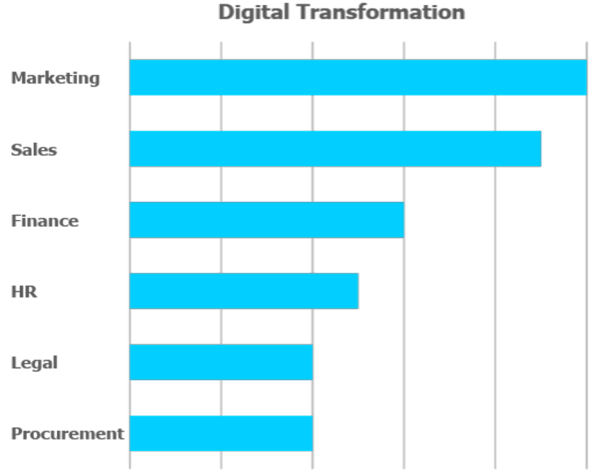


prokuria

Hyper-personalized procurement solution, set up crazy fast.

Introducing Prokuria, a cloud-based platform that helps organizations to automate sourcing and achieve significant cost and time savings.

Procurement is one of the last departments to benefit from the digital transformation.



Requisition

- Identify needs
- Identify opportunities
- Identify stakeholders
- Budget approval & timeline

Strategic Sourcing

- Identify needs
- Identify suppliers
- Run sourcing events
- Evaluate responses
- Select supplier

Contract Management

- Negotiate contract
- Execute contract
- Manage contract & catalog

Supplier Onboarding

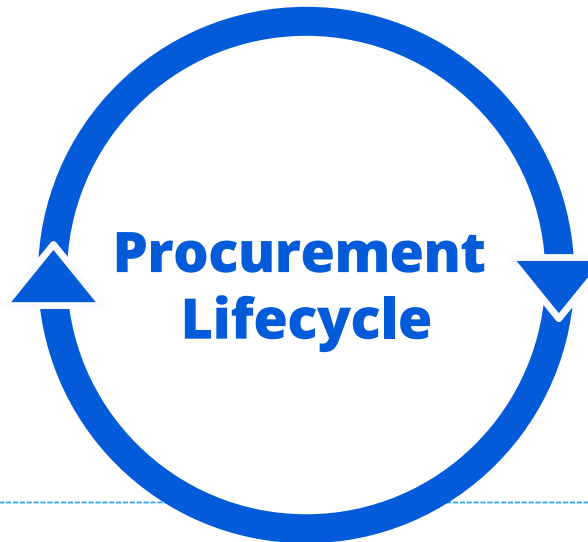
- Supplier information
- Supplier compliance
- Supplier workflow & approval

Purchase Request

- Search catalog/ create shopping cart
- Create purchase request
- PR workflow & approval

Supplier Management

- Supplier communication
- Performance analysis
- Compliance analysis
- Supplier reviews
- Segmentation



Spend Analysis

- Gather spend data
- Analyze spend
- Determine compliance

Payment

- Invoice receipt
- Invoice reconciliation
- Invoice workflow & approval
- Payment
- Update accounts payable

Purchasing

- Create PO
- Send PO to supplier
- Transportation & logistics
- Goods receipt

Prokuria is your command center

Sourcing

RFIs, RFPs & RFQs

Sourcing events without hassle. Full visibility on supplier engagement and all information beautifully centralized.

Auctions & Dynamic Allocations

From simple sealed bids, to advanced reverse or Dutch auctions all the tools are here to dramatically cut costs.

Requisition & Approval Flow

Take control of your purchasing workflow: from requisitions, custom approval flow, internal collaboration.

Supplier Relationship Management

Suppliers Management

Store all supplier information and manage contracts in one place. Smart notifications will help you never miss a deadline.

Supplier portal & Onboarding

The place of the supplier in the relationship with you. Periodic reviews, message center, disputes, all in one place.

Contract Repository

Keep all your contracts online and with smart notifications never miss a deadline again..

Hyper-personalized

Exactly the way you want. Your process, your flows, digitalized in couple of days.

Collaborative

Boost Internal collaboration, alignment with stakeholders and speed of business.

Flexible. Fast. Easy.

Prokuria works the way you work. It's easy to customize it, fast to start and intuitive to work with.

