

INTRODUCING

VendorConnect.ai

Procurement Automation Platform

June 2023

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Team Overview

Strong technical and operational experience with a proven track-record



Giulio Profumo
Chief Executive Officer

 Rothschild & Co 
micromobility.com

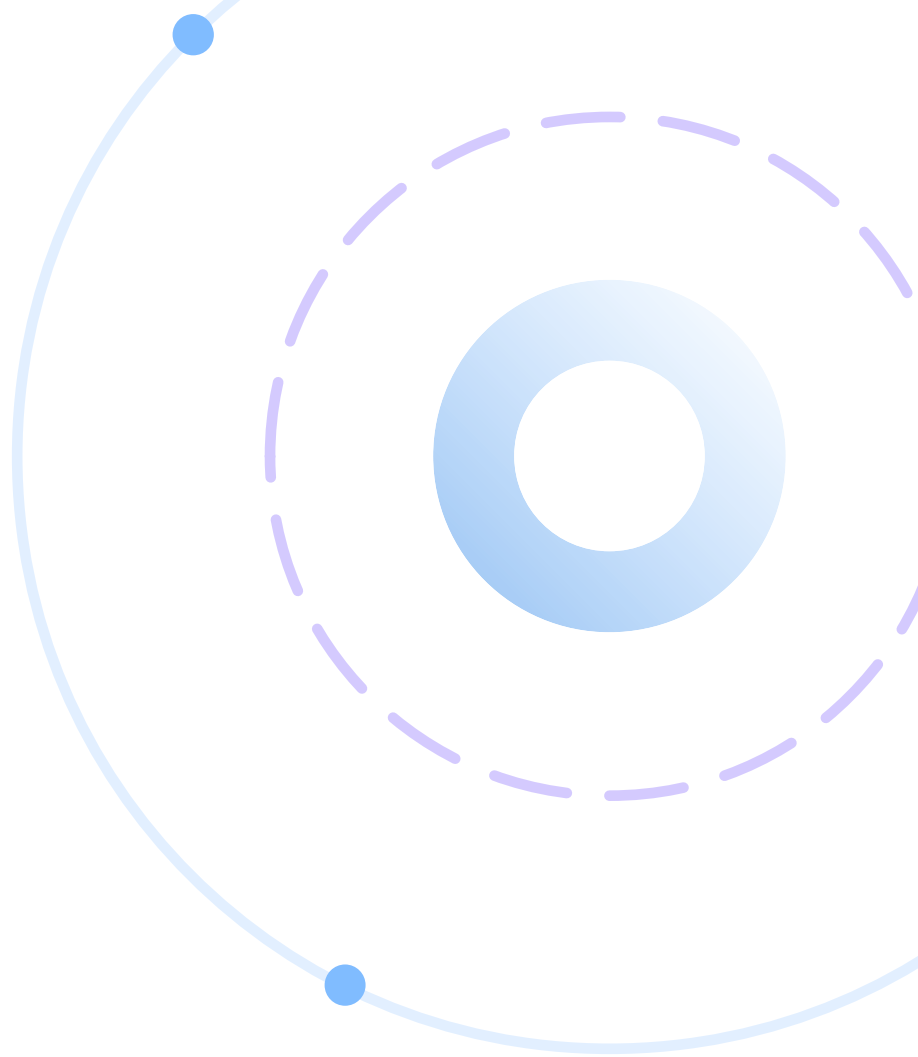
Startup and fundraising experience having raised over \$200M, built company from the ground up, designed and implemented public company SOX-compliant processes and led go-public efforts successfully listing on NASDAQ



Nemanja Stancic
Chief Technology Officer

 Microsoft 
micromobility.com

Startup experience having built the full-tech stack for a listed company on NASDAQ and built the tech team from the ground up. Strong background in software development and information technology



Centralized platform to streamline vendor management

Changing how companies automate procurement processes.



ABOUT US

Simplify discovery, onboarding and management

VendorConnect is an AI-powered platform that combines vendor discovery, onboarding and management capabilities. Our mission is to empower businesses with a cohesive and efficient approach to spending management, facilitating informed decision-making and operational excellence.

