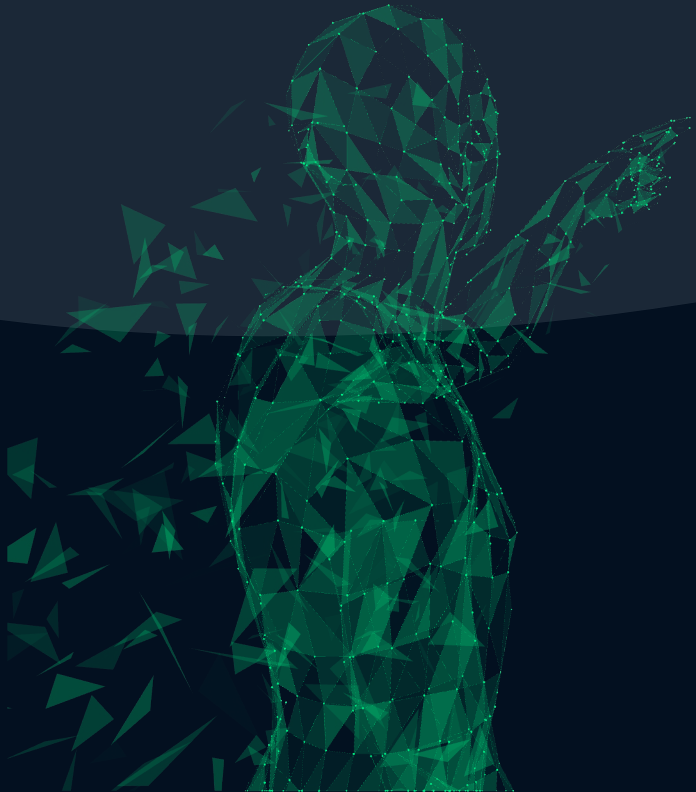
Enter the Future of Augmented Procurement

January 2023

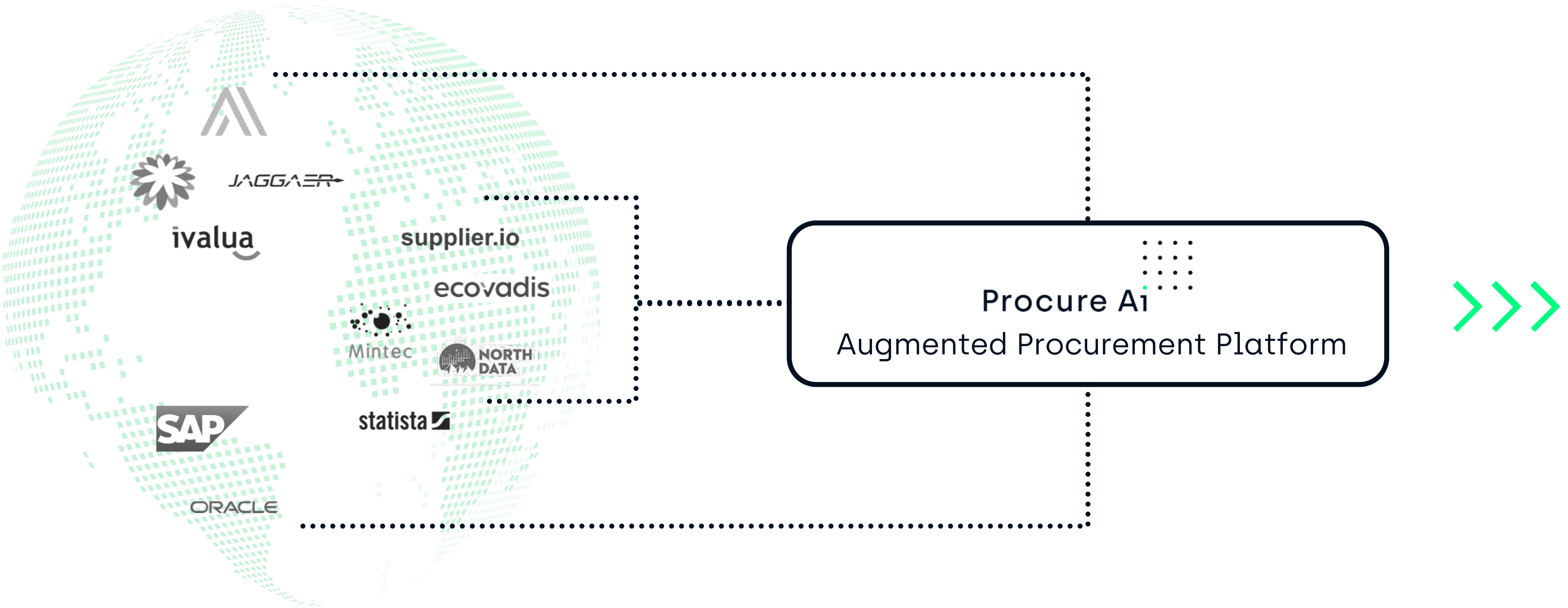


Procure Ai

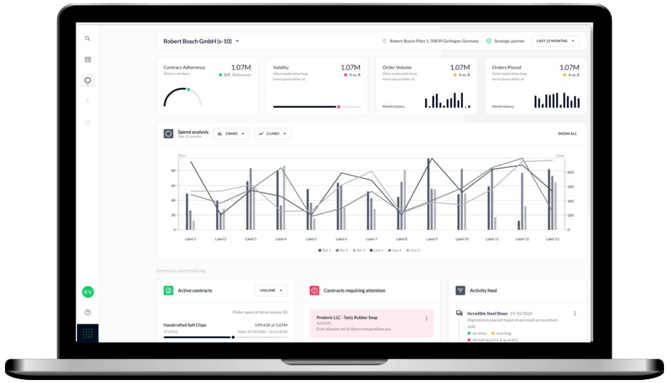
Meet Procure Ai.

We enable companies to run the world's most intelligent procurement – human & artificial.

How it works.


JAGGAER
ivalua
supplier.io
ecovadis
Mintec
NORTH DATA
SAP
statista
ORACLE

Procure Ai
Augmented Procurement Platform



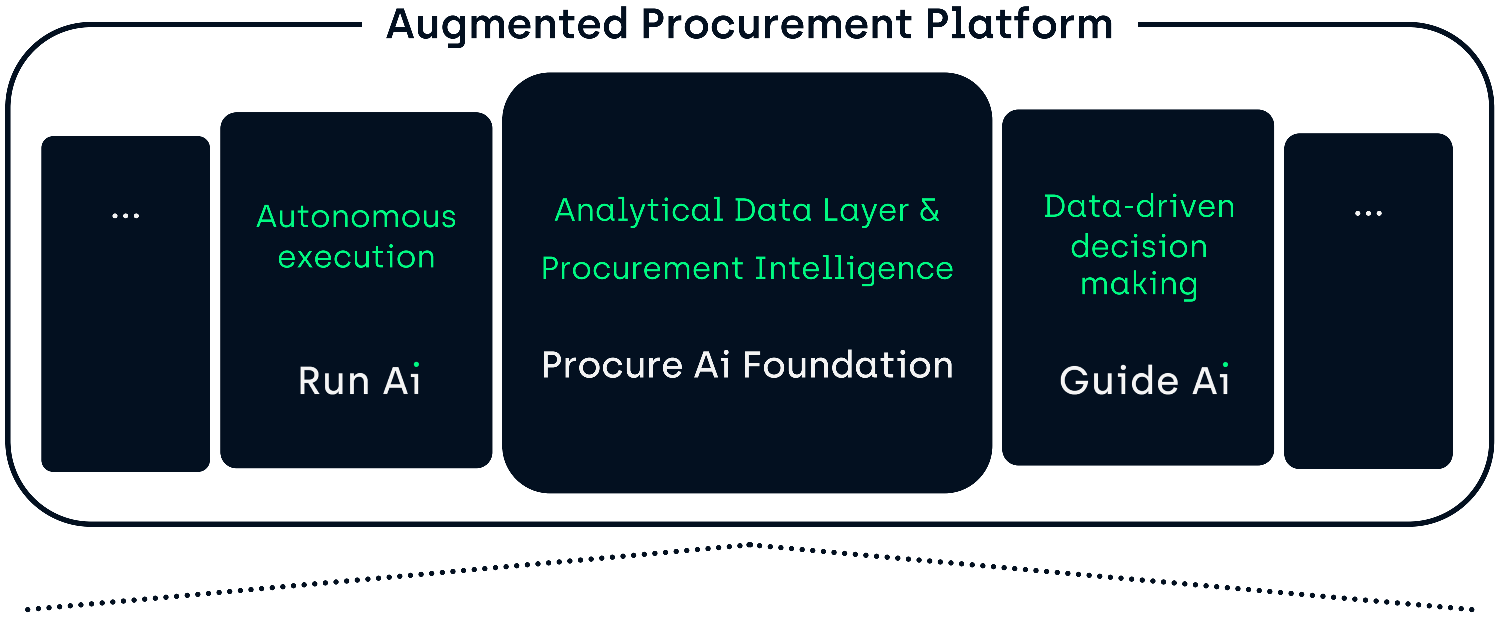
Procurement operations
Every procurement process and event is supported by internal and external IT systems like an ERP system or eProcurement suite

One platform
Procure Ai unites all relevant procurement data on one platform to augment procurement.

Advanced analytics & automation
Procurement intelligence, data-driven decision making and autonomous procurement operations in one platform.

Augmented Procurement Platform by Procure Ai.

One data platform to transform Procurement into a true Intelligence Hub



Augmented Procurement Platform

...

Autonomous execution

Run Ai

Analytical Data Layer & Procurement Intelligence

Procure Ai Foundation

Data-driven decision making

Guide Ai

...

Data Integration
(ERP & procurement systems)

ivalua SAP
JAGGAER ORACLE

Data Enrichment
(external data sources)

riskmethods statista
dun & bradstreet NORTH DATA ecovadis
supplier.io Mintec

Intelligent Data Layer: Powers AI algorithms and cloud-native data pipeline

Flexible Instruments: pro-active, data-driven decision making. Automated negotiations and instant access to information.

Seamless Integration: Ingests data from internal and external data sources

Combining Insights & Execution

A smart Foundation for an Augmented Procurement

Procure Ai Foundation

Procurement Intelligence

- Support strategic buying with Google-like search
- Easy query builders
- Powered by AI algorithms

Optional out-of-the-box instruments leveraging the power of Procure Ai Foundation:

Guide Ai

Data-driven decision making

- Derive supplier recommendation and identify challengers
- Enhance negotiations with deep real-time insights
- Identify supplier and contract related opportunities and risks

Run Ai

Autonomous Procurement Operations

- Automate off-contract spend
- Identify opportunities to negotiate pricing of high-impact goods and services
- Increase the no-touch order rate

Procure Ai augments insights to execution.

Status quo

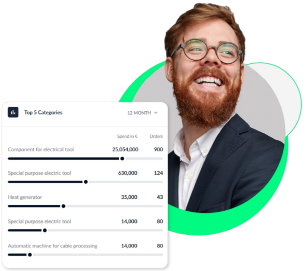
- Fragmented information sources
- Overwhelming because of missing advanced skill sets
- Afterthought and reactive decision making
- Extensive data teams necessary

Augmented by Procure Ai

- One unified data model
- Guided process execution step-by-step
- Proactive decision making and automation
- Out-of-the-box advanced analytics

Augmented Procurement for all Stakeholders.

