

# 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

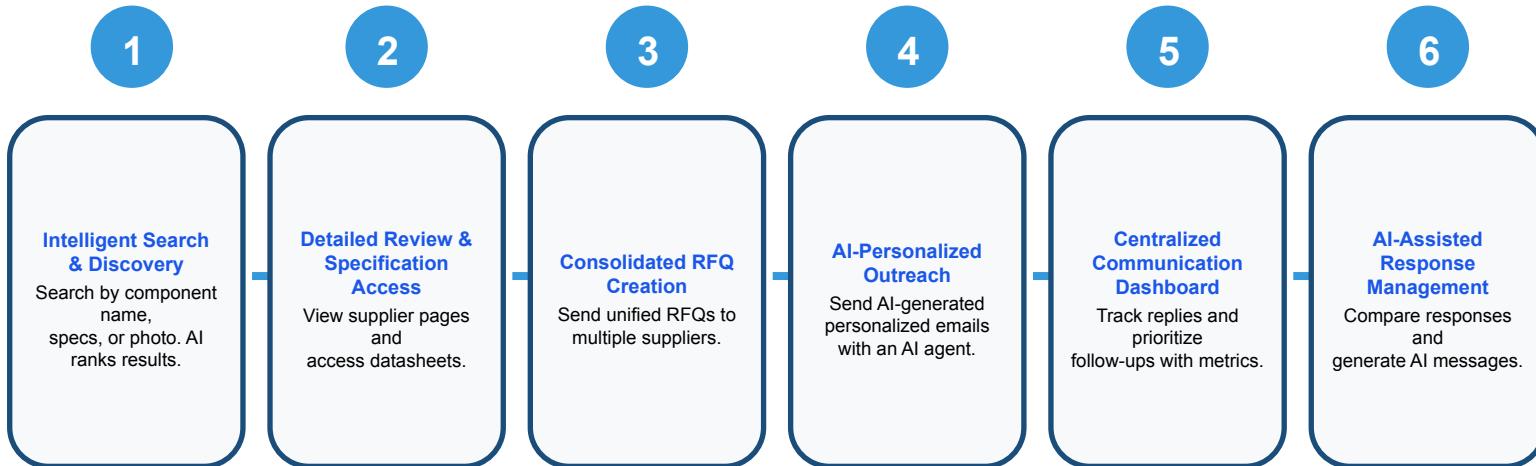
Clear labeling of supplier type, ownership, and geography

The screenshot shows a search interface for '5mm stainless steel hex nut'. The results are sorted by Part Name, Ascending, with US Suppliers Only selected. The first result is a '5MM HEX NUT STAINLESS M5HNS' with details: MATERIAL - Stainless Steel (Type 304), THREAD SIZE - M5, THREAD TYPE - Full, and STANDARDS COMPLIANCE - DIN 934, ISO 4032. It has an 'Added' button. The second result is a 'Hex Nut M5 (5mm) x 0.8mm Stainless Steel SKU-15052' with details: MATERIAL - Stainless Steel SS, THREAD SIZE - 5mm M5, THREAD TYPE - N/A, and STANDARDS COMPLIANCE - DIN 934. The third result is a 'Hillman 5Mm x 0.8 Stainless Steel Hex Nut (5-Count) - Product ID 49819' with details: MATERIAL - Stainless steel, THREAD SIZE - 5 mm, THREAD TYPE - Coarse, and STANDARDS COMPLIANCE - N/A. An RFQ Cart at the bottom contains two items: '5mm stainless steel hex nut' and '5MM HEX NUT STAINLESS M5HNS'. A blue button at the bottom right says 'Submit RFQ: 5mm stainless steel hex nut [2]'

Product	Material	Thread Size	Thread Type	Standards Compliance
5MM HEX NUT STAINLESS M5HNS	Stainless Steel (Type 304)	M5	Full	DIN 934, ISO 4032
Hex Nut M5 (5mm) x 0.8mm Stainless Steel SKU-15052	Stainless Steel SS	5mm M5	N/A	DIN 934
Hillman 5Mm x 0.8 Stainless Steel Hex Nut (5-Count) - Product ID 49819	Stainless steel	5 mm	Coarse	N/A

# 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 Supplier Discovery	Veridion Data Company	Tealbook Vendor Data	Thomasnet Directory
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	
✓ 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

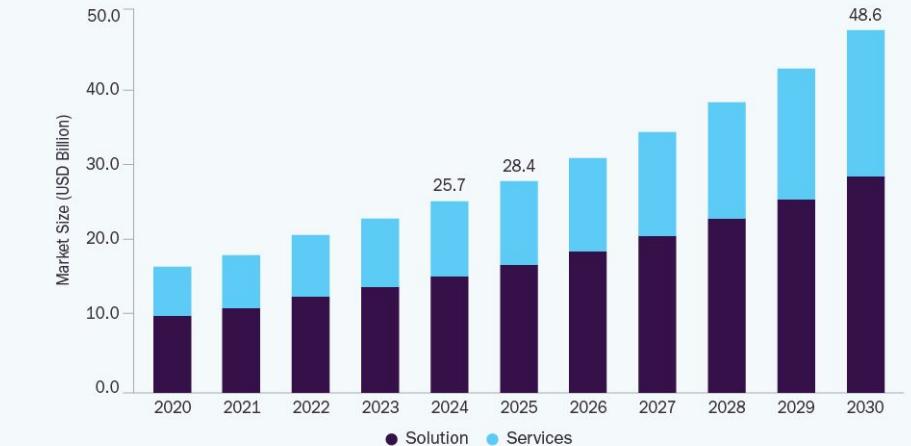
According to The Hackett Group, only 47% of organizations use AI in procurement solutions.

## Target Market

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

### Supply Chain Management Market

Size, by Component, 2020 - 2030 (USD Billion)



# 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

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