INDUSTRY SPECIFIC

Healthcare
Construction
Education

Manufacturing
Hospitality
& more

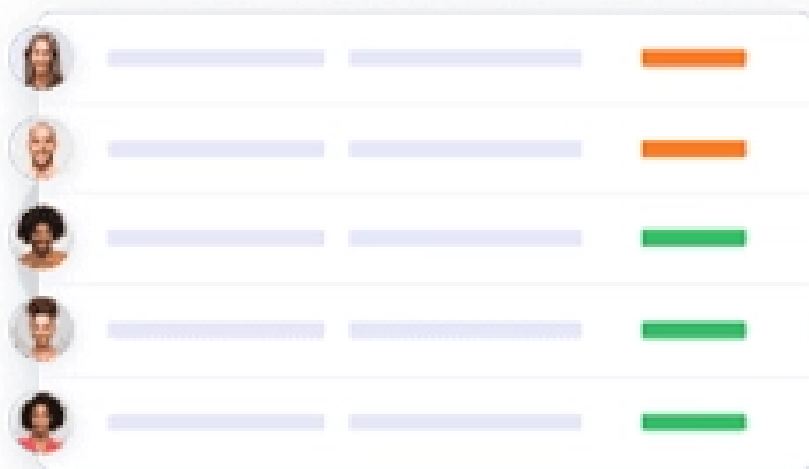
SOLUTION FOR ALL TEAMS

Procurement
Finance

IT & Security
Legal

Put an End to the Purchasing Chaos

Unlocking Efficiency and Success



Structured Requests

Efficiently capture request needs and initiate appropriate approval flows



Clear Approvals

Accurately direct requests to the appropriate stakeholders in accordance with company policies

