

# NabavkiData

## EIC Accelerator Video Script

3-Minute Pitch Video - Step 1 Application

Duration: 3:00

~565 Words

150 WPM + Pauses

---

0:00 - 0:25

## THE HOOK: Why This Matters to Europe

**VISUAL:** EU map with Western Balkans highlighted, news headlines about corruption, EU enlargement summit footage

"The European Union has invested **six billion euros** in bringing the Western Balkans into Europe. But there's a problem no one can solve:

**Five billion euros** disappear every year to procurement corruption in this region. Hidden in scanned documents. Buried in Cyrillic text. Invisible to everyone.

Businesses can't compete fairly. Citizens can't see where their money goes. And EU candidate countries can't meet **Chapter 23 requirements** for membership.

We built the technology to change this."

**VISUAL:** Platform demo - search interface, results appearing, dashboards

"This is NabavkiData - AI-powered procurement intelligence.

Watch: A company searches for road contracts with only one bidder - a classic corruption red flag. Instantly, we surface every suspicious tender from the past **16 years**.

Here's our breakthrough: We read what no one else can. Our custom OCR pipeline achieves **94% accuracy** on degraded Cyrillic scans - **double** what Google or Amazon can do.

We don't just find documents. We find patterns. Which companies always bid together. Which contracts have suspicious pricing. Which officials favor certain vendors.

Our system has already processed **7,800 awarded tenders**, **194,000 bidder records**, and **450,000 document embeddings**.  
The data exists. Now it speaks."

1:00 - 1:35

## THE TECHNOLOGY: Deep Tech Credibility

**VISUAL:** Animated tech stack diagram, TRL ladder showing progress

"This isn't a prototype - it's operational technology at **TRL 7**.

Our stack combines three innovations:

First, intelligent scrapers that harvest data from government portals in real-time.

Second, a Cyrillic OCR pipeline trained on **two years** of government documents - our moat.

Third, a RAG-based AI system that understands meaning, not just keywords. Ask it anything in any language.

And now, we're building something unprecedented: machine learning models that detect corruption automatically. Anomaly detection for pricing fraud. Graph neural networks that unmask collusion rings.

This is the anti-corruption intelligence the EU needs to bring the Western Balkans into Europe."

**VISUAL:** Market size graphics, platform metrics, logos of interested organizations

"Our market is massive and underserved.

**50 billion euros** in annual procurement across the Western Balkans. **500,000 companies** competing for contracts. Zero solutions that can read their documents.

We've proven the model in Macedonia. Now we're ready to expand across the region.

We already have letters of intent from anti-corruption NGOs, construction companies, and investigative journalists. Transparency International and BIRN, the Balkan investigative network, are in discussions.

This isn't theory. The platform is live. The data is flowing. Customers are waiting."

## THE ASK: Why EIC

**VISUAL:** EIC logo, funding breakdown, team photos

"We're requesting **2.5 million euros** from the EIC Accelerator.

Why EIC and not private VCs?

Because this is deep tech with a public mission. Corruption detection AI is unproven. The Western Balkans is off most investors' maps. And the 3-5 year timeline to EU enlargement is too long for typical venture patience.

But for Europe, this investment pays dividends: stronger rule of law in candidate countries, fair markets for SMEs, and billions in procurement savings.

Your funding will advance our corruption detection algorithms from **TRL 6 to TRL 8**, deploy across **five countries**, and onboard **3,000 paying customers**."

2:45 - 3:00

## CLOSE: Vision & Call to Action

**VISUAL:** Citizens, journalists, business owners benefiting. Final slide with logo and tagline

"Every euro saved from corruption is a euro spent on schools, hospitals, roads.

Every company that wins on merit strengthens the economy.

Every transparency tool brings the Western Balkans closer to Europe.

**NabavkiData**. Transparency through technology. Opportunity through data. Justice through intelligence.

Join us."

**END CARD:** Logo, website, EIC Accelerator badge, contact information

### Key Messages to Land

1. €5 billion corruption problem - scale matters to EU
2. TRL 7 - this is operational, not a concept
3. 94% Cyrillic OCR accuracy - our technical moat
4. EU enlargement alignment - Chapter 23 compliance

## 5. Clear ask: €2.5M for 5-country expansion

### Timing Breakdown

Section	Duration	Words	Focus
Hook	25 seconds	~85	Problem + EU relevance
Solution Demo	35 seconds	~115	Platform + OCR breakthrough
Technology	35 seconds	~110	TRL + tech stack
Market/Traction	35 seconds	~100	Validation + interest
The Ask	35 seconds	~105	Why EIC + outcomes
Close	15 seconds	~50	Vision + CTA
<b>TOTAL</b>	<b>3:00</b>	<b>~565</b>	

### Production Notes

#### Speaker Guidance

- Speak to camera for credibility
- Controlled energy - passionate but professional
- Pause briefly after key statistics
- Smile at the end - positive, confident close

#### Visual Requirements

- Platform demo (15-20 seconds)
- OCR demonstration (5-10 seconds)
- Data graphics (market size, TRL)
- Team footage

## **Audio**

- Clean voice recording  
(lavalier mic)
- Subtle background music
- No music during statistics
- Building momentum toward end

## **B-Roll Needed**

- EU/Western Balkans maps
- Government buildings
- Business settings
- Citizens and journalists

**NabavkiData | EIC Accelerator Step 1 Application**

*"Transparency through technology. Opportunity through data. Justice through intelligence."*