March 2024

Reforming supplier selection and negotiation with AI algorithms and data-driven insights

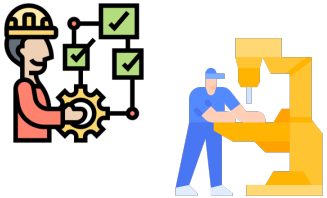
Costifier

SMART, FAST AND EASY

Difficulty finding cost-effective, reliable, and sustainable suppliers among thousands.

Saturated Marketplaces

challenging to identify cost-effective, reliable, and sustainable suppliers among thousands.



Supplier Trust

the **complexity of establishing trust with suppliers** and accurately assessing their capabilities and experience.

Inefficiency

The lack of tools for accurate consideration causes **potential revenue loss of up to 15% and project delays**.

Machine Learning

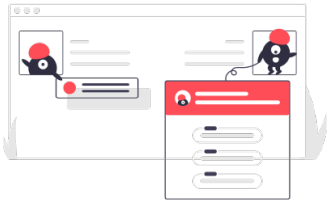
to transform past production data into a predictive model

1. Supplier rating and **matchmaking** within or outside of buyer network
2. Supplier-specific **target pricing and carbon footprint estimations**
3. Quality and on-time delivery assurance

PATENT PENDING

Costifier
SMART, FAST AND EASY

March 2024



We help them to find

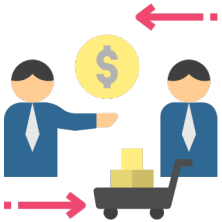
the Best Supplier Globally

for each production.

With capability and experience assessment with
ML algorithms

Target persona

In **automotive, white goods, defense/aviation, machinery manufacturing, electronics, furniture, construction** etc. sectors



Procurement team members

can efficiently connect with suppliers aligning with their manufacturing needs and sustainability goals using this platform.

SME owners

can secure jobs by registering as suppliers, showcasing their capabilities, experience, and competitive pricing to potential buyers.

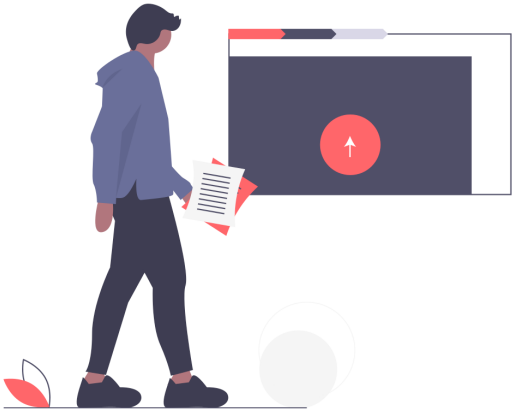
Benefits for SMEs:

Solving SMEs' cost prediction problem:

either bidding too low, leading to financial losses, or bidding too high, causing a loss of jobs.

30%

Better Estimation



- **The best bid without lose money**
- **Reaching global customer network**
- **With very low commission**

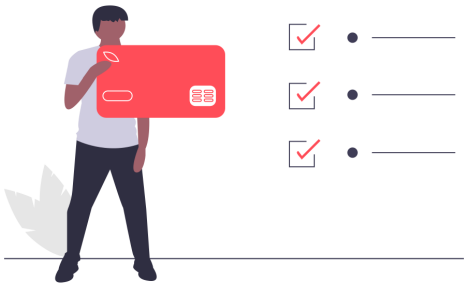
Benefits for Buyers:

15%

Lower Procurement Cost

30%

Less Project Delays

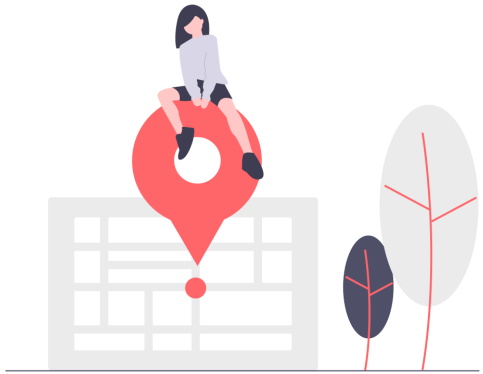


- ✔ **Quality Assurance**
- ✔ **Low Risk**

Benefits for Climate:

