

Public procurement made *easy*.



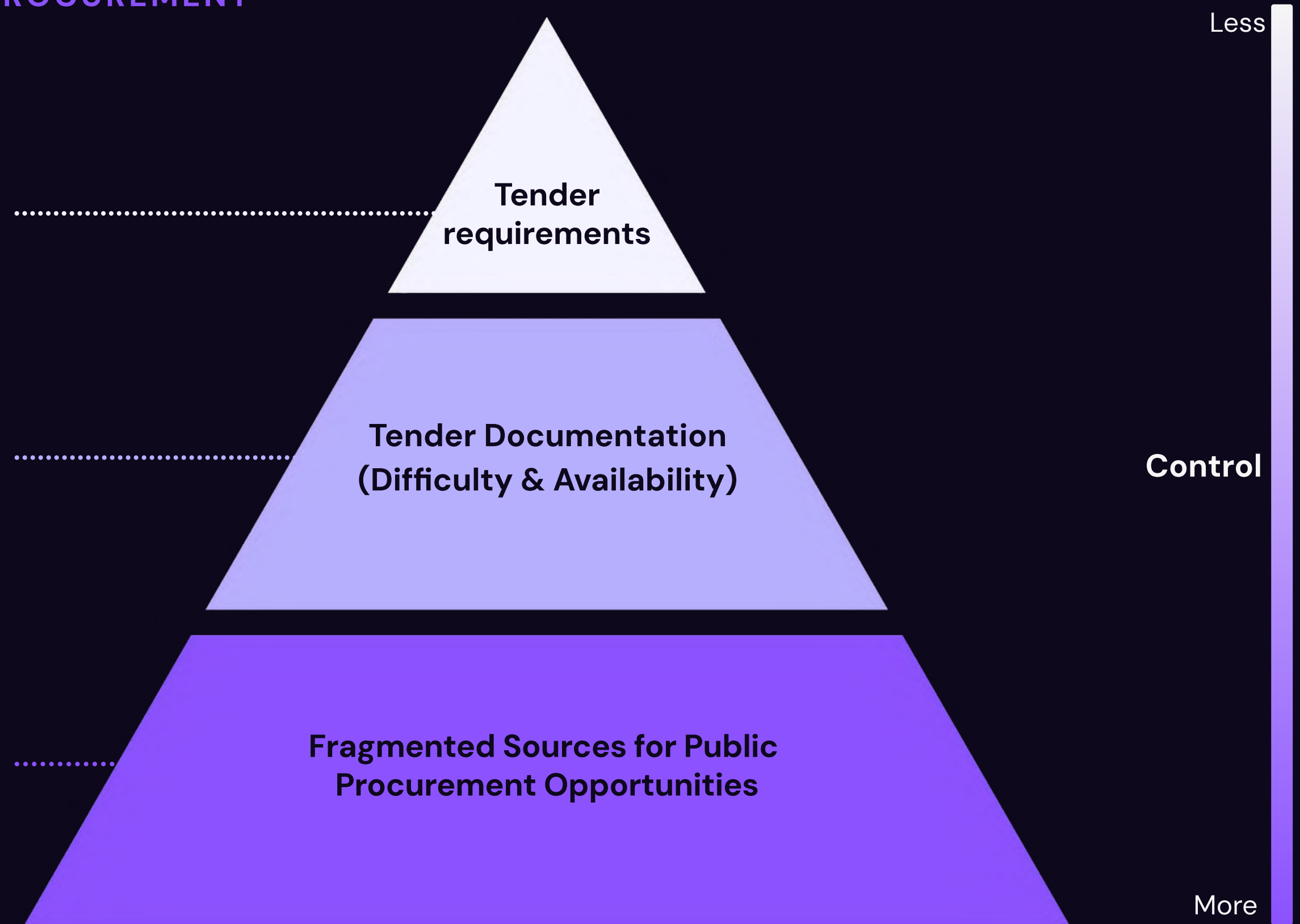


THE PROBLEMS IN EU PUBLIC PROCUREMENT

Qualification requirements in EU government contracts are often stringent and can be challenging, if not prohibitive, for SMEs.

