

OCOST

Redefining procurement through the power of overlooked data

Unlock the hidden value in your procurement data

30%

Cost Reduction

Optimize spending across all categories



Data-Driven Decisions

Transform data into strategic insights



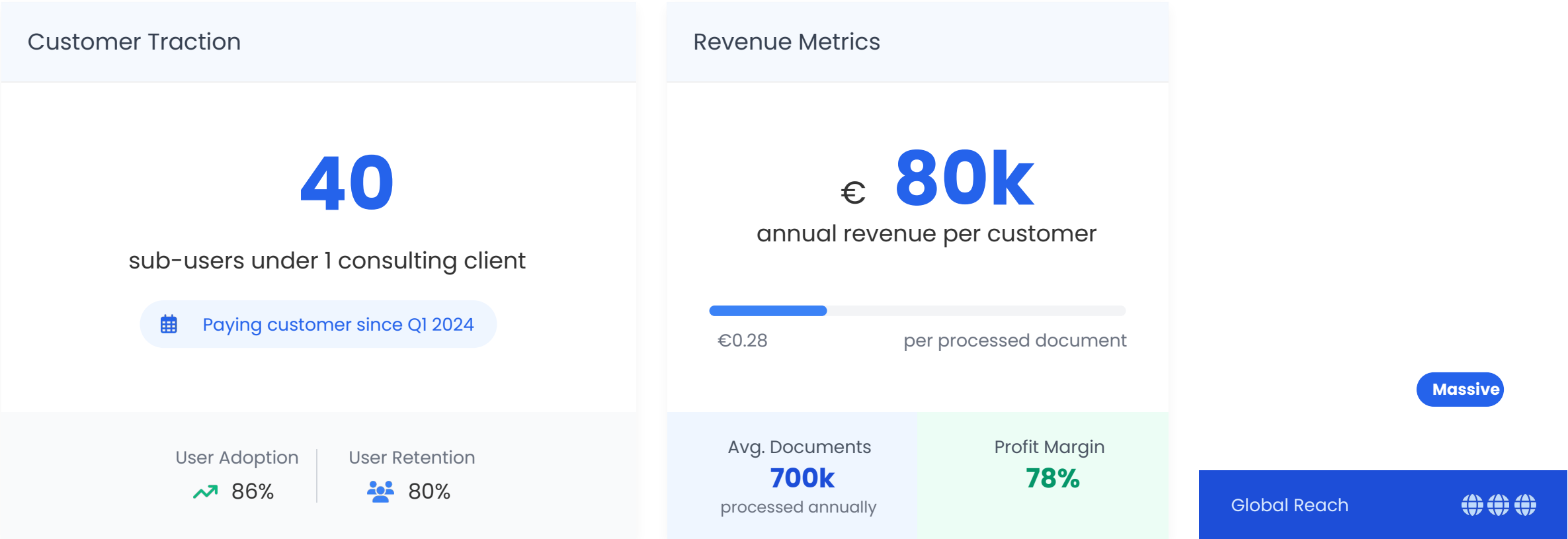
Instant Results

See insights within days, not months

[Seed Investment Pitch](#)

HIGHLIGHTS

Initial traction shows product market fit in a large market with great internationalisation potential



PROBLEM

The Procurement Black Hole is the Reality of Today's Enterprises: Lost Time, Wasted Money and Endless Complexity



"Procurement teams waste up to 60% of their time searching for, validating, and reconciling data across disparate systems."

