

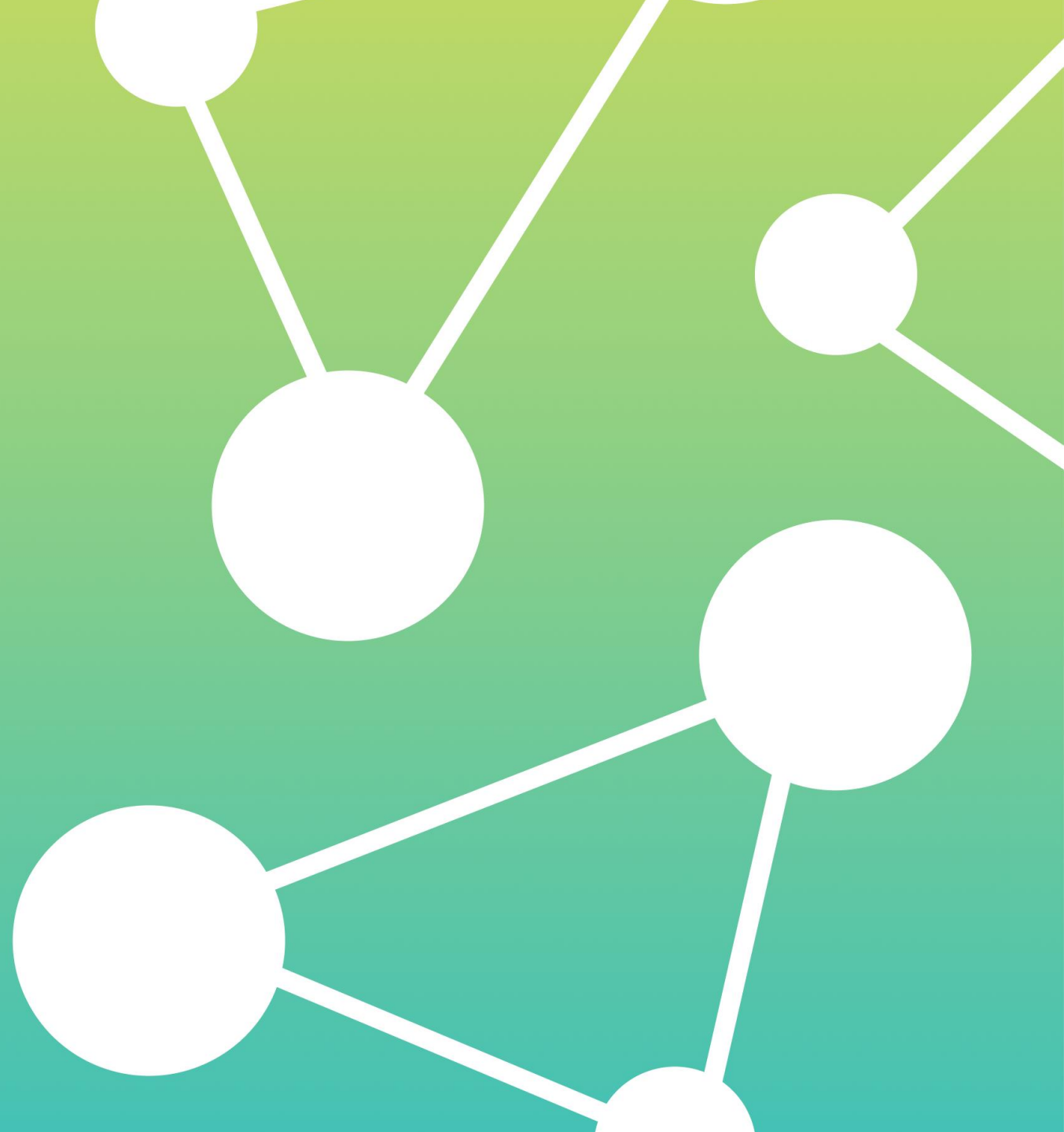


GovTech **Connect**

Transforming Government, Together



GW- GovWise
Presentation



Key Info

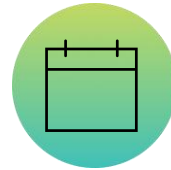


GovWise

<https://govwise.ai/>



Lisboa, Portugal



2020



10< People



Francisco Vaz Figueiredo,
Pedro Marques



AI platform unlocking automation and sustainability assessment in Public Procurement

