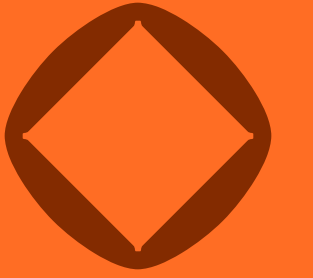


You can't see half your IT spend. And you're overpaying on the rest.



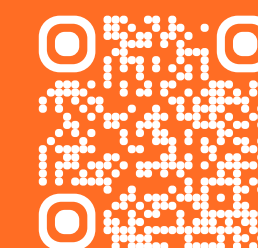
Price is visible.
Expertise is not.
Until now.

↳ Definic benchmarks
prices and expertise in
seconds..

Robert Decman [CEO U.S.]
Lukas Rezanina [CEO]

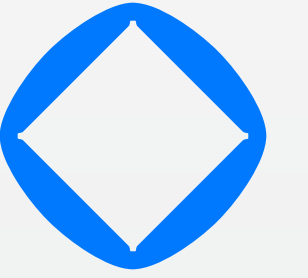
DEFINIC

PROCUREMENT, REDEFINED. EVERY DECISION.



Website definic.ai
LinkedIn [Definic](#)

THE STATUS QUO



Most enterprises buy IT services the way they did a decade ago.

↳ Emails to familiar vendors.

↳ Rates negotiated blind.

↳ Decisions finalized in spreadsheets.

€11M

lost on every €100M
of external IT spend

66%

