

# Aitenders

The **Data AI Platform** for  
High-Performance Projects

# The Leading **Data AI Platform** For Contractual Project Management

Aitenders is an AI-powered platform designed to revolutionize how organizations manage tenders, contracts, and project knowledge. It combines advanced document structuring, AI-driven analytics, and collaboration tools to enhance efficiency and compliance across the project lifecycle.

## Aitenders in Figures

**60Md€**

Projects

**+200 000**

Contracts

**+30**

Countries

**+15**

Languages

**6M€**

Invest. R&D

**25**

Team

## + 35 clients, Across Geographies



# Data Ai Platform Leader In The ACE Segment

**BUILTWORLDS INSIGHTS**

## 25 Transformative AI/ML Solutions

**Project Software**

- DOCUMENT CRUNCH
- ALICE TECHNOLOGIES
- Aitenders
- trunk.tools

**Field Solutions**

- Raken
- Kwant
- Genda
- DroneDeploy
- eyrus
- NASKA<sup>AI</sup>
- OPENSOURCE
- AREN

**Building Tech**

- SketchUp (A Trimble Product)
- tf TESTFIT
- Augmenta
- SKEMA
- mbue
- Elise<sup>AI</sup>
- GENIA

**E&R**

- BUILT ROBOTICS
- MVbotics
- SafeAI

**Precon**

- TOGALAI
- nPlan
- CONXAI

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# 1

Tender Response, Contract management & Knowledge management are dysfunctional

## PROBLEM

# Currently Project Processes Are Far From Being optimised

Turning a massive problem

Contractual and project data is often scattered and underutilized, leading to inefficiencies, huge cost ( 10% revenue) and decision-making issues

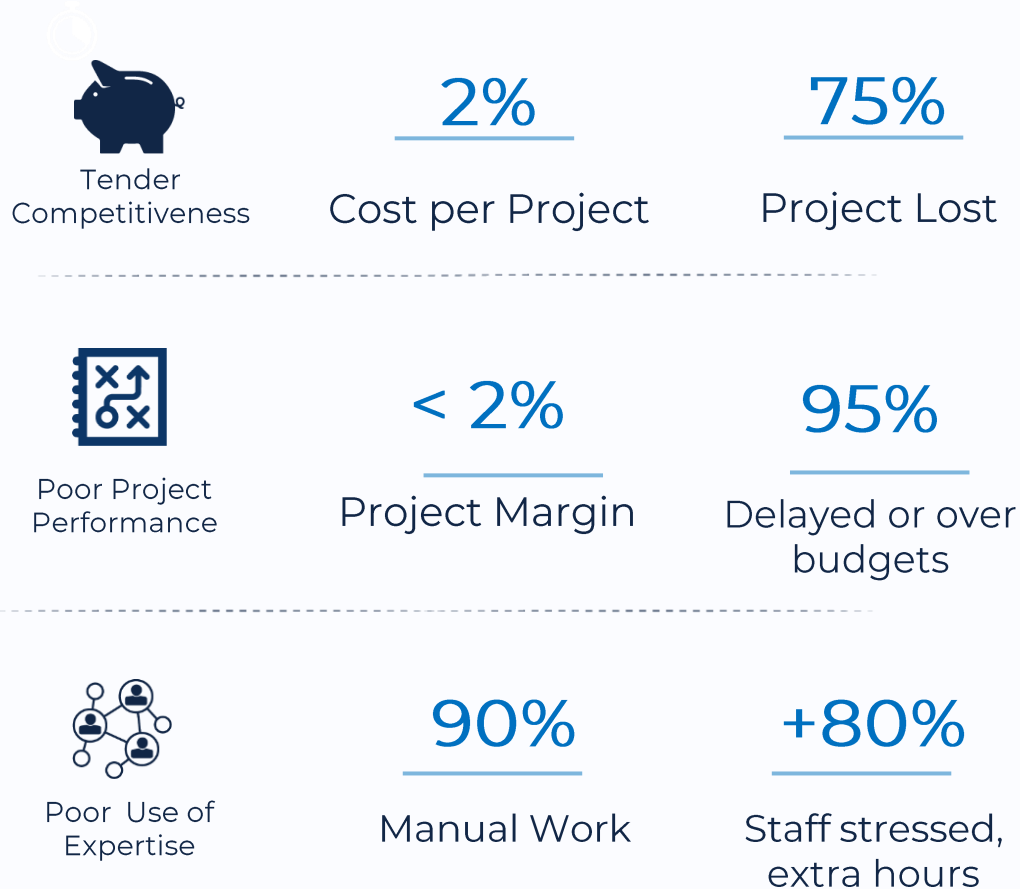
Into an integrated Solution

A unifies contractual project and expertise management, enabling all teams to work with consistent data, continuously enriched by AI for optimized project lifecycle processes

## PROBLEM

# Do You Face Those Problems?

### Everyday on your projects



### For Your Organisation



Recognizing Yourselves In This Nightmare?

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Do you want this Chaos to be over?

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# 2

## Aitenders Solution



# **Harness the power of AI**

**Securing the performance of your projects by structuring your knowledge.**

SOLUTION

# Empowering The Project Team

Everyday on your projects

- We accelerate **project analysis**
- We accelerate **quality response**
- We improve **risks Management**
- We improve **collaboration**
- We ensure **traceability**



# Building Your Company Competitive Advantage

Medium & Long Term

- We structure Project(s) **data**
- We centralize **expert data**
- We Improve **all processes**
- We build a unique **knowledge bank**
- We build **high value AI assets**

**SOLUTION**

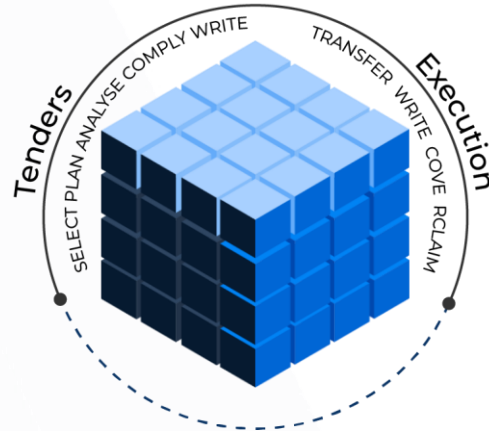
# We are Turning Documents and Project Processes Chaos into Digital Gold

A UNIQUE AI DATA PIPELINE



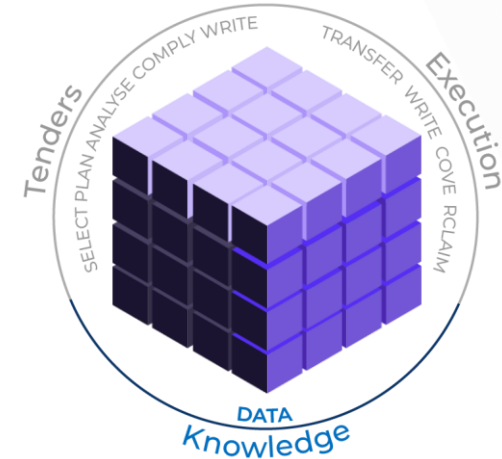
Turning documents into intelligence  
Prepare | Visualise | Augment | Link | AI Models

TO POWER UP THE ENTIRE PROCESS



Ensuring Experts collaboration around the document and across the entire tender and project execution process