Emil
Department Head

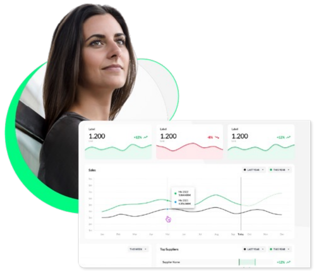


Top 5 Categories 12 MONTH

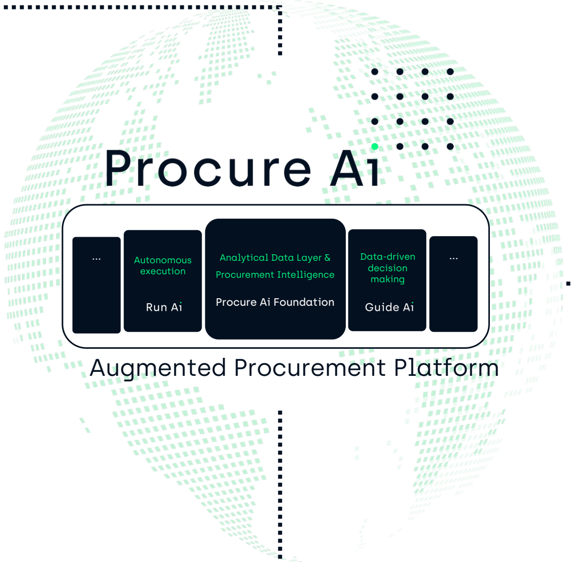
	Spend in €	Orders
Component for electrical tool	25,054,000	900
Special purpose electric tool	630,000	124
Heat generator	35,000	43
Special purpose electric tool	14,000	80
Automatic machine for cable processing	14,000	80

Requester View

Nadia
Chief Procurement Officer



Executive View

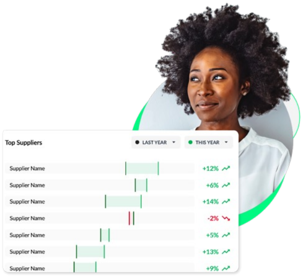


Procure Ai

- …
- Autonomous execution — Run Ai
- Analytical Data Layer & Procurement Intelligence — Procure Ai Foundation
- Data-driven decision making — Guide Ai
- …

Augmented Procurement Platform

Lydia
Procurement Specialist

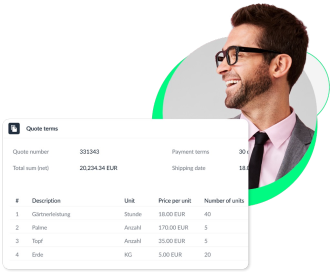


Top Suppliers ● LAST YEAR ● THIS YEAR

Supplier Name	+12%
Supplier Name	+6%
Supplier Name	+14%
Supplier Name	-2%
Supplier Name	+5%
Supplier Name	+13%
Supplier Name	+9%

Buyer View

John
Wholesaler ACME Inc.



Quote terms

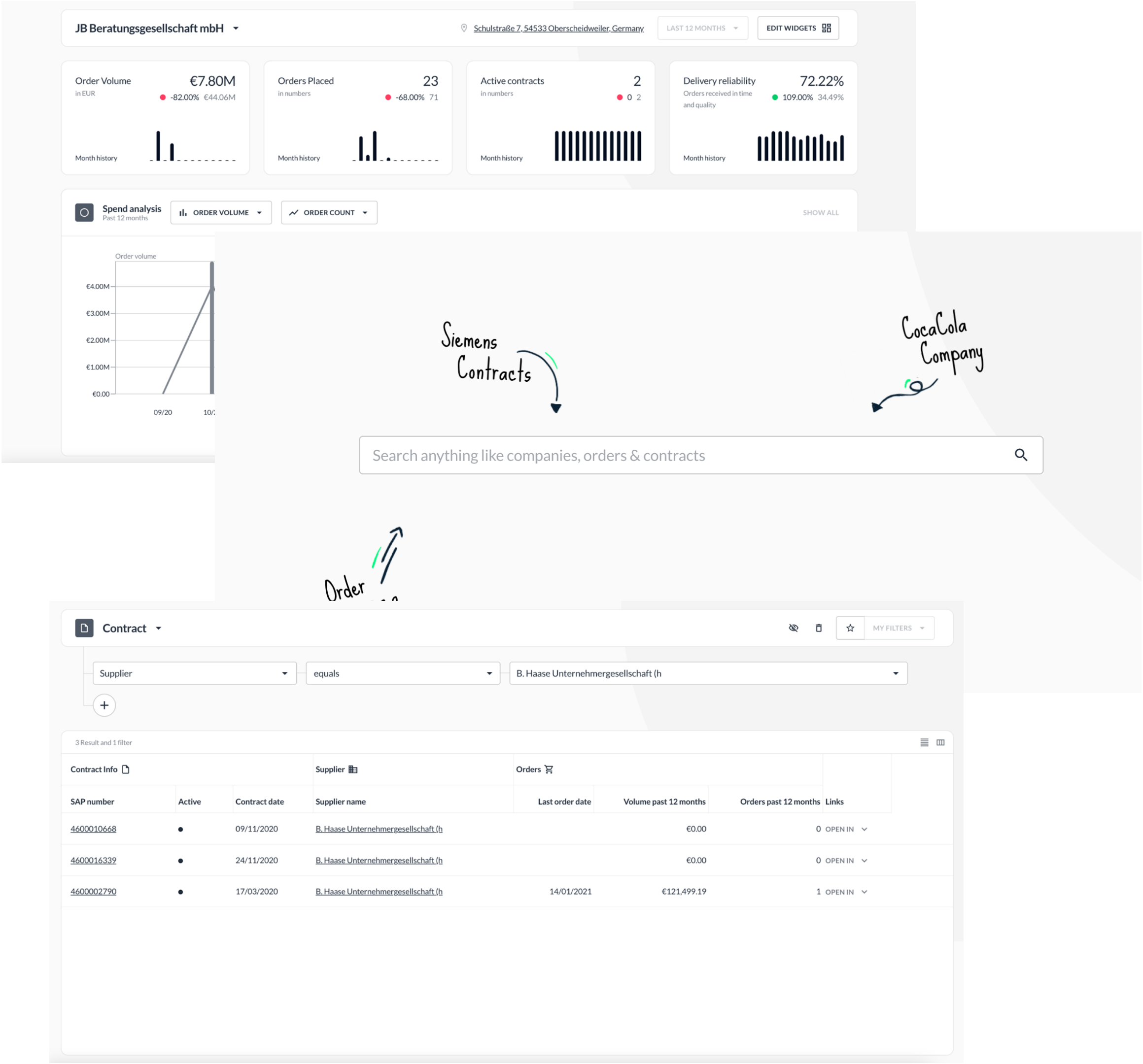
Quote number 331343
Total sum (net) 20,234.34 EUR
Payment terms 30
Shipping date 18.0

#	Description	Unit	Price per unit	Number of units
1	Gärtnerleistung	Stunde	18.00 EUR	40
2	Palme	Anzahl	170.00 EUR	5
3	Topf	Anzahl	35.00 EUR	5
4	Erde	KG	5.00 EUR	20

Supplier View

Foundation

Procurement intelligence



JB Beratungsgesellschaft mbH

Schulstraße 7, 54533 Oberscheidweiler, Germany

LAST 12 MONTHS

EDIT WIDGETS

Order Volume €7.80M
in EUR
-82.00% €44.06M

Orders Placed 23
in numbers
-68.00% 71

Active contracts 2
in numbers
0 2

Delivery reliability 72.22%
Orders received in time and quality
109.00% 34.49%

Spend analysis
Past 12 months

ORDER VOLUME

ORDER COUNT

SHOW ALL

Search anything like companies, orders & contracts

Contract

Supplier | equals | B. Haase Unternehmergesellschaft (h

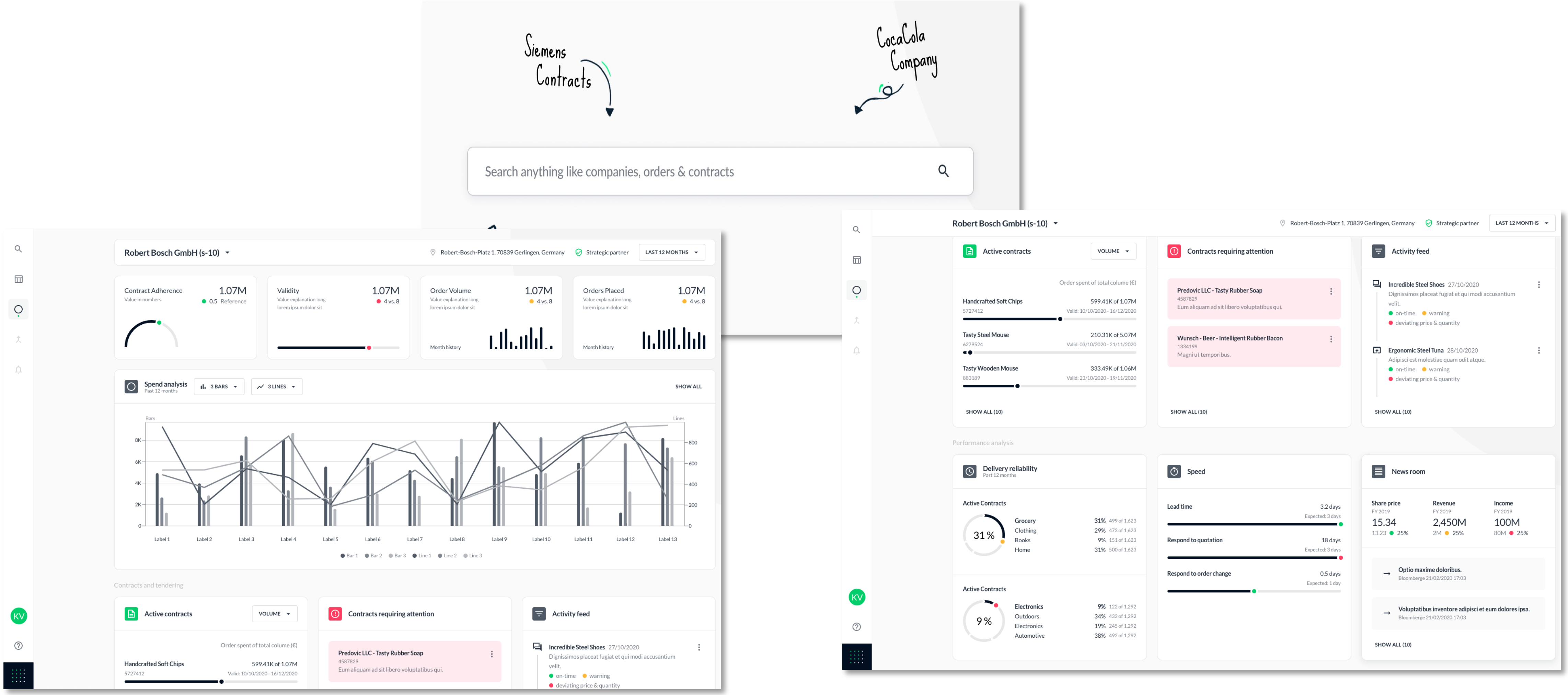
3 Result and 1 filter

Contract Info			Supplier	Orders			
SAP number	Active	Contract date	Supplier name	Last order date	Volume past 12 months	Orders past 12 months	Links
4600010668	●	09/11/2020	B. Haase Unternehmergesellschaft (h		€0.00	0	OPEN IN
4600016339	●	24/11/2020	B. Haase Unternehmergesellschaft (h		€0.00	0	OPEN IN
4600002790	●	17/03/2020	B. Haase Unternehmergesellschaft (h	14/01/2021	€121,499.19	1	OPEN IN

Full insights at your finger tips, fast & easy.