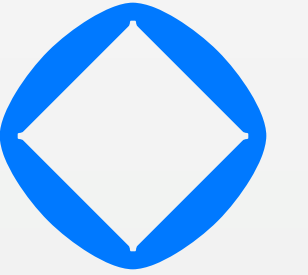
of vendor failures trace to
missing domain expertise

40%

of RFPs contain critical
errors

6w

to award a single tender



Before, procurement was flying blind.

↳ A sophisticated, multi-market European bank.
Not a small shop.

80%

single-source tenders
— no competition

462

contracts, none
benchmarked

1.2

proposals per tender
— no real choice

6w

to award a single
tender

395%

rate variance for the
same role

HOW WE FIXED IT

From problem to published tender. In minutes, not months.

↳ **An RFP Assistant
that kills ambiguity**

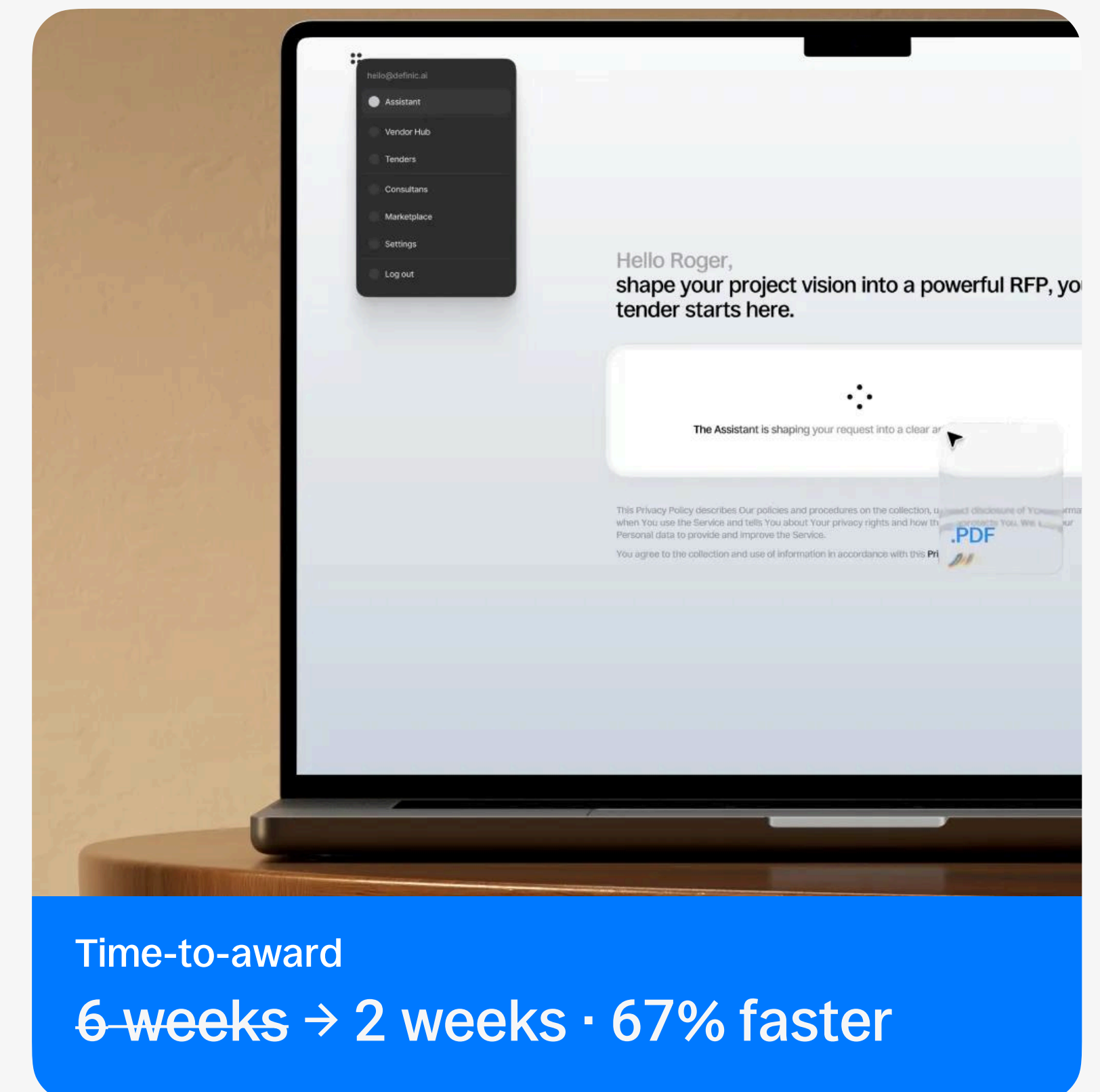
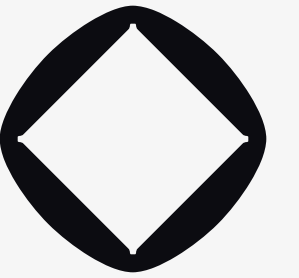
01 / 03