20%

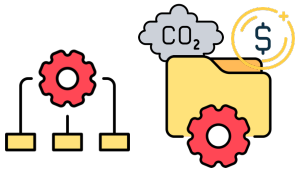
Lower Carbon Foot Print



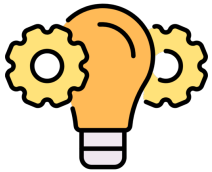
- **Lower Carbon Foot Print For Raw Material Procurement**
- **Lower Carbon Foot Print For Manufacturing**
- **Lower Carbon Foot Print For Transportation**

How it works?

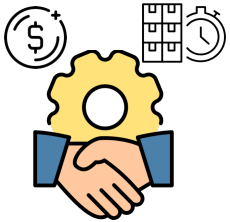
Supplier Sign Up



Supplier fill out form about their capabilities, machinery, previous manufactured parts costs and CFPs.

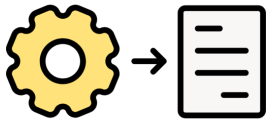


The platform develops ML models to predict supplier costs, capabilities and CFPs.



The procurement team selects the most suitable supplier for the job and finalize the order with transaction.

Buyer Sign Up



The buyer submits a request for the manufacturing job including product specifications, quantity, delivery timeline and CFPs.

The platform provides a list of recommended suppliers, along with their predicted costs and CFPs.

PATENT PENDING

Costifier
SMART, FAST AND EASY

Revenue Model:

SaaS & PaaS

- Monthly subscription with different packages
  - **Free** for Supplier
  - **Limited Feature Free + Premium Monthly Subscription Fee ($ 2000-3000)** for Buyer

- Commission Fee
  - **Up to 5%** applies to Supplier on successful transactions

Costifier
SMART, FAST AND EASY

March 2024

Perfect timing!