White-labelling & Integrations

Brand your own platform and integrate with your website, email and IT ecosystem.



Traditional E-mails + Excel

Suitable for small companies and projects.

- First option at hand and without additional costs.
- Time consuming process, difficult to control and audit.
- Exposure to operational and fraud risk.
- Impossible to launch complex RFPs or eAuctions.

prokuria

Quick, intuitive, customizable

Suitable for medium and large companies.

- **In depth customizations.** Custom fields, custom modules, intelligent flows and alerts.
- **High usability.** Product adoption is fast for users, but also for suppliers.
- **Focused on Relationship Management.** Sales have the latest CRM tools, while procurement teams without any tool have a big gap in negotiation not having their tool.
- **Focused on internal collaboration.** The speed of business is essential, especially now with remote working. Efficient communication and project/ tasks management is key.
- **Fast implementation & data migration** You need **now** a working solution not in 6 months.
- **The budget** will not be blown away.



More complex, but complicated platforms

Suitable for global projects and full procurement cycle.

- Complex to set-up and start with.
- Very expensive and usually requiring external consulting, and a dedicated implementation team.
- Optimal for large enterprises, digitizing the entire procurement cycle from sourcing to pay.

Testimonials



Prokuria was easy to implement and use by both our procurement team and our vendors. The software helps us to successfully bring our suppliers online for requests and reverse auctions. We see it as a great tool to keep enhancing the performance of our suppliers. We also truly appreciate the support we are getting from Prokuria's team, always agile and responsive to our needs.

Mirela Moale, Procurement Manager, Indirect Materials



As Prokuria is cloud-based it was very helpful to us, especially during these times when the team absolutely needs to work remotely. With just an internet connection and a laptop, we can smoothly run our procurement events.

The platform is really user-friendly, both for the buyers and suppliers. This is particularly important as buyers can use the platform without adding extra effort to the IT department. We really appreciate the prompt customer support and feel that we can really count on the Prokuria Team for our needs.

Edgardo Diaz, IS Administrator



We are happy to work with such a customer focused company like Prokuria!
We really appreciate your kind and effective support!

Cecilia Csépké, Sales Manager



**We're here
for you**

Contact us



Andreea Zaharescu

Business Development Manager
andreea@prokuria.com
+ 40 741 337 808

Watch a demo



Watch it!

**We prepared a short demo
video of the product here:**
<https://youtu.be/ftj-3b2G7cs>




Create a demo account



Try it!

Create your demo account here:
<https://app.prokuria.com/authentication.html#/register>

Our Customers (#1)

			
Industry	Retail, since 1979	FMCG, since 2005	Milling & Bakery, since 1994
Description	The largest supermarket chain in Romania based on the number of units and localities covered - closed to 1.000 units.	The most important local coffee producer, present on the Romanian market for 16 years.	One of the leading producers in the milling and bakery industry in Romania.
Headquarter	Romania	Israel	Romania
Company size (employees)	13.000	204	732
Revenue 2018 (Euro)	900M	52M	70M
	Sourcing Module Premium Features Customized Auction with Dynamic Allocation Algorithm	Sourcing Module	Sourcing Module Supplier Relationship Management Supplier Onboarding White-label, Custom developments





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Our Customers (#2)

		 <small>ASG Gépgyártó Kft.</small>	 <small>Developer & Contractor</small>
Industry	Constructions & Interior Design, since 2001	Welding & Manufacturing, since 1993	Real Estate, since 1991
Description	One of the fastest growing multi-disciplinary design firms in Asia-Pacific. The organization consists of 12 offices with 400 members across five countries: Australia, India, Singapore, Thailand and Vietnam.	Specialized in manufacturing of light and heavy welded structures. Their clients are from: England, Belgium, France, The Netherlands, Germany, Sweden, Finland.	<ul style="list-style-type: none"> • Over 3.500 houses built • Over 330.000 sqm of constructed • 16 residential compounds developed
Headquarter	Singapore	Hungary	Romania
Company size (employees)	400	169	56
Revenue 2018 (Euro)	103M	9.8M	23M
	Sourcing Module Requisition and custom approval flow Supplier Relationship Management White-label, Private cloud Custom developments	Sourcing Module Advanced Auctions	Sourcing Module Advanced Auctions

