

The background features a large, light teal circle centered on the page. This circle is surrounded by a larger, semi-transparent light orange circle. The entire composition is set against a light teal background. Decorative elements include several thin, light gray concentric circles and small dark teal dots positioned at various points along these circles, creating a geometric, orbital pattern.

# 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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## 2 Dinosaur software

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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)

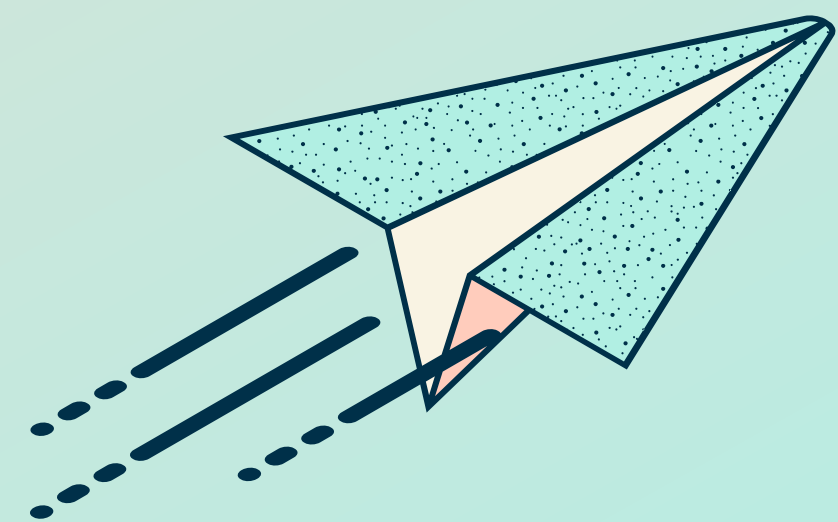
chicken 200 grams (chicken200)

