



Redefining B2B relationships

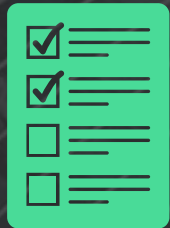
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The way businesses choose suppliers is bad

Why projects fail



**Insufficient
information for
requirements**



**Wrong suppliers in
the process**



**Difficult to manage
multiple stakeholders**



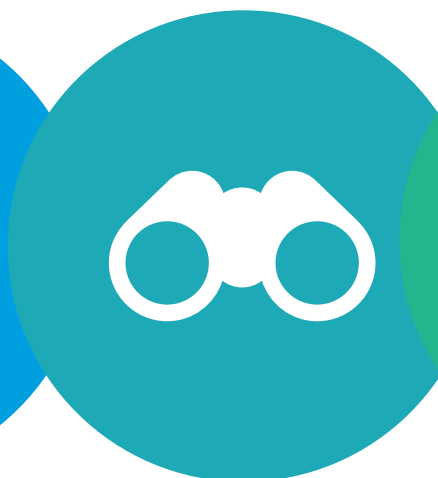
Sourcing events need to be built collaboratively from the beginning

The Prospeum Innovate-to-Contract system



**AI requirements
engineering**

*More knowledge,
less research*



**Suppliers
on demand**

*Better suppliers,
less churn*



Collaboration

*Better information,
better offers*



**Compliant
Evaluation**

*More transparency,
better decisions*




**Contract
Management**

*No more
missed deadlines*



Competitor solutions do not disrupt, they digitize

	Suite Providers <i>JAGGAER</i> <i>SAP</i> <i>coupa</i>	RFP Platforms \$108M Exit <i>Bonfire</i> \$27.3M <i>scout</i> RFP	Scouting tools 6-digit <i>scoutbee</i>	
Assisted sourcing	✗	✗	✗	✓
Collaboration & Communication	✗	✗	✗	✓
Advanced scouting	✗	✗	✓	✓
Auto-Evaluation	✗	✗	✗	✓
Usability	✗	✓	✓	✓



Introduction to Prospeum

Prospeum is a collaboration Platform and an open network

Procurement professionals can implement their standard processes for developing RFPs on the platform and can rely on powerful tools to assist them in the process.

The screenshot displays the Prospeum web application interface for configuring a sourcing project. The interface is divided into several sections:

- Left Sidebar (Navigation):** Contains icons and labels for 'Projekte', 'Lieferanten', 'Templates', 'Fragenkatalog', 'Lieferantensuche', and 'Einstellungen'.
- Top Header:** Includes a search bar, notification icons, and a 'PROCUREMENT KONTO ANFORDERN' button.
- Main Content Area:**
 - Sourcing Project 1:** A breadcrumb trail and a 'Kollaboration' button.
 - Navigation List:** A vertical list of 10 steps: 1. Allgemeine Informationen, 2. Geschäftsinformationen, 3. Zertifizierungen und Audits, 4. Erfahrung und Referenzen, 5. Design, 6. Webentwicklung, 7. Hosting, 8. Webanalyse, 9. Support, 10. IT Sicherheit.
 - Form Fields:** A series of questions with 'Mandatory' and 'Abgeschlossen' status indicators:
 - Q1.1 Allgemeine Unternehmensinforma... (Mandatory, Abgeschlossen)
 - Q1.2 Auditinformationen (Mandatory, Abgeschlossen)
 - Q1.3 Zertifizierung I (Mandatory, Abgeschlossen)
 - Q1.4 Inhaberstruktur (Mandatory, Abgeschlossen)
 - Q1.5 Zertifizierung (Mandatory, Abgeschlossen)
 - Q1.6 Neue Multiple Choice Frage (Mandatory, Abgeschlossen)
 - Table:** A table with 4 columns labeled 'Titel 1' through 'Titel 4', each with a red 'x' icon.
- Right Sidebar (Fragenkatalog):** A search bar and a list of questions with 'Geschützte Frage' labels and yellow buttons for 'Tabelle', 'Textfeld', 'Multiple Choice', and 'Ja oder Nein'.



The Challenges



Supplier Scouting

Option 1

- Obtain supplier information from online profiles (wer-liefert-was, LinkedIn, Kompass, MFG, etc.)
- Crawl information from supplier websites
- Classification of suppliers using NLP (support from Prospeum)



Auction Module

Option 2

- Implementation of auction module for various auction types (Reverse, Japanese, Dutch, etc.)
- Data Module + API
- Possibly frontend implementation (optional)



Munich is the cradle of the best B2B software

The way we purchase, manage innovation and take organizational decisions is fundamentally changing.



Friedrich Kern

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h&z Management Consulting
Osram GmbH
Robert Bosch GmbH
Max Planck Society

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