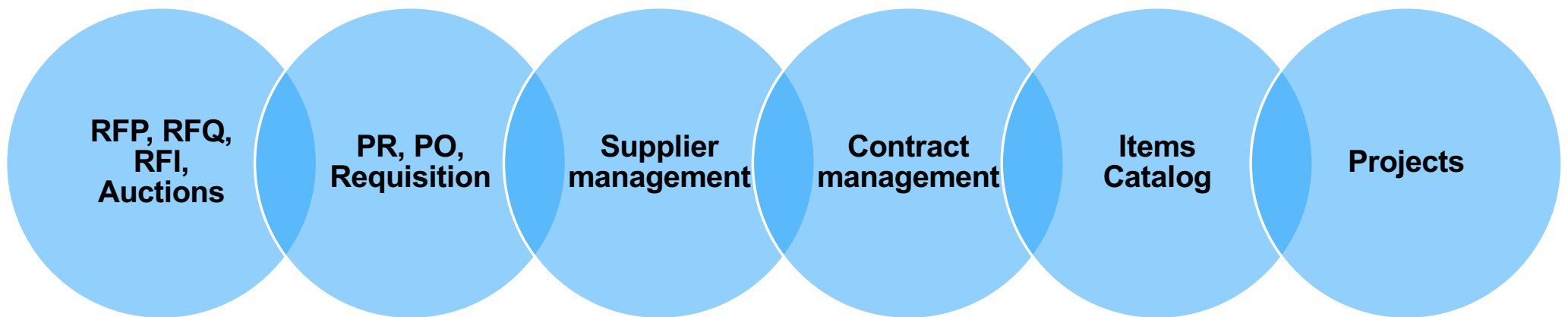
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Our Customers (#3)