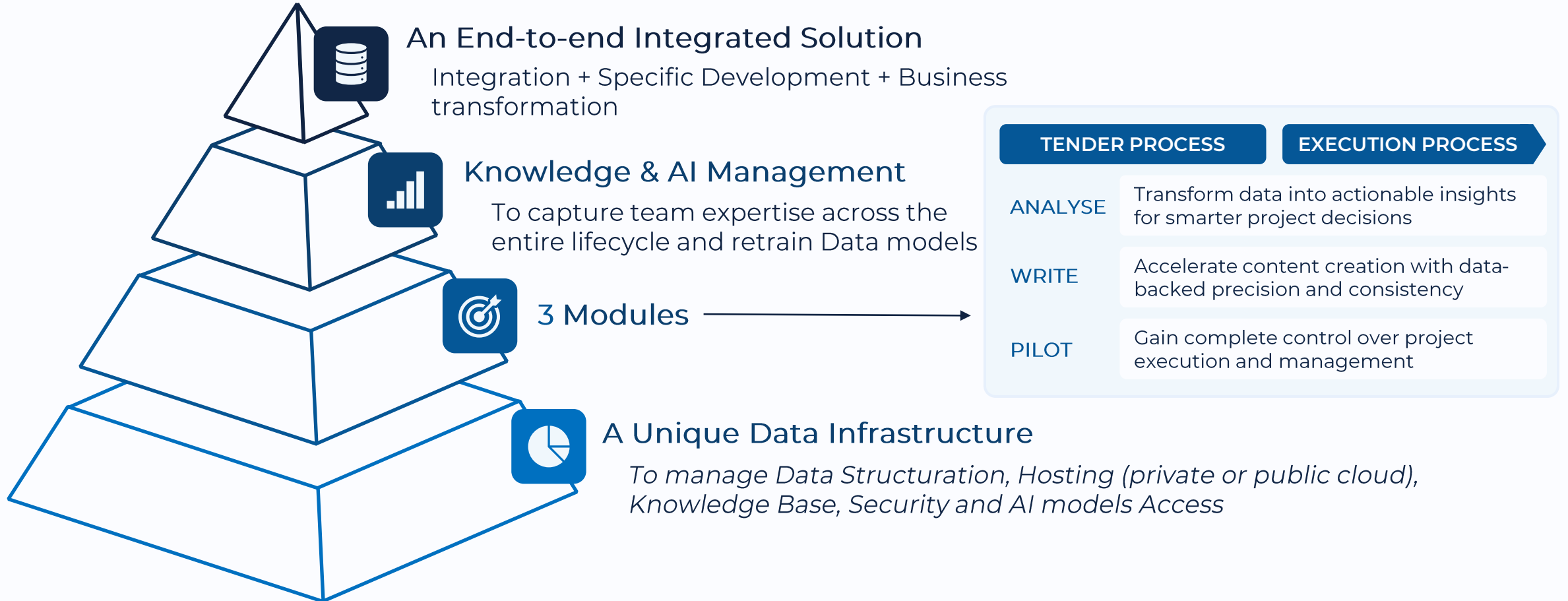
AND STRUCTURE THE KNOWLEDGE



Building a unique curated knowledge base, capitalised project by projects across the entire organisation

**Releasing 40% to 70 % Productivity**

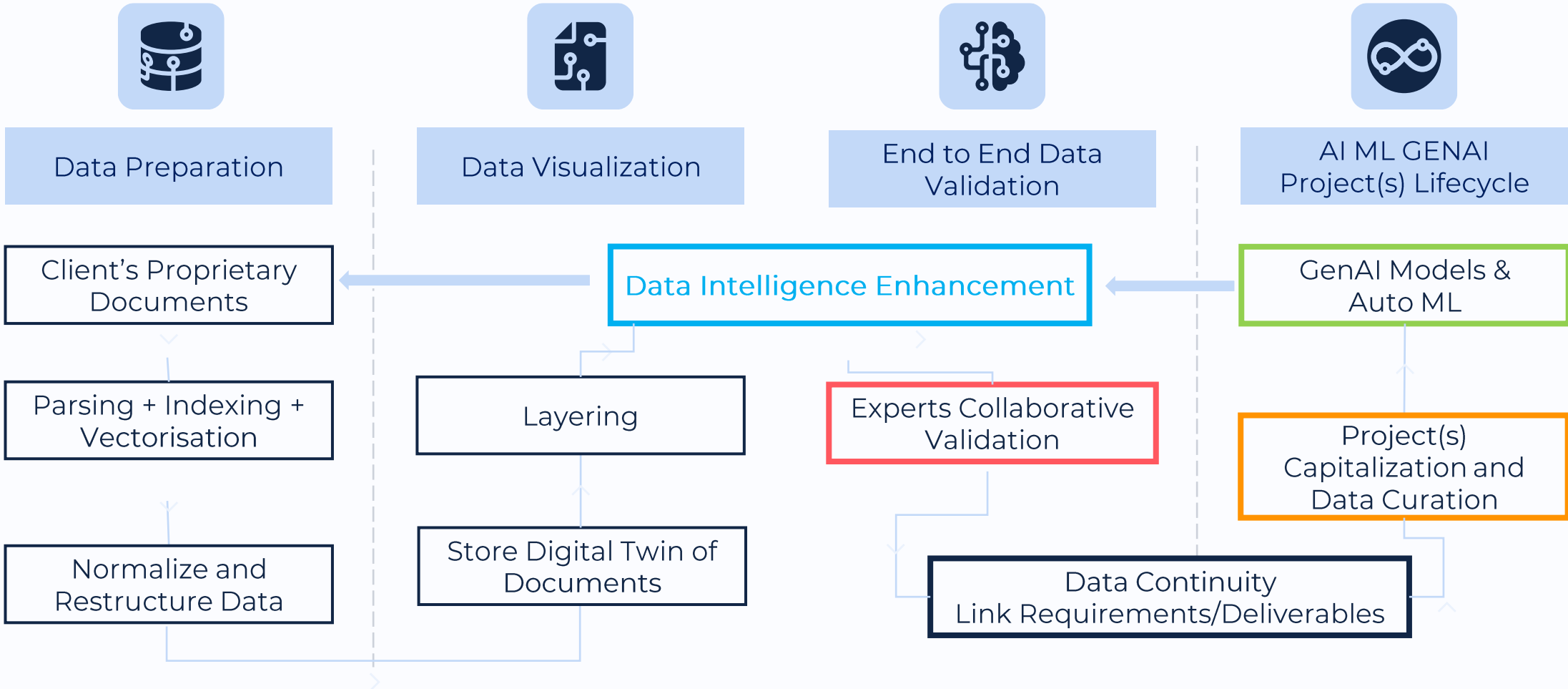
# A End to End Solution For Our Clients



# PLATFORM

## Powered By A Unique AI Data Pipeline

Our Project Data Platform offers for all type of projects a way to pilot tender's response and contract execution process, putting the contract at the center , help the team :



# Building Your Data Gold Mine Through Processes

## Knowledge Management

Activate, Build and deploy a scalable knowledge base to avoid reinventing the wheel.

## Collaboration and Traceability

Bring the contract to the center and enable your teams to collaborate around a single source of truth.

## Master the Contract

Proactively manage the contract, maintaining total control over your commitments and risks.



## Document Structuring

Transform complex documents into structured, organized, and exploitable data: Digital twins.

## Intelligent Analysis

Shift from laborious analysis to clear and automated understanding of documents.

## Rapid Expert Response

Accelerate your responses and their relevance by leveraging past expertise and project context.



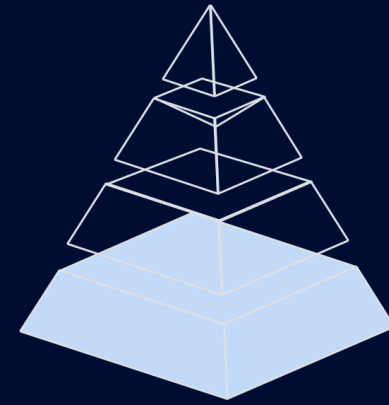
## Building AI Assets

Transform your data into a unique strategic AI asset and dominate your market.