- **Efficiency:** Support all relevant stakeholders throughout the procurement process with a unified, cross-system search to access any piece of procurement information
- **Multi-Source:** Analyse all available dimensions of your data (such as suppliers, commodities, contracts, purchase requisitions, and more) and combine the insights for fast decision-making
- **No-Code:** Build and save powerful queries just by point&click
- **Flexible:** create and manage your own set of KPIs and dashboards and share them with others
- **Interactive:** Map view for easy searching and filtering of suppliers
- **Real-Time:** jump to relevant source system for further deep-dive

Procure Ai Foundation.
Ready-to-use Procurement Analyses



Siemens Contracts

CocaCola Company

Search anything like companies, orders & contracts

Robert Bosch GmbH (s-10)
Robert-Bosch-Platz 1, 70839 Gerlingen, Germany
Strategic partner

Contract Adherence 1.07M
Value in numbers
0.5 Reference

Validity 1.07M
Value explanation long lorem ipsum dolor sit
4 vs. 8

Order Volume 1.07M
Value explanation long lorem ipsum dolor sit
4 vs. 8
Month history

Orders Placed 1.07M
Value explanation long lorem ipsum dolor sit
4 vs. 8
Month history

Spend analysis
Past 12 months

3 BARS
3 LINES
SHOW ALL
LAST 12 MONTHS
Bars
Lines
8K
6K
4K
2K
0
800
600
400
200
0
Label 1
Label 2
Label 3
Label 4
Label 5
Label 6
Label 7
Label 8
Label 9
Label 10
Label 11
Label 12
Label 13
Bar 1
Bar 2
Bar 3
Line 1
Line 2
Line 3
KV
VOLUME
SHOW ALL (10)

Contracts and tendering

Active contracts

Order spent of total colume (€)

Handcrafted Soft Chips 599.41K of 1.07M
5727412 Valid: 10/10/2020 - 16/12/2020

Tasty Steel Mouse 210.31K of 5.07M
6279524 Valid: 03/10/2020 - 21/11/2020

Tasty Wooden Mouse 333.49K of 1.06M
883189 Valid: 23/10/2020 - 19/11/2020

Contracts requiring attention

Predovic LLC - Tasty Rubber Soap
4587829
Eum aliquam ad sit libero voluptatibus qui.

Wunsch - Beer - Intelligent Rubber Bacon
1334199
Magni ut temporibus.

Activity feed

Incredible Steel Shoes 27/10/2020
Dignissimos placeat fugiat et qui modi accusantium velit.
● on-time ● warning
● deviating price & quantity

Ergonomic Steel Tuna 28/10/2020
Adipisci est molestiae quam odit atque.
● on-time ● warning
● deviating price & quantity

Performance analysis

Delivery reliability
Past 12 months

Active Contracts — 31 %

Grocery	31%	499 of 1,623
Clothing	29%	473 of 1,623
Books	9%	151 of 1,623
Home	31%	500 of 1,623

Active Contracts — 9 %

Electronics	9%	122 of 1,292
Outdoors	34%	433 of 1,292
Electronics	19%	245 of 1,292
Automotive	38%	492 of 1,292

Speed

Lead time 3.2 days
Expected: 3 days

Respond to quotation 18 days
Expected: 3 days

Respond to order change 0.5 days
Expected: 1 day

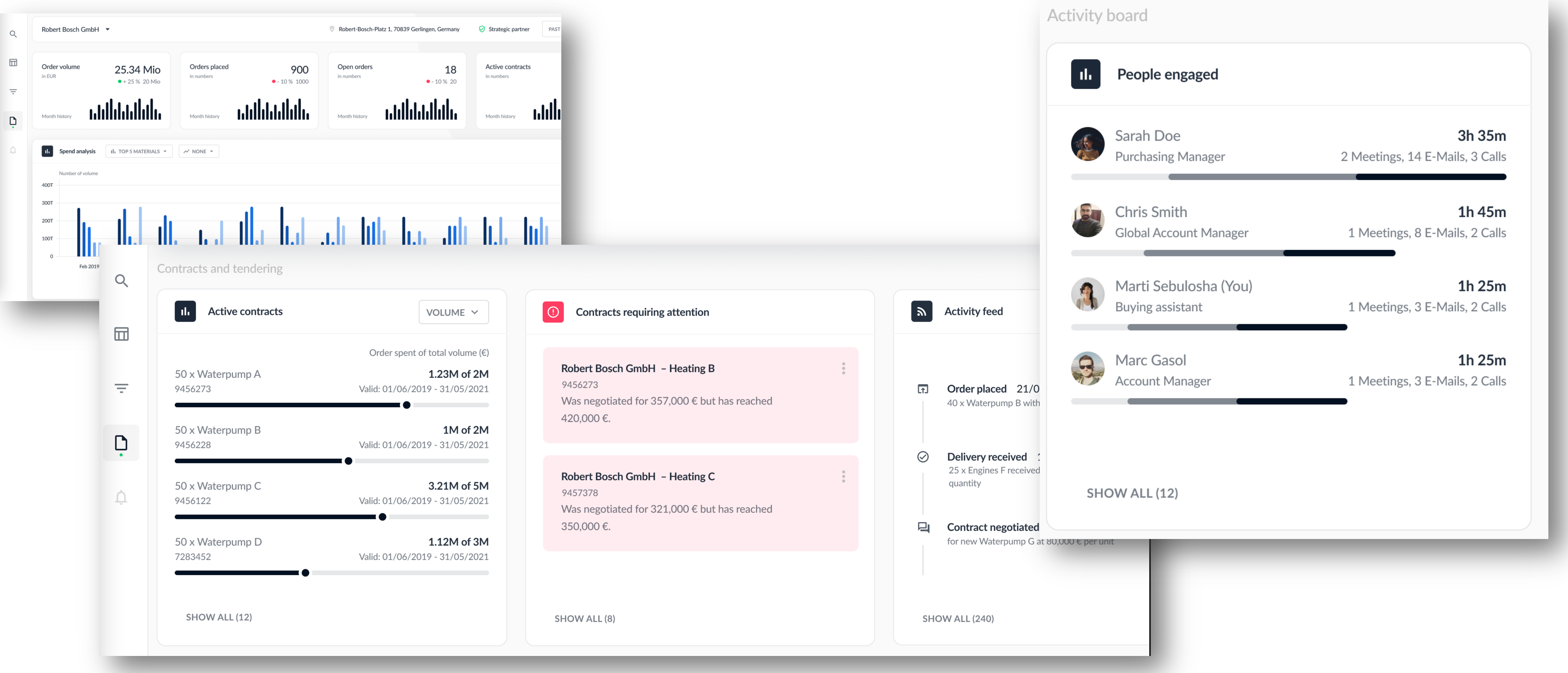
News room

Share price FY 2019	Revenue FY 2019	Income FY 2019
15.34	2,450M	100M
13.23 ● 25%	2M ● 25%	80M ● 25%

→ Optio maxime doloribus.
Bloomberge 21/02/2020 17:03

→ Voluptatibus inventore adipisci et eum dolores ipsa.
Bloomberge 21/02/2020 17:03

Procure Ai Foundation.
In depth 360° Supplier Views



Robert Bosch GmbH
Robert-Bosch-Platz 1, 70839 Gerlingen, Germany
Strategic partner
PAST

Order volume in EUR	25.34 Mio	+ 25 % 20 Mio	Month history
Orders placed in numbers	900	- 10 % 1000	Month history
Open orders in numbers	18	- 10 % 20	Month history
Active contracts in numbers			Month history

Spend analysis
TOP 5 MATERIALS
NONE

Contracts and tendering

Active contracts
VOLUME

Order spent of total volume (€)

50 x Waterpump A 9456273	1.23M of 2M Valid: 01/06/2019 - 31/05/2021
50 x Waterpump B 9456228	1M of 2M Valid: 01/06/2019 - 31/05/2021
50 x Waterpump C 9456122	3.21M of 5M Valid: 01/06/2019 - 31/05/2021
50 x Waterpump D 7283452	1.12M of 3M Valid: 01/06/2019 - 31/05/2021

SHOW ALL (12)

Contracts requiring attention

Robert Bosch GmbH – Heating B
9456273
Was negotiated for 357,000 € but has reached 420,000 €.

Robert Bosch GmbH – Heating C
9457378
Was negotiated for 321,000 € but has reached 350,000 €.

SHOW ALL (8)

Activity feed

Order placed 21/0
40 x Waterpump B with

Delivery received
25 x Engines F received
quantity

Contract negotiated
for new Waterpump G at 80,000 € per unit

SHOW ALL (240)

