



RESHAPING THE FUTURE OF DIGITAL PROCUREMENT

Helping a German start-up develop their digital platform and MVP

THE CHALLENGE

Support a German start-up on their mission to digitalize the procurement in health and social sectors. Develop a platform that combines all important functions for buyers and suppliers.

THE OUTCOME

A completed MVP and a pilot phase with initial customers. Over 15 buyers and suppliers with a purchasing volume of over €50M participated, reaped benefits in their procurement process, and gave valuable feedback for the further development of the platform.

THE STORY BEHIND TENDERPILOT?

Initially, the idea was to primarily digitalize procurement. But as the idea turned into an actual project, the aim became to simplify the whole procurement process by creating the digital platform it is today. Jörg and Christoph, the founders, not only wanted to digitalize the process, but also to create a digital tendering and ordering platform on which both buyers and suppliers are directly connected with each other.

Procurement in health care and social sectors today is expensive, inefficient and lacking in transparency. 85% of all purchases in the health sector are C-items, which could be handled completely digitally. In reality it is not even 15%. Through Tenderpilot, purchasing processes are made faster and more efficient and additional savings of between 12-35% are achieved.

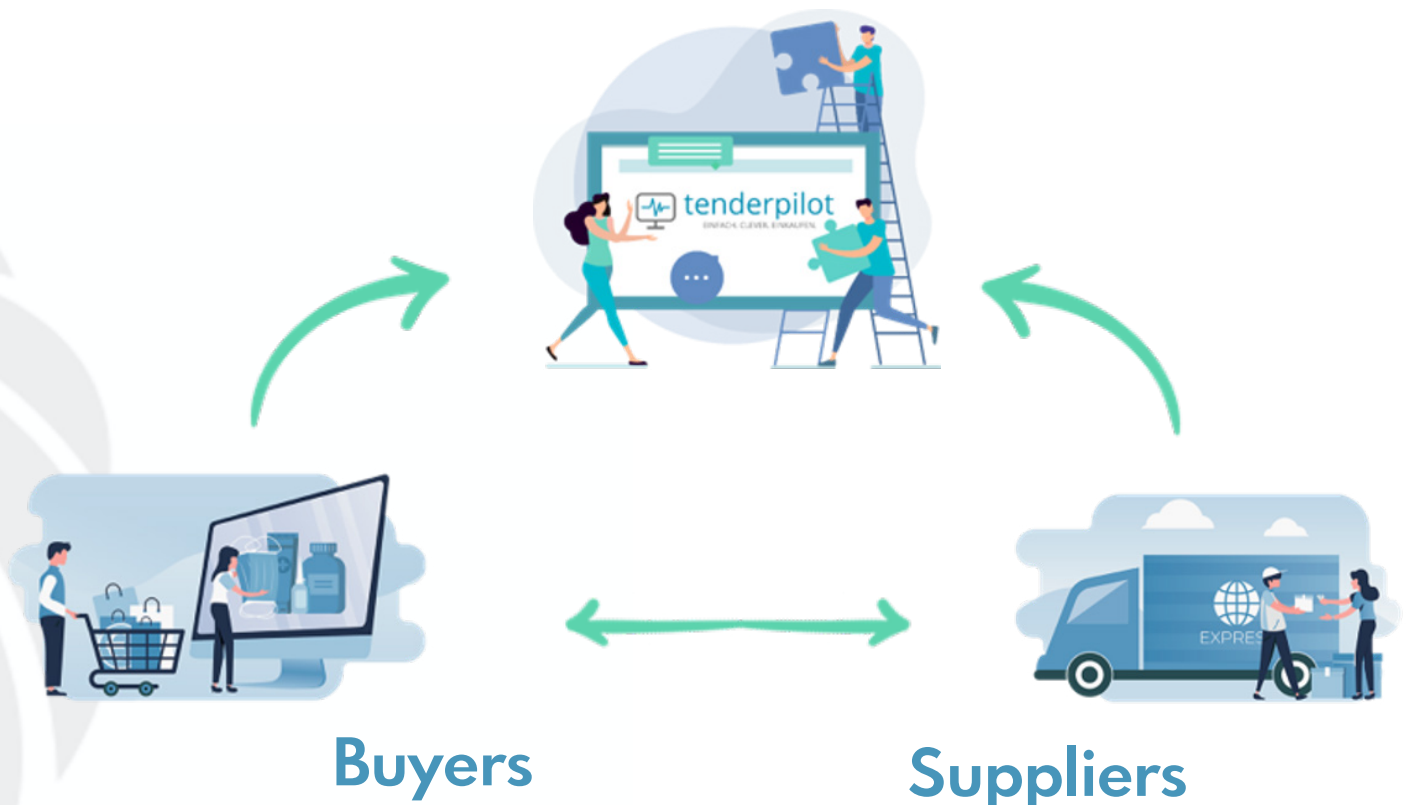
What made the project start, work and last?