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# 3

An End-to-End Vertical Solution



01

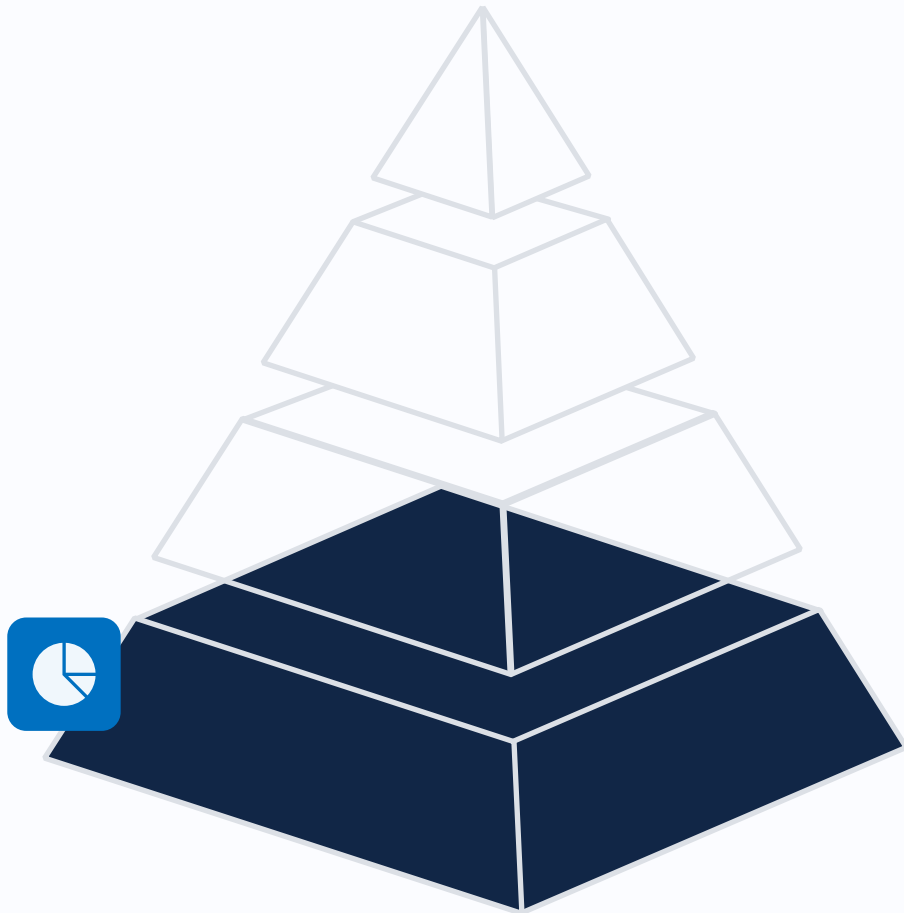
# A Data AI Platform

The Power of Aitenders Data Platform



# A Unique Data Infrastructure To Help Our Clients Along The Entire Project Lifecycle

*To manage Data Structuration, Hosting (private or public cloud), Knowledge Base, Security and AI models Access*



## DATA STRUCTURATION

Transform data into actionable insights for smarter project decisions

## HOSTING AI MODELS

Accelerate Data Ai Modeling with data-backed precision and consistency

## STORAGE, SECURITY, SUPPORT

Gain complete control over data

# A Unique Data Infrastructure

*Our Project Data Platform offers for all type of projects a way to pilot tender's response and contract execution process, putting the contract at the center , help the team :*



## Structure Data

Structuring of data and knowledge throughout the entire document lifecycle



## Capitalise on Expertise

Capitalize project by project with data validated and enhanced by experts and linked together with the context across the entire process.



## Building AI Assets

Develop and deploy AI models based on curated data, models that can automate further the processes, provide insights, and support business functions



## Fully Secured

Keep Data and expertise inside your organisation. Ensures that all digital assets, data, and operations within the platform are protected with the highest levels of security

# Adjusted To Your Company Set-up & Size

*We have built a data infrastructure that can be deployed seamlessly based on our client's needs in terms of data security, cross business data and expertise sharing*

## Project

Provides infrastructure for individual projects to be performed with Partners in a secured environment

## Builder

Offers more advanced features for organizing and contextualizing knowledge across smaller groups of companies

## Architect

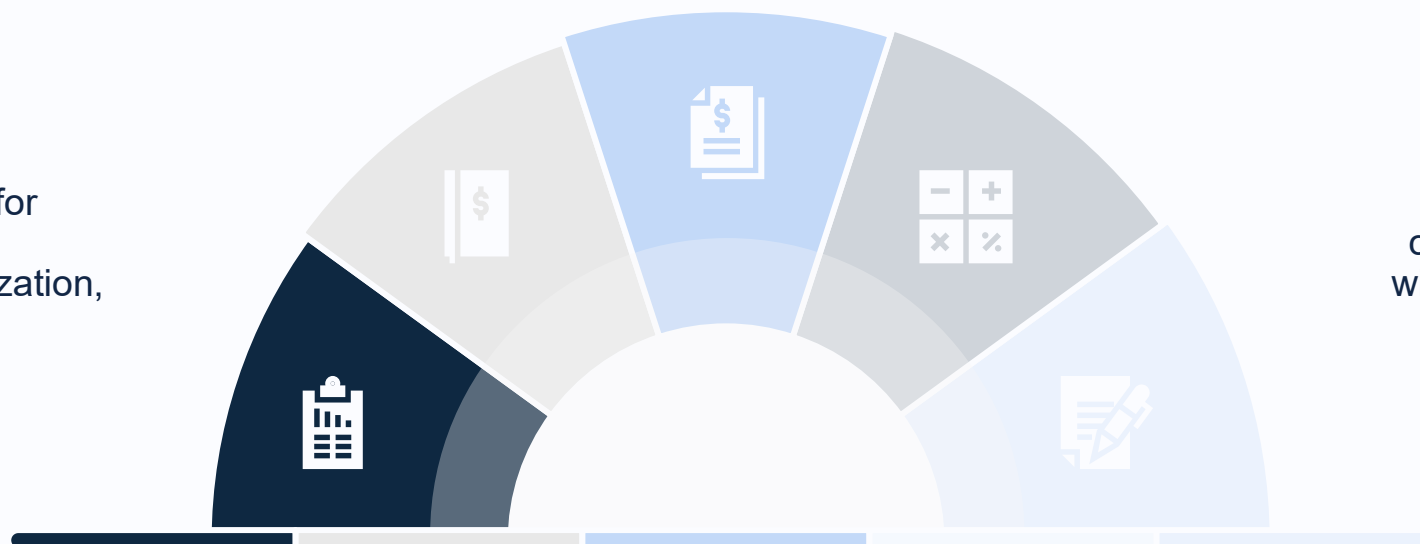
Offers infrastructure support for larger organization

## Base

Provides core tools for basic knowledge structuring, categorization, and organization.