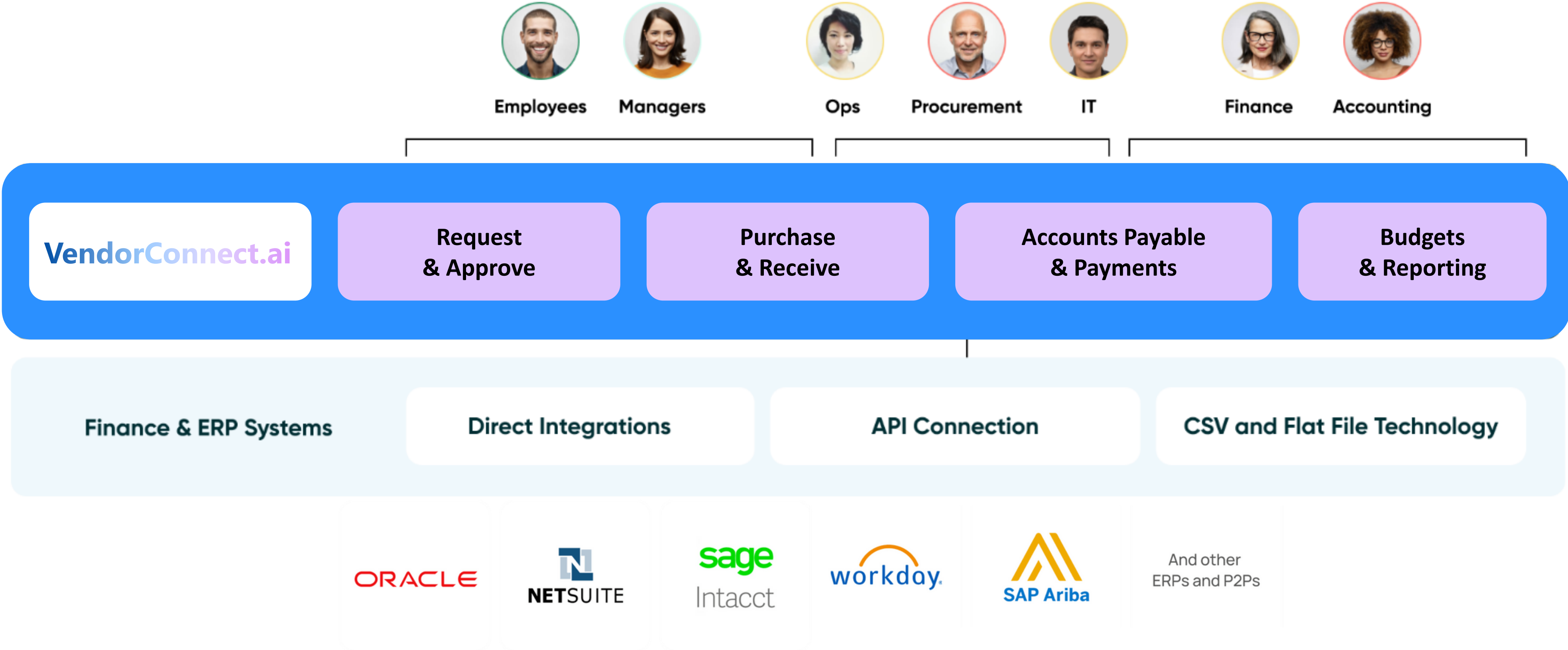


Complete Visibility

Obtain comprehensive information on request statuses, including amounts, processing times, and additional details

What is Source-To-Pay?

End-to-end process and stages that organizations go through to source, order and pay for goods or services



Product overview

Modular automations that seamlessly integrate with established procure-to-pay systems

Procurement requests & Approval workflows

Intake

Simplify requests processes for employees

Approvals

Generate intuitive approval chains based on request details

Vendor & PO management

PO management

All requests from intake automate PO generation

Vendor management

Streamline vendor relationships with an all-in-one solution

Renewal management

Automate renewal workflows ahead of deadlines

AP automation

Efficient Upstream Automation

Accelerating invoice validation and approvals through streamlined vendor and payment data collection

Global payments

Centralized Payment Solution

Seamless manage payments, automate invoice reconciliation and have full transparency on payment lifecycles

THE PROBLEM

Fragmented market



- **Lack of comprehensive solution:** The current procurement market suffers from a lack of a comprehensive solution that addresses the end-to-end needs of businesses, resulting in fragmented processes and inefficiencies.
- **Cluttered and user-unfriendly solutions:** Existing SaaS procurement solutions are often cluttered and not user-friendly, making it difficult for organizations to navigate and utilize them effectively. This lack of usability hampers productivity and inhibits efficiency improvements.
- **Integration challenges and the need for pre-built connectors:** Integrating existing procurement solutions with other tech stacks, such as ERP, CLM, ITSM, and GRC, poses significant challenges. There is a growing demand for pre-built connectors that streamline integration and enable seamless data flow across different systems, enhancing overall operational effectiveness.

THE SOLUTION

Significant and growing market opportunity

- **Revolutionizing User Experience and Distributed Spend:**
Our platform offers a user-friendly, seamless procurement experience with total visibility, compliance, and a no-code workflow builder.
- **Seamless System Integration and Generative AI Utilization:** Our solution integrates pre-built connectors for ERP, CLM, ITSM, and GRC systems, minimizing disruption, improving efficiency, and leveraging generative AI for quality management, compliance, sustainability, and data-driven insights.
- **Industry-Specific Focus:** Our platform fills the gap by offering industry-specific vendor discovery, onboarding, and management capabilities, ensuring that companies can find and engage with vendors that meet their unique industry requirements and standards.



TOTAL ADDRESSABLE MARKET

AI and automation are expected to fuel the adoption of procurement solutions

- **The global market** for Software as a Service (SaaS) is expected to reach \$900 billion by 2030, with a compound annual growth rate of 19.7%.
- **Growing adoption of digitization and automation**, companies are following the digital transformation and adoption of procurement as a service is rising.
- **Artificial Intelligence and Machine Learning** are being incorporated into procurement tools to help with predictive analytics, spend analysis, and vendor performance management.
- **Integration with Existing Systems** of company's existing ERP, ITSM, or other enterprise systems, help ensure a seamless flow of information across different stages of the procurement process.



Key Benefits of Procurement-as-a-Service

Early spend visibility

Gain visibility in pre-contract spend

Drive adoption

Increase in employee adoption

Foster collaboration

Increase in collaboration across departments

Boost efficiency

Expedite validation and approvals

Competitor Benchmarking

The procurement and vendor marketplace SaaS market is characterized by fragmentation and a lack of a comprehensive solution with a user-friendly interface