FACTS

€12 trillion

Enterprises globally spend this amount per year on procurement



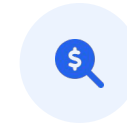
Global Scale

Affects all major industries and markets worldwide



Growing Market

10% annual growth in procurement technology



Untapped Value

Less than 20% of procurement data utilized effectively



Strategic Importance

Rapidly increasing in global enterprises

Cost Reduction Potential

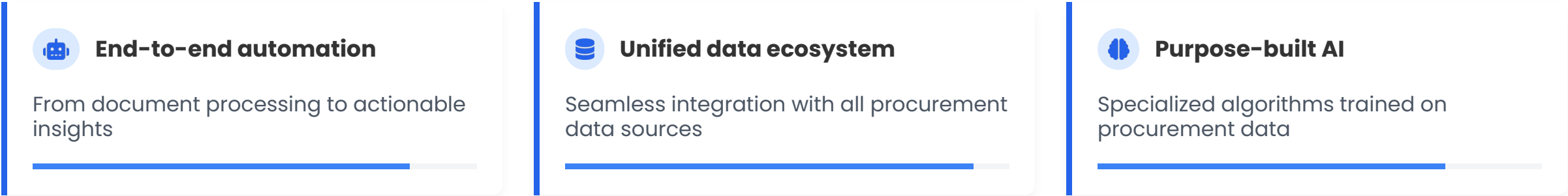
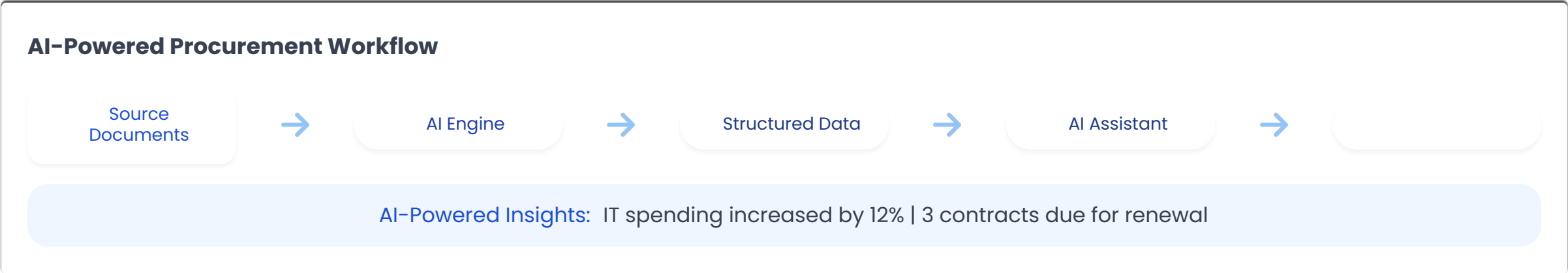
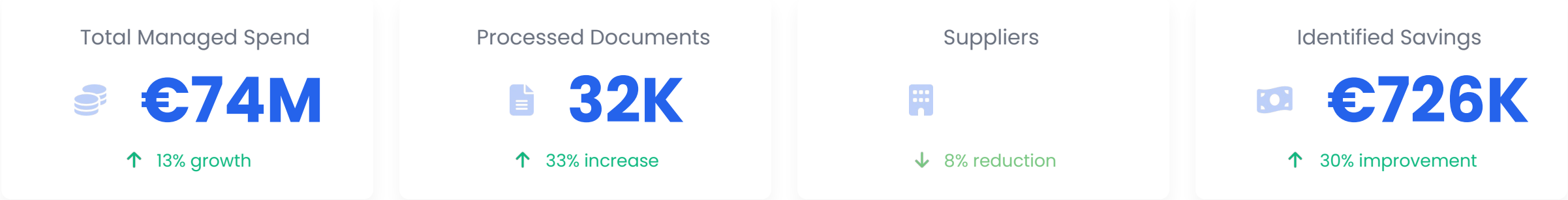
Through digitized procurement processes

Data Preparation Time

Consumes procurement analysts' time

Unified AI Procurement Platform

Transforming procurement with AI-powered automation and a path to full autonomy



Competitive Advantages

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Feature	OCOST	Traditional BI Tools	ERP Modules	Excel Solutions
Multi-format document support	✓	✗	✗	✗
Advanced OCR capabilities	✓	✗	◐	✗
Spend classification automation	✓	◐	◐	✗
Procurement-specific insights	✓	◐	✗	✗
Easy implementation	✓	✗	✗	✓
Cost-effective solution	✓	✗	✗	✓



USP

Unlike competitors, OCOST completely eliminates the Human-In-The-Loop (HITL) stage, as research shows that human involvement in the process leads to more errors and reduces the efficiency of procurement automation.

Market Opportunity

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Global Procurement Market

€12T

Annual Global Spend

Procurement Software Market

€9.2B

Market Size (2023)