## Master

Ideal for large conglomerates with willingness to build AI asset across the organisation



# Data Infrastructure

*We have built a data infrastructure that can be deployed seamlessly based on our client's needs in terms of data security, cross business data and expertise sharing*

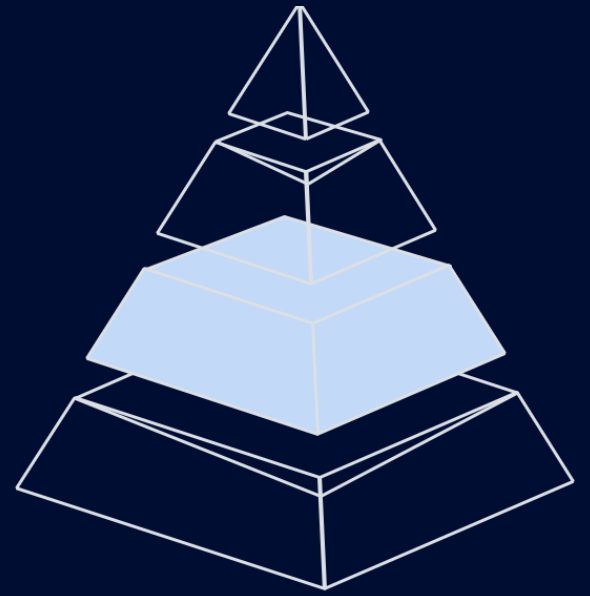


*\* Per user per month, For complete list of features, see annexures*

# 5 Tiers Functionalities

\*per Months

		BASE	PROJECT	BUILDER	ARCHITECT	MASTER
		500€	1500€	3000€	5000€	10 000€
Infrastructure	Instance	Multi-Tenant	Dedicated Project	Dedicated	Dedicated	Dedicated
	BU Management	✗	✗	✓	✓	✓
	#BU ( 2 Admin Licenses /BU)	-	-	3	5	20
	Additional BU		500€/m / 10 BU			
Knowldege Management	Access past project comparables	✗	✗	✓	✓	✓
	Shared KM, deliverables	✗	✗	✓	✓	✓
	Classification system cross portfolio	✗	✗	✓	✓	✓
	Portfolio search	✗	✓	✓	✓	✓
	Project Portfolio View	-	BU	BU	BU	Multi BU
AI & Models	Aitenders's Models	✓	✓	✓	✓	✓
	Requirement Detection	✗	✗	✓	✓	✓
	Standard Detection	✗	✗	✓	✓	✓
	Select/Bid no Bid detection	✓	✓	✓	✓	✓
	Fine tuning possibility	✗	✗	✗	✓ Quote	✓ Quote
	Deploy your own models	✗	✗	✗	✗	✓ Quote
	Fine tune LLM Models	✗	✗	✗	✗	✓ Quote
LLM	Access to Aitenders LLM through API	✓	✓	✓	✓	✓
	Access to LLM on self hosted Servers	✗	✗	✗	✓ Quote	✓ Quote
	Connection to Client's LLM	✗	✗	✗	✓ Quote	✓ Quote