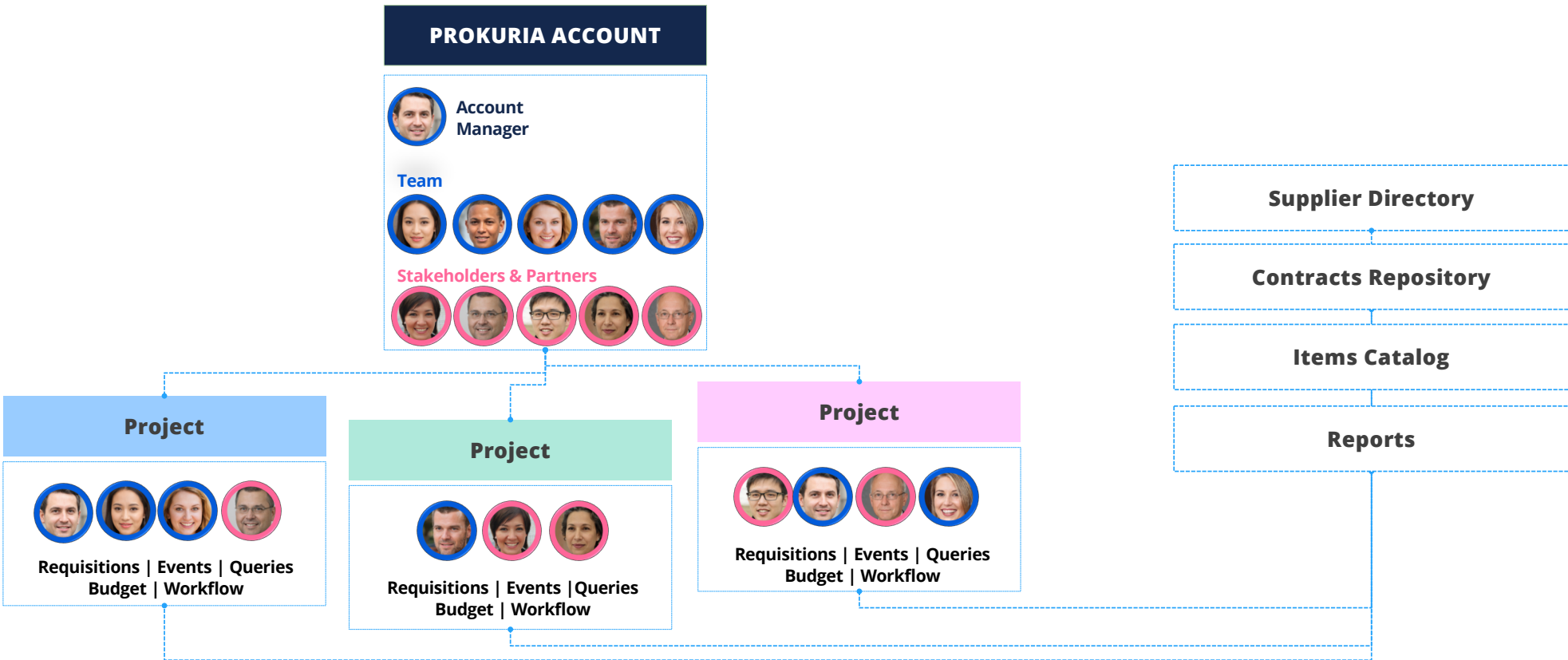
				
Industry	Food & Beverages, since 1890	Information Technology & Services, since 2004	Renewables & Environment, since 2013	Wholesale, since 1967
Description	One of the leading branded confectionery producers on the Romanian market, actively competing in chocolate, cake and sugar confectionery.	The next-generation network infrastructure provider. PREPA Networks infrastructure currently serves Puerto Rico, Vieques, Culebra, Miami, New York and the Caribbean.	Consumer technology platform that powers cleaner, more efficient, and more sustainable homes.	A leading supplier of healthcare products to businesses and individuals across the UK.
Headquarter	Romania	Puerto Rico	United States	United Kingdom
Company size (employees)	445	25	50	74
Revenue 2018 (Euro)	30M	NC	58M	14M
	Sourcing Module White-label, Custom developments	Sourcing Module	Sourcing Module	Sourcing Module

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Modules



Prokuria Account & Projects



RFIs & RFPs & RFQs (RFX)

- General information about the RFX (like name, description, end date, currency, etc.)
- Add unlimited custom fields (like budget, category, etc.)
- Attach any kind of file to an RFX in order to keep suppliers informed (pictures, technical files, etc.)
- Items section - containing all the items of the RFX
- Powerful questionnaire section: 3 types of questions (text, single choice or multiple choice with predefined answers)
- Dashboard for tracking suppliers' engagement (read the invitation, accepted, declined, submitted offer, etc.)
- Real-time chat with suppliers
- Dashboard for comparing offers in real-time and selecting the best offer
- Automatic email reminders and notifications
- Audit trail

2 Suppliers

1. supplier.1.red@gmail.com	Company Red		Email: EN	
2. supplier.2.blue@gmail.com	Company Blue		Email: EN	

Insert supplier's email

3 DOCUMENTS

You don't have any documents inserted. Max. file size allowed is 8MB.

4 ITEMS

Group by category

ID	Category	Name	Description	Unit	Quantity	Budget	
Furniture							
1. 35345	Furniture	Office Desk	White, wood	pcs	50	0.00	Delete
Services							
1. 44354	Services	Interior design	Concept + implementation	pcs	1	0.00	Delete

5 QUESTIONS

Group by category

Name	Type	
Commercial conditions		
1. Warranty	Single Choice	<input type="button" value="Edit"/> <input type="button" value="Delete"/>

RFP – Scoring Engine

- Automate hours of excel crunching with we our scoring engine that calculates the score of each supplier
- Ensure a fair process and select the best option for your organization
- Consider both cost and several requirements according to the products/services requested: technical, logistical, commercial, financial parameters etc.
- Criteria are established based on price and different parameters, and a score and weight are attached to each criterion.
- Distinct weightings - allows each criterion to be measured on the same scale. Each also has a weight by which the score is multiplied to give it a total weighted score. This makes scoring easy and ensures that the most important criteria are given greater consideration.