Tender documentation is typically lengthy and complex, making it difficult to navigate and often leading to the need for additional consulting or legal expertise.

Interested parties currently lack a centralized platform that provides access to both above and below-threshold tenders, along with their associated documents, free of charge.





HOW WE SOLVE IT

Our mission is to **level the playing field** and enhance efficiency in public procurement through a free, multilingual platform enriched with affordable solutions. Our tools aim to minimize external involvement while **increasing efficiency** and **profit margins** in public contracts. By breaking down bureaucratic and language barriers with robust and intelligent technology, we foster **SME participation** and promote sustainable economic growth.

EU-WIDE ACCESS

Gain unrestricted access to public procurement opportunities across the European Union

TENDERO FREE

TRANSLATION

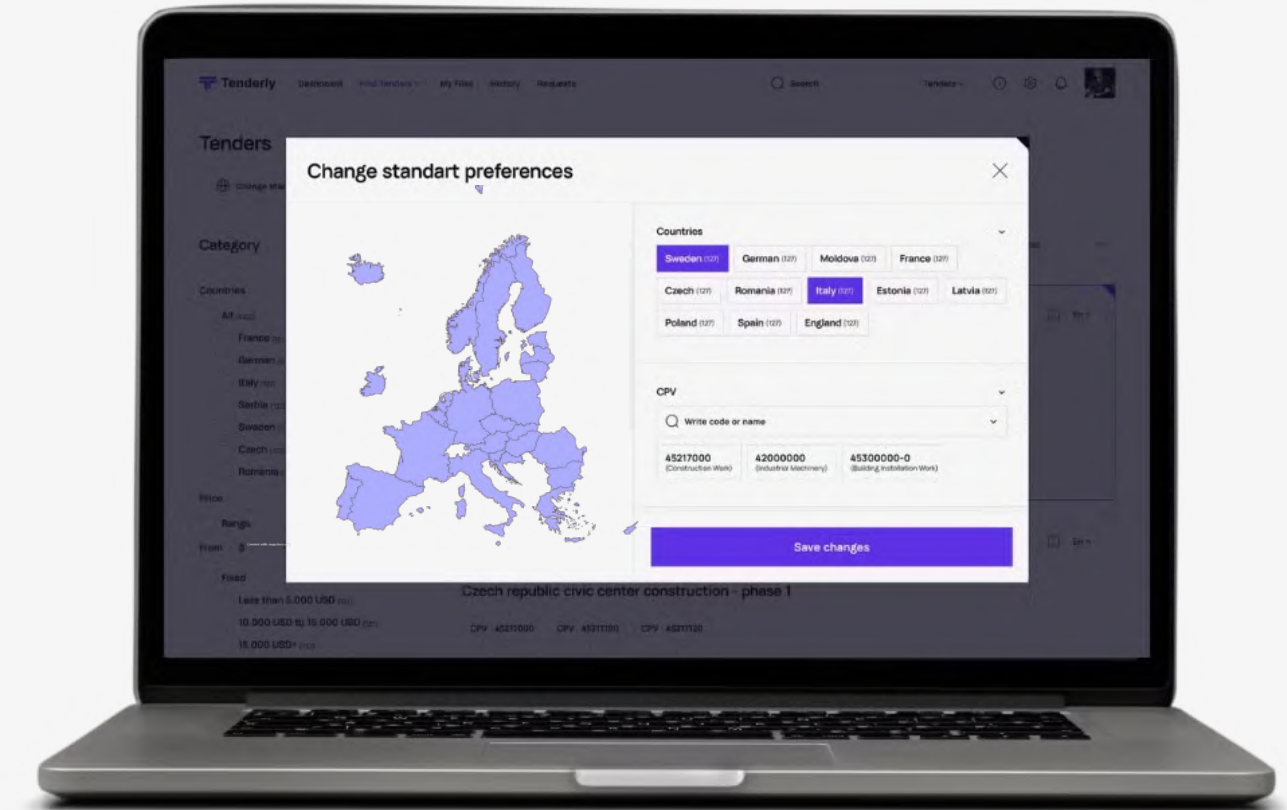
Page translation and tender notice translation available in any EU language

COLLABORATION FEATURE

A professional public procurement network where companies of all sizes can find opportunities

INTELLIGENT SEARCH

We analyze the entire tender documentation for your target keywords/ sentences and only return relevant tenders.