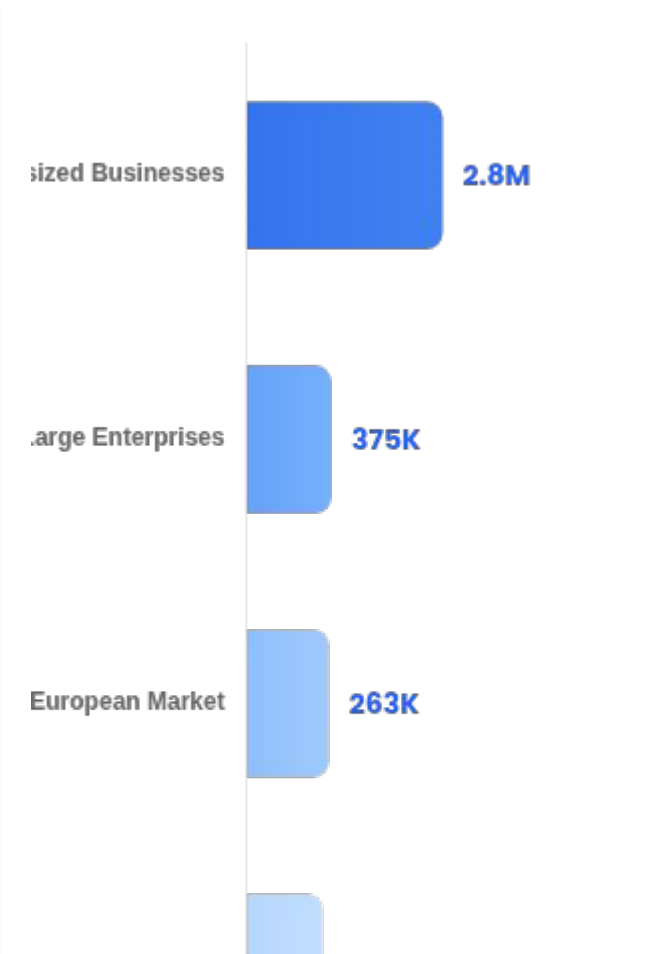
↑ 10% CAGR

Cost Reduction Potential

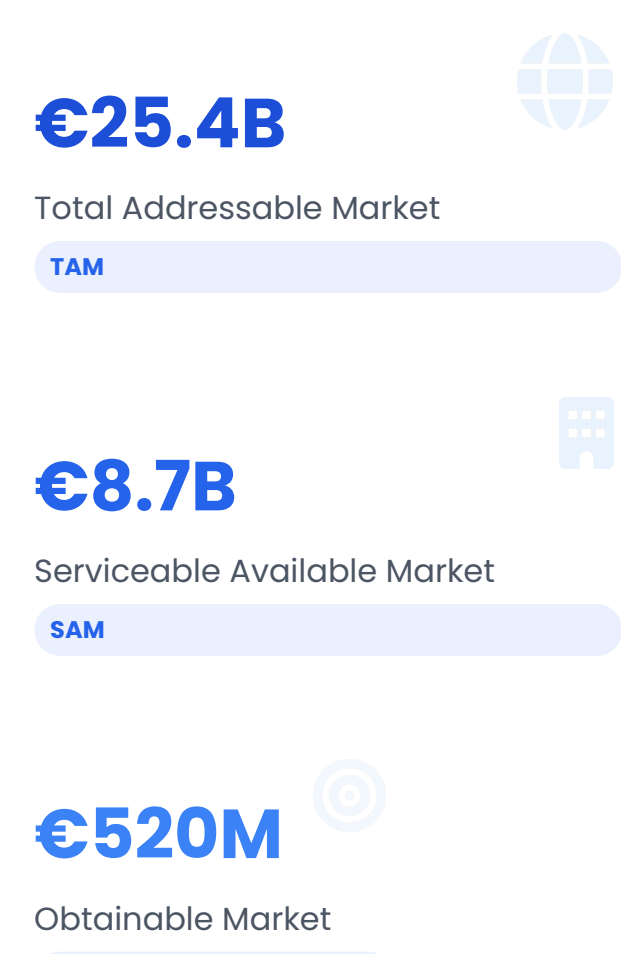
3–20%

Typical Savings Range

Target Market Segments

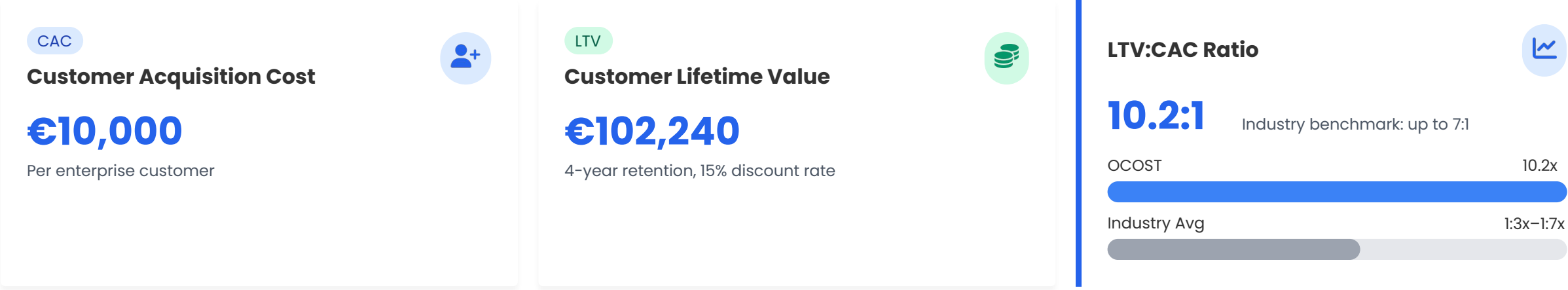


Market Approach

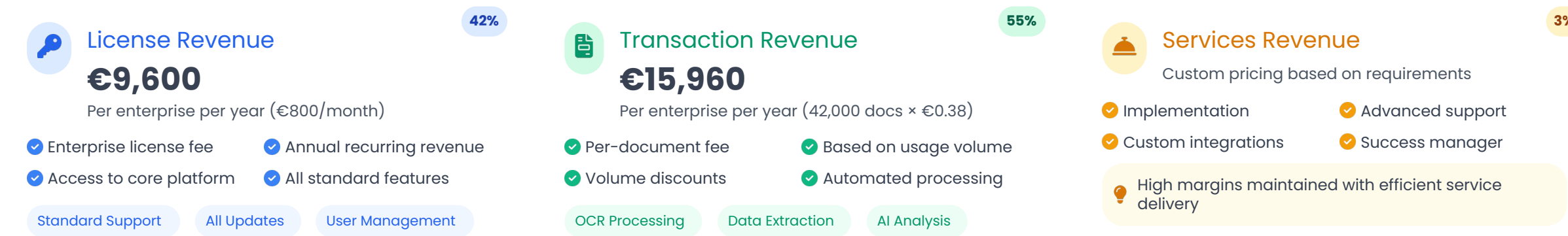


BUSINESS MODEL

Simple & scalable pricing with high margins



Revenue Streams



Go-to-Market Strategy

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Market Rollout Timeline

1 DACH Region

Q3 2025 - Q1 2026

📍 Focus on Germany, Austria, and Switzerland

👥 Direct sales and local partnerships

2 Western Europe

Q2 2026 - Q4 2026

🌐 Expansion to France, Benelux, UK markets

👤 Regional teams deployment

3 Global Expansion

2027 onwards

🌐 North America and selected APAC markets

🤝 Strategic partnerships for market penetration

Strategic Approach



Channel Partnerships

Strategic alliances with ERP providers, accounting firms, and procurement consultants



Proof of Value Demos

Rapid implementation pilots showing 10-15% cost savings on sample procurement data within 2 weeks



Thought Leadership

Educational content marketing focused on procurement optimization techniques and industry benchmarks

Customer Acquisition Targets

Y1

10+

Enterprise Customers

Market Entry

Y2

50+

Enterprise Customers

Market Foothold

Y3

100+

Enterprise Customers

Scaling Phase

Y4-5

200+

Enterprise Customers

Market Leader

