

The background features a large, light teal circle centered on a light orange background. This central circle is surrounded by a larger, semi-transparent orange ring. The entire composition is set against a light teal background with faint, thin grey concentric circles and small dark teal dots scattered around the perimeter.

Requisio

RFX SOFTWARE THAT WORKS
FOR YOU

Companies lose time and money by organizing and analyzing tenders in (expensive) dinosaur software or Excel and email

30+ interviews with procurement professionals from SMB to giant corporates and procurement consultants

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1 Excel + email

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- Expensive
- Suppliers need to juggle different portals
- Analysis ends up being done in Excel

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3 Start-Up software

- Modern user experience
- Not End-to-End
- Still low adoption

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Why still Excel + email?

- Every tender (RFx) is different -> flexibility is important
- Excel is fast and people already have templates
- Every supplier knows Excel
- Excel is used for analysis anyway

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Example interviewees



Solution: RFx software incorporating the best of Excel and AI support

01

User friendly and familiar

A modern design and similarity to Excel allows easy adoption by users

02

Easy to customize

We recognize that every RFx is different and allow procurement managers to customize their RFx templates as fast as in Excel

03

AI support with the user in control

No unnecessary chat bots on top. We use AI to generate RFx drafts, follow up with suppliers, and support with analysis of responses

Create RFP - Step 2: Add SKUs to "TEST01"

chi

Chicken 100 grams (Chicken_100)

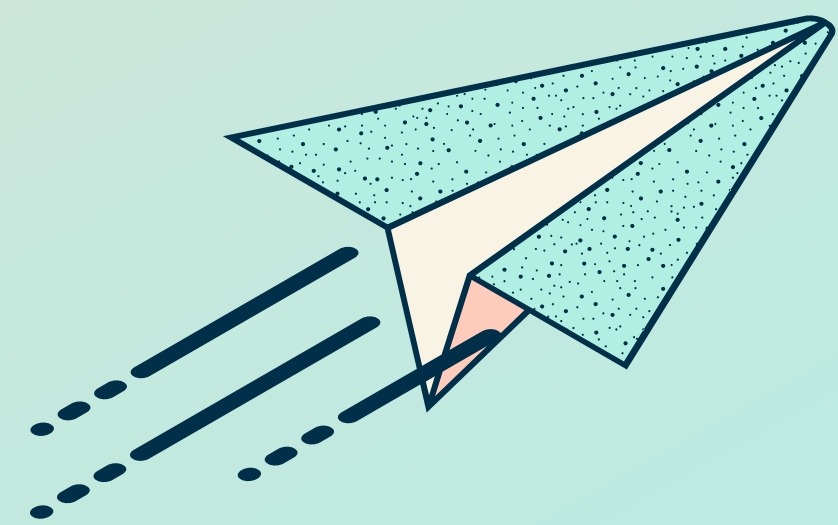
chicken 200 grams (chicken200)

Remove SKU	SKU Name	Quantity	Packaging
REMOVE	Chicken 100 grams	100	Vacuum packed, Plastic