5 QUESTIONS

Scoring

Name	Category	Type	
1. Warranty	Commercial conditions	Single Choice	View
2. Experience and references	General conditions	Text	View
3. Delivery	Commercial conditions	Multiple Choice	View
4. Payment	Commercial conditions	Single Choice	View
5. NDA - signed	General conditions	Text	View
6. Office desk - size	Product specifications	Single Choice	View
7. Office desk - material available	Product specifications	Multiple Choice	View
8. Ergonomic chair - available colours	Product specifications	Multiple Choice	View

SCORING

[Export](#)

Use price in scoring

	Question	Max Points	Weights %	supplier.3.green@gmail.com	Avg. Score
▼	1 Commercial conditions	70	25.9	51	54.7
▼	1.1 Warranty	30	11.1	30	23.3
	- 1 year	5	1.9		
	- 2 years	15	5.6		
	- 3 years	20	7.4		
	- 4 years	30	11.1	30	
▶	1.3 Delivery	21	7.8	21	18.7
▶	1.4 Payment	19	7	0	12.7
▶	2 General conditions	0	0	0	0
▶	3 Questions/Notes	0	0	0	0
▶	4 Product specifications	100	37	42	38.7
	Price	100	37	60	76.7
	Total	270	100	153	170
	Rank			3	

Auctions (Reverse or Forward)

- General information about the auction (like name, description, start date, end date, currency, etc.)
- Add unlimited custom fields (like budget, category, etc.)
- Attach any kind of file to an Auction in order to keep suppliers informed (pictures, technical files, etc.)
- Items section - containing all the items of the auction
- Dashboard for tracking suppliers' engagement with the event (read the invitation, accepted, declined, submitted offer)
- Real-time chat with suppliers
- Dashboard for comparing the bids in real-time and selecting the best offer
- Automatic emails reminders and notifications
- Audit trail

Advanced auctions: Sealed Bid; Dutch auctions; Multi-allocation auctions, Multi-parameter auctions

The screenshot displays an auction management interface with the following sections:

- Settings:** Currency (EUR), Budget (48,000), Starting price (48,000), Minimum step (100), Cool-down period (5 min), Starts (6/19/2020 14:14), Ends (6/19/2020 14:52), and a View audit log link.
- Suppliers:** A list of four suppliers:

1. supplier.1.red@gmail.com	Company Red	
2. supplier.2.blue@gmail.com	Company Blue	
3. supplier.3.green@gmail.com	Company Green	
4. supplier.4.orange@gmail.com	Company Orange	
- DOCUMENTS:** A list of three documents: NDA.pdf, Technical_Specifications.pdf, and Office Building Sketch.jpg.
- Responses:** A summary bar showing: NOT READ (1/5), READ (4/5), RESPONSES (4/5), and DECLINED (0/5).
- Responses Table:** A detailed table of responses:

Email	Total	Difference	% Difference	Response time
supplier.2.blue@gmail.com	44,100.00 EUR	+0 EUR	Best price	2020-06-21, 17:23:13 GMT+3
supplier.4.orange@gmail.com	44,240.00 EUR	+140.00 EUR	+0.317%	2020-06-21, 17:23:13 GMT+3
supplier.1.red@gmail.com	44,350.00 EUR	+250.00 EUR	+0.567%	2020-06-21, 17:23:13 GMT+3

Requisition

- General information about the PR (like name, description, budget, etc.)
- Add unlimited custom fields (like SAP ID, cost codes, tax related fields)
- Items section - containing all the items of the PR, quantities, prices and the suppliers selected
- Attach any kind of file to an item in order to keep centralized presentation, approval memos, technical files, etc.
- Comments section at item level to keep track of discussions inside your team about respective PR
- Approval flow
- Audit trail

Requisition office furniture
Requisition ID BO18 Draft

Summary edit **Next steps**

Name: Requisition office furniture Diana Neacsu | Sr. Buyer
Category: Furniture Daniel Nitu | CFO
[view audit trail](#)

Requester: Andreea Zh | Procurement Manager

Items

No grouping ▾

Material ID	Category	Items	Description	Specification	Unit	Quantity
35345	Furniture	Office Desk	White, wood	160x80 cm	pcs	50.00
44354	Services	Interior design	Concept + implemen...		pcs	1.00

[+ add item](#)

Documents attached

[Project documentation.pdf](#) 🗑
[Blueprint.pdf](#) 🗑

[+ add link](#) [+ add document](#)

Comments

Andreea Zh | Procurement Manager | 25/Jun/20 9:27 AM
Hi. Please check the project documentation and let me know if you have any questions. Thanks.