Activity board

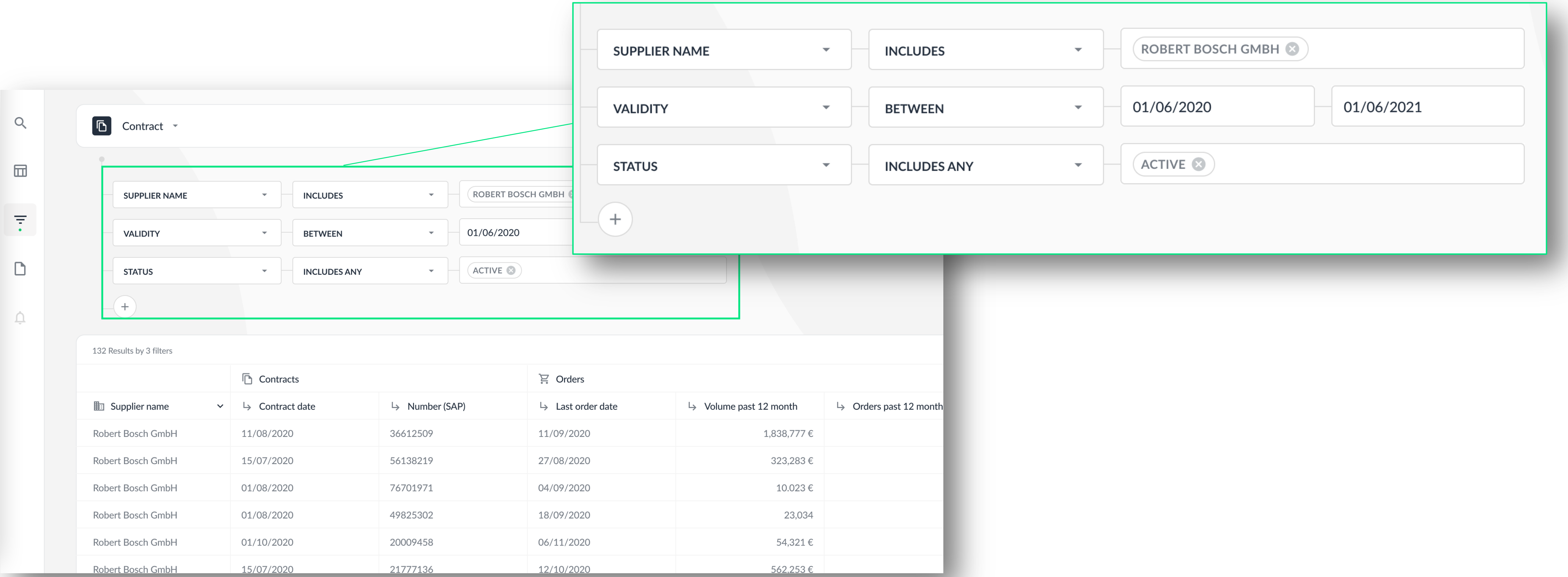
People engaged

Sarah Doe Purchasing Manager	**3h 35m** 2 Meetings, 14 E-Mails, 3 Calls
Chris Smith Global Account Manager	**1h 45m** 1 Meetings, 8 E-Mails, 2 Calls
Marti Sebulosha (You) Buying assistant	**1h 25m** 1 Meetings, 3 E-Mails, 2 Calls
Marc Gasol Account Manager	**1h 25m** 1 Meetings, 3 E-Mails, 2 Calls

SHOW ALL (12)

Procure Ai Foundation.
Out-of-the-box No-Code-Queries

Powerful customisable queries. No-code and easy-to-use.



SUPPLIER NAME · INCLUDES · ROBERT BOSCH GMBH
VALIDITY · BETWEEN · 01/06/2020 · 01/06/2021
STATUS · INCLUDES ANY · ACTIVE

SUPPLIER NAME · INCLUDES · ROBERT BOSCH GMBH
VALIDITY · BETWEEN · 01/06/2020
STATUS · INCLUDES ANY · ACTIVE

132 Results by 3 filters

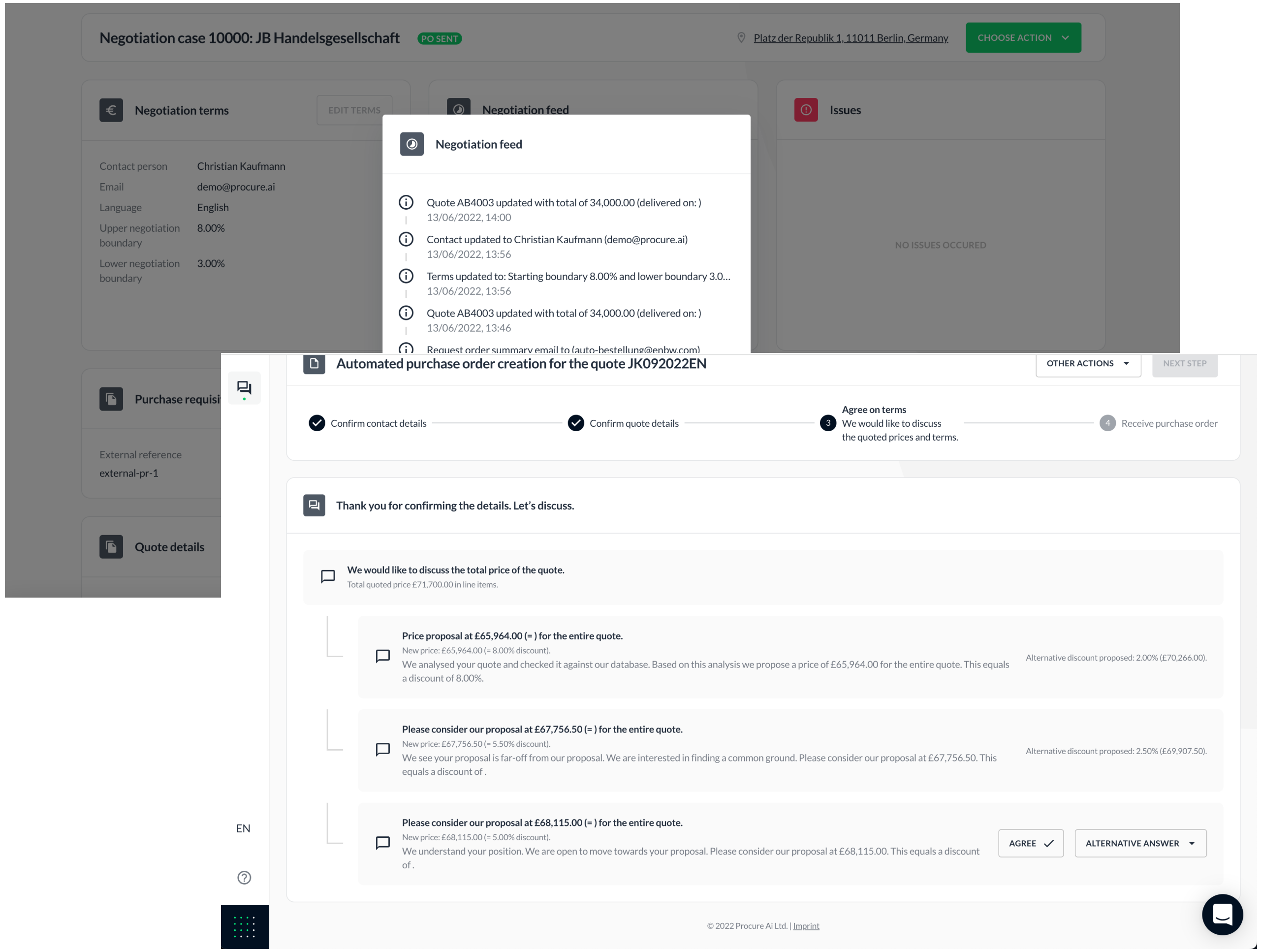
	Contracts		Orders		
Supplier name	Contract date	Number (SAP)	Last order date	Volume past 12 month	Orders past 12 month
Robert Bosch GmbH	11/08/2020	36612509	11/09/2020	1,838,777 €	
Robert Bosch GmbH	15/07/2020	56138219	27/08/2020	323,283 €	
Robert Bosch GmbH	01/08/2020	76701971	04/09/2020	10.023 €	
Robert Bosch GmbH	01/08/2020	49825302	18/09/2020	23,034	
Robert Bosch GmbH	01/10/2020	20009458	06/11/2020	54,321 €	
Robert Bosch GmbH	15/07/2020	21777136	12/10/2020	562,253 €	

Run Ai

Autonomous procurement operations

Eliminate purchasing disruptions while carving out that extra discount in your tail-spend.

- **Effort reduction:** Automate execution, negotiation and award decisions within routine sourcing events
- **Intelligent Routing:** Define routing criteria and immediately pick up specific purchase requisitions by material group, price range, etc.
- **Reduced Touch-Rate:** Eliminate the high manual effort on tail-spend and still agree on additional discount before order placement
- **Bolt On:** Full data integration and write-back with with existing back-end systems



Negotiation case 10000: JB Handelsgesellschaft

Platz der Republik 1, 11011 Berlin, Germany

Negotiation terms

Contact person: Christian Kaufmann
Email: demo@procure.ai
Language: English
Upper negotiation boundary: 8.00%
Lower negotiation boundary: 3.00%

Negotiation feed

Quote AB4003 updated with total of 34,000.00 (delivered on:)
13/06/2022, 14:00

Contact updated to Christian Kaufmann (demo@procure.ai)
13/06/2022, 13:56

Terms updated to: Starting boundary 8.00% and lower boundary 3.0…
13/06/2022, 13:56

Quote AB4003 updated with total of 34,000.00 (delivered on:)
13/06/2022, 13:46

Request order summary email to (auto-bestellung@enbw.com)

Issues

NO ISSUES OCCURED

External reference: external-pr-1

Automated purchase order creation for the quote JK092022EN

Thank you for confirming the details. Let's discuss.

We would like to discuss the total price of the quote.
Total quoted price £71,700.00 in line items.

Price proposal at £65,964.00 (=) for the entire quote.
New price: £65,964.00 (= 8.00% discount).
We analysed your quote and checked it against our database. Based on this analysis we propose a price of £65,964.00 for the entire quote. This equals a discount of 8.00%.
Alternative discount proposed: 2.00% (£70,266.00).

Please consider our proposal at £67,756.50 (=) for the entire quote.
New price: £67,756.50 (= 5.50% discount).
We see your proposal is far-off from our proposal. We are interested in finding a common ground. Please consider our proposal at £67,756.50. This equals a discount of .
Alternative discount proposed: 2.50% (£69,907.50).

Please consider our proposal at £68,115.00 (=) for the entire quote.
New price: £68,115.00 (= 5.00% discount).
We understand your position. We are open to move towards your proposal. Please consider our proposal at £68,115.00. This equals a discount of .

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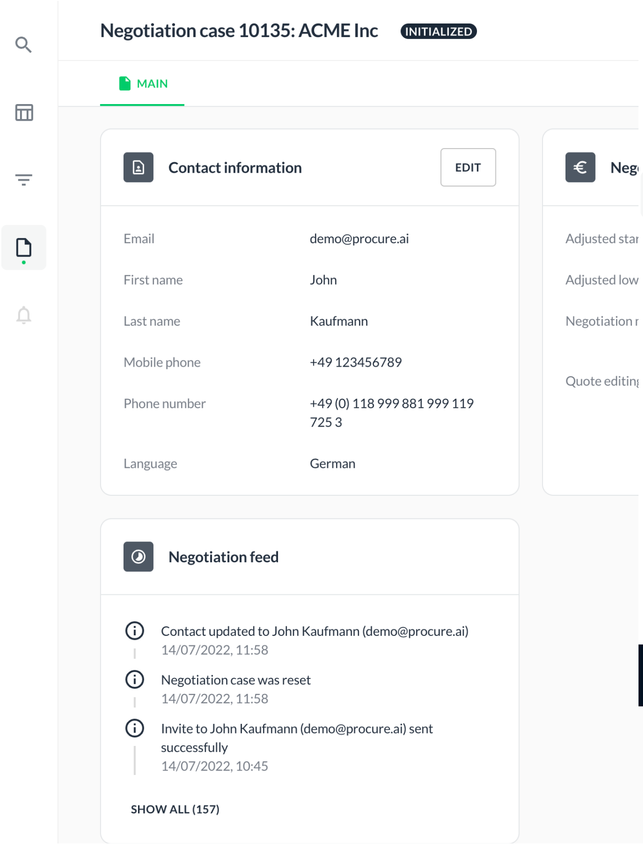
PO SENT
CHOOSE ACTION
EDIT TERMS
Purchase requisi
Quote details
OTHER ACTIONS
NEXT STEP
Confirm contact details
Confirm quote details
3 Agree on terms
We would like to discuss the quoted prices and terms.
4 Receive purchase order
AGREE ✓
ALTERNATIVE ANSWER
EN