Problem

**Inefficient Public
Procurement Process
both for Buyers and
Suppliers**

**15%
of the World's
GDP**



**Green Public Procurement
(GPP) plays a key role in
boosting a resource-efficient
economy**

**23 million companies not
competing for Public
Procurement in the EU**

**Increase confidence in Govts.
From GovTech to Tech4Democracy**

Innovation



GovWise is a **SaaS solution** that combines Predictive Algorithms & Advanced Data Analytics Tools to automate and accelerate the entire lifecycle of processes and decision-making in Public Procurement.

Scalable Access to Data

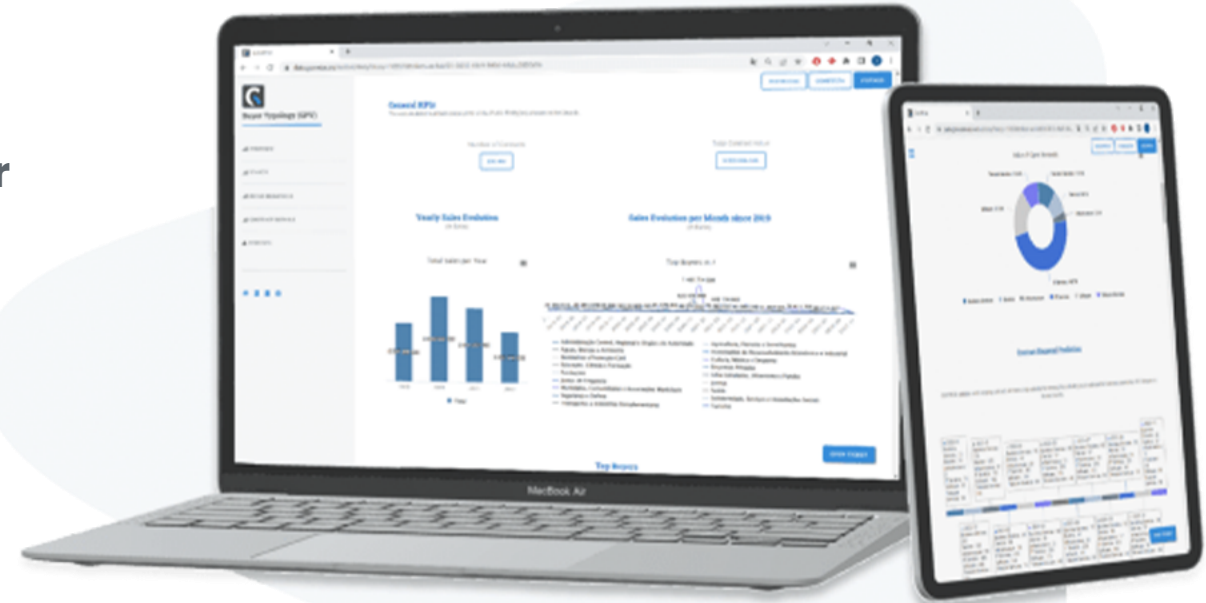
Advanced Data Extraction
from Multiple Sources

Process Automation through AI on data

Advanced Human & AI, ML,
IR, and NLP Algorithms

Advanced Metrics for Decision Making

Efficient Procurement
Process and Task
automation



Value Proposition

Public institutions

- Automate Base-Price Determination
- Analyze Supplier Sustainability Scores
- Advanced Analytics Tool & Automation of manual tasks



Companies

- Automation of manual tasks
- AI Qualified Leads Generator
- Advanced Analytics Tool for Commercial Decision Making