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

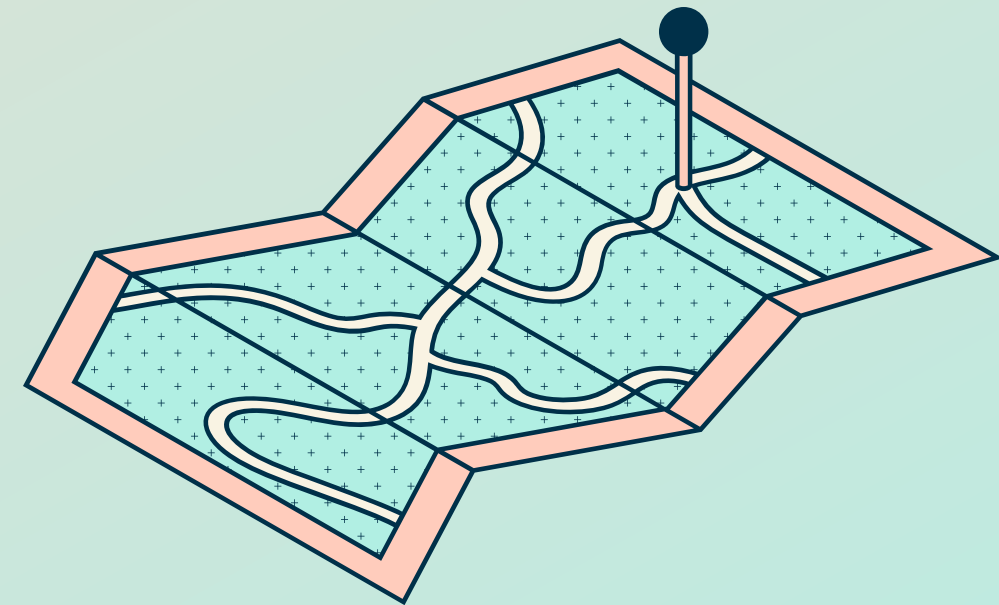
**Still Billions**

SAM: Global market for procurement software

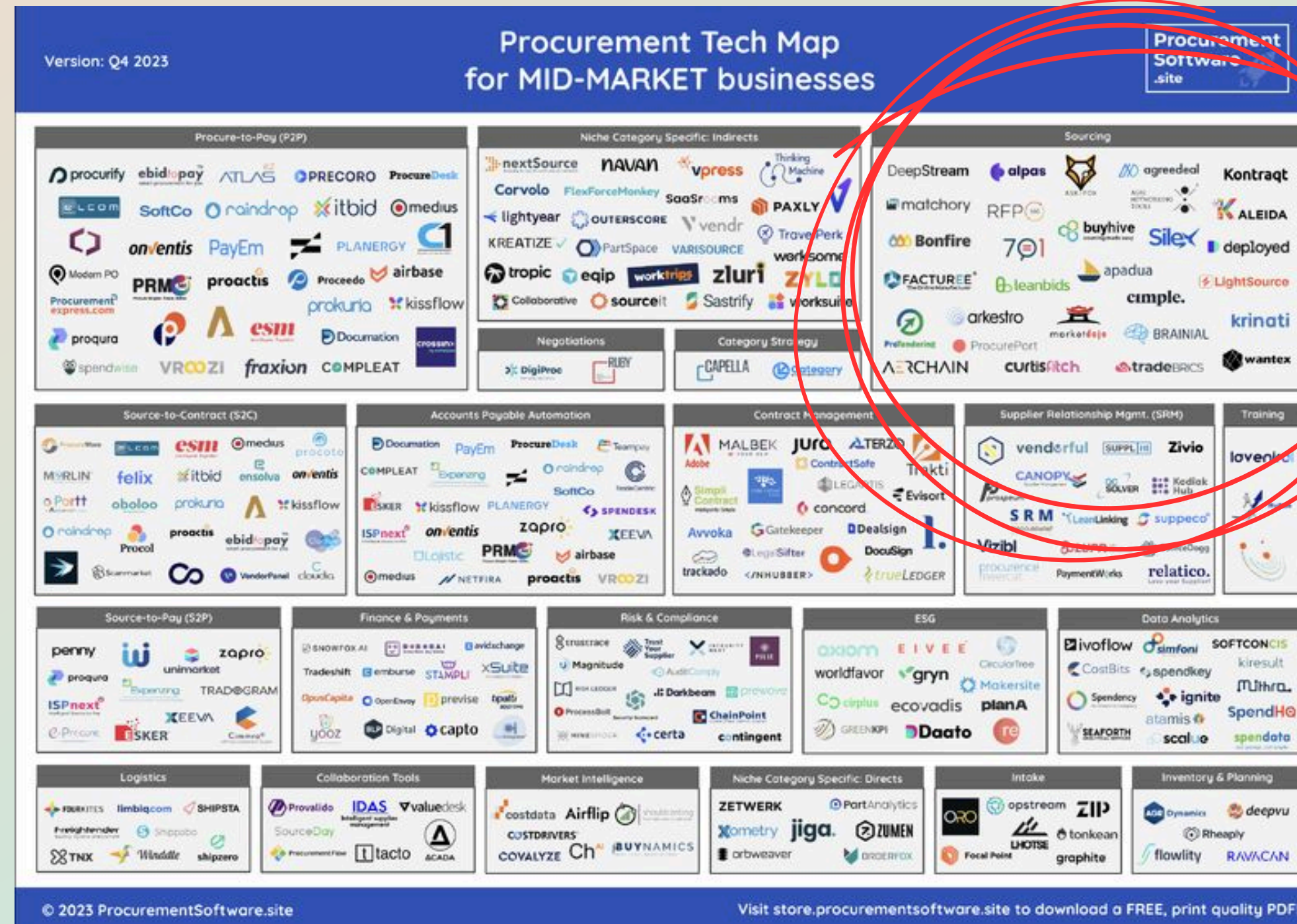
**10M+**

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



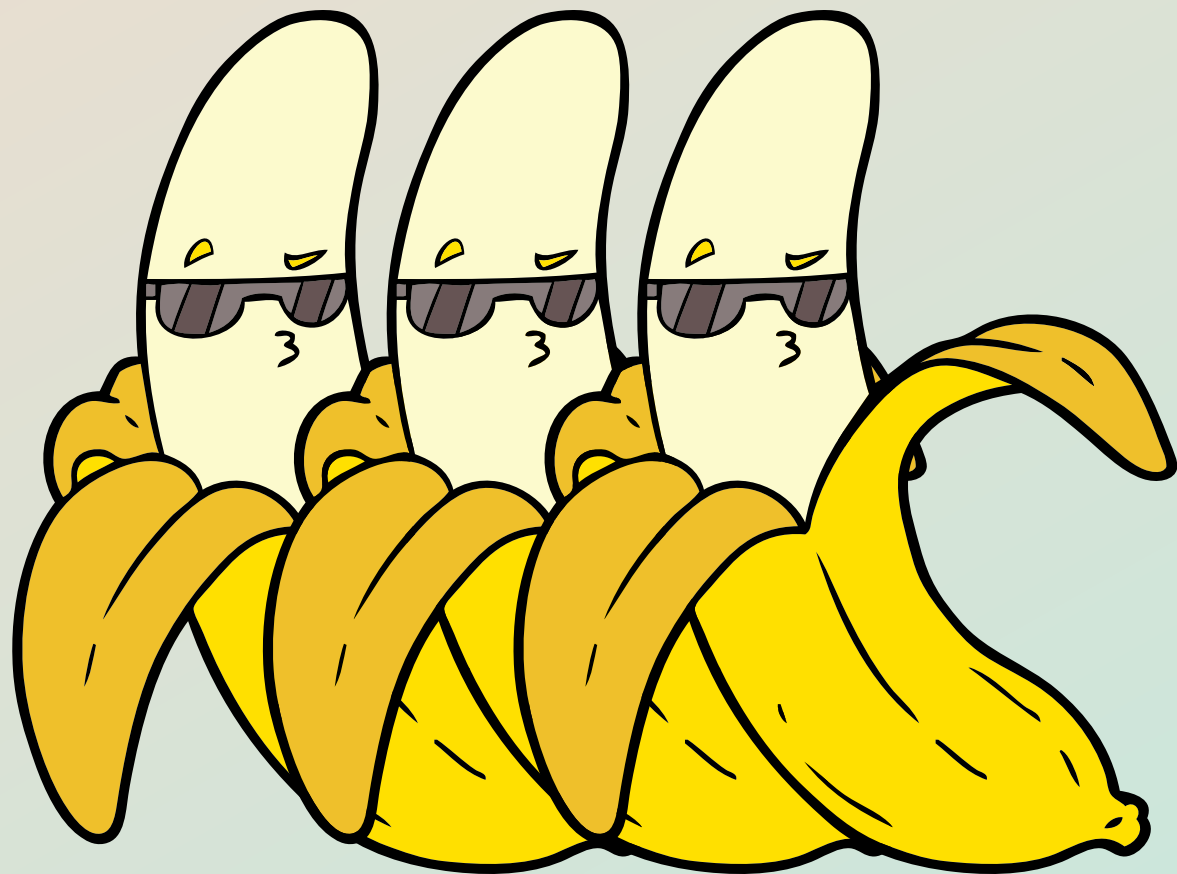