[+ add comment](#)

Purchase Request (PR)

- General information about the PR (like name, description, budget, etc.)
- Add unlimited custom fields (like SAP ID, cost codes, tax related fields)
- Items section - containing all the items of the PR, quantities, prices and the suppliers selected
- Attach any kind of file to an item in order to keep centralized presentation, approval memos, technical files, etc.
- Comments section at item level to keep track of discussions inside your team about respective PR
- Approval flow
- Audit trail

Demo Project / PRs / PR Conference room - furniture

PR Conference room - furniture

PR ID PR97 Draft

Summary


Name
PR Conference room - furniture

CCY
EUR

Category
Furniture


	Total	Used (all approved)	Current PR
Budget (SSV)	10,000.00	0.00	22,700.00
Cost (COGS)	22,700.00	0.00	22,700.00
Saving (NSV)	-12,700.00		
Saving% (NSV%)	-127.00%		


[view budget report](#)


Requester:
 Andreea Zh | Procurement Manager

Next steps

[Send for approval](#) [Cancel](#)

 Diana Neacsu | Sr. Buyer

 Dan Leinad | CFO

 Ioana Mihailescu

[view audit trail](#)

Items

Group by Supplier

Material ID	Category	Items	Description	Specification	Unit	Price/Unit	Quantity	Total Value
-------------	----------	-------	-------------	---------------	------	------------	----------	-------------

Suppliers Management

- General information about the supplier (like company name, address, website, etc)
- Add unlimited custom fields (like SAP ID, capabilities, previous work, etc)
- Periodic Supplier review process and Supplier Scorecard
- Contacts in order to keep the entire team of the supplier in one place
- Contracts - keep all the electronic files of the contracts with suppliers in one place
- Comments section at supplier level to keep track of discussions inside your team about certain suppliers
- Attach any kind of file to a supplier in order to keep centralized presentations, catalogs, list of products, technical files, etc
- Possibility to add an Approval flow for supplier to be published in the suppliers lists and used in the procurement flow
- Prices Section - where you can keep track of different prices and agreements you have with respective suppliers
- Service desk for suppliers
- Audit trail

Suppliers / Company Teal

Company Teal

Supplier ID SU170

Summary

Internal info

Contacts

Contracts

Score

Documents attached

Comments

Summary

Name
Company Teal

Tax ID
-

Address
Kogalniceanu Street 40

Country
Romania

Website
www.companyteal.com

Phone
0741337800

Notes
-

Internal info

Status
Active

Category
Furniture X IT X

Segment
Tier2

Risk
yellow

Internal ID
SU1324

Owner
Andreea Zh | Procurement Manager | andreea+demoo@prokuria.com

Contacts

Name	Position	Email	Opted ...	Language	Phone	Status	Notes
George Harold	Sales Director	supplier.prokuria+2...		English	0040 74...	Active	George takes the final decision ab...
Kevin Robinson	Sales Executive	supplier.prokuria+3...		English	0040 78...	Inactive	
Emilia Clark	Sales Assistant	supplier.prokuria5@g...		English	0040 76...	Active	Emilia is new in the team.

+ add contact

Contracts






Name	Start date	End date	Last updated by	Last updated on
Health Insurance	2019-10-30	2022-06-25	Andreea Zh	2020-06-25
ISO Certification	2019-06-01	2020-08-25	Andreea Zh	2020-06-25

Items Catalog

- General information about the item (like name, description, model, tags, etc.)
- Pictures
- Attach any kind of file to an item in order to keep centralized manuals, blueprints, presentations, technical files, etc.
- Add unlimited custom fields (like SAP ID, cost codes, tax treatment, etc.)
- Comments section at item level to keep track of discussions inside your team about respective item
- Possibility to add an Approval flow for item to be published in the catalog and used in the procurement flow
- Prices Section - where you can keep track of benchmark prices and different prices and agreements you have with your suppliers for the respective item
- Audit trail

Items Catalog [Create Item](#)

Search... Approved It... ▼ Group by Ca... ▼




Picture	Subcategory ▼	Name	Internal ID	Description	Status ▼	
▼ Category: Furniture						
	Office furniture	Desk with screen		The veneer surface is durable, stain r...	Active	...
	Office furniture	Desk sit/stand		You can easily adjust the height of t...	Active	...
	Office furniture	Drawer unit		Drawers with integrated dampers cl...	Active	...
	Office furniture	Drawer unit on casters		You can customize and personalize ...	Draft	...
	Office furniture	Office chair, Glose black		The mesh material of the backrest le...	Draft	...

