NabavkiData

AI-Powered Public Procurement Intelligence Platform

Turning €50 billion in opaque Balkan procurement data into transparent, searchable intelligence
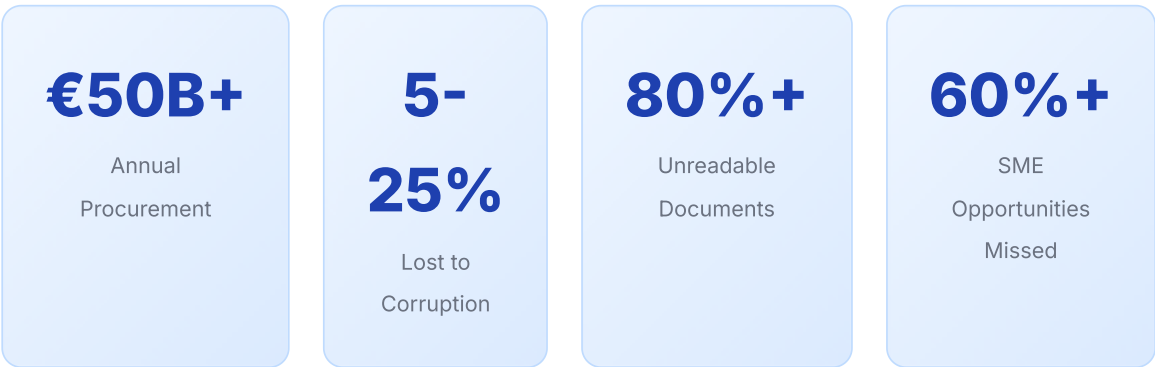
| Skopje, North Macedonia | TRL 7 | €2.5M Request | GovTech / Anti-Corruption AI |

NabavkiData

The Problem

A €5 Billion Corruption Crisis in the Western Balkans

€50B+	5-25%	80%+	60%+
Annual Procurement	Lost to Corruption	Unreadable Documents	SME Opportunities Missed

Why This Persists

Barrier	Impact
Data Silos	Tender info scattered across 15+ national portals, incompatible formats
Unreadable Documents	80%+ are scanned PDFs in Cyrillic - no OCR solution exists
No Pattern Detection	Bid rigging, collusion rings, and price manipulation invisible
Language Barriers	Critical documents in 8+ languages, untranslatable at scale

This is not just a business problem - it's a barrier to EU enlargement.

NabavkiData

Our Solution

AI That Reads What Humans Can't

1. Intelligent Data Harvesting

- Real-time scraping from government portals
- Automated detection of new tenders, awards, cancellations
- Full historical archive: 2008-present

2. Cyrillic Deep OCR Pipeline

- 94% accuracy on degraded government scans
- vs. 40% for Google/AWS OCR
- Extracts: prices, bidders, dates, items

3. Semantic Search & RAG

- 450,000+ document embeddings
- Bilingual query processing (Latin ↔ Cyrillic)
- Natural language questions with citations

4. Corruption Detection Engine

- Anomaly detection: pricing, timing patterns
- Network analysis: collusion rings
- Red flag scoring per tender/entity

We don't just aggregate data - we make it intelligent.

Technology Readiness

TRL 7 - System Prototype in Operational Environment

| TRL 5 | TRL 6 | TRL 7 | TRL 8 | TRL 9 |

TRL Stage	Status	Evidence
TRL 5: Validated in relevant environment	✅ Complete	Live platform processing real government data
TRL 6: Demonstrated in relevant environment	✅ Complete	7,800+ awarded tenders analyzed
TRL 7: System prototype operational	✅ Current	Production system with 3-hour sync cycle
TRL 8: System complete and qualified	🎯 Target	Multi-country deployment

Intellectual Property Strategy

IP Asset	Status	Protection
Cyrillic OCR Models	Developed	Trade secret + potential patent
Corruption Detection Algorithms	In development	Patent filing planned Q2 2025
Bilingual NLP Pipeline	Developed	Trade secret
NabavkiData Brand	Registered	EU trademark application filed

Market Opportunity

TAM / SAM / SOM Analysis

€850M	€120M	€15M	500K+
TAM (EU + Candidates)	SAM (Cyrillic Markets)	SOM (2028 Target)	Companies Bidding

Target Segments

Segment	Size
Business Bidders	50,000+ companies
Anti-Corruption NGOs	50+ organizations
Government Agencies	6 national + 50+ municipalities

Why Now

- **EU Enlargement Push:** Western Balkans priority
- **AI Breakthrough:** LLMs make semantic search viable
- **Digital Transformation:** Post-COVID acceleration
- **Anti-Corruption Funding:** €2B+ EU investment

Competition & Differentiation

The Only Cyrillic-Capable Solution

Competitor	Coverage	Cyrillic OCR	AI Search	Corruption Detection
OpenTender.eu	EU-wide	✗	✗ Basic	✗
TED (EU)	EU-wide	✗	✗ Basic	✗
Govini (US)	USA only	N/A	✅	✅ Limited
Spend Network	UK focus	✗	✅	✗
NabavkiData	W. Balkans	✅ 94%	✅	✅

Our Unfair Advantages

- **2+ years of OCR training data** - cannot be quickly replicated
- **Local market knowledge** - government portal quirks, legal context
- **First mover** - building NGO and journalist relationships