THE ASK

Investment to become market leader in DACH and prepare for internationalization

€2m
Valuation: 8M

2027 EoY PROJECTIONS



€3.5M

Annual recurring revenue



50+

Enterprise clients



€2.8M

EBITDA



€56M (7x)

Valuation in 2 years

34%

Sales + Marketing
10 FTE + €35k/month

26%

Product/Tech
~12 FTE + tech ops

22%

AI & Data Integration
9 FTE + partner APIs

18%

Ops & Admin
6 FTE + €9k/month

- 

Key Milestones

 - ✓ DACH market dominance
 - ✓ Series A readiness
 - ✓ Enterprise-grade platform
 - ✓ International expansion

Our Team

Leadership



Valeriy Nemyrov

CEO

20+ years in sales of technology solutions. Driving revenue growth strategies for innovative companies with focus on AI automation.

Sales Strategy

AI Solutions

Enterprise Sales



Maxim Vlah

CTO & Founder

Software Engineer and ML Expert with focus on neural networks and deep learning. Previously Tech Lead at OURZ for grocery product recognition.

Neural Networks

ML/AI

Data Science

Advisors & Board



Alexander Goloverov

Associate Partner at Camelot Management Consultants

Strategic advisor with extensive experience in management consulting and mechanical engineering. Lecturer at International School of Management.



Igor Wolfson

Strategic Advisor

Experienced strategist with deep knowledge of European markets and business development. Brings valuable insights to the company's growth plans.