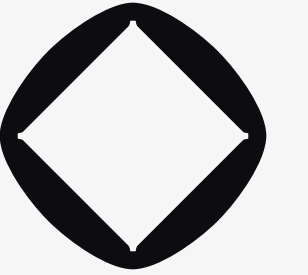
↳ **At the bank**

Twenty-page copy-paste RFPs,
or three lines with the wrong scope.
Vendors can't price ambiguity.
They pad, and you pay.

Describe the problem, or upload what
you have. The Assistant defines the
RFP, estimates effort, picks the right
technologies, matches the right
vendors: published in minutes.
No RFI phase.

↳ **Good specs in, real prices out.**





Benchmark every rate. Inside and out.

↳ Intelligent benchmarking,
built for software

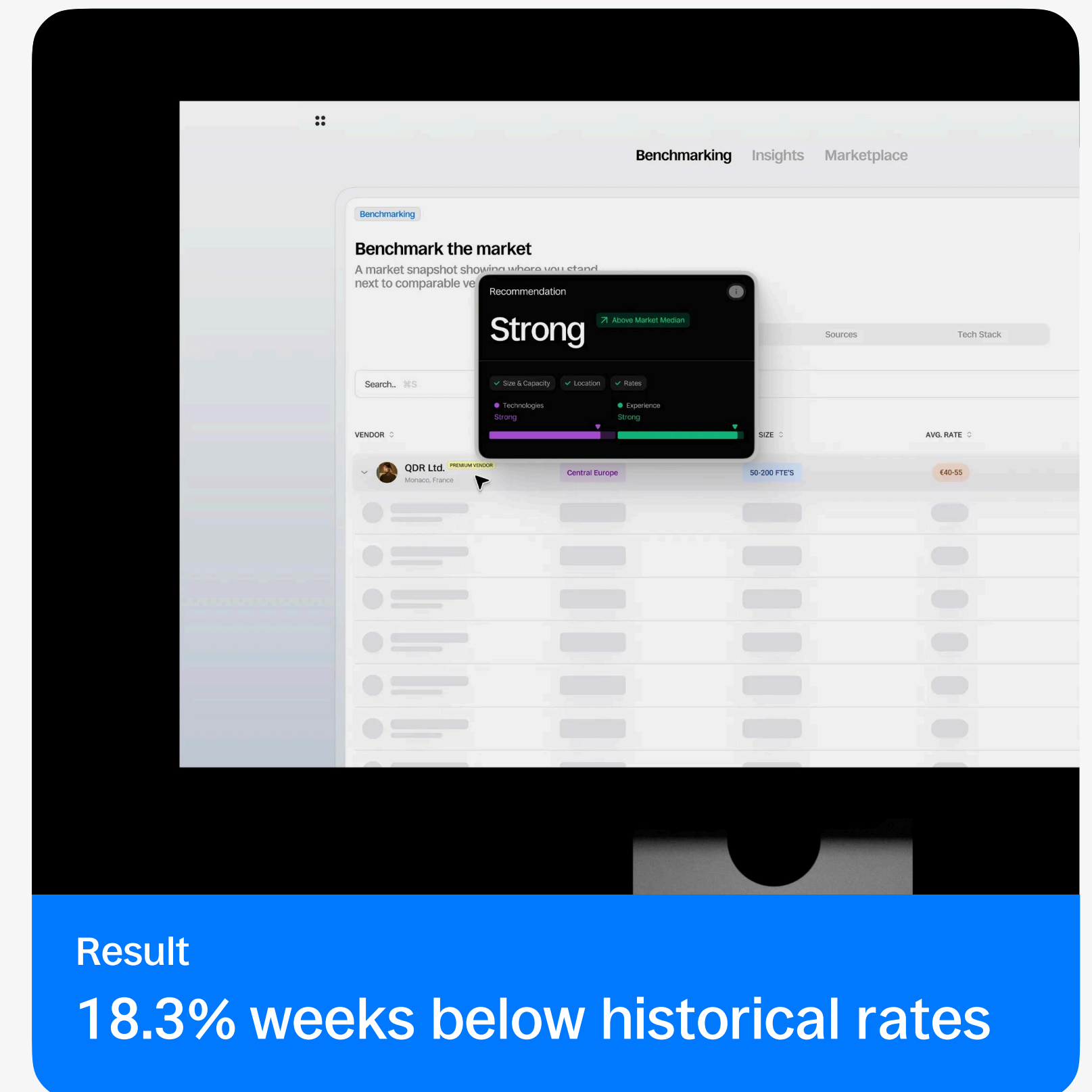
↳ At the bank

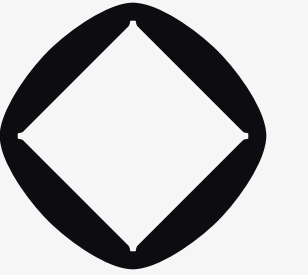
the same handful of vendors won everything, regardless of domain fit or price. Loyalty by default, not by merit.

Every rate and proposal, benchmarked in seconds, three ways: your past contracts, the live market, and every competing bid on the tender.

You see what fair looks like before you sign.

↳ Overpriced contracts got re-tendered.





Real competition on every tender.

↳ From email black box
to one controlled process.