One key factor was the collaboration with Braingelist, the founders of Tenderpilot claim.

Braingelist added crucial pieces to the Tenderpilot skillset, by working with the founding team to prepare the business plan, perform funding negotiations and support the digital development.

tenderpilot

A digitalized marketplace for professional buyers



THE CHALLENGE

The challenge lay in the experience: both founders have a commercial background and years of experience in purchasing and project management but not in IT-development. The operative business is their field. The idea to digitalize procurement and simultaneously optimize purchasing and process costs was great, but required resources that unfortunately both founders lacked, as software development was out of their reach. Consequently, there was no internal expertise to develop a product let alone a platform. The first difficult decision for Tenderpilot:

MAKE or BUY?

After an intensive consultation, Tenderpilot decided to purchase knowledge, skills and competence. That meant outsource expertise and nearshore competence.

This is how the collaboration evolved with Braingelist as the partner for digital product development.

THE SET-UP

Our task was clear and precise: support Jörg and Christop in defining their digital product and developing their MVP. With Braingelist, the knowledge gap in software development and MVP conception could be covered.

This included:

- > assembling a competent team of developers for Tenderpilot
- > assisting them with → planning, product management, vendor management, communication and coordination.

By overseeing the entire project, we supported Jörg and Christoph in the product development and thus in the conception of an MVP. Significant and crucial decisions were facilitated through our expertise.



THE OUTCOME

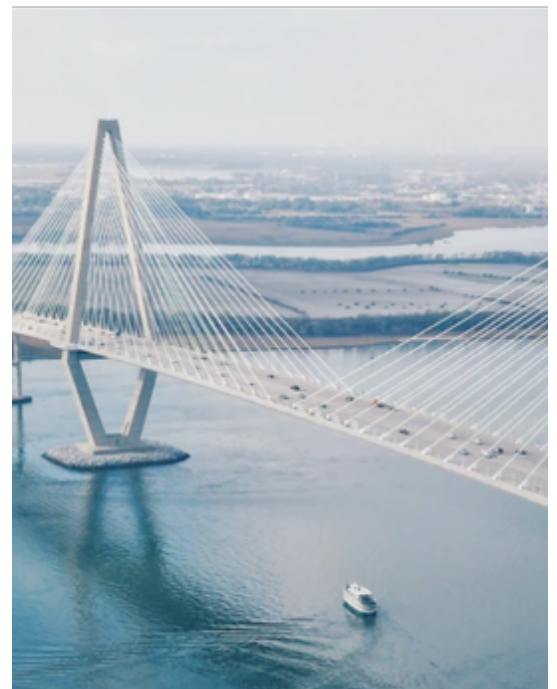
As a young start-up, Tenderpilot has mastered the first hurdles with Braingelist and was able to successfully celebrate its first birthday in September. The balance so far?

The MVP is successfully completed. Pilot customers were taken over as permanent customers. Add to that an inflow of seven further customers as well as numerous suppliers. Now that the MVP has been launched, Tenderpilot is also able to employ their own IT-developers, while Braingelist continues to help out with Digital Product Management. Compared to the “Make-decision”, Tenderpilot has not only been able to make financial savings of approximately €80.000, but has also been able to significantly reduce the time to market. Today, Braingelist manages and coordinates the transition phase into DevOps as well as continues to handle product management with the Tenderpilot team and with the IT-developers.

Not only Tenderpilot has benefited from the cooperation. Through this project, Braingelist has been able to steadily expand its partner network and firmly include good service providers to its portfolio.



Braingelist provides direction for young start-ups in Europe. Recognizing the potential of young start-ups and offering an easy and fast track to start and scale their business successfully, Braingelist is an expert in a vast range of business matters. Tailored to start-ups' needs their approach and conditions, Braingelist conveniently provides experience of over 30 years in big corporates and start-ups.



Our model is simple yet clever:
You focus on what you do best.
We fill in the gaps.

INTERESTED IN LEARNING MORE?
Contact info@braingelist.com for more information.