Contracts

- General information about contracts (contract name; description; supplier company; status; start date; end date; owner)
- Easily manage suppliers contracts being centralized in one place
- Internal collaboration - internal comments and , attach documents, associated entities to each entity (event, supplier, contract, requisition)
- Insert important fields at contract level
- Add tasks to you or your colleagues so you don't forget important things like renewing a contract
- Notifications regarding the expiration date of a contract

Summary

Edit

Contract name	Echipamente IT - Sala Conferin...
Description	Contract pentru echipamente IT necesare dotarii unei sali de conferinta.
Supplier company	Demo Company Green
Status	Active
Start date	08/Jul/20
End date	07/Jul/21 
Tags	-
Owner	 Andreea Zaharescu Procurement Manager
Last updated by	 Andreea Zaharescu Procurement Manager
Last updated on	13/Jul/20

Content

Custom fields	Field type	Field va...
Valuare contract (LEI)	Number	39670
Durata contract (luni)	Number	12

[+ add new field](#)

Documents attached

Contract Echipamente IT.pdf	 Andreea Zaharescu Procurement Manager	10/Jul/20 11:24	...
Garantie - Echipamente IT.pdf	 Andreea Zaharescu Procurement Manager	10/Jul/20 11:25	...
Anexa 1 - Contract Servicii curatenie.pdf	 Andreea Zaharescu Procurement Manager	10/Jul/20 13:25	...

[+ add link](#) [+ add document](#)

Associated entities




Asociat cu	Event	RFQ Echipamente IT	...
Contract asociat cu	Contract	Mobilier office	...

Projects

- Projects for organizing your activity as per your needs (ad-hoc projects, departments, product categories etc.)
- Granular roles & permission for each user - when a user is created, you can select for each module and project if they have access or not, view-only or if they are super admin. Moreover, at project level you can select specific rights.
- Project budget - set budgets for each project and more over divide it at categories level
- Custom approvers and approving rights
- Approval with threshold amount limit
- Custom fields
- Assign permission for each module

Events
Requisition
Settings
Roles & Permissions
Project budget

Roles & Permissions

 Andreea Zh Procurement Manager	Super Admin		...
 Diana Neacsu Sr. Buyer	Super Admin	Approver no threshold	...
 Daniel Nitu CFO	Super Admin	Approver no threshold	...


[+ add user](#)

Project budget [edit](#)

Total project budget
50,000 [view budget report](#)

Categories	Category Budget
Furniture	80,000.00
Total category budget:	80,000.00
Contingency:	-30,000.00

[+ add budget category](#)



Prokuria setup and additional customization options

- White-labeling (logo, colors, web-domain, email server)
- Custom fields
- Custom notifications & reminders
- Custom reports
- Open API for integrations with other platforms
- Excel API reports
- Audit reports

The screenshot displays the Prokuria settings page. The top navigation bar includes the Prokuria logo and menu items: Projects, Events, Requisitions, Queries, Contracts (€), Suppliers, Items, Reports, Tasks, and V1 pages. The user is logged in as 'Zeta Company SRL'. The main content area is divided into several sections:

- Settings:** Includes 'Default Currency' set to 'EUR'.
- Properties:** A list of expandable settings: Suppliers categories, Budget categories, Business unit, Items Buckets, Risk, and Segment.
- Item categories:** Shows two 'Furniture' categories and a '+ add item category' button.
- Supplier scoring:** A table with a 'No grouping' dropdown and columns for Group, Criteria, Max points, Weight%, and Info.

Group	Criteria	Max points	Weight%	Info
Financials	Price variation	5.00	5.00%	5 points for no va... ..
Financials	Financial stability	5.00	5.00%	T/O ; P/L ; No of e... ..
Manufacturing	Manufacturing ca...	20.00	20.00%	...
Manufacturing	Product flexibility ...	15.00	15.00%	...
Manufacturing	Technology and l...	10.00	10.00%	...