SUMMARIZATION

By leveraging custom pipelines and search algorithms we extract crucial Points of interest from tender documentation, cutting down analysis time from days to minutes.

ADVANCED FEATURES

ALERTS

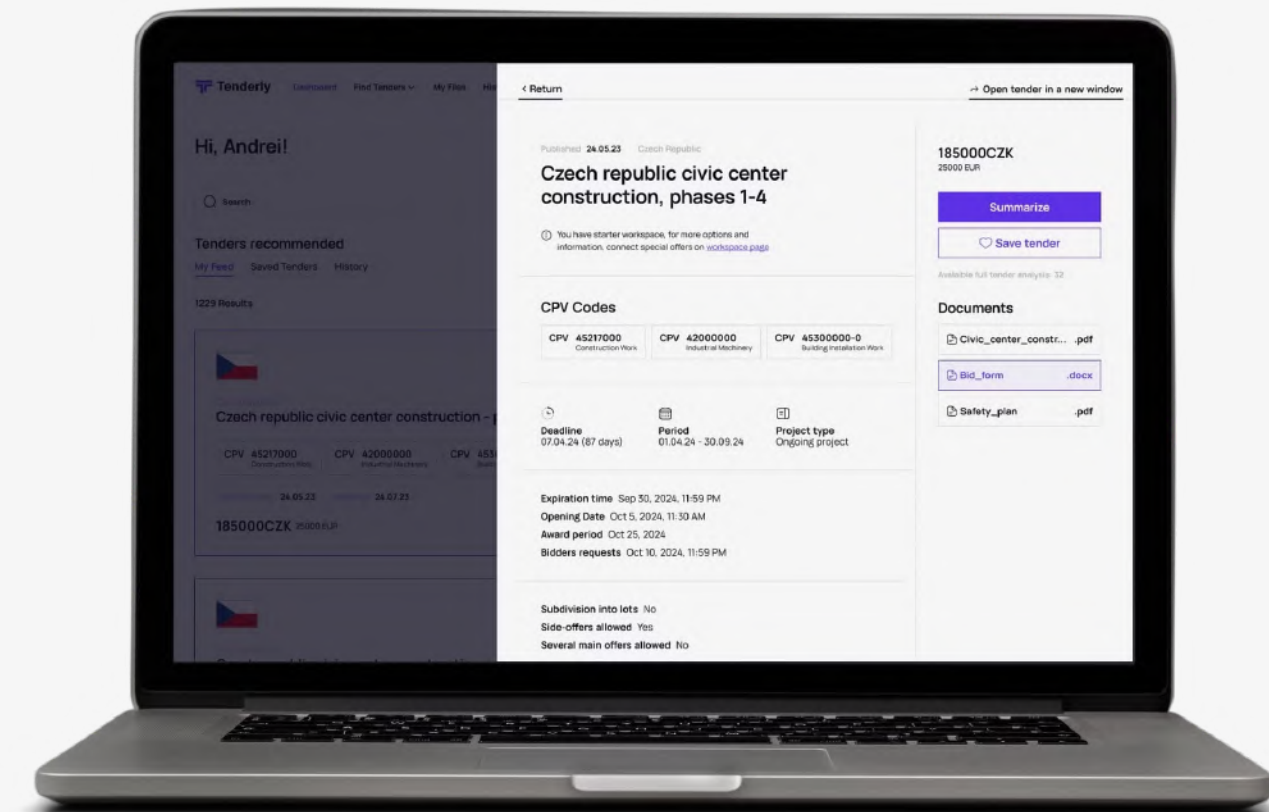
Get notified with relevant tenders using a large variety of filters, including semantic search, region, contracting authority, CPV, etc.