**We will win in this busy market by combining the benefits of modern workflow software, Excel, and AI support**

	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**

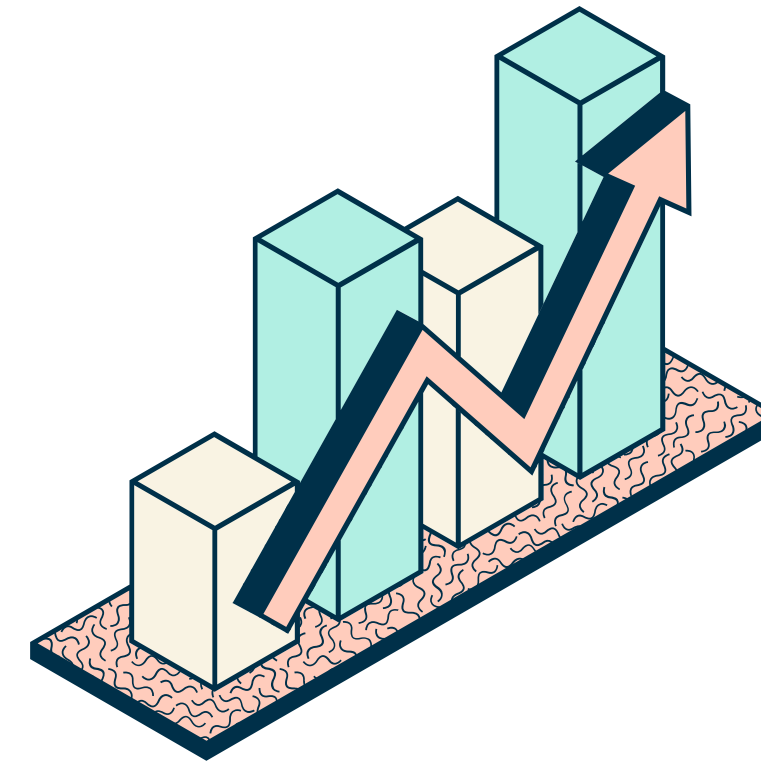


# Active sales + freemium experimentation + raising prices until called crazy

**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**

