

# PartFinder

**AI-powered sourcing for the \$45B supply chain software market**

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# Your Procurement Process Is Broken



## 2 Weeks Lost

Manual RFQ processes grind projects to a halt. While competitors move fast, you're **stuck waiting** for quotes that should take hours, not days.



## Flying Blind

No visibility into supplier capabilities. You're making **critical decisions** with incomplete information, **overpaying**, and settling for suboptimal suppliers.



## Drowning in Spreadsheets

Excel, email, static directories. Your team wastes **hours every week** on manual data entry instead of strategic work.

## The Cost

Missed deadlines

Lost revenue

Wasted time

Wrong suppliers

# Our Solution: AI-Powered Parts Sourcing



## Instantly Find Parts, Components, Equipment & Materials

Natural language search transforms "high-torque motor" into specific technical specs.



## Automate RFQs

One-click quote requests eliminate 2-week procurement cycles.



## Integrate Seamlessly

Connect to SAP, NetSuite, and existing workflows without IT overhaul.



# Key Features



## Natural Language Search

Finds results from technical or vague queries, guided by AI suggestions



## Side-by-Side Comparisons

Tabular view with AI-highlighted recommendations.



## RFQ Feature: AI Email Agent

Requests quote automatically with AI email agent from the contact in the website.



## Supplier Type and Origin

Clear labeling of supplier type, ownership, and geography

5mm stainless steel hex nut

Sort by: Part Name

↑ Ascending

US Suppliers Only

Export CSV

<b>5MM HEX NUT STAINLESS M5HNS</b> <div>CA Distributor Datasheet</div>	MATERIAL Stainless Steel (Type 304)	THREAD SIZE M5	THREAD TYPE Full	STANDARDS COMPLIANCE DIN 934, ISO 4032	Added
<b>Hex Nut M5 (5mm) x 0.8mm Stainless Steel SKU-15052</b> <div>US Distributor Datasheet</div>	MATERIAL Stainless Steel SS	THREAD SIZE 5mm M5	THREAD TYPE N/A	STANDARDS COMPLIANCE DIN 934	
<b>Hillman 5Mm x 0.8 Stainless Steel Hex Nut (5-Count) - Product ID 49819</b> <div>US Distributor Datasheet</div>	MATERIAL Stainless steel	THREAD SIZE 5 mm	THREAD TYPE Coarse	STANDARDS COMPLIANCE N/A	

RFQ Cart 2 items

5mm stainless steel hex nut 2

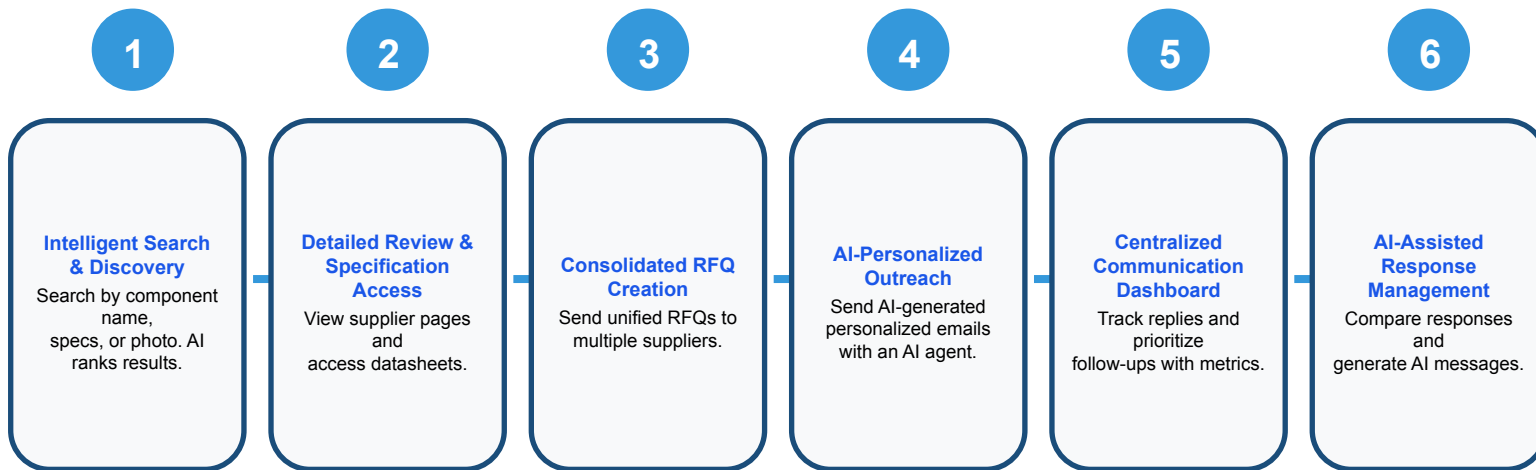
5MM HEX NUT STAINLESS M5HNS  
CA Distributor  
Material: Stainless Steel (Type 304)  
Thread Size: M5

5mm 0.80 Hex Nut A2 18-8 Stainless Steel M5-0-80  
US Distributor  
Material: Stainless Steel A2 (18-8)  
Thread Size: M5-0.80

Submit RFQ: 5mm stainless steel hex nut (2)

# The PartFinder Workflow

*From Search to Sourcing*



## Complete Procurement Automation: From Discovery to Decision

Eliminates 2-week  
delays

AI-powered  
intelligence

Full visibility & control

Automated outreach

# Competitive Landscape

Feature	Partfinder	Scoutbee <i>Supplier Discovery</i>	Veridion <i>Data Company</i>	Tealbook <i>Vendor Data</i>	Thomasnet <i>Directory</i>
Natural Language Search	✓	✓	✗	✗	✗
Parts-Specific Focus	✓	✗	✗	✗	✓
Automated RFQs	✓	✓	✗	✗	✓
SMB-Friendly	✓	✗	✓	✓	✓
Regional Supplier Focus	✓	✓	✓	✓	✓
AI-Powered Recommendations	✓	✓	✓	✗	✗

## Our Moat



**Parts-Specific AI Models:** Trained on technical specifications and engineering language across multiple industries, not just electronics or general supplier data.