COMPLIANCE CHECKLIST

Our models extract and categorize crucial data from public procurement documentation, pointing to significant risks or points of attention.

CHATBOT & FORM NAV

Gain insights into laws, regulations and procedures in any EU nation, giving you instructions and explanations. Ask questions on tender documents





PRICING STRATEGY

	Free	Single Tender Analysis	Tendero +	Tendero Premium	Tendero Enterprise
Accounts	1	x	1	3	5+
Full tender analysis	free trial	1	10/mo	10/ account	custom models
Collaboration	no	x	no	yes	custom integrations
Price	0 €	19,90 € /tender	150,00 € /mo	250,00 € /mo	TBD

Tendero's pricing strategy is designed to fit the needs of small businesses, offering prices that are at least 4 times more affordable than competitors

*The Tendero Enterprise plan provides fully customizable and integratable solutions tailored to meet the unique needs of major industry leaders. Our technology incorporates their valuable expertise to deliver exceptional results.

Who is Tendero built for?

ENTREPRENEURS &
BUSINESS OWNERS



PUBLIC PROCUREMENT
SPECIALISTS



LEGAL EXPERTS &
ADVISORS



OPERATIONS MANAGERS
& PROJECT MANAGERS



PARALEGALS, INTERNS &
TRAINEES



BUSINESS ANALYSTS





DEVELOPMENT TIMELINE

JUNE 2023

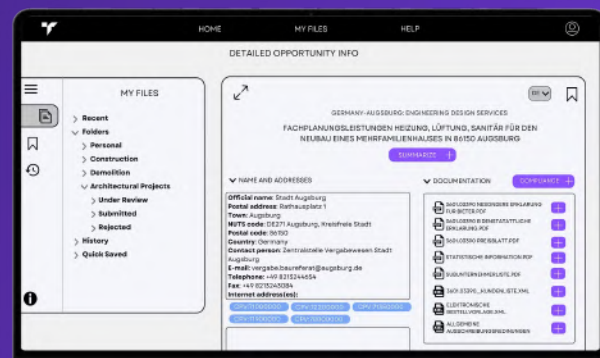
IDEA STAGE

- 0 DATA TOKENS
- NO DEVELOPED PLATFORM
- NO TEAM

NOVEMBER 2023

MVP STAGE

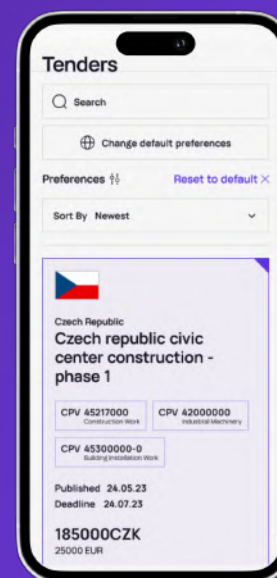
- SMALL TRIAL MODEL
- BACKEND NETWORK AND STANDARDIZATION
- WORKING PROTOTYPE
- TENDER COLLECTION



APRIL 2024

SOFT MARKET ENTRY

- LAUNCHED TENDER SEARCH
- AI SOLUTIONS NOT YET AVAILABLE
- DATASETS CREAETED
- FULLY-DEVELOPED UI
- FRONTEND DEVELOPED
- BACKEND ARCHITECTURE FINISHED