Willingness to pay

- 50% of the time spent preparing data
- Up to 10 more suppliers competing
- Savings from setting a competitive base-price

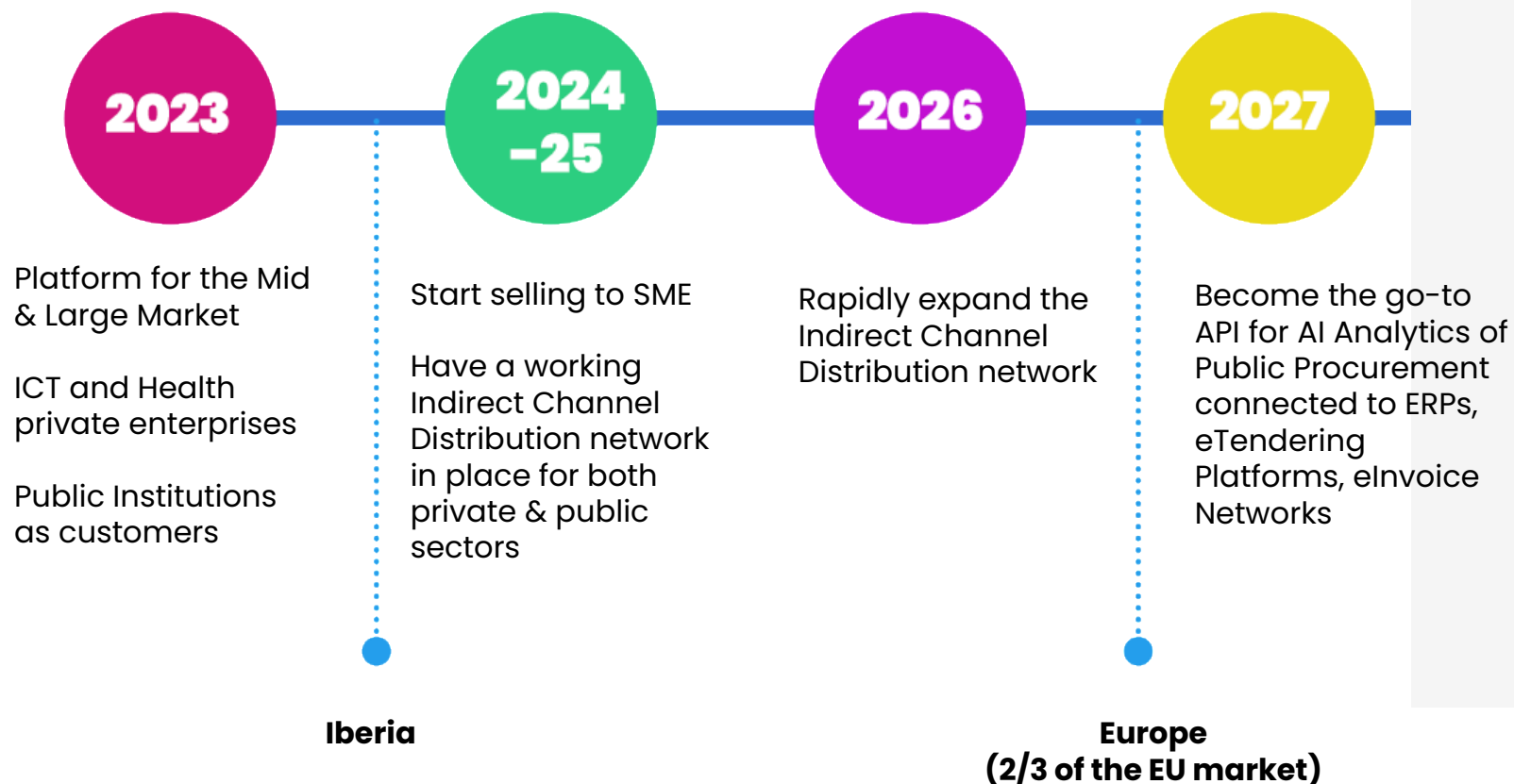
Willingness to pay

- An 3x Increase on Opportunity Pipeline
- 90% Certified Reduction of the Back Office and Pre Sales tasks