Spendflo

SaaS buying platform

Total Funding: \$15.7M
Valuation: \$50M



Vendr

SaaS buying platform

Total Funding: \$216M
Valuation: \$1.0B



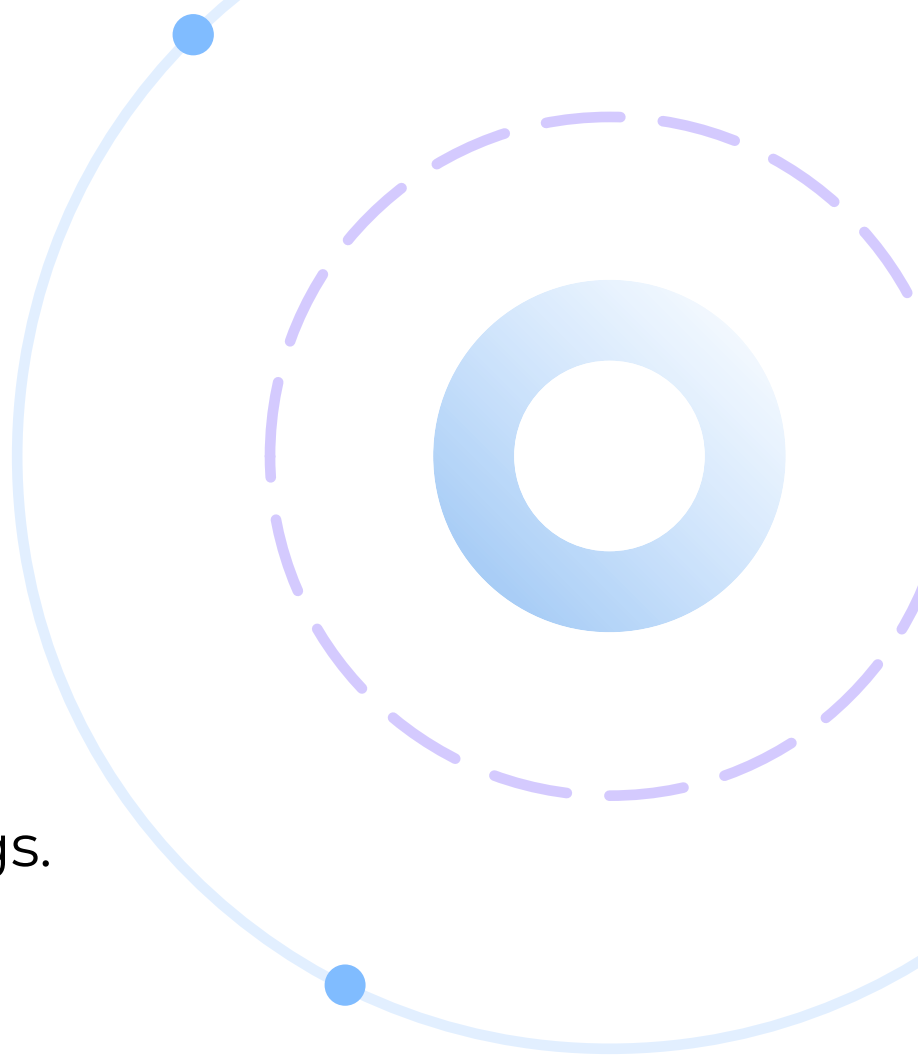
Zip

Intake-to-procure platform

Total Funding: \$181M
Valuation: \$1.5B

Revenue Model Overview

Leveraging a dual-stream revenue model for rapid financial success, while delivering unmatched customer savings.
Everyone wins!