FEBRUARY 2025

MARKET ENTRY

- AI SOLUTIONS PARTLY AVAILABLE
- ROBUST INFRASTRUCTURE
- HIGH AVAILABILITY

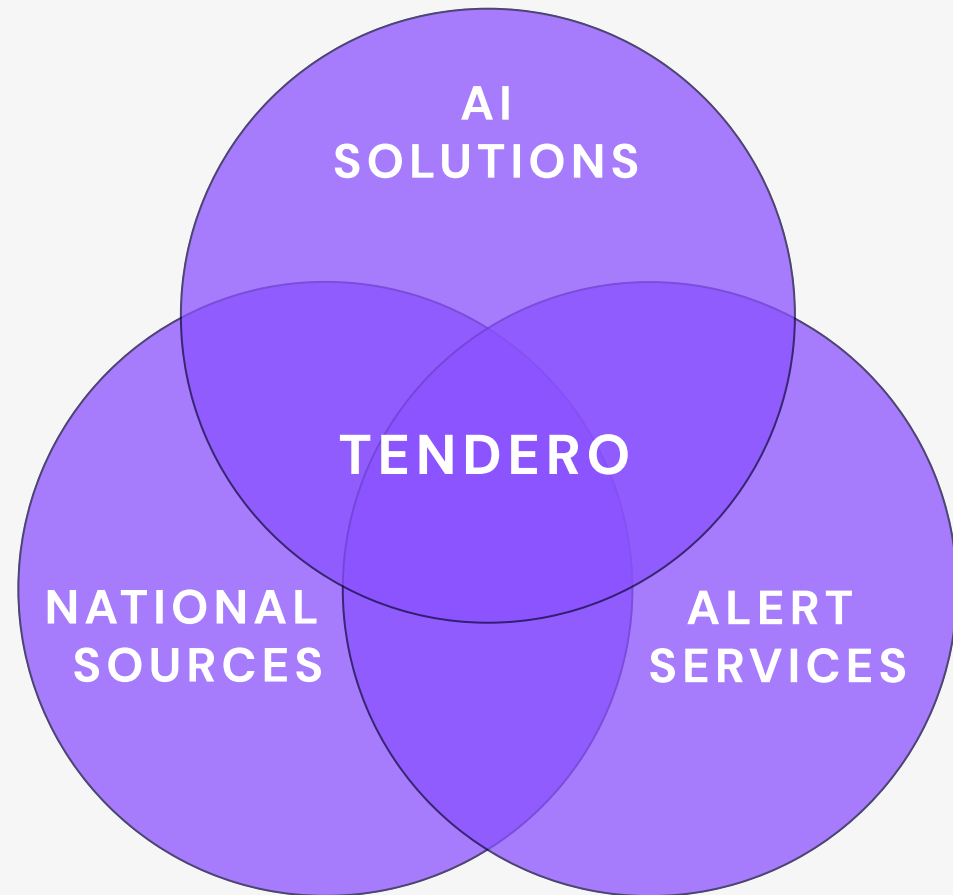
FEBRUARY 2026

FULL TENDERO PLATFORM

- SUCCESSFUL LAUNCH
- EU-WIDE AVAILABILITY

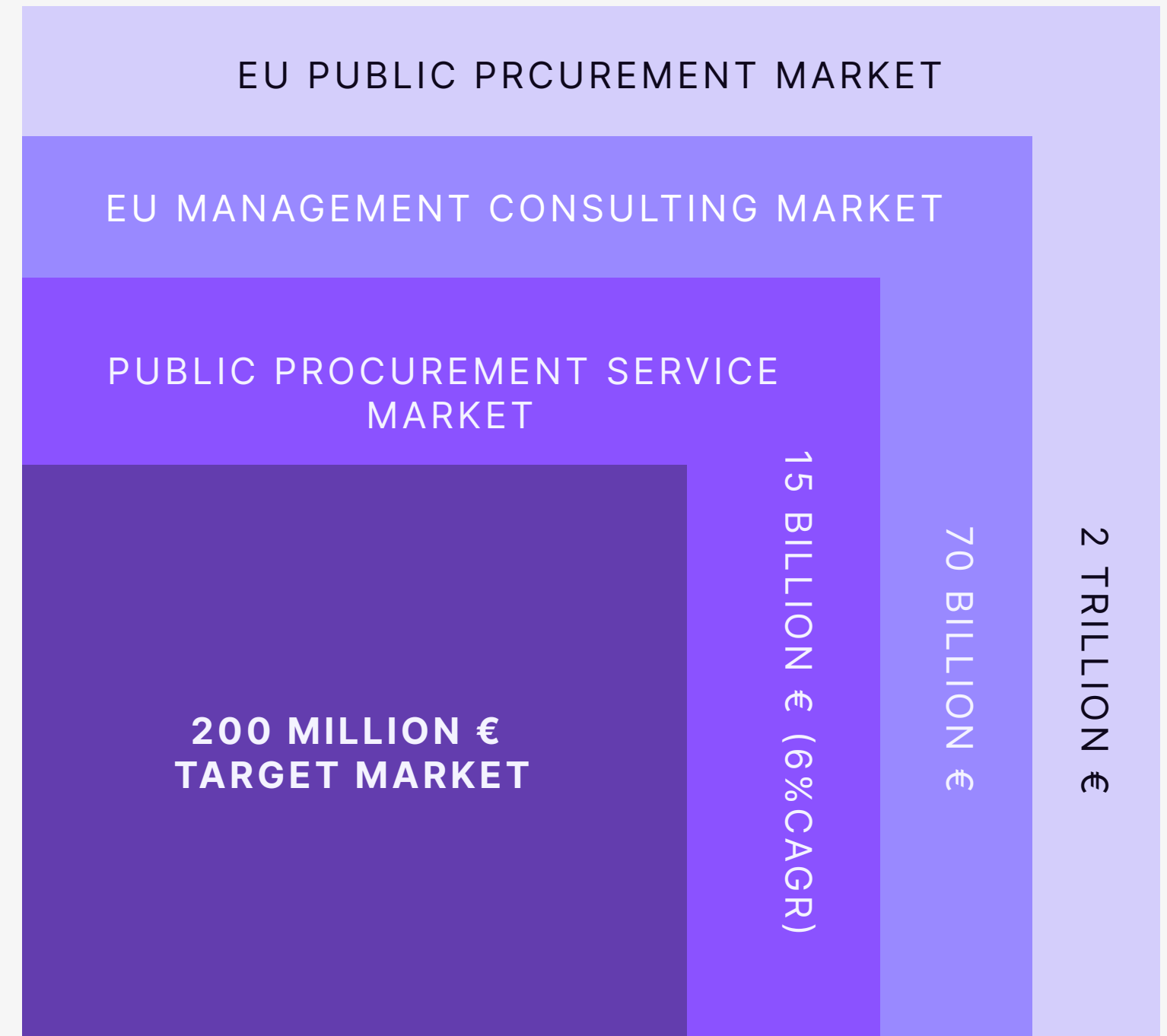


VALUE PROPOSITION



Tendero delivers a unique value proposition in public procurement: a cost-free core solution enhanced by affordable, comprehensive tools. This dual approach ensures efficient, full-spectrum procurement management, optimizing both accessibility and cost-effectiveness for our clients.

THE MARKET





THE OPPORTUNITY

First comer advantage

Most countries in the EU do not have available AI services in public procurement. Notable nations are Germany, France, Poland. Tendero strives to make it's solutions available EU-wide.

Willingness to digitalize

The public procurement market lacks advanced tools. AI and advanced technology have the potential to disrupt the industry and significantly enhance internal efficiency.

Document access

The Tendero platform allows tender document access, similar to the national procurement platforms. This is something that feedback groups have been suggesting to TED tenders, however without success (study on SMEs in PP).

The bigger picture

The Tendero platform opens new horizons, to both PP professionals and SMEs alike. Previously unconsiderable opportunities suddenly become feasible.