ADD EXTRA COLUMN

CONTINUE TO STEP 3

Disclaimer: very early stage prototype



Billions

TAM: Global ERP market for every company that matters

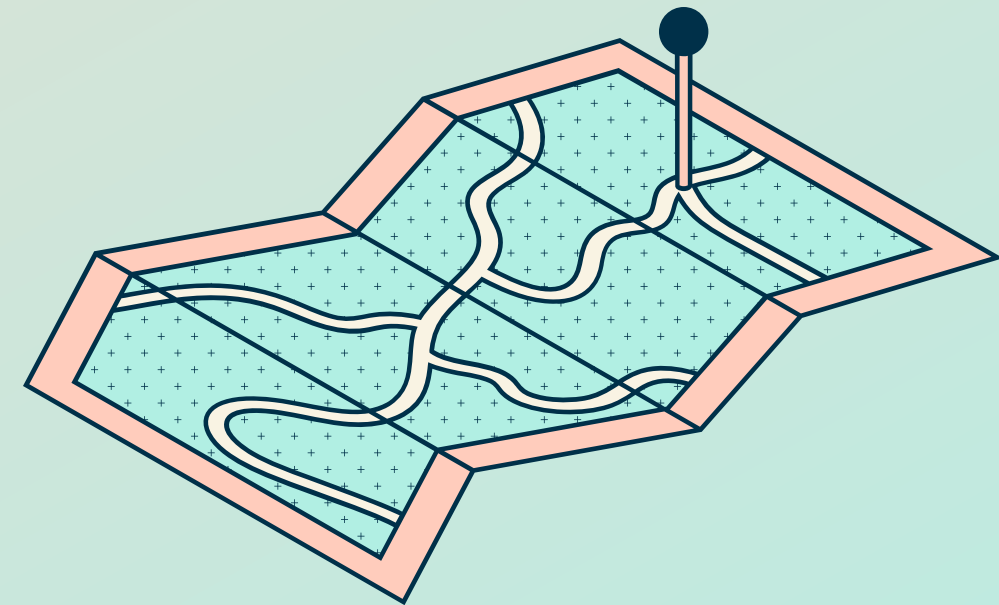
Still Billions

SAM: Global market for procurement software

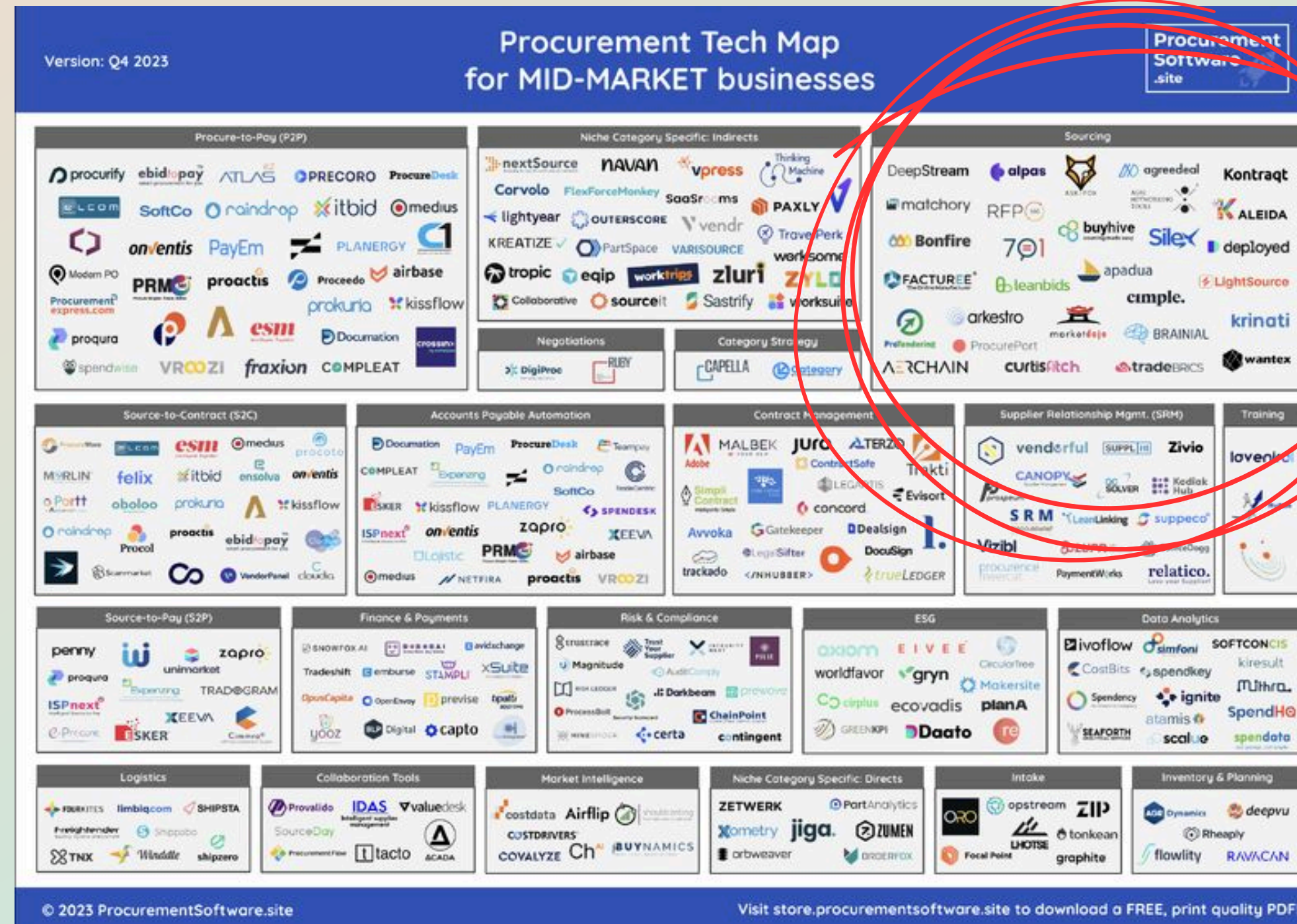
10M+

SOM: 1,000 clients * EUR 10K revenue per client

The market is huge...