Project Evolution



Commercialization Strategy



Competition

Unique Selling Point

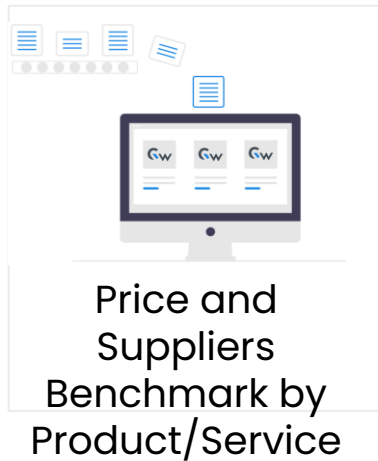
The only all-in-one SaaS solution that simultaneously offers both e-tendering (B2B) & procure-to-pay (B2G) use-cases based on implementing advanced predictive algorithms to enable process automation and on Open & Big Data Operability at EU-wide level.



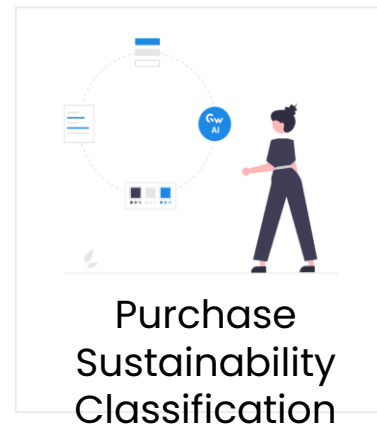
Product	Market Product Type	Use of advanced methods like AI/ML	Scalability potential across multiple markets	Process Automation	Data Interoperability	Multi Target and Multi Procurement Phase Impact
Tendium	AI Providers to Suppliers	High	Medium - focuses only on one part of the procurement process	Focus on collaborative features, not automation	Very Low – zero focus on Open Data	Low
Stotles	BI Providers to Suppliers	Low – focus to grow geographically	High – focuses only on a section of the procurement process	Focus on eNoticing and collaborative features, not automation	Medium	Medium
Central de Marches	eNoticing Providers to Suppliers	None	Very Low – focuses on a single market	None	None	Very Low
Tussel	BI Providers to Suppliers & Buyers	Very Low – focus on analytics & reports	Medium – also a service company – harder to scale	No automation features. Only data visualization	Low – can't process multilingual data	Low
ProZorro	Government Open Data Platform	Very Low – focus on structured Open Data	Very Low – focuses on a single market	Only limited collaboration features and no automation	Low as only in one country	Low
GovWise	AI Providers to Suppliers & Buyers	Extremely high	High – language agnostic with prospects to scale across EU	Strong focus on process automation with proven time savings	High	High

Impact

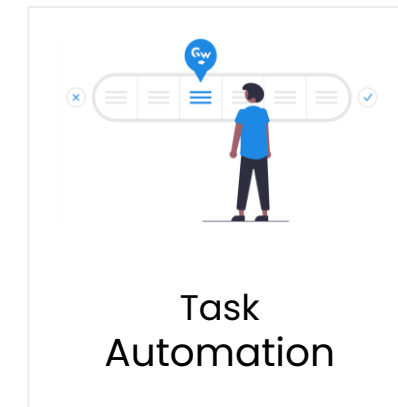
GovWise aims to **revolutionize and simplify the Public Procurement** market by driving AI-driven process automation and EU-wide Open Data integration



€8 billion / y Saving by
Increasing competition and
diversity of suppliers



“green” Index
Each purchase with more
sustainability decision
making



€650 million / y
Savings Public Buyers
and Private Companies



AI platform unlocking automation and sustainability assessment in Public Procurement



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