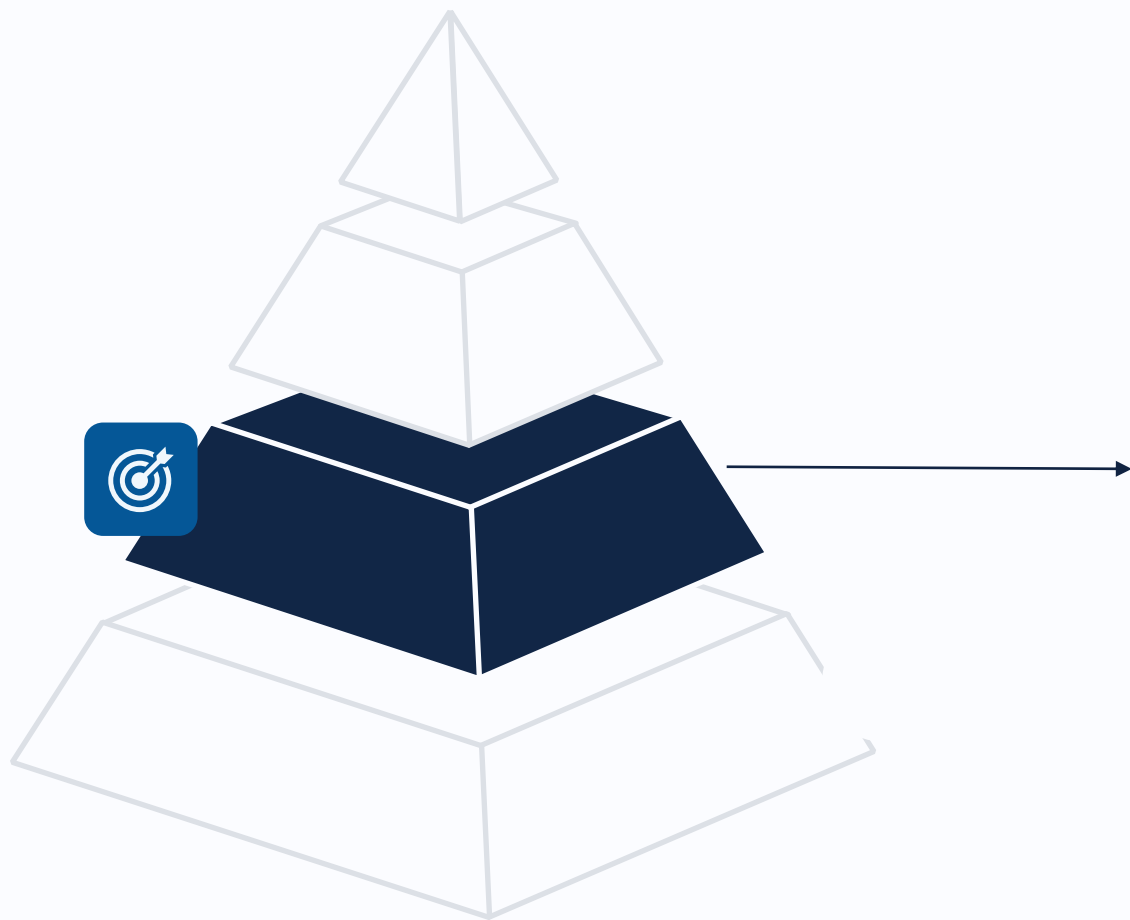


02

## 3 Functional modules adapted to user's needs

DATA & AI to Streamline Many Uses Cases

# 3 Modules To Help Our clients along the entire project lifecycle



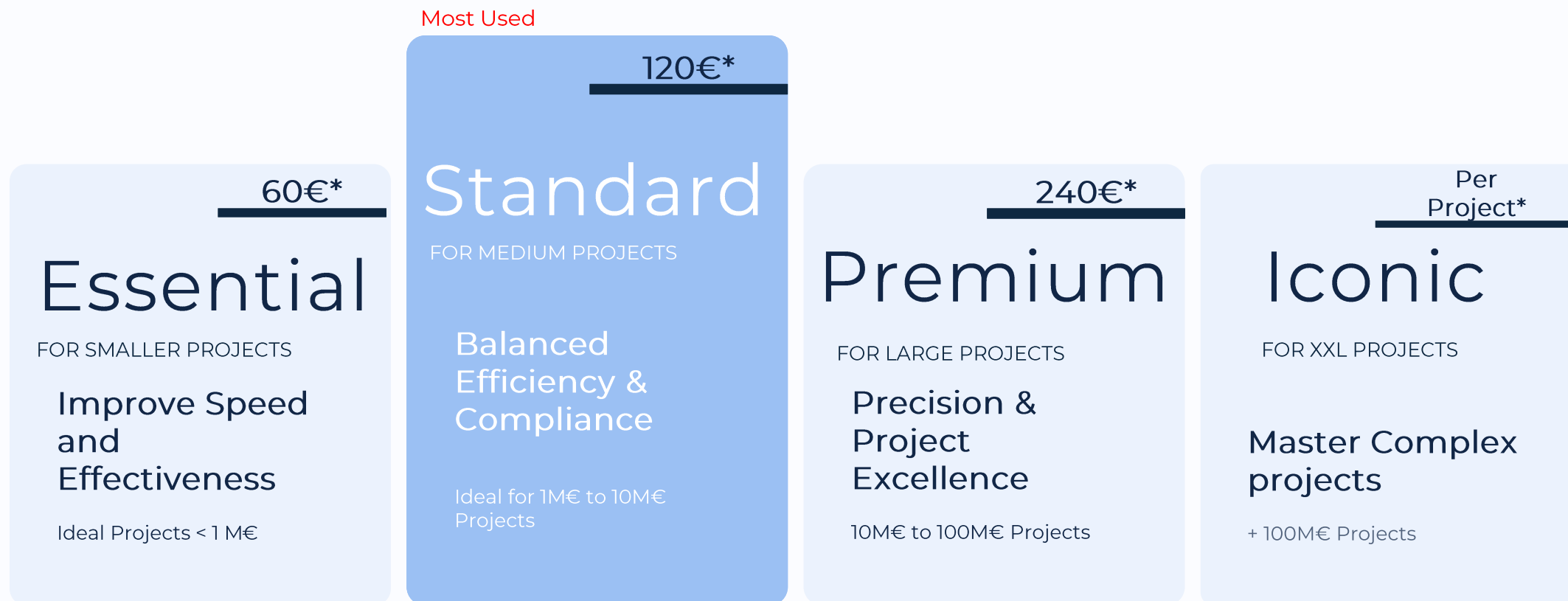
# 1. Module Analyze

Accelerate the understanding of the project



# Licenses To Cover The Needs Across Teams And Projects Size

*By default, Aitenders has a project base approach. We have designed the user's licenses to be in line with their usually work journey, which is often related to the size and complexity of the project they are managing*



\* Per user per month, For complete list of features, see annexures

# Functionalities

\*Par mois/ user

		ESSENTIAL	STANDARD	PREMIUM	ICONIC PROJECTS
		60€*	120€*	240€*	Per Projects On demand
Project initialisation	Can create	S	S/M	S/M/L	XL
	Can participate to	S	S/M	S/M/L	Project
	Can create or be invited on	2 M project/y	2 L Project /Year	All	"-
Smart Reading and Review	Document storage	✓	✓	✓	✓
	Search	✓	✓	✓	✓
	AI Assistant	✓	✓	✓	✓
	AI Chat Project	✓	✓	✓	✓
	Smart Reading	✓	✓	✓	✓
	Comments	✓	✓	✓	✓
	Classification	✗	✓	✓	✓
	Review by categories	✗	✓	✓	✓
	Requirement review and conformity matrix	✗	✗	✓	✓
	Link with Deliverables	✗	✗	✓	✓
	Collaborate with partners	✗	✗	✗	✓
Control / Detect	Similarity Detection model	✗	✓	✓	✓
	Contradiction Detection model	✗	✓	✓	✓
	Requirement Detection model	✗	✗	✓	✓
	Access Model Standard Detection (paid option)	✗	✗	✓	✓
	Access other models (select, material, pricing ...(paid option)	✗	✗	✓	✓
Trace& Pilot	Versioning	✗	✓	✓	✓
	Bulk versioning	✗	✗	✓	✓
	Pilot Q&A	✗	✗	✓	✓
	Link between documents/requirements	✗	✗	✓	✓
	Link with deliverables	✗	✗	✓	✓

## 2. Module Write

Produce swiftly a winning response

WRITE

# An Intelligent Drafting of Response and Project Deliverables Solution

*Word Plug In to Accelerate*

Most Used

40€\*

## Essential

FOR MEDIUM PROJECTS

Shorten Drafting  
With Past  
Expertise & AI

50€\*

## Standard

FOR LARGE PROJECTS

Accelerate  
Design And  
Structuration Of  
Response

60€\*

## Premium

FOR XXL PROJECTS

Link & Cover  
Deliverables

*\* Per user per month, For complete list of features, see annexures*

# Module Write: 3 Tiers To Cover Response & Execution

Functionalities	ESSENTIAL	STANDARD	PREMIUM
	40€*	50€*	60€*
Search and retrieve information from tender documents	✓	✓	✓
Search and retrieve information from past deliverable	✓	✓	✓
Add context	✓	✓	✓
Add strategic note	✗	✓	✓
Generate Text based on Aitenders LLM	✓	✓	✓
Template design & Writing methodology integration	✗	✓	✓
Cover your requirements	✗	✗	✓
Service Limits			
Personal projects		2	4
Number of generation per month	300	500	800

# 3. Module Pilot Contract

Pilot the contract and its variations

# Pilot and square your project during execution

*By default, Aitenders has a project base approach. We have designed the user's licenses to be in line with their usually work journey, which is often related to the size and complexity of the project they are managing*



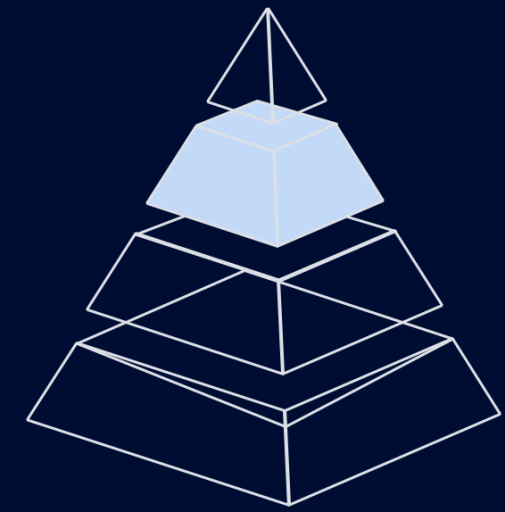
\* Per user per month, For complete list of features, see annexures

# Functionalities

		BASE	ESSENTIAL	STANDARD	PREMIUM	ICONIC PROJECTS
		20€*	60€*	120€*	240€*	On demand
Initiation de projets	Création de projets	✗	✓	✓	✓	✓
Augmentation de la lecture / revue	Stockage des documents	✓	✓	✓	✓	✓
	Recherche	✓	✓	✓	✓	✓
	AI Chat ( beta)	✓	✓	✓	✓	✓
	Lecture des documents	✓	✓	✓	✓	✓
	Commentaires	✓	✓	✓	✓	✓
	Classification	✗	✗	✓	✓	✓
	Synthèse par catégorie	✗	✗	✓	✓	✓
	Revue des exigences et matrice de conformité	✗	✗	✗	✓	✓
	Lien avec les livrables	✗	✗	✗	✓	✓
	Collaborer avec les partenaires	✗	✗	✗	✗	✓
Contrôle / Détection	Contrôle des similarités	✗	✗	✓	✓	✓
	Contrôle des contradictions	✗	✗	✓	✓	✓
	Accès Modèle Détection des exigences	✗	✗	✗	✓	✓
	Accès Modèle Détection des Normes	✗	✗	✗	✓	✓
	Matériel /éléments ...	✗	✗	✗	✓	✓
Traçabilité et pilotage du contrat	Écarts des versions	✗	✗	✓	✓	✓
	Pilotage des questions/réponses	✗	✗	✗	✓	✓
	Versions par lots	✗	✗	✗	✓	✓
	Liens entre contenus	✗	✗	✓	✓	✓
	Suivi des engagements ( beta March 25)	✗	✓	✓	✓	✓