COMPETITION ANALYSIS

	Brainial	Tendium	Tender-service	Sievo	Stotles	I-Bau	J360	TED Tenders (EU Platform)	Tendero
SME Friendly	no	no	partially	no	yes	no	partially	yes	yes
Tender access	no	no	no	no	yes	yes	yes	yes	yes
Free Document Access	no	no	no	no	no	no	no	no	yes
AI Solutions	yes	yes	no	no	yes	no	no	no	yes
Access	Dutch & English	Nordics + some EU	EU-Wide	no tenders	UK & Ireland	Germany	EU-Wide	EU-Wide	EU-Wide
Free features	no	no	no	no	yes	yes	yes	yes	yes
Price	1300+/mo	500+/mo	50/mo/ contry	1000+/mo	free, then 1000+/mo	450+/mo (consulting)	from 49/mo	free	free without solutions



OUR TEAM

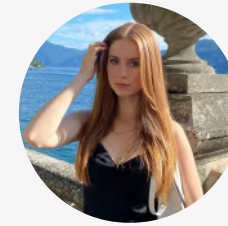


Victor Bodi & Ivan Stanisavljevic

FOUNDERS

The company's CEO and co-founder, Ivan, holds an academic background in Political Science from the University of Vienna, with professional experience in investment origination for PPPs and public procurement. Ivan is fluent in Serbian, English, and German, with additional proficiency in French, Ukrainian, and Russian. Victor, the COO, CTO, and co-founder, has a strong foundation in finance and computer science from Bocconi University, coupled with PPP investment experience. Fluent in Romanian and English, and proficient in German and Russian, together they bring combined expertise, technical insight, and a shared drive to elevate and disrupt the industry.

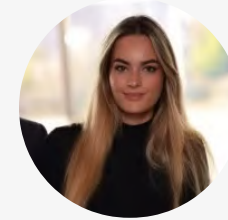
TEAM



Elza Drengere

CMO

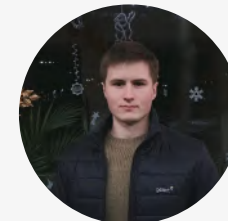
Elza is the visual creative mastermind at Tendero. With expertise from the prestigious Istituto Marangoni, her know-how will ensure that Tendero gets in front of its customers.



Bienne Cembran

CUSTOMER RELATIONS

Bienne brings a wealth of experience from the venture capital sector, where she has been instrumental in forging global partnerships between investors and startups. She facilitates connections that drive growth and innovation.



Marius Frija

LEAD AI ENGINEER

Marius is an Olympian in physics and mathematics that decided to pursue AI and ML. His expertise and resilience ensures that the Tendero users get the models they deserve.



Liliia Alieksanova

BUSINESS DEVELOPMENT EXECUTIVE

Liliia's proven track record in investment origination & PR drives Tendero's strategic partnerships and growth initiatives, securing key business opportunities and expanding market presence.