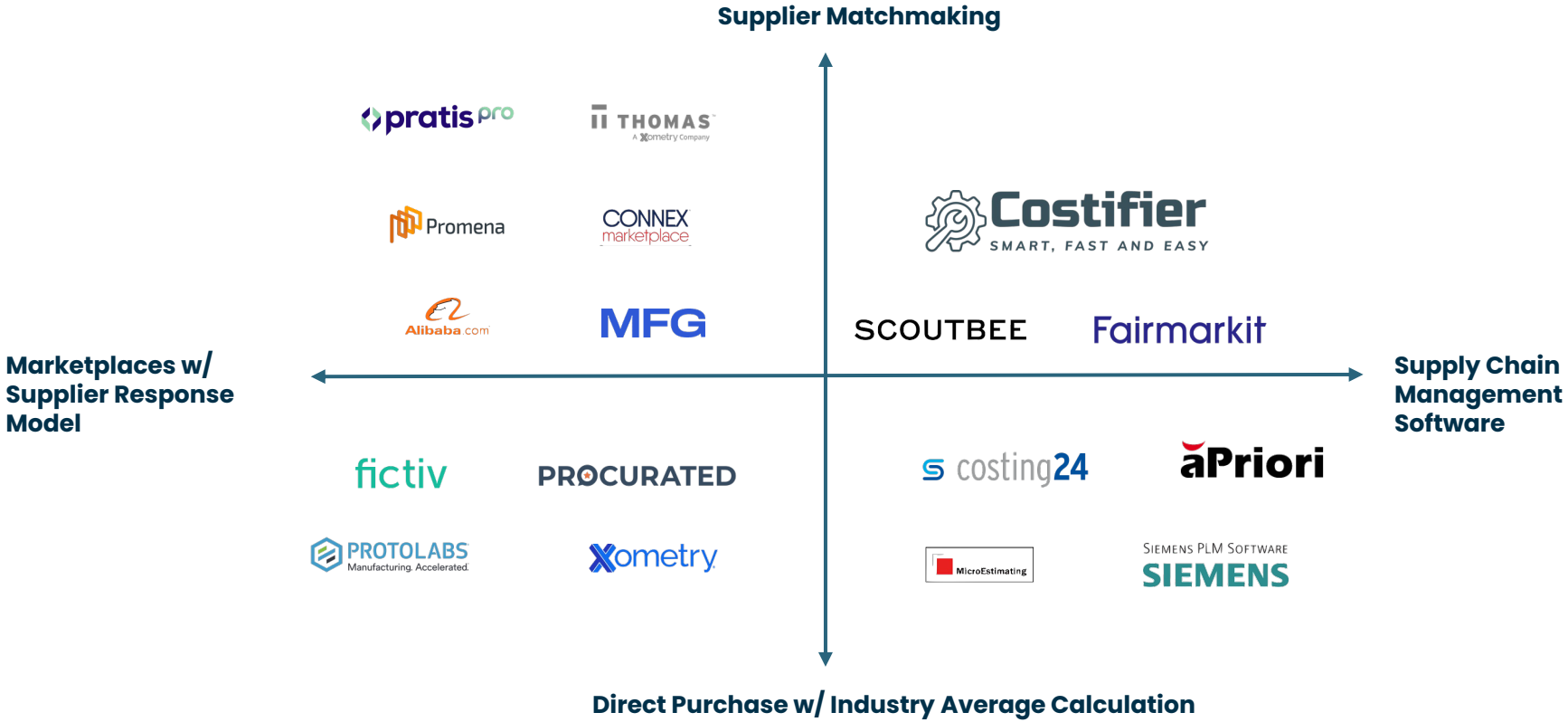
The quest for sustainable supply chain worldwide

The supply chain is experiencing substantial transformations post-pandemic. Every company is prioritizing sustainable supply chain management to ensure its ongoing continuity and survival.

Inflation and price changes

Costifier helps businesses deal with changing prices. It uses smart technology to give real-time insights, making it easier for companies to make smart choices, especially during inflation.

Landscape


Supplier Matchmaking
pratis pro
THOMAS
A Xometry Company
Promena
CONNEX marketplace
Costifier
SMART, FAST AND EASY
Alibaba.com
MFG
SCOUTBEE
Fairmarkit
Marketplaces w/ Supplier Response Model
Supply Chain Management Software
fictiv
PROCURATED
costing24
aPriori
PROTOLABS
Manufacturing. Accelerated.
Xometry
MicroEstimating
SIEMENS PLM SOFTWARE
SIEMENS
Direct Purchase w/ Industry Average Calculation

Competitive Advantage

	Costifier SMART, FAST AND EASY	SCOUTBEE Fairmarkit	aPriori	costing24	Marketplaces
Supplier Experience Rating and Matchmaking	✓	✓			
Industry Average Target Prices		✓	✓	✓	
Supplier Specific Target Prices w/ ML Models	✓				
Accurate and Supplier Specific Carbon Footprints	✓				
Cost	Free for SMEs $$ for Buyers	$$	$$$	$$$	Free

PATENT PENDING

Development history and roadmap

Since 2019, supplier data is accumulating...

Step 1
2019

SME Proposal Cost Estimation Software

More than 90 SMEs
From 6 countries
15% monthly growth rate

Step 2
2022

Supply Chain Management Software

10 Corporate Users
20% monthly growth rate

Step 3
2024

First Block Chain Based Supplier Matchmaking Platform

+

Carbon Footprint Estimation Software

Costifier
SMART, FAST AND EASY

March 2024

Thank you!

Email:
ersanturan@costifier.com

Address:
Mustafa Kemal Mah. Dumlupınar Blv.
No:280/G 1260 Çankaya Ankara Turkey

Phone:
+90 (535) 650-9209