\*Par mois/ utilisateurs



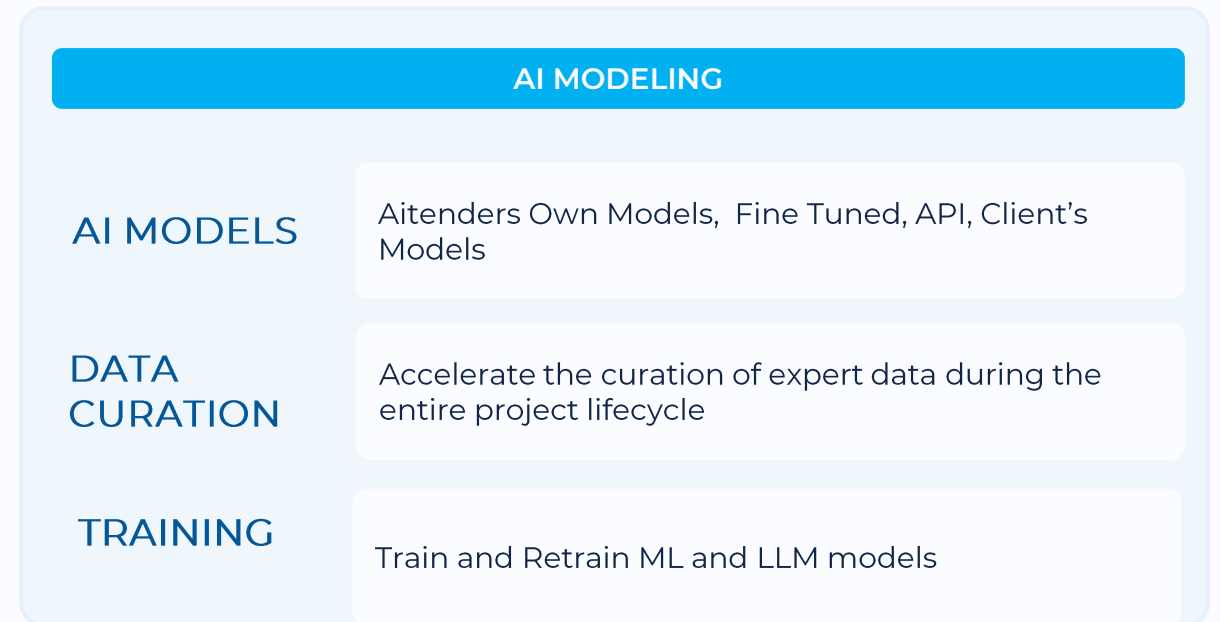
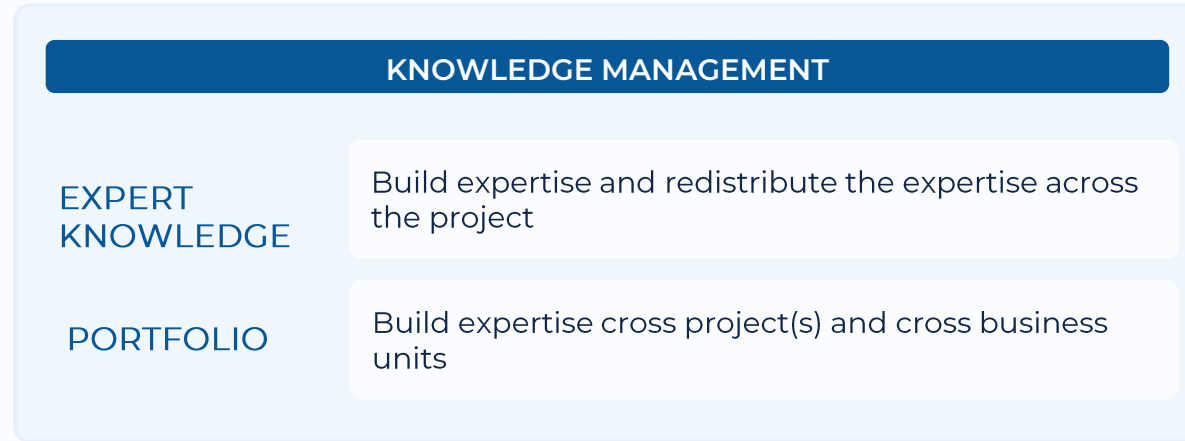
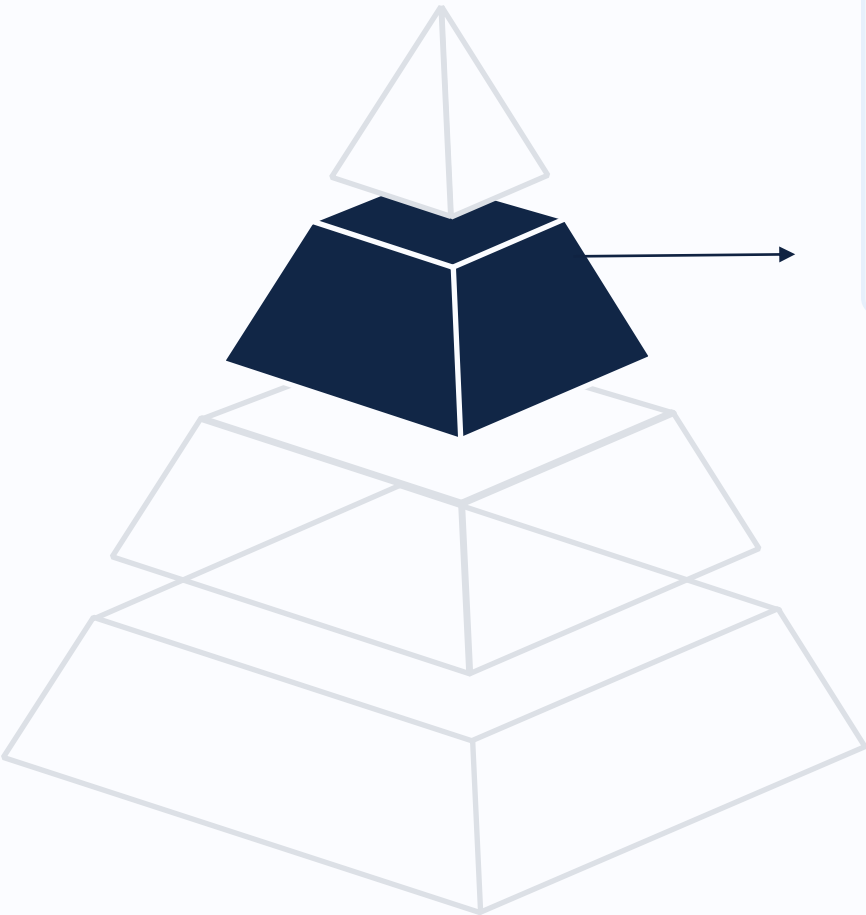


•03

# Knowledge & AI Management

To capture team expertise across the entire lifecycle , retrain and redeploy  
AI Modeling

# Building Expert Knowledge To Retrain Expert AI



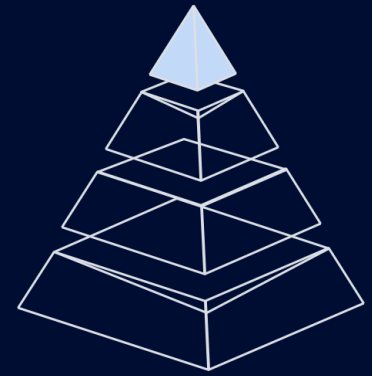
# Deploying existing AI models, Fine tuning & Custom models