The market is huge... and busy, yet Excel is the most popular tool

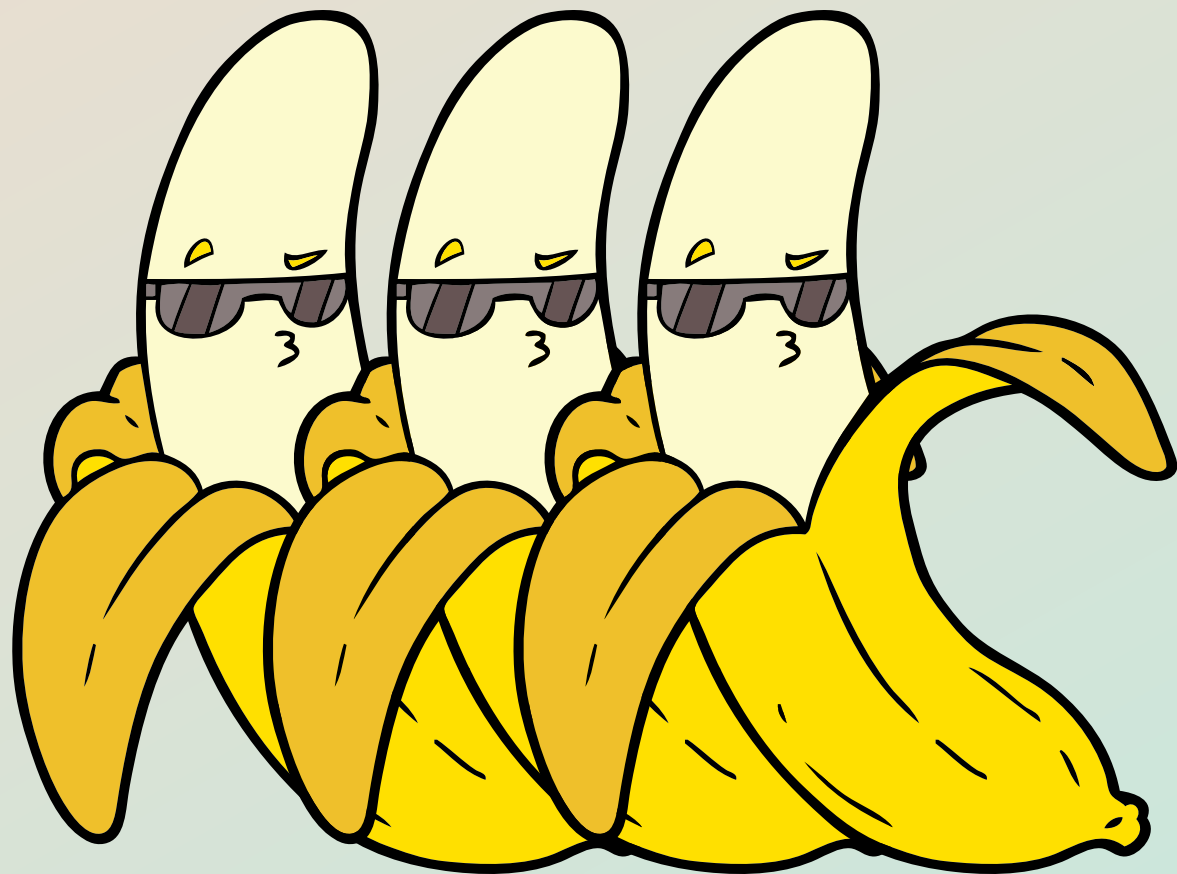


We will win in this busy market by combining the benefits of modern workflow software, Excel, and AI support

	REQVISIO	EXCEL	DINOSAURS	START-UP COMPETITORS
Simple and Familiar	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Easily Customizable	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Low Manual Effort	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Analysis	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Low Cost	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Current Market Share	✓✓✓	✓✓✓	✓✓✓	✓✓✓