Run Ai.
Negotiation Monitoring



Negotiation case 10135: ACME Inc INITIALIZED

Contact information

Email	demo@procure.ai
First name	John
Last name	Kaufmann
Mobile phone	+49 123456789
Phone number	+49 (0) 118 999 881 999 119 725 3
Language	German

Neg

Adjusted star

Adjusted low

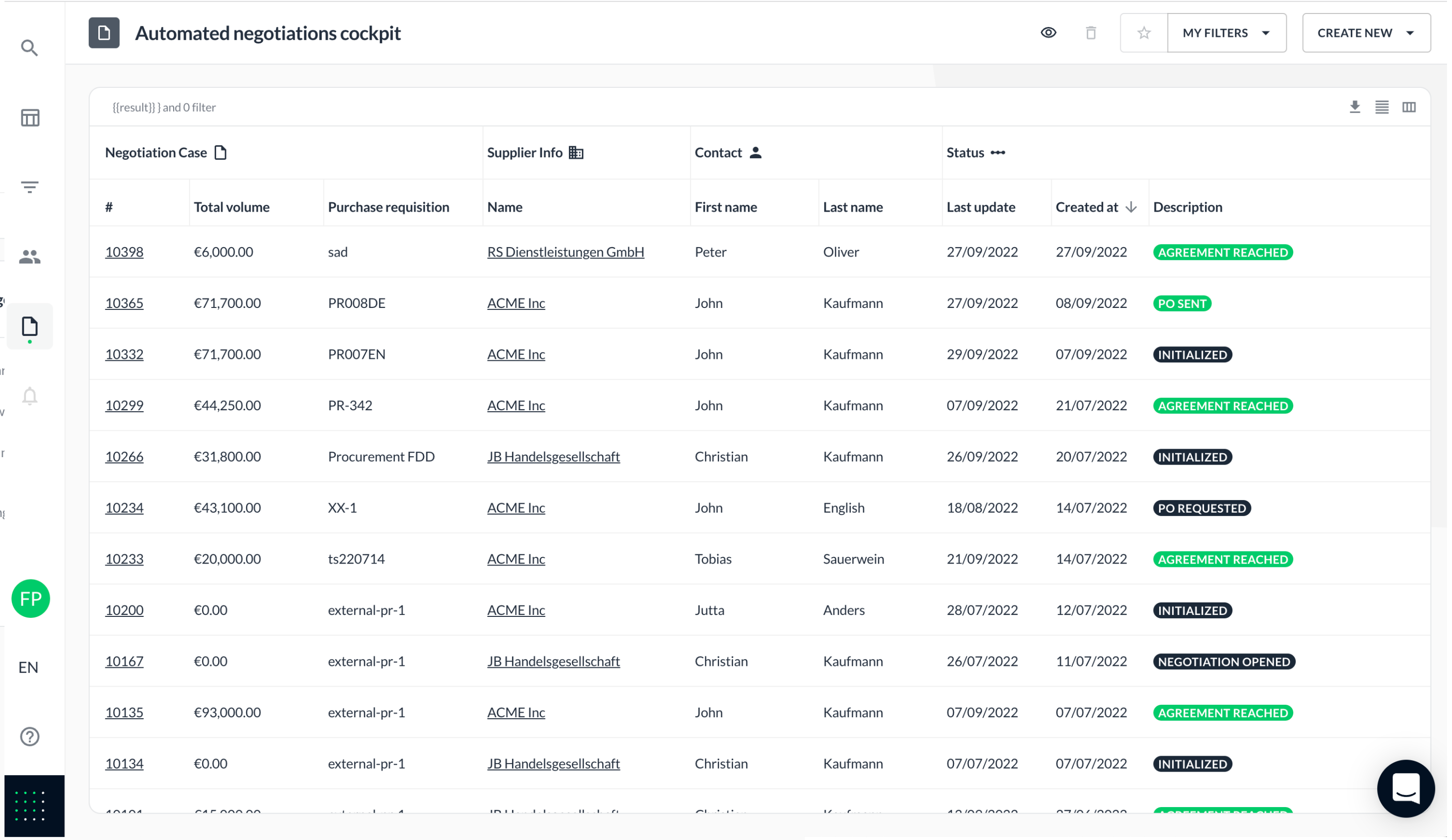
Negotiation r

Quote editin

Negotiation feed

- Contact updated to John Kaufmann (demo@procure.ai)
  14/07/2022, 11:58
- Negotiation case was reset
  14/07/2022, 11:58
- Invite to John Kaufmann (demo@procure.ai) sent successfully
  14/07/2022, 10:45

SHOW ALL (157)

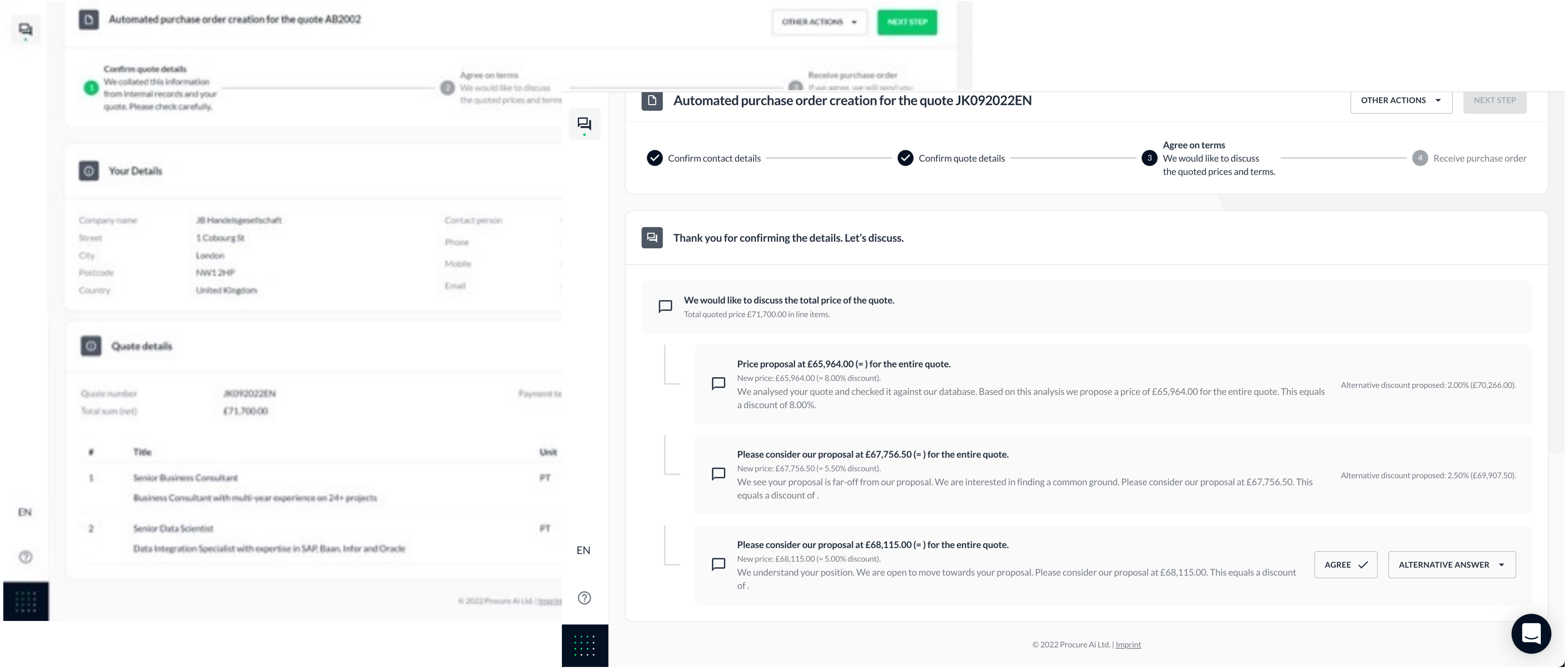


Automated negotiations cockpit

{[result]} } and 0 filter

Negotiation Case			Supplier Info	Contact		Status		
#	Total volume	Purchase requisition	Name	First name	Last name	Last update	Created at	Description
10398	€6,000.00	sad	RS Dienstleistungen GmbH	Peter	Oliver	27/09/2022	27/09/2022	AGREEMENT REACHED
10365	€71,700.00	PR008DE	ACME Inc	John	Kaufmann	27/09/2022	08/09/2022	PO SENT
10332	€71,700.00	PR007EN	ACME Inc	John	Kaufmann	29/09/2022	07/09/2022	INITIALIZED
10299	€44,250.00	PR-342	ACME Inc	John	Kaufmann	07/09/2022	21/07/2022	AGREEMENT REACHED
10266	€31,800.00	Procurement FDD	JB Handelsgesellschaft	Christian	Kaufmann	26/09/2022	20/07/2022	INITIALIZED
10234	€43,100.00	XX-1	ACME Inc	John	English	18/08/2022	14/07/2022	PO REQUESTED
10233	€20,000.00	ts220714	ACME Inc	Tobias	Sauerwein	21/09/2022	14/07/2022	AGREEMENT REACHED
10200	€0.00	external-pr-1	ACME Inc	Jutta	Anders	28/07/2022	12/07/2022	INITIALIZED
10167	€0.00	external-pr-1	JB Handelsgesellschaft	Christian	Kaufmann	26/07/2022	11/07/2022	NEGOTIATION OPENED
10135	€93,000.00	external-pr-1	ACME Inc	John	Kaufmann	07/09/2022	07/07/2022	AGREEMENT REACHED
10134	€0.00	external-pr-1	JB Handelsgesellschaft	Christian	Kaufmann	07/07/2022	07/07/2022	INITIALIZED

Run Ai.
Accompanied Negotiation Run



Automated purchase order creation for the quote AB2002

1 Confirm quote details
We collated this information from internal records and your quote. Please check carefully.

2 Agree on terms
We would like to discuss the quoted prices and terms

Receive purchase order

Your Details

Company name: JB Handelsgesellschaft
Street: 1 Cobourg St
City: London
Postcode: NW1 2HP
Country: United Kingdom
Contact person
Phone
Mobile
Email

Quote details

Quote number: JK092022EN
Total sum (net): £71,700.00

#	Title	Unit
1	Senior Business Consultant Business Consultant with multi-year experience on 24+ projects	PT
2	Senior Data Scientist Data Integration Specialist with expertise in SAP, Baan, Infor and Oracle	PT

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Automated purchase order creation for the quote JK092022EN

✓ Confirm contact details — ✓ Confirm quote details — 3 Agree on terms: We would like to discuss the quoted prices and terms. — 4 Receive purchase order

Thank you for confirming the details. Let's discuss.

We would like to discuss the total price of the quote.
Total quoted price £71,700.00 in line items.