**Procurement
Platform**

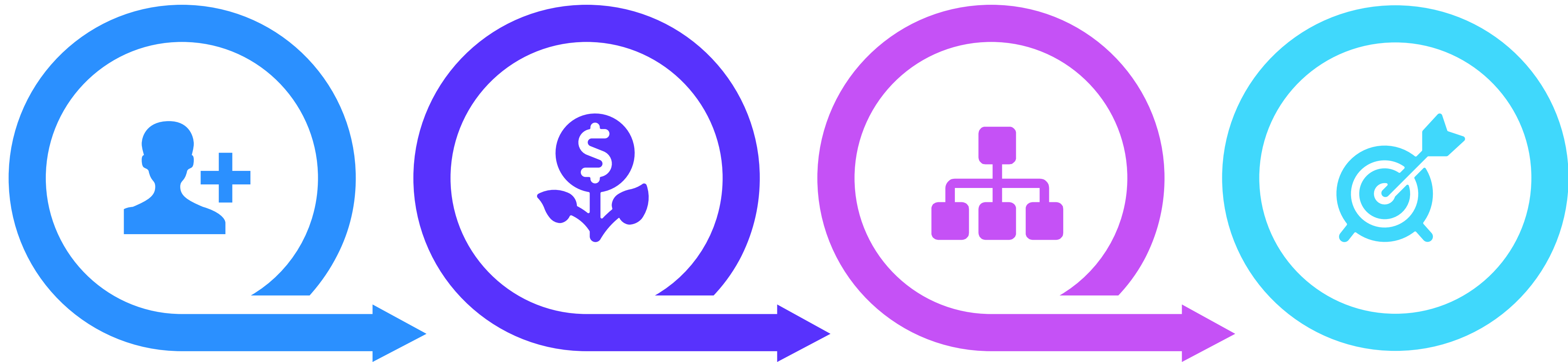
**Subscription-
based model**

**Vendor
Platform**

**Transaction-
based model**

Go-To-Market Strategy

Verticalized solution tailored to industry-specific needs, focusing on direct spend optimization. We are partnering with businesses operating in key verticals such as education, manufacturing, hospitality, and construction.



Platform for procurement

Onboard customers that are looking to streamline and automate procurement processes offering a seamless integration with existing systems

Vendor marketplace

Give access to a diverse vendor network to find the best suppliers that align with their specific requirements

Centralized platform

Help businesses to effectively manage suppliers by providing tools for performance monitoring, order tracking, and contract management.

Scale & reduce churn

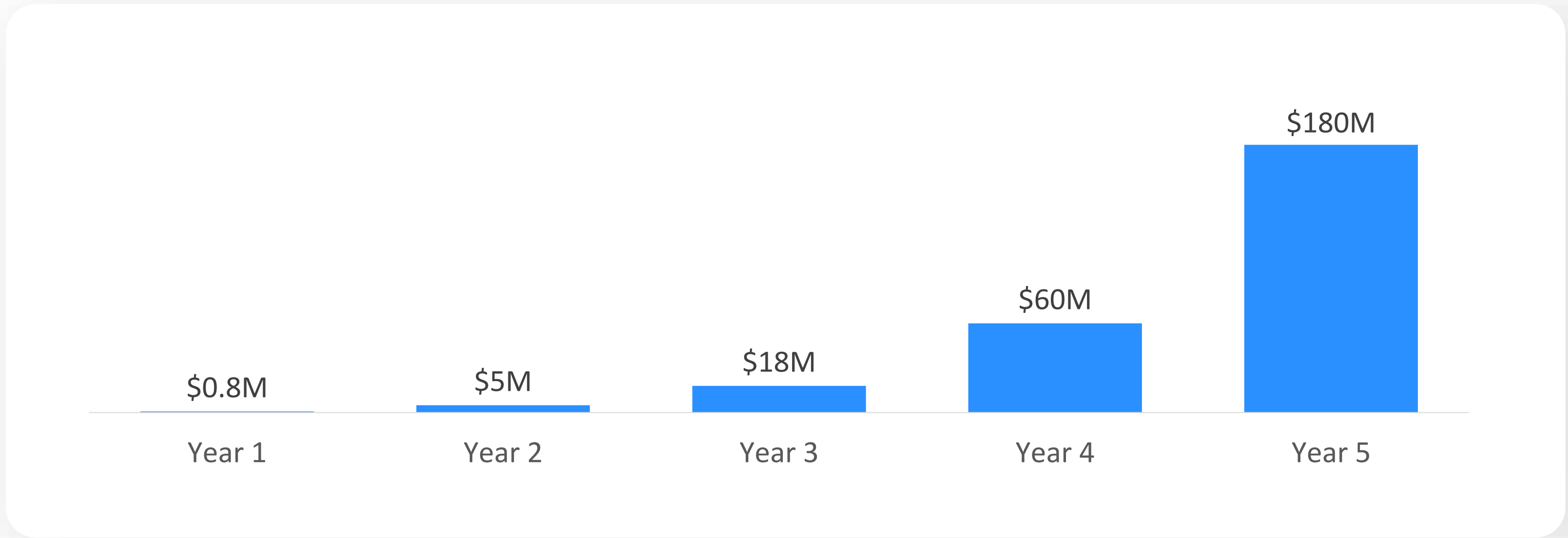
All-in-one solution that addresses the diverse needs of businesses, the platform stands out from competitors and delivers enhanced efficiency, cost savings, and better supplier relationships.