- **Academic partnerships** - corruption detection research
- **Regulatory tailwinds** - EU transparency requirements
- **Trust network** - anti-corruption community

Business Model

Freemium SaaS + Enterprise + Data Licensing

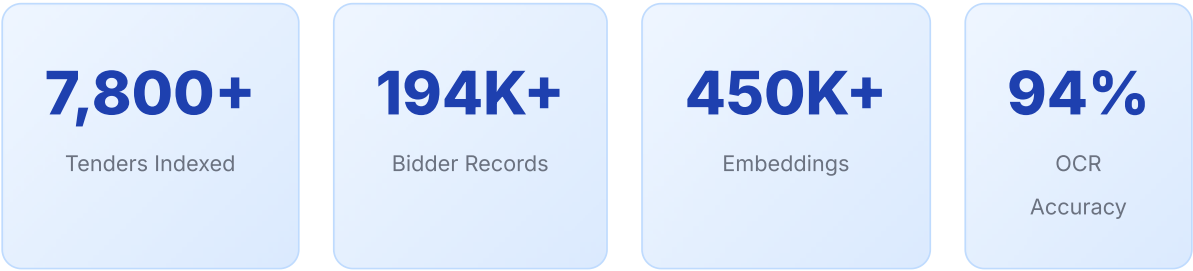| Tier	Target Customer	Price	Revenue Potential
Basic (Free)	Researchers, citizens	€0	Brand awareness, funnel
Professional	SME bidders, journalists	€29/month	5,000 users → €1.7M ARR
Business	Construction, pharma, IT	€199/month	1,000 users → €2.4M ARR
Enterprise	Anti-corruption agencies	€15-50K/year	30 contracts → €900K ARR

Financial Projections

Year	Free Users	Paid Users	ARR	Net Revenue
2025	5,000	200	€150K	-€200K
2026	25,000	1,500	€900K	€100K
2027	60,000	4,000	€2.5M	€600K
2028	120,000	8,000	€5.5M	€1.8M

Path to Profitability: Q4 2026 | LTV:CAC Ratio: 8:1

NabavkiData

Traction & Validation

Proof of Concept Validated

7,800+	194K+	450K+	94%
Tenders Indexed	Bidder Records	Embeddings	OCR Accuracy

Platform Metrics

Metric	Value
Historical Coverage	2008-2024 (16 years)
Data Freshness	3-hour sync cycle
Documents Processed	32,000+
Languages Supported	Latin + Cyrillic

Customer Validation

- **Letters of Intent** from anti-corruption NGOs, construction companies, investigative media
- **Pilot discussions** with Transparency International
- **Interest expressed** by BIRN (Balkan Investigative Reporting Network)
- **Partnership discussions** with OCCRP

Team

Experienced Team with Complementary Skills

Chief Executive Officer

Strategy, fundraising, partnerships

- Experience in technology and business development
- Regional market knowledge
- Investor relations

Chief Technology Officer

Technology architecture, AI/ML development

- Software engineering and machine learning
- Data engineering expertise
- Technical team leadership

Hiring Plan (with EIC Funding)

Role	Timing	Priority
ML Engineer (Corruption Detection)	Q1 2025	Critical
ML Engineer (NLP/OCR)	Q2 2025	Critical
Full-Stack Developer	Q2 2025	High
Data Engineer	Q3 2025	High
Business Development Manager	Q3 2025	High

NabavkiData

The Ask

€2.5 Million - Blended Finance (Grant + Equity)

Category	Amount	%	Key Activities
R&D - AI/ML	€1,000,000	40%	Corruption detection, GNN development, OCR improvements
Engineering	€600,000	24%	Platform scaling, multi-country architecture, API
Go-to-Market	€500,000	20%	Sales team, marketing, partnerships
Operations	€250,000	10%	Legal, compliance, infrastructure
Reserve	€150,000	6%	Contingency

Why EIC (Not Private Investment)

- **Deep Tech Risk:** Corruption detection AI is unproven at scale - VCs want proven economics

- **Long Time Horizon:** 3-5 year EU enlargement timeline too long for typical VC patience

- **Public Good Component:** Transparency features reduce margins but maximize societal impact

- **Regional Focus:** Western Balkans "off the radar" for mainstream European VCs

- **Strategic Alignment:** EIC specifically funds EU enlargement-enabling technologies

Impact & EU Alignment

Contributing to European Priorities

EU Strategic Priorities

Priority	Contribution
EU Enlargement	Chapter 23 compliance support
European Green Deal	Green procurement oversight
Digital Decade 2030	AI-powered transparency

UN SDG Alignment

SDG	Contribution
SDG 16	Peace, Justice, Institutions
SDG 8	Economic Growth
SDG 9	Innovation

Measurable Impact Targets (by 2028)

Metric	Target	Measurement
Corruption cases identified	50+	Referrals to authorities
SME bid success improvement	+25%	Before/after analysis
Procurement savings identified	€50M+	Price anomaly detection
Countries covered	5+	Platform deployment
Jobs created	25 direct, 200+ indirect	Company + ecosystem growth

NabavkiData

Skopje, North Macedonia

GovTech / Anti-Corruption / AI

EIC Accelerator Application

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