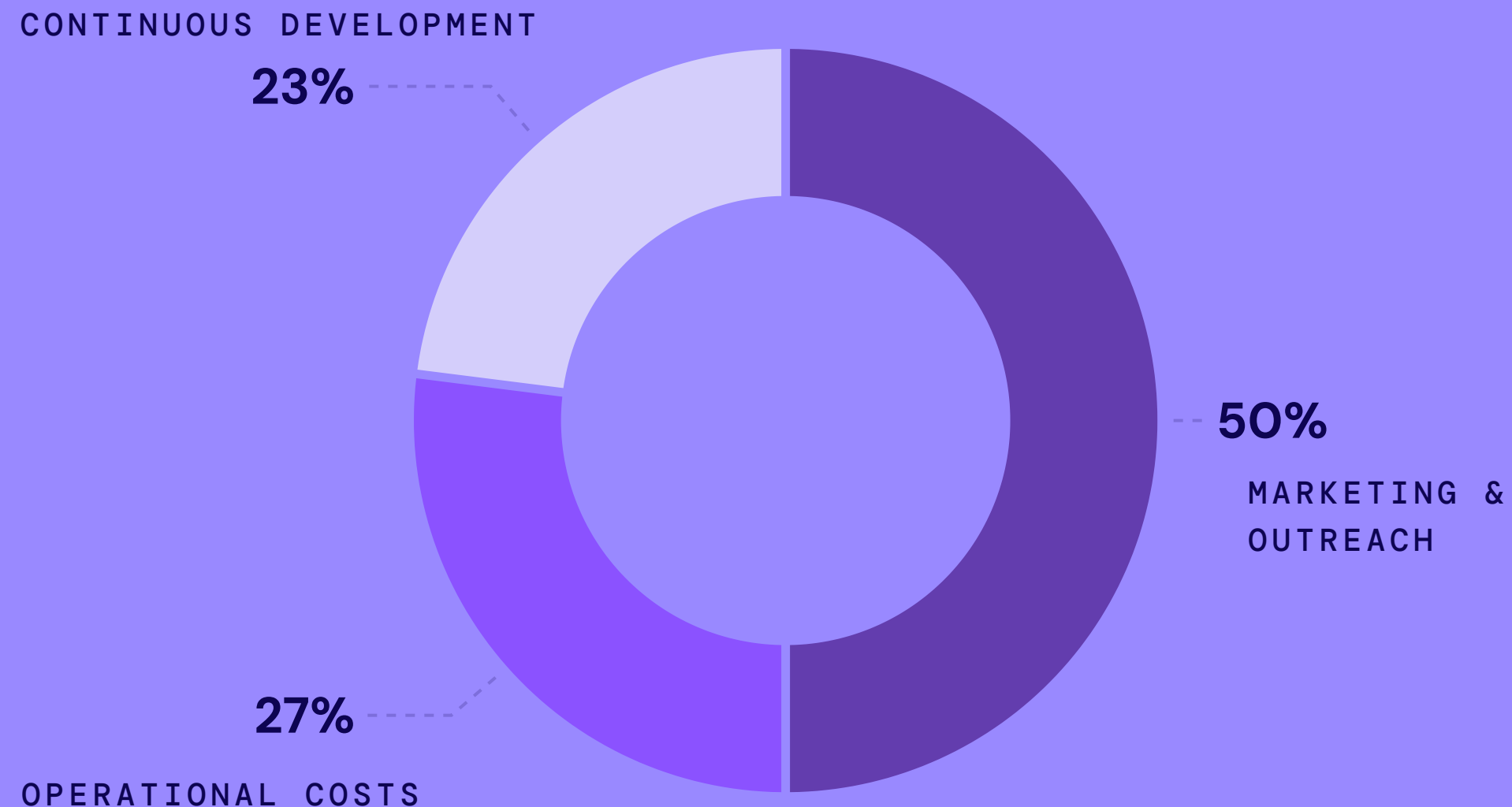
Juraj Tkáč

HEAD LEGAL COUNSEL

Juraj is a construction lawyer and public procurement advisor from Slovakia. He assists Tendero in navigating legal challenges and making crucial decisions regarding our data and AI solutions.

DEAL TERMS

250,000.00 € pre-seed round



DEPLOYMENT OF FUNDS

Phase 1: Official Launch:

- Develop Tendero to achieve its first official comprehensive release, incorporating advanced AI solutions.

Phase 2: Market Entry and Growth

- Execute a successful market entry and a robust first-year marketing campaign, targeting at least 2,000 signups and 400 paid users.
- Aim to secure at least three enterprise clients within the first year.

Phase 3: Continued Expansion

- Sustain growth and innovation in alignment with our mission, equipping businesses of all sizes with essential tools to thrive in the industry.



VISION STATEMENT

Tendero aims to tackle bureaucracy by leveraging technology, creating opportunities for small and medium enterprises.



THANK YOU!

CONTACT US AT: [VICTOR@TENDERO.EU](mailto:victor@tendero.eu)

[TENDERO.EU](https://tendero.eu)



LINKS

Public procurement in the EU Less competition for contracts awarded for works, goods and services in the 10 years up to 2021 (study) Publication: 2023

Public Procurement Indicators 2020 Document date: 18/04/2023 – Created by GROW.01.DIR – Publication date: n/a – Last update: 18/04/2023

<https://opentender.eu/>

https://european-union.europa.eu/live-work-study/public-contracts_en