1. Aitenders Models deployments

2. Fine tune modeling

3. Client's own model integration

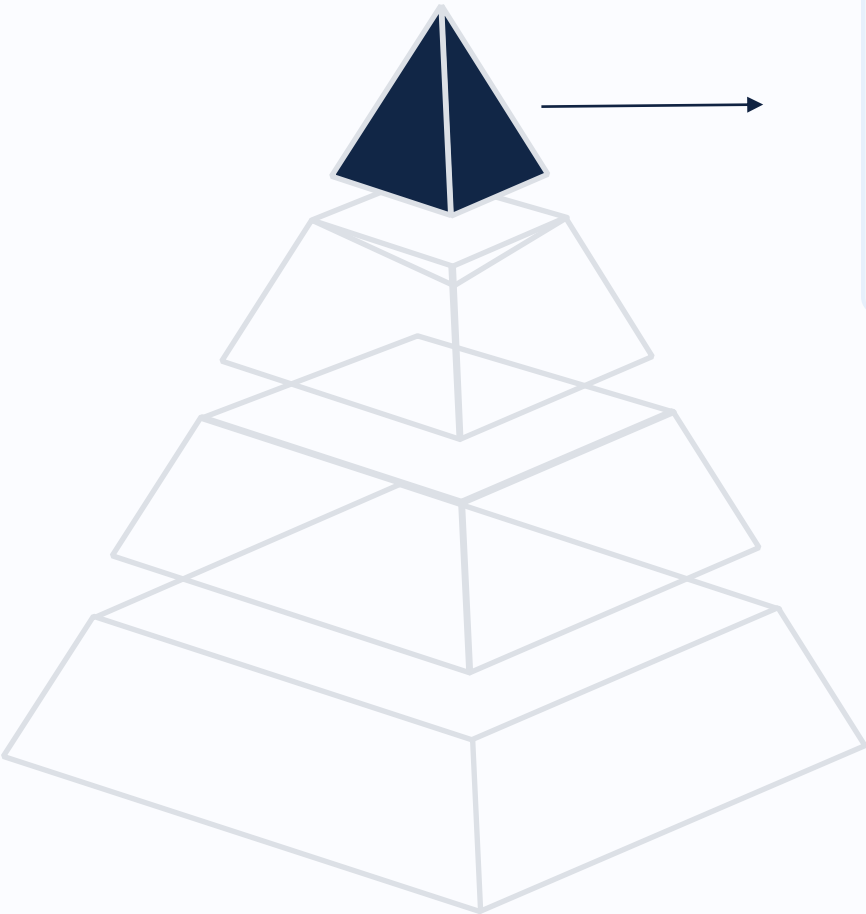
			Availability	Fine tune on Aitenders pre-models	Build Custom Models
Standard/ Norms	Detect presence of Standard reference in documents +	Détection yearly company access	10K€		
		Weekly update FR/EU	✓	✗	
		Add additionnal perimeter	✓ Quote	✗	
Select / Bid no Bid	Detect a list of pre selected criteria for a rapid decision process.	For 20 base criteria.	2 000€/ 200 tenders	✓ Quote 1K to 5 K/models	✓ Quote
		For 50 base criteria	4 000€/ 200 tenders	✓ Quote 1K to 5 K/models	✓ Quote
Requirement Models	Basique		DE, IT, NL, PL	✓ Quote	✓ Quote
	Advanced		FR, EN, ES,,	✓ Quote	✓ Quote
	Other languages		1-2 days development on demand	✓ Quote	✓ Quote
Structure complex documents	Complex table in pdf		✓ Quote	✓ Quote	✓ Quote
			✓ Quote	✓ Quote	✓ Quote



# 04 | Towards End to End Solution

E2E SOLUTION

# Global Solution For Global Problems



## BUSINESS TRANSFORMATION SERVICES

### Success Plan

Set up success plan between client and customer success to ensure high level satisfaction and constant monitoring

### Change Management

Work with the client on revamping processes and helping extract maximum value from his data & AI

## SPECIFIC DEVELOPMENT

### DEV

Building additional features for our Clients to complete specific tasks/use cases and create additional value

## INTEGRATION

### API

Integrating Aitenders to any client's API and exchanging data for improved experience

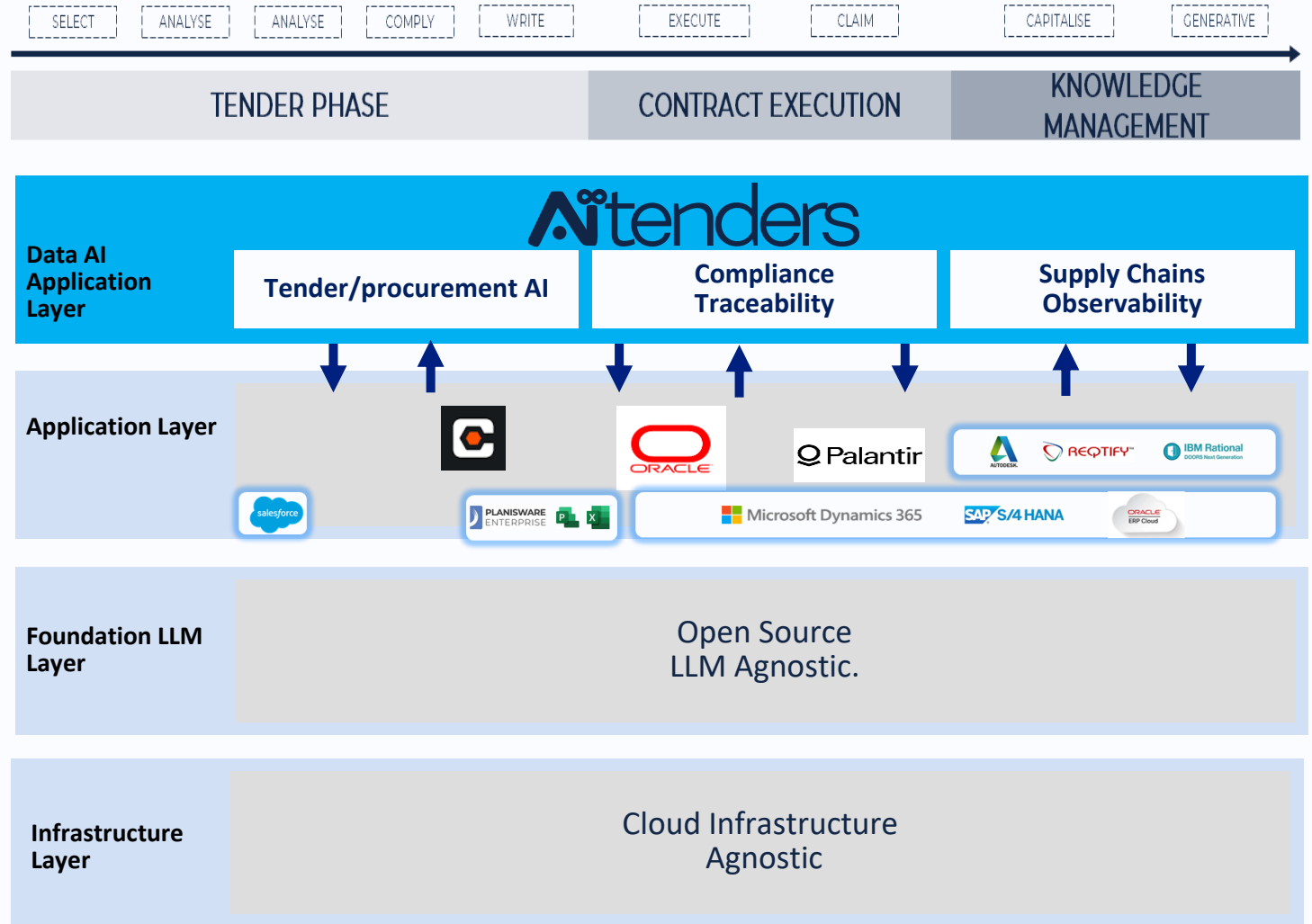
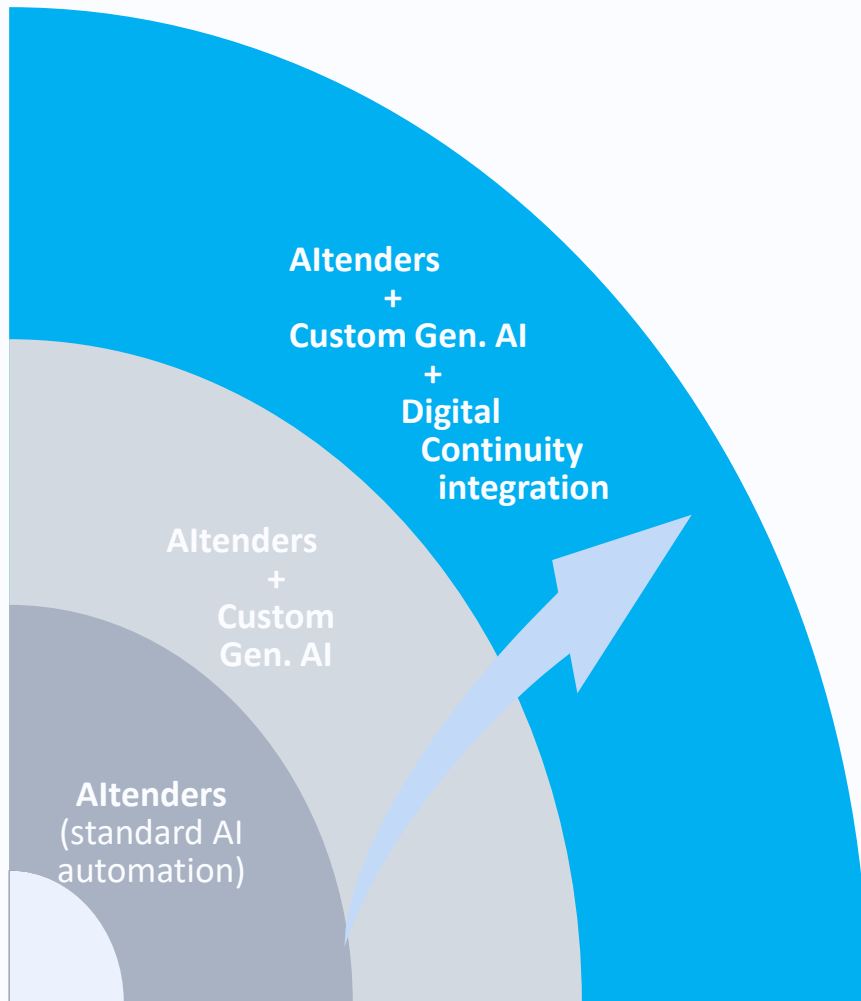
# Business Transformation Services