Building a flexible and easily customizable software for RFx management allows us to serve all sectors

Just like Excel (and other successful start-ups in the space), our software can be used from bananas to warehouses because of its inherent customizability

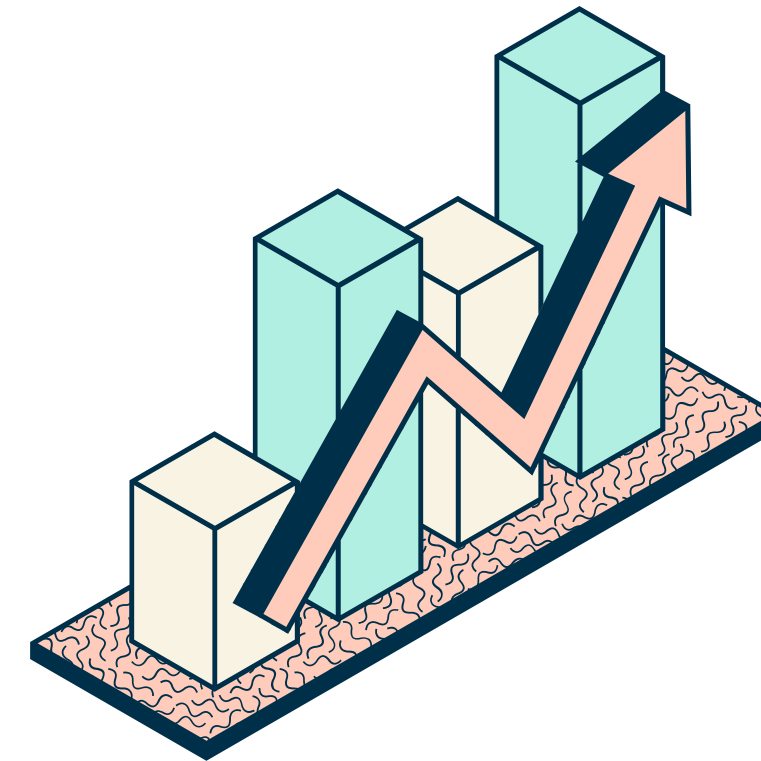


Active sales + freemium experimentation + raising prices until called crazy

**Active sales and
freemium**



**Price experimentation
until CRAZY**



Meet the Team



Sjoerd Fröberg

Founder | CEO



YOU!!

Founder | C(P)TO

ASK

Please introduce us to anyone you know who has worked on the buying or selling side of tenders, requests for proposal or requests for quotation