Price proposal at £65,964.00 (=) for the entire quote.
New price: £65,964.00 (= 8.00% discount).
We analysed your quote and checked it against our database. Based on this analysis we propose a price of £65,964.00 for the entire quote. This equals a discount of 8.00%.
Alternative discount proposed: 2.00% (£70,266.00).

Please consider our proposal at £67,756.50 (=) for the entire quote.
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Alternative discount proposed: 2.50% (£69,907.50).

Please consider our proposal at £68,115.00 (=) for the entire quote.
New price: £68,115.00 (= 5.00% discount).
We understand your position. We are open to move towards your proposal. Please consider our proposal at £68,115.00. This equals a discount of .

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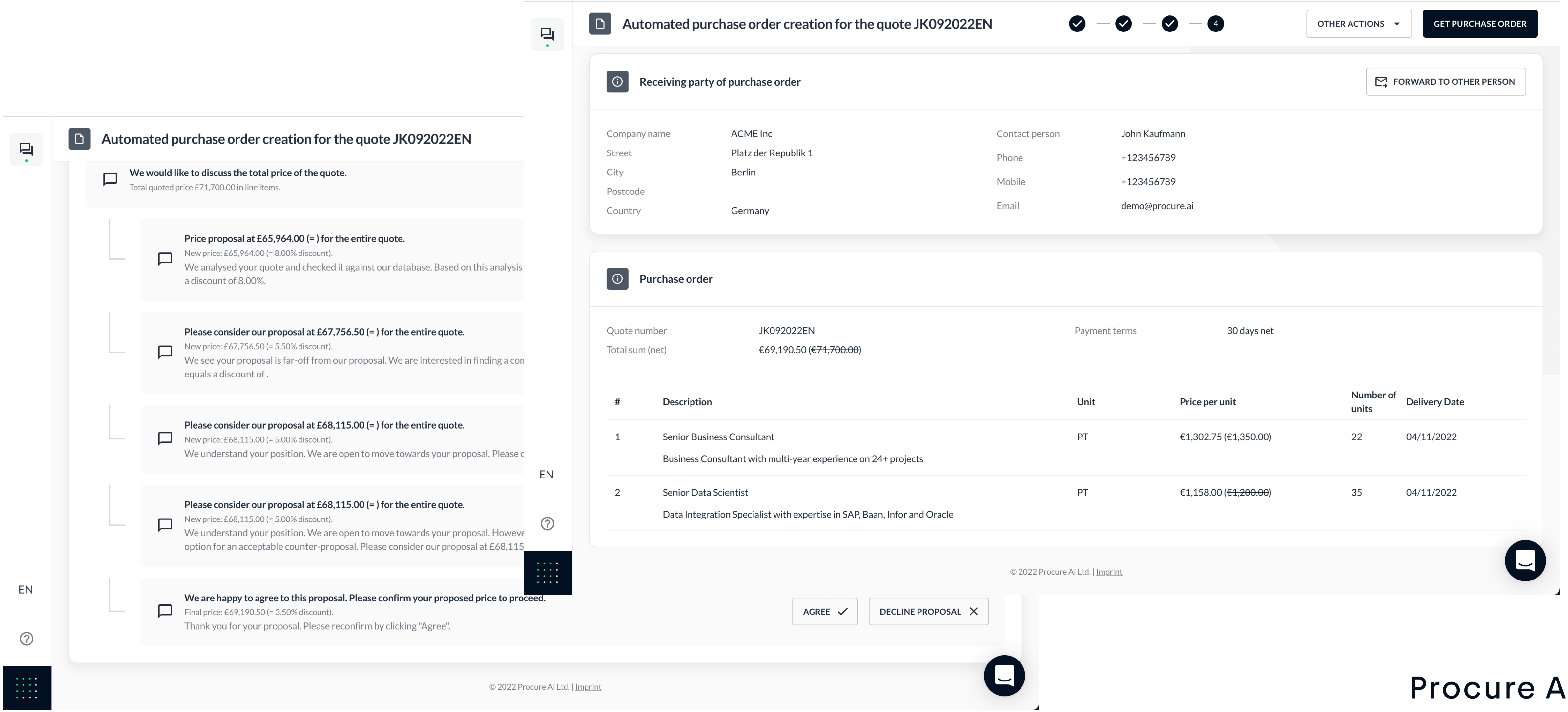
Run Ai.
Integrated PO Confirmation (optional)



Automated purchase order creation for the quote JK092022EN

We would like to discuss the total price of the quote.
Total quoted price £71,700.00 in line items.

Price proposal at £65,964.00 (=) for the entire quote.
New price: £65,964.00 (= 8.00% discount).
We analysed your quote and checked it against our database. Based on this analysis
a discount of 8.00%.

Please consider our proposal at £67,756.50 (=) for the entire quote.
New price: £67,756.50 (= 5.50% discount).
We see your proposal is far-off from our proposal. We are interested in finding a con
equals a discount of .

Please consider our proposal at £68,115.00 (=) for the entire quote.
New price: £68,115.00 (= 5.00% discount).
We understand your position. We are open to move towards your proposal. Please c

Please consider our proposal at £68,115.00 (=) for the entire quote.
New price: £68,115.00 (= 5.00% discount).
We understand your position. We are open to move towards your proposal. Howeve
option for an acceptable counter-proposal. Please consider our proposal at £68,115

We are happy to agree to this proposal. Please confirm your proposed price to proceed.
Final price: £69,190.50 (= 3.50% discount).
Thank you for your proposal. Please reconfirm by clicking "Agree".

AGREE ✓ DECLINE PROPOSAL ✕

EN

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Automated purchase order creation for the quote JK092022EN

✓ — ✓ — ✓ — 4

OTHER ACTIONS ▾ GET PURCHASE ORDER

Receiving party of purchase order

FORWARD TO OTHER PERSON

Company name	ACME Inc	Contact person	John Kaufmann
Street	Platz der Republik 1	Phone	+123456789
City	Berlin	Mobile	+123456789
Postcode		Email	demo@procure.ai
Country	Germany		

Purchase order

Quote number	JK092022EN	Payment terms	30 days net
Total sum (net)	€69,190.50 (~~€71,700.00~~)		

#	Description	Unit	Price per unit	Number of units	Delivery Date
1	Senior Business Consultant Business Consultant with multi-year experience on 24+ projects	PT	€1,302.75 (~~€1,350.00~~)	22	04/11/2022
2	Senior Data Scientist Data Integration Specialist with expertise in SAP, Baan, Infor and Oracle	PT	€1,158.00 (~~€1,200.00~~)	35	04/11/2022

EN

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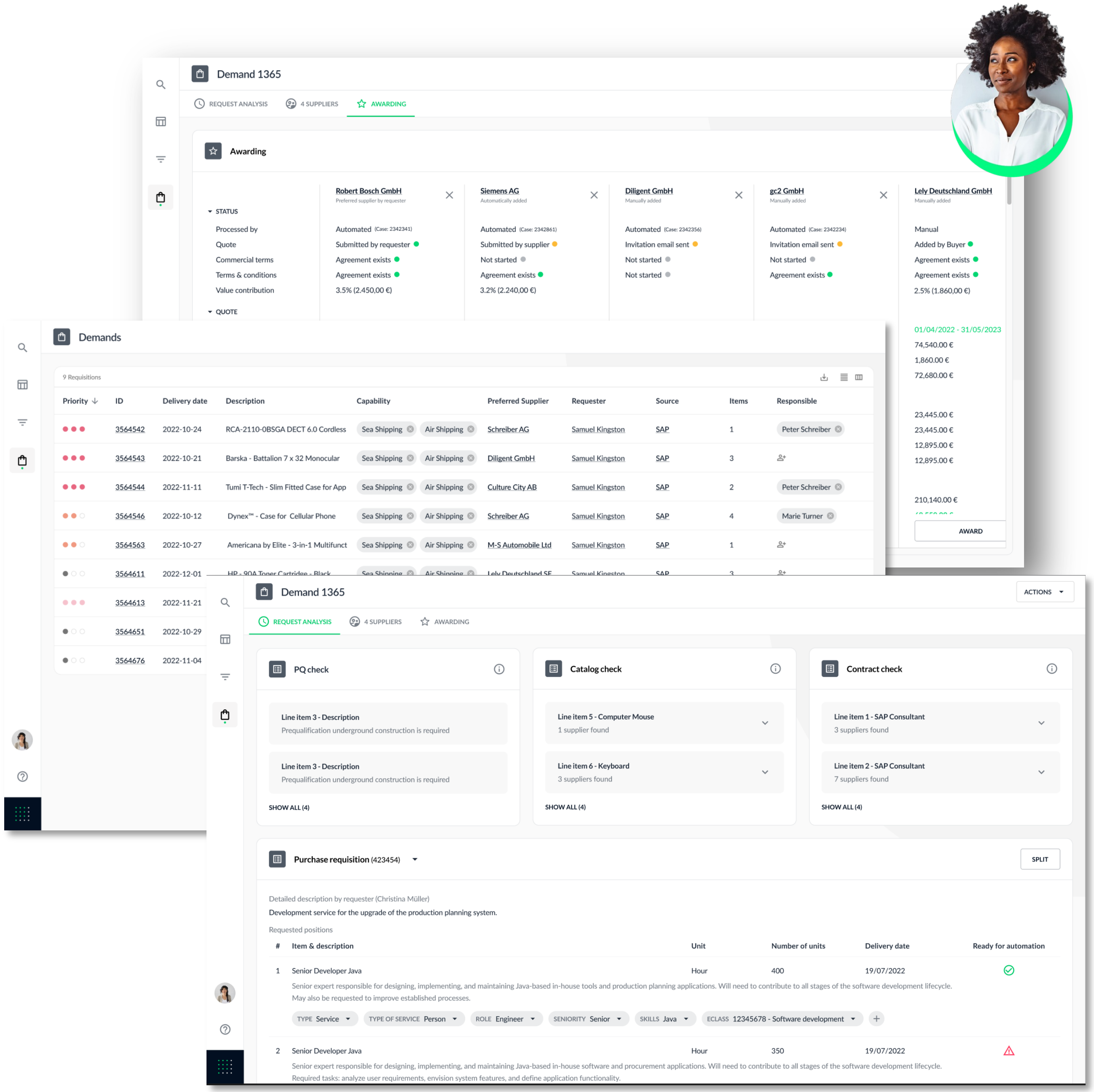
Procure Ai

Guide Ai

Data-driven decision making

Interactive support throughout the procurement process.

- **Single Cockpit:** Intuitive sourcing information for all procurement specialists from demand creation to awarding
- **Consolidated Information:** Leverage insights like supplier comparisons, recommendations, or status alerts for a faster decisions process
- **Transparency:** Make award decisions based on true costs evaluating switching costs, supplier reliability or carbon footprint and much more
- **Integrated Automation:** Leverage automation to expedite process steps like quote request or best-price negotiation.