**Data Flywheel:** Each search and RFQ improves our system, creating a virtuous cycle that's difficult to replicate.



**Industry Expertise:** Our team combines deep knowledge of procurement processes, technical parts requirements, and AI development.

# Why Now?



## AI Maturity

AI adoption is accelerating, with LLMs now enabling natural-language part search at scale.



## Supply Chain Reshoring

As supply chains regionalize, companies need smarter tools to find reliable local suppliers.



## Knowledge Gaps

Bridges expertise gap between engineers and buyers in procurement decisions.



## Speed Demands

2-week procurement cycles no longer acceptable in fast product development.

# Business Model

From free users to enterprise partnerships: Our path to revenue growth

Free	Pro	Enterprise
\$0	\$199/mo	Custom
✓ 5 searches/month	✓ Extended search access	✓ All Pro features
✓ 3 RFQs/month	✓ High volume RFQ limit	✓ Full ERP/PLM integration
✓ Basic support	✓ Direct support	✓ Custom dashboards

Pro users: \$199/mo → \$2,400 ARR each

## Adoption & Growth Strategy

### Free Users

Attract procurement and engineering teams with free basic search and limited RFQs.



### Pro Subscribers

Convert to paid Pro plans with advanced search, unlimited RFQs, and AI assistant.



### Enterprise Customers

Upsell to enterprise plans with full ERP integration and dedicated support.



### Network Effects

Growing user base attracts more suppliers, creating increased value and revenue.



# Market Opportunity

## Supply Chain Software Market

Grand View Research estimates the supply chain market at \$25.7B in 2024, reaching \$48.6B by 2030 at ~11% CAGR.

## Procurement Pain Points

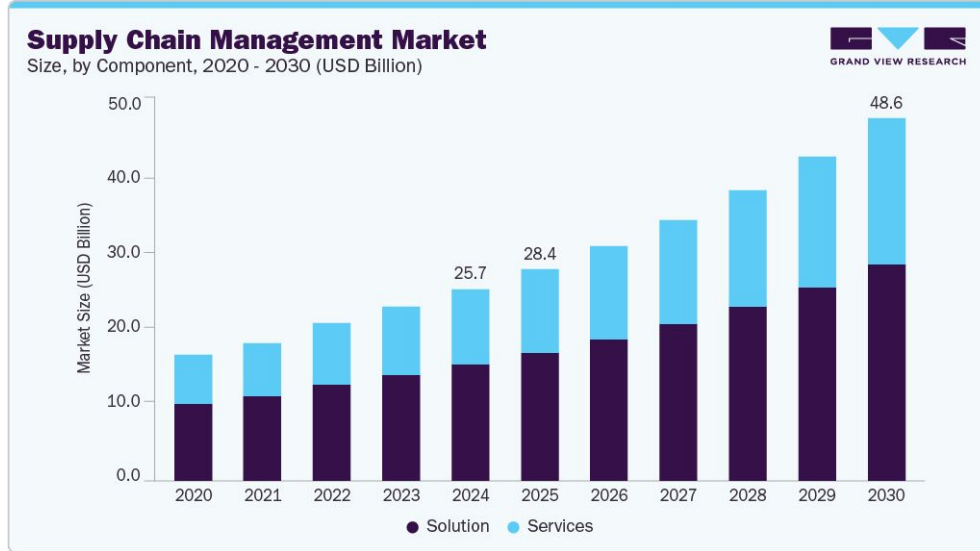
A study by Ivalua found procurement teams estimate they waste 22% of their time due to manual processes.

## Growth Potential

According to The Hackett Group, only 47% of organizations use AI in procurement solutions.

## Target Market

Initial focus on mid-market manufacturing companies (\$50M-\$1B revenue) with complex needs.



# Milestones



## Phase 1

Q1 2026

- ✓ Launch core search functionality
- ✓ Basic RFQ automation
- ✓ Initial supplier database (US focus)



## Phase 2

Q2 2026

- ✓ ERP integrations (SAP, NetSuite)
- ✓ Advanced AI recommendations
- ✓ Supplier verification system



## Phase 3

Q3-Q4 2026

- ✓ Enterprise dashboard analytics
- ✓ Automated negotiation tools
- ✓ Multi-language support



## Phase 4

2027+

- ✓ Global supplier expansion
- ✓ Predictive supply chain insights
- ✓ Full procurement automation suite

# Our Team: The Architects of PartFinder



**Jeffrey Porter**

*Founding Member*

Finance + scaling expertise. Former Morgan Stanley, scaled a startup to millions of views.



**Olivier Tuch**

*Founding Member*

Ex-Babylon and Cirrus Logic engineer, IIT alumnus and CAIC™-certified AI systems architect building AI supply-chain software.

# Our Vision & Next Steps

**Building the leading AI-powered platform for parts search and sourcing, transforming how businesses find and procure the components they need.**

## Get in Touch



(786) 606-7318