Included in licenses and additional services		ESSENTIAL	STANDARD	PREMIUM	ICONIC PROJECTS
		All modules	All modules	AI modules	Analyse only
Training	Acces Aitenders Academy	✓	✓	✓	✓
	Video call training sessions	✗	✓	✓	✓
	On site	✗	quote	quote	quote
Access To Customer Success	Shared Customer Success	✓	✓	✓	✓
	Dedicated Customer success	✗	✗	✓	✓
Success plan	Succes plan	included in server licences From Builder			

Server based		BASE	PROJECT	BUILDER	ARCHITECT	MASTER
Account Base Marketing	Succès Plan	✗	✗	✓	✓	✓
	Dedicated Free Trial Server	✗	✗	✗	✗	✓
	Grey Labelling					Possible
	Dedicated Academy		-			Possible

# AITENDERS

## Integration into your ecosystem



Solution

# Solutioning, Integration & Change Management With Our Global Partners

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Capgemini 

CGI

Magellan   
Consulting

TONOMUS.  
NEOM



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# 4

## Implementing Aitenders On Your Projects

PRODUCT

# Quick Deployment On Your Projects & Company



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# 5

Get Your Company Competitive Advantage

## IMPACTS

# Huge Impacts On Your Performance & Company Competitive Advantage

### WIN MORE

#### Distance Competitors

- ❑ In accelerating strategic analysis  
- 50% time
- ❑ In reducing bid costs  
30 /40%
- ❑ On the quality of response & risks management  
X fold

### INCREASE MARGIN

#### +50% Profit

- ❑ Increase your claims potential
- ❑ - 50% time building deliverables

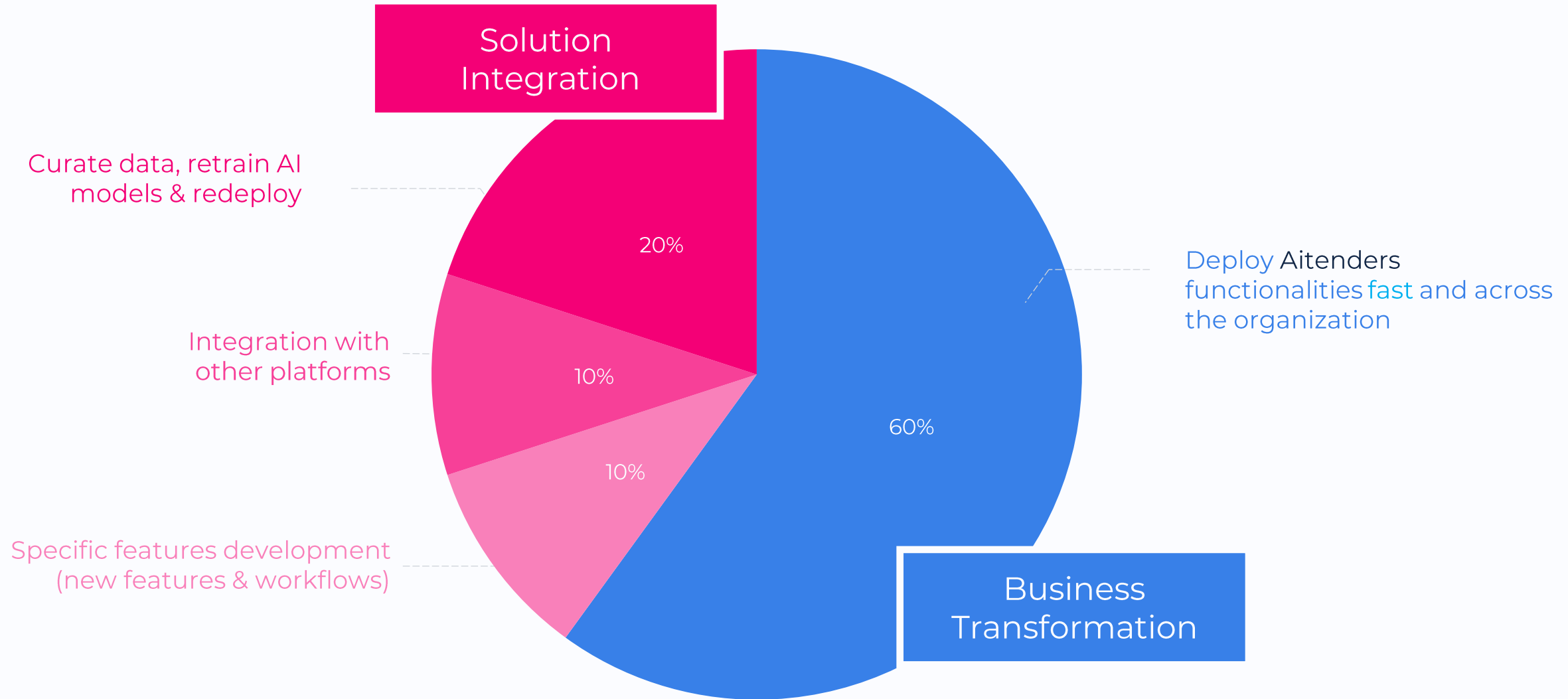
### BUILD GOLD MINE

#### Huge AI Asset value

- ❑ KM represents 25% improvement in productivity
- ❑ 50% faster decision-making process (1)
- ❑ Foster innovation
- ❑ Structure knowledge transfer
- ❑ Reduce mental efforts

DIFFERENTIATE

# How To Get Your Immediate Competitive Advantage ?



**Do not wait  
to achieve  
your  
competitive  
advantage**



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