Demand 1365

Awarding

	Robert Bosch GmbH Preferred supplier by requester	Siemens AG Automatically added	Diligent GmbH Manually added	gc2 GmbH Manually added	Lely Deutschland GmbH Manually added
STATUS					
Processed by	Automated (Case: 2342341)	Automated (Case: 2342861)	Automated (Case: 2342356)	Automated (Case: 2342234)	Manual
Quote	Submitted by requester ●	Submitted by supplier ●	Invitation email sent ●	Invitation email sent ●	Added by Buyer ●
Commercial terms	Agreement exists ●	Not started ●	Not started ●	Not started ●	Agreement exists ●
Terms & conditions	Agreement exists ●	Agreement exists ●	Not started ●	Agreement exists ●	Agreement exists ●
Value contribution	3.5% (2.450,00 €)	3.2% (2.240,00 €)			2.5% (1.860,00 €)
QUOTE					

01/04/2022 - 31/05/2023
74,540.00 €
1,860.00 €
72,680.00 €
23,445.00 €
23,445.00 €
12,895.00 €
12,895.00 €
210,140.00 €

Demands

9 Requisitions

Priority	ID	Delivery date	Description	Capability	Preferred Supplier	Requester	Source	Items	Responsible
●●●	3564542	2022-10-24	RCA-2110-0BSGA DECT 6.0 Cordless	Sea Shipping, Air Shipping	Schreiber AG	Samuel Kingston	SAP	1	Peter Schreiber
●●●	3564543	2022-10-21	Barska - Battalion 7 x 32 Monocular	Sea Shipping, Air Shipping	Diligent GmbH	Samuel Kingston	SAP	3	
●●●	3564544	2022-11-11	Tumi T-Tech - Slim Fitted Case for App	Sea Shipping, Air Shipping	Culture City AB	Samuel Kingston	SAP	2	Peter Schreiber
●●○	3564546	2022-10-12	Dynex™ - Case for Cellular Phone	Sea Shipping, Air Shipping	Schreiber AG	Samuel Kingston	SAP	4	Marie Turner
●●○	3564563	2022-10-27	Americana by Elite - 3-in-1 Multifunct	Sea Shipping, Air Shipping	M-S Automobile Ltd	Samuel Kingston	SAP	1	
●○○	3564611	2022-12-01	HP - 90A Toner Cartridge - Black	Sea Shipping, Air Shipping	Lely Deutschland SE	Samuel Kingston	SAP	3	
●●●	3564613	2022-11-21							
●○○	3564651	2022-10-29							
●○○	3564676	2022-11-04							

Demand 1365

PQ check

Line item 3 - Description
Prequalification underground construction is required

Line item 3 - Description
Prequalification underground construction is required

Catalog check

Line item 5 - Computer Mouse
1 supplier found

Line item 6 - Keyboard
3 suppliers found

Contract check

Line item 1 - SAP Consultant
3 suppliers found

Line item 2 - SAP Consultant
7 suppliers found

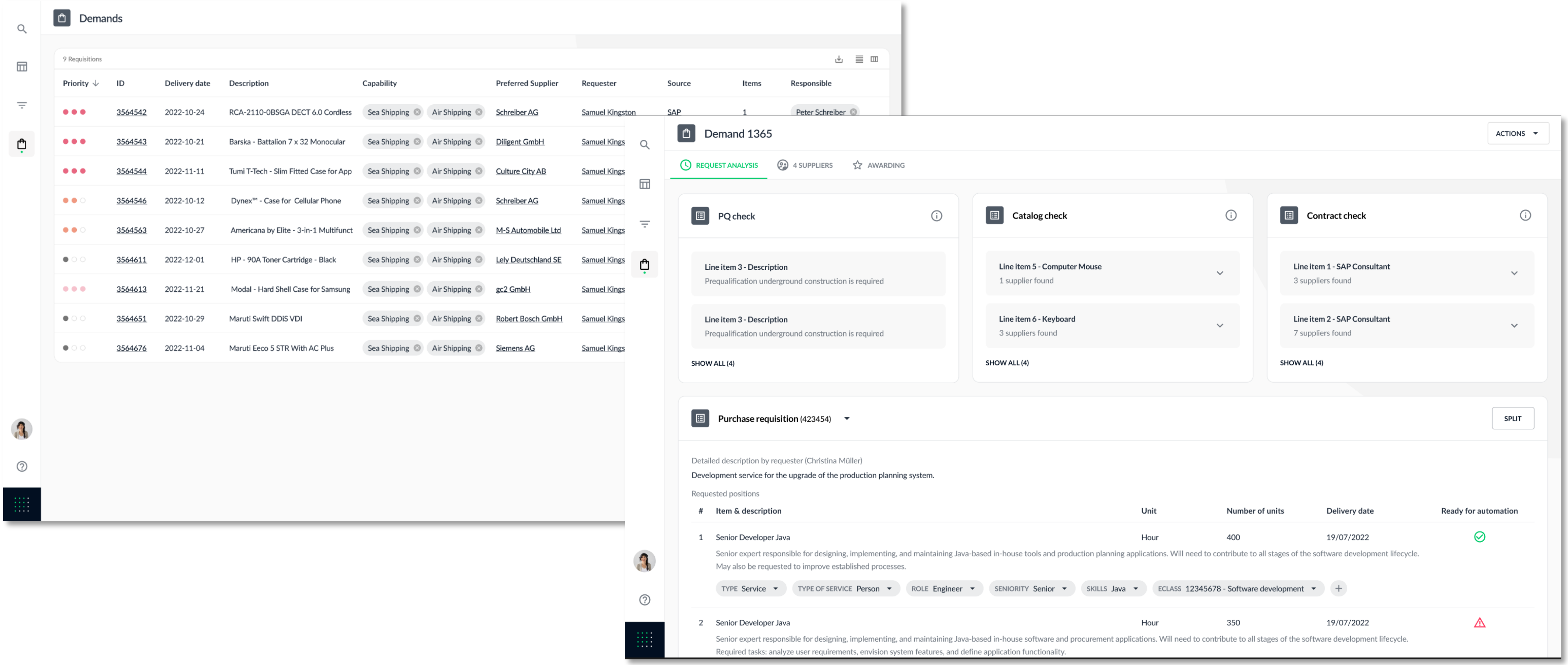
Purchase requisition (423454)

Detailed description by requester (Christina Müller)
Development service for the upgrade of the production planning system.

Requested positions

#	Item & description	Unit	Number of units	Delivery date	Ready for automation
1	Senior Developer Java Senior expert responsible for designing, implementing, and maintaining Java-based in-house tools and production planning applications. Will need to contribute to all stages of the software development lifecycle. May also be requested to improve established processes. TYPE Service · TYPE OF SERVICE Person · ROLE Engineer · SENIORITY Senior · SKILLS Java · ECLASS 12345678 - Software development	Hour	400	19/07/2022	✓
2	Senior Developer Java Senior expert responsible for designing, implementing, and maintaining Java-based in-house software and procurement applications. Will need to contribute to all stages of the software development lifecycle. Required tasks: analyze user requirements, envision system features, and define application functionality.	Hour	350	19/07/2022	⚠

Guide Ai.
Easy Demand Priorization



Demands

9 Requisitions

Priority ↓	ID	Delivery date	Description	Capability	Preferred Supplier	Requester	Source	Items	Responsible
●●●	3564542	2022-10-24	RCA-2110-0BSGA DECT 6.0 Cordless	Sea Shipping ⊗ Air Shipping ⊗	Schreiber AG	Samuel Kingston	SAP	1	Peter Schreiber ⊗
●●●	3564543	2022-10-21	Barska - Battalion 7 x 32 Monocular	Sea Shipping ⊗ Air Shipping ⊗	Diligent GmbH	Samuel Kings			
●●●	3564544	2022-11-11	Tumi T-Tech - Slim Fitted Case for App	Sea Shipping ⊗ Air Shipping ⊗	Culture City AB	Samuel Kings			
●●○	3564546	2022-10-12	Dynex™ - Case for Cellular Phone	Sea Shipping ⊗ Air Shipping ⊗	Schreiber AG	Samuel Kings			
●●○	3564563	2022-10-27	Americana by Elite - 3-in-1 Multifunct	Sea Shipping ⊗ Air Shipping ⊗	M-S Automobile Ltd	Samuel Kings			
●○○	3564611	2022-12-01	HP - 90A Toner Cartridge - Black	Sea Shipping ⊗ Air Shipping ⊗	Lely Deutschland SE	Samuel Kings			
●●●	3564613	2022-11-21	Modal - Hard Shell Case for Samsung	Sea Shipping ⊗ Air Shipping ⊗	gc2 GmbH	Samuel Kings			
●○○	3564651	2022-10-29	Maruti Swift DDiS VDI	Sea Shipping ⊗ Air Shipping ⊗	Robert Bosch GmbH	Samuel Kings			
●○○	3564676	2022-11-04	Maruti Eeco 5 STR With AC Plus	Sea Shipping ⊗ Air Shipping ⊗	Siemens AG	Samuel Kings			

Demand 1365

PQ check

Line item 3 - Description
Prequalification underground construction is required

Line item 3 - Description
Prequalification underground construction is required

SHOW ALL (4)

Catalog check

Line item 5 - Computer Mouse
1 supplier found

Line item 6 - Keyboard
3 suppliers found

SHOW ALL (4)

Contract check

Line item 1 - SAP Consultant
3 suppliers found

Line item 2 - SAP Consultant
7 suppliers found

SHOW ALL (4)

Purchase requisition (423454)

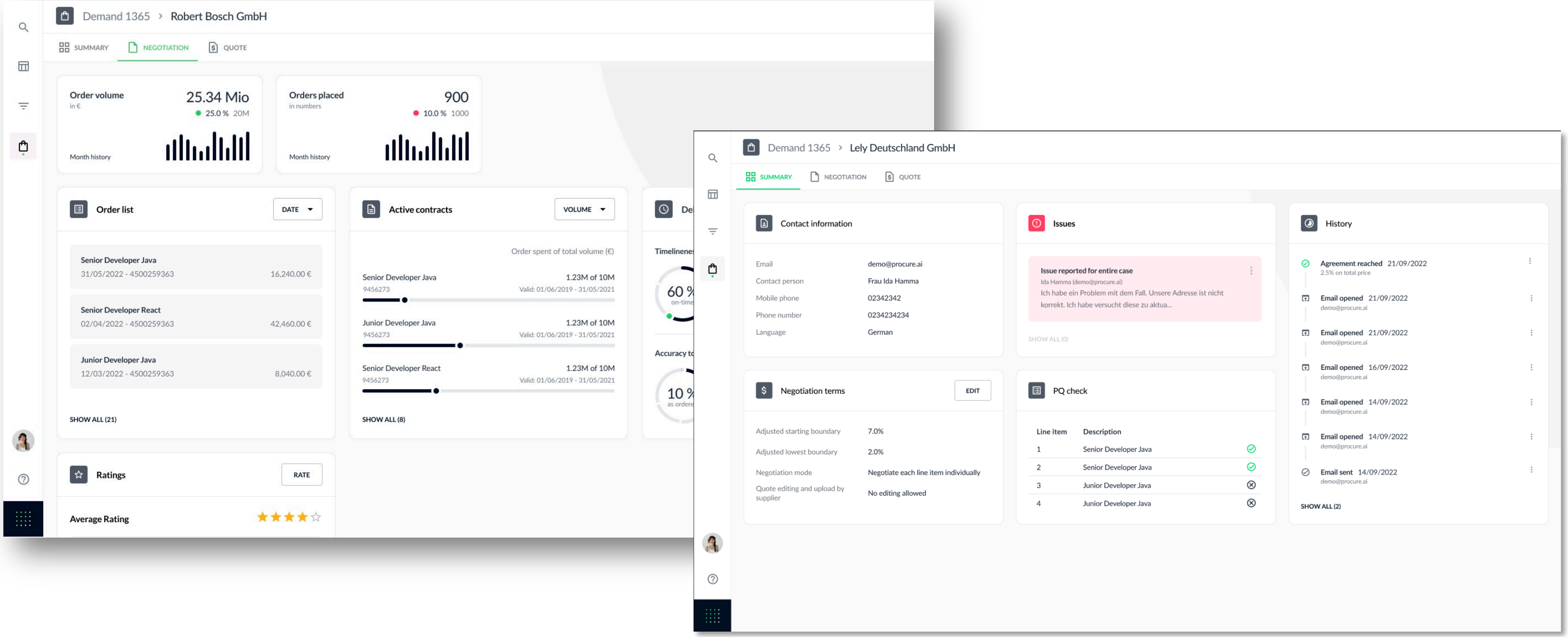
Detailed description by requester (Christina Müller)

Development service for the upgrade of the production planning system.