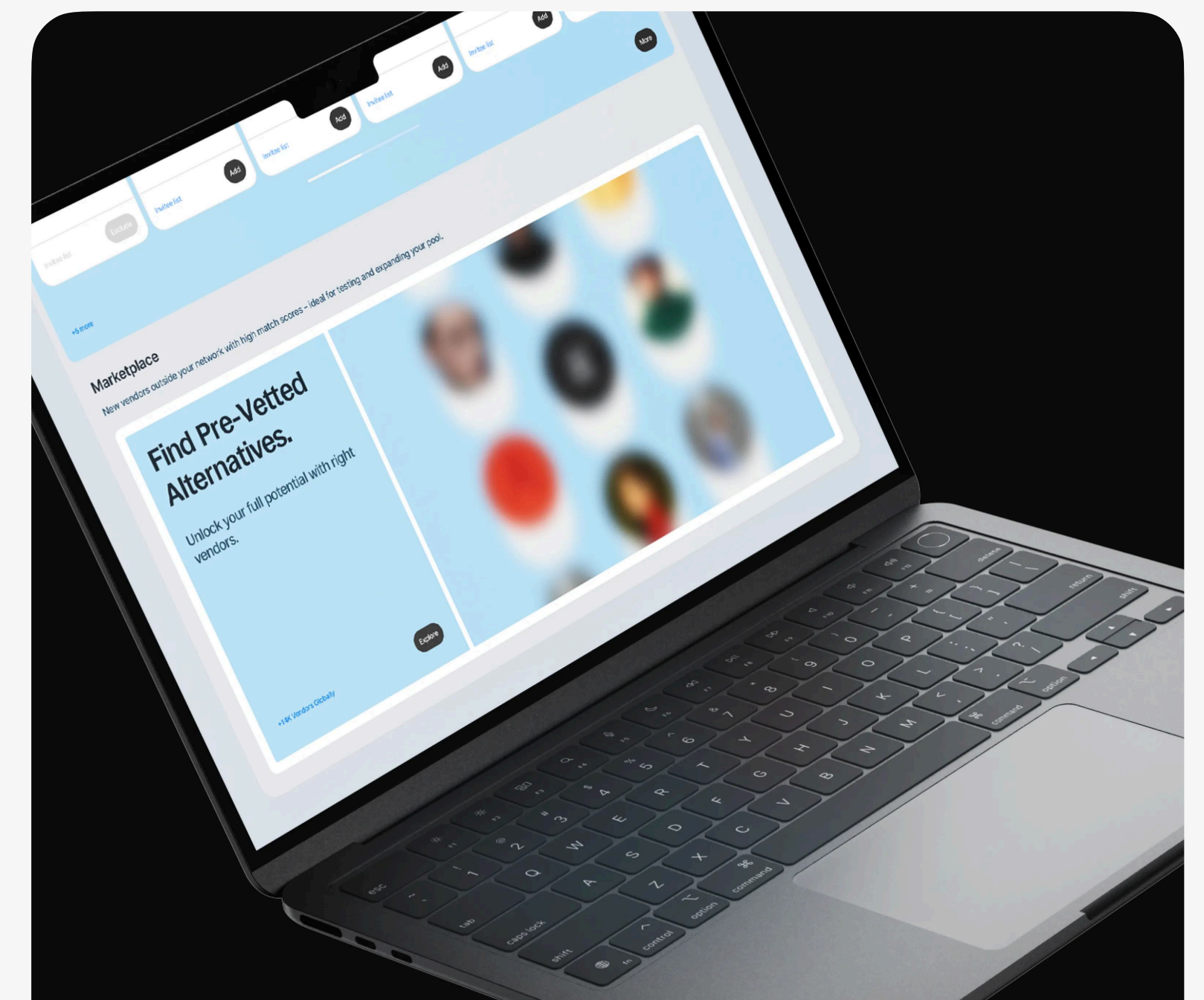
↳ At the bank

managers ran tenders over email.
Vendor management and the board
saw none of it. 80% single-source,
1.2 proposals per tender.

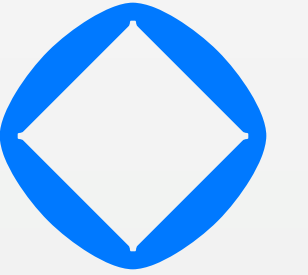
Now every tender runs in one place under
vendor management's control. Verified
vendors compete on every role, drawn
from 115k+ delivery case studies.

6-8 proposals per tender.
Real choice, finally.

↳ 60 tenders in 5 months, every one
audit-ready.



Single-source 80% → 3.6%
86% vendor response



€1.2M+ saved
on €5.4M of tracked spend.

↳ 30x

Roi in five months

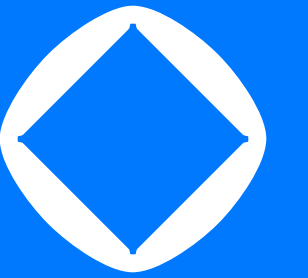
↳ €4.6M

Projected annual savings

↳ 18.3%

Average rate reduction

How much could you save?



10-20%

↳ We deliver 10-20% savings on external IT spend, with better vendors, faster cycles, and full control. At a major CEE bank, it was 18.3%.

→ €50M external IT spend

€5-10M

a year

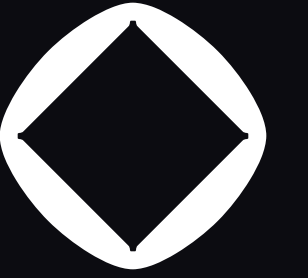
→ €100M external IT spend

€10-20M

a year

**Take your number.
Multiply.
That's the
conversation.**

- ✓ Savings
- ✓ Better vendors
- ✓ 67% faster
- ✓ Full control

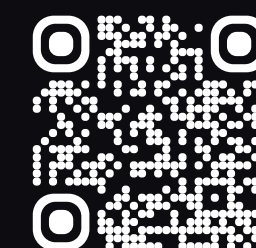


Select the right vendor,
for the right job,
at the right price.

Email contact@definic.ai

DEFINIC

PROCUREMENT, REDEFINED. EVERY DECISION.



Website definic.ai

LinkedIn [Definic](#)