Leverage online advertising and social media channels to disseminate resonant messaging and expand our reach

Revenue

Projected Revenue Growth

Expected in the 1st year



Avg month-over-month growth

30%

Avg monthly revenue per customer

\$4,000

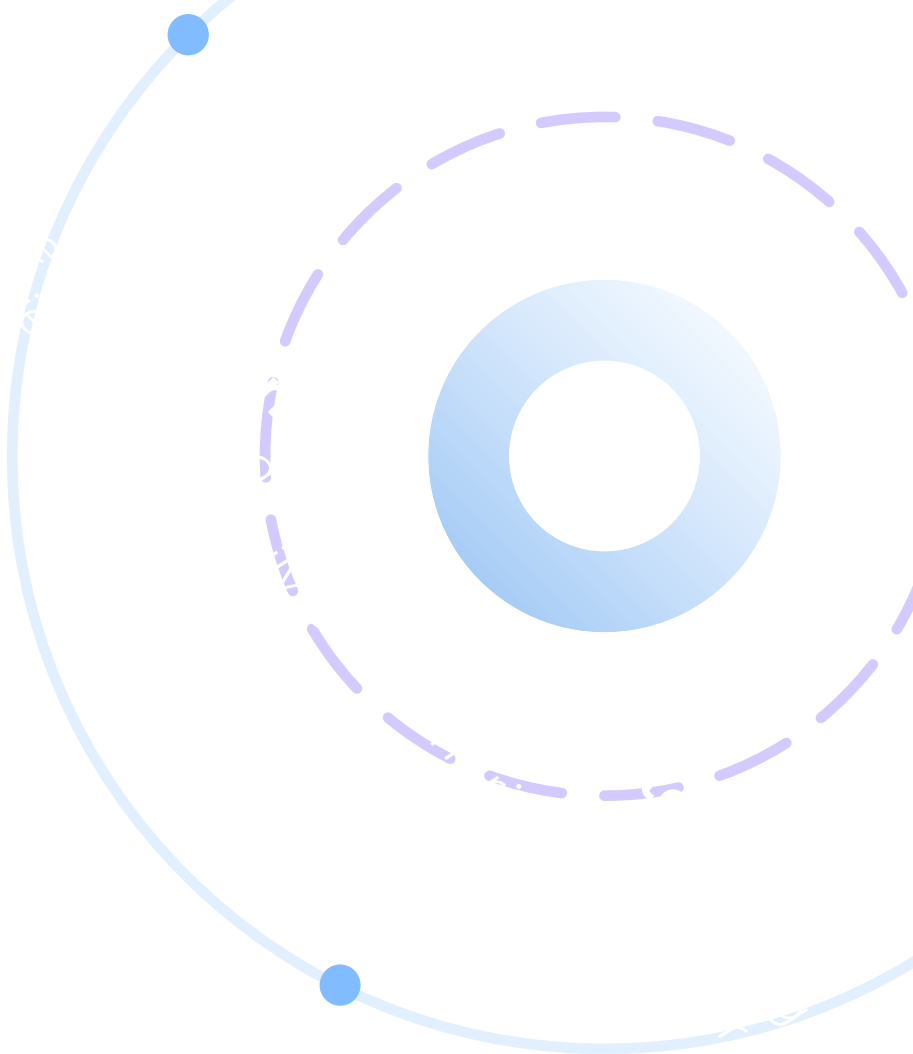
THE ASK FOR THE NEXT 6 MONTHS

We are looking to raise \$300k in seed funds

- ✓ **Tech development: \$150,000**
Accelerate the tech development of the MVP to be released quickly to target users, allowing to gather feedback and improve core features
- ✓ **Start-up costs and marketing: \$150,000**
 - Cover startup costs and legal fees, to ensure that our team has the resources and infrastructure it needs to operate and scale the business.
 - Invest in marketing and user acquisition to drive adoption and usage of the platform.



Key milestones



THANK YOU

VendorConnect.ai

Procurement Automation Platform

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