Requested positions

#	Item & description	Unit	Number of units	Delivery date	Ready for automation
1	Senior Developer Java Senior expert responsible for designing, implementing, and maintaining Java-based in-house tools and production planning applications. Will need to contribute to all stages of the software development lifecycle. May also be requested to improve established processes. TYPE Service · TYPE OF SERVICE Person · ROLE Engineer · SENIORITY Senior · SKILLS Java · ECLASS 12345678 - Software development · +	Hour	400	19/07/2022	✓
2	Senior Developer Java Senior expert responsible for designing, implementing, and maintaining Java-based in-house software and procurement applications. Will need to contribute to all stages of the software development lifecycle. Required tasks: analyze user requirements, envision system features, and define application functionality.	Hour	350	19/07/2022	⚠

Guide Ai.
Review and Automate Requisitions



Demand 1365 > Robert Bosch GmbH

Order volume 25.34 Mio
in €
● 25.0 % 20M
Month history

Orders placed 900
in numbers
● 10.0 % 1000
Month history

Order list

Senior Developer Java 31/05/2022 - 4500259363	16,240.00 €
Senior Developer React 02/04/2022 - 4500259363	42,460.00 €
Junior Developer Java 12/03/2022 - 4500259363	8,040.00 €

SHOW ALL (21)

Active contracts

Order spent of total volume (€)

Senior Developer Java 9456273	1.23M of 10M Valid: 01/06/2019 - 31/05/2021
Junior Developer Java 9456273	1.23M of 10M Valid: 01/06/2019 - 31/05/2021
Senior Developer React 9456273	1.23M of 10M Valid: 01/06/2019 - 31/05/2021

SHOW ALL (8)

De

Timelines

60 %
on-time

Accuracy to

10 %
as ordere

Ratings

Average Rating ★★★★☆

Demand 1365 > Lely Deutschland GmbH

Contact information

Email	demo@procure.ai
Contact person	Frau Ida Hamma
Mobile phone	02342342
Phone number	0234234234
Language	German

Issues

Issue reported for entire case
Ida Hamma (demo@procure.ai)
Ich habe ein Problem mit dem Fall. Unsere Adresse ist nicht korrekt. Ich habe versucht diese zu aktua...

SHOW ALL (0)

History

- **Agreement reached** 21/09/2022
  2.5% on total price
- **Email opened** 21/09/2022
  demo@procure.ai
- **Email opened** 21/09/2022
  demo@procure.ai
- **Email opened** 16/09/2022
  demo@procure.ai
- **Email opened** 14/09/2022
  demo@procure.ai
- **Email opened** 14/09/2022
  demo@procure.ai
- **Email sent** 14/09/2022
  demo@procure.ai

SHOW ALL (2)

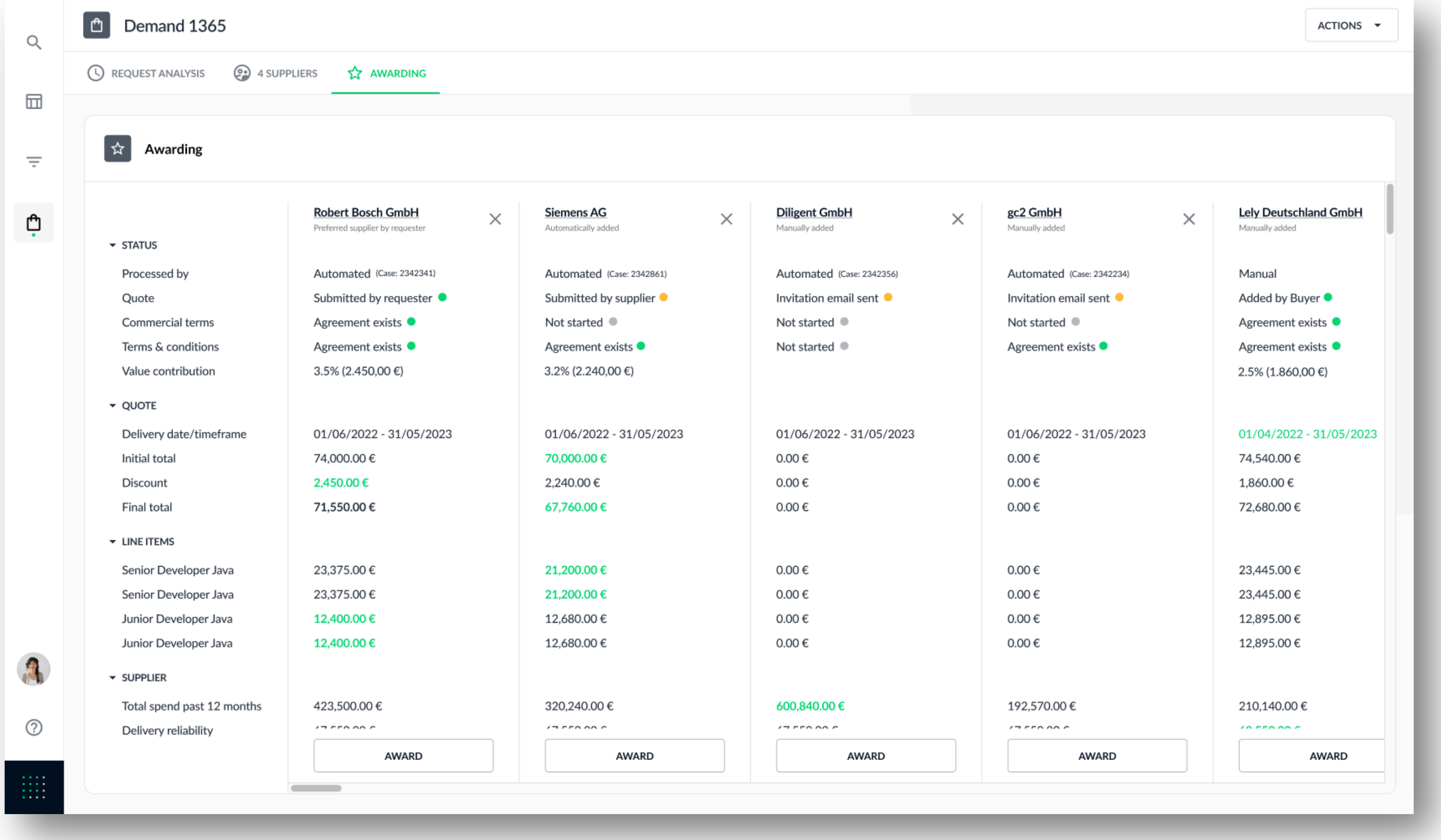
Negotiation terms

Adjusted starting boundary	7.0%
Adjusted lowest boundary	2.0%
Negotiation mode	Negotiate each line item individually
Quote editing and upload by supplier	No editing allowed

PQ check

Line item	Description	
1	Senior Developer Java	✓
2	Senior Developer Java	✓
3	Junior Developer Java	⊗
4	Junior Developer Java	⊗

Guide Ai.
Quote comparison and awarding



Demand 1365

Awarding

	Robert Bosch GmbH Preferred supplier by requester	Siemens AG Automatically added	Diligent GmbH Manually added	gc2 GmbH Manually added	Lely Deutschland GmbH Manually added
STATUS					
Processed by	Automated (Case: 2342341)	Automated (Case: 2342861)	Automated (Case: 2342356)	Automated (Case: 2342234)	Manual
Quote	Submitted by requester ●	Submitted by supplier ●	Invitation email sent ●	Invitation email sent ●	Added by Buyer ●
Commercial terms	Agreement exists ●	Not started ●	Not started ●	Not started ●	Agreement exists ●
Terms & conditions	Agreement exists ●	Agreement exists ●	Not started ●	Agreement exists ●	Agreement exists ●
Value contribution	3.5% (2.450,00 €)	3.2% (2.240,00 €)			2.5% (1.860,00 €)
QUOTE					
Delivery date/timeframe	01/06/2022 - 31/05/2023	01/06/2022 - 31/05/2023	01/06/2022 - 31/05/2023	01/06/2022 - 31/05/2023	01/04/2022 - 31/05/2023
Initial total	74,000.00 €	70,000.00 €	0.00 €	0.00 €	74,540.00 €
Discount	2,450.00 €	2,240.00 €	0.00 €	0.00 €	1,860.00 €
Final total	71,550.00 €	67,760.00 €	0.00 €	0.00 €	72,680.00 €
LINE ITEMS					
Senior Developer Java	23,375.00 €	21,200.00 €	0.00 €	0.00 €	23,445.00 €
Senior Developer Java	23,375.00 €	21,200.00 €	0.00 €	0.00 €	23,445.00 €
Junior Developer Java	12,400.00 €	12,680.00 €	0.00 €	0.00 €	12,895.00 €
Junior Developer Java	12,400.00 €	12,680.00 €	0.00 €	0.00 €	12,895.00 €
SUPPLIER					
Total spend past 12 months	423,500.00 €	320,240.00 €	600,840.00 €	192,570.00 €	210,140.00 €
Delivery reliability					

Procure Ai is **not** one almighty AI to run procurement…

…it is

the orchestration of complex AI/ML models

to analyse and execute processes in procurement

in the most intelligent way possible.

We Are Procure Ai.

Procure Ai is transforming the way procurement works, today and in future.
We empower industry-leading companies to make procurement faster, easier and provide AI for a more automated procurement process.

Created in 2020 by second-time founders, MIT Alumni and former McKinsey and SAP executives Procure Ai is present in 3 European countries with a team of enterprise technology and procurement experts.

Information Security Management System ISO 27001 Certified

SAP
parasus
Microsoft
VIANAI
aws
Palantir

London
Frankfurt
Paris

Find out more at

hello@procure.ai or www.procure.ai

Procure Ai