- **AI requirements engineering**: More knowledge, less research
- **Suppliers on demand**: Better suppliers, less churn
- **Collaboration**: Better information, better offers
- **Compliant Evaluation**: More transparency, better decisions
- **Contract Management**: No more missed deadlines
## Competitor solutions do not disrupt, they digitize

<table>
<thead>
<tr>
<th>Feature</th>
<th>Suite Providers</th>
<th>RFP Platforms</th>
<th>Scouting tools</th>
<th>Prospeum</th>
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<tbody>
<tr>
<td>Assisted sourcing</td>
<td>X</td>
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<td>Collaboration &amp; Communication</td>
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<td>Advanced scouting</td>
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<td>Auto-Evaluation</td>
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<td>Usability</td>
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### Additional Notes:
- **$108M Exit**
- **$27.3M Exit**
- **6-digit**
- **Prospeum**
Introduction to Prospeum

Prospeum is a collaboration Plattform and an open network

Procurement professionals can implement their standard processes for developing RFPs on the plattform and can rely on powerful tools to assist them in the process.
The Challenges

Supplier Scouting
*Option 1*
- Obtain supplier information from online profiles (wer-liefert-was, LinkedIn, Kompass, MFG, etc.)
- Crawl information from supplier websites
- Classification of suppliers using NLP (support from Prospeum)

Auction Module
*Option 2*
- Implementation of auction module for various auction types (Reverse, Japanese, Dutch, etc.)
- Data Module + API
- Possibly frontend implementation (optional)
Munich is the cradle of the best B2B software

The way we purchase, manage innovation and take organizational decisions is fundamentally changing.

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