



Procure Africa

2025
Slide Deck

www.procureafrica.co.za

Contact: Nyeko Mathebula

Mobile: 065 121 5943 (WhatsApp)

Email: Nyeko@procureafrica.co.za



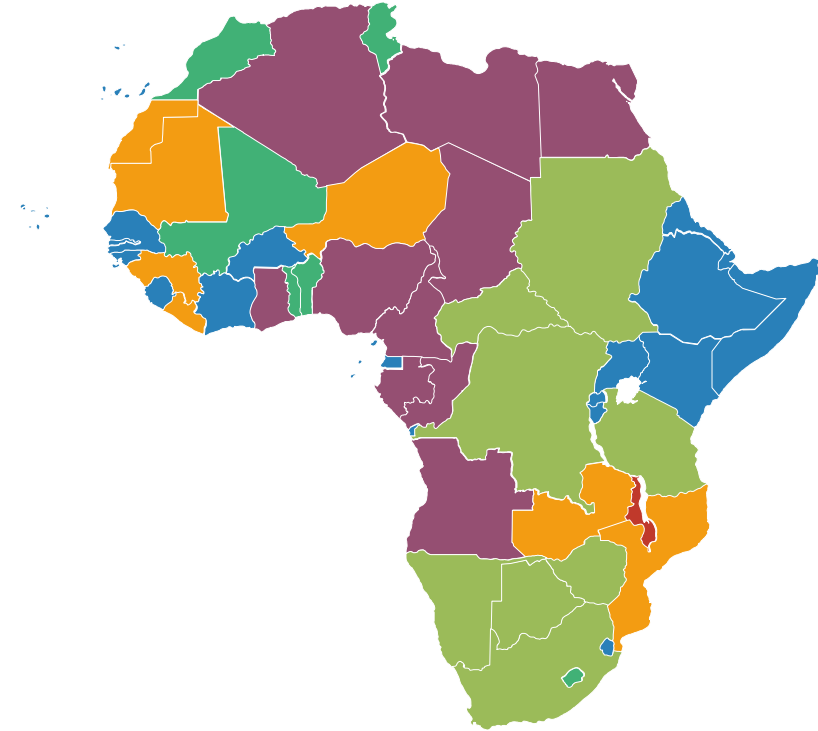
Procure Africa

Vision:

To empower one million businesses across Africa by 2030

Mission:

- Innovative: We solve real problems with smart, practical technology
- Trust-driven: Built-in compliance, transparency, and supplier grading
- Inclusive: Designed to unlock access for SMEs and local suppliers



Problem

Procurement across Africa faces critical inefficiencies that make sourcing slow, costly, and unreliable, impacting both buyers and suppliers.

1

Lack of Supplier Transparency & Reliability:

Many suppliers look credible on paper but fail to deliver on **quality, timeliness, and compliance**.

2

Financial Barriers & Payment Risks:

Many SMEs lack access to procurement financing, limiting their ability to fulfill large contracts.

Buyers face **payment risks**, requiring better **trade credit and escrow solutions** for secure transactions.

3

Inefficient & Manual RFQ Processes:

Traditional RFQ processes are **slow, paper-based, and fragmented**, making it difficult for buyers to compare competitive quotes.

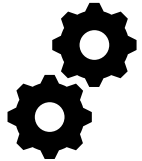
4

Missed Opportunities for SMEs & Enterprise Buyers:

SMEs struggle to access corporate procurement opportunities due to **trust gaps** and lack of **digital infrastructure**.

Solution

Procure Africa solves these challenges by digitizing procurement, ensuring supplier transparency, and enabling seamless B2B transactions.



Automated RFQ system accelerates sourcing, reduces inefficiencies, and expands SME participation.



AI-powered supplier grading ensures buyers work with verified, high-performing suppliers.

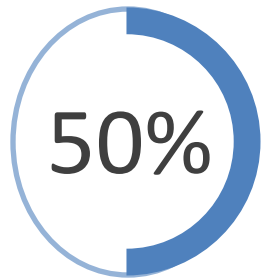


Enables self-onboarding for suppliers via mobile or desktop



Validates documentation and compliance requirements automatically

Company Milestones



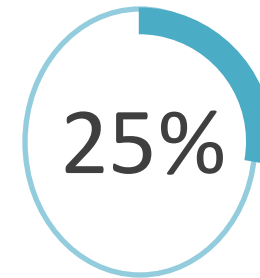
Supplier Onboarded

With an initial Target of 1000 we were able to onboard 580 businesses.



Buying Organizations

We had a target of 50 buyers we were able to onboard 10% of our target in our 1st year.



RFQs Fulfilled

With 26 RFQs published we had 25% of the RFQs fulfilled with more than 3 responses.







- **ESD Organizations:** Collaborations with Enterprise and Supplier Development (ESD) organizations to sponsor RFQ credits and onboard new suppliers, expanding our ecosystem.
- **Industry Associations:** Partnering with trade bodies to connect with SMEs across industries such as manufacturing, logistics, and agriculture.

Recognition

- **Supply Chain Excellence Awards Finalist (2024):** Acknowledged for innovation in procurement technology and inclusivity.

Product

What is Procure Africa?

-  **Streamlines RFQ management** with end-to-end digital workflows
-  **AI-powered supplier grading** ensures verified, high-performing vendors
-  **Expands access** for SMEs through fair, visible sourcing opportunities
-  **Built-in compliance & vetting tools** to support transformation goals
-  **White-label ready** — deploy your own branded supplier portal
-  **Real-time dashboards** for sourcing performance and supplier insights

PROCURE AFRICA

1 Smart RFQ Management

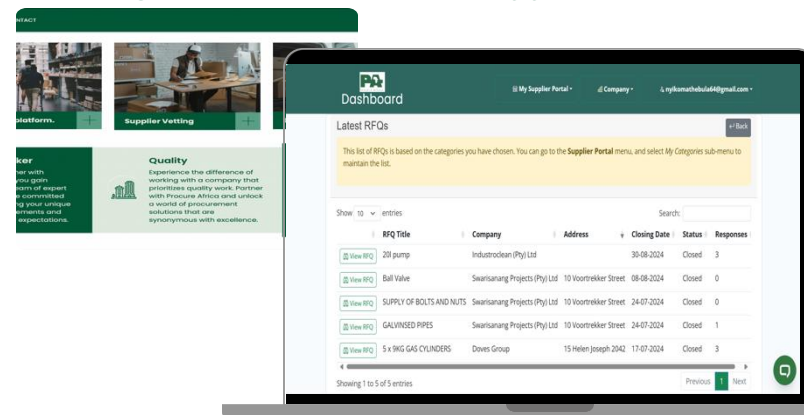
2 AI-Powered Supplier Grading & Vetting

3 Supplier Discovery

4 Procurement Analytics & Insights

5 Supplier & Buyer Support Services

6 White-Label Solutions for Enterprises



www.procureafrica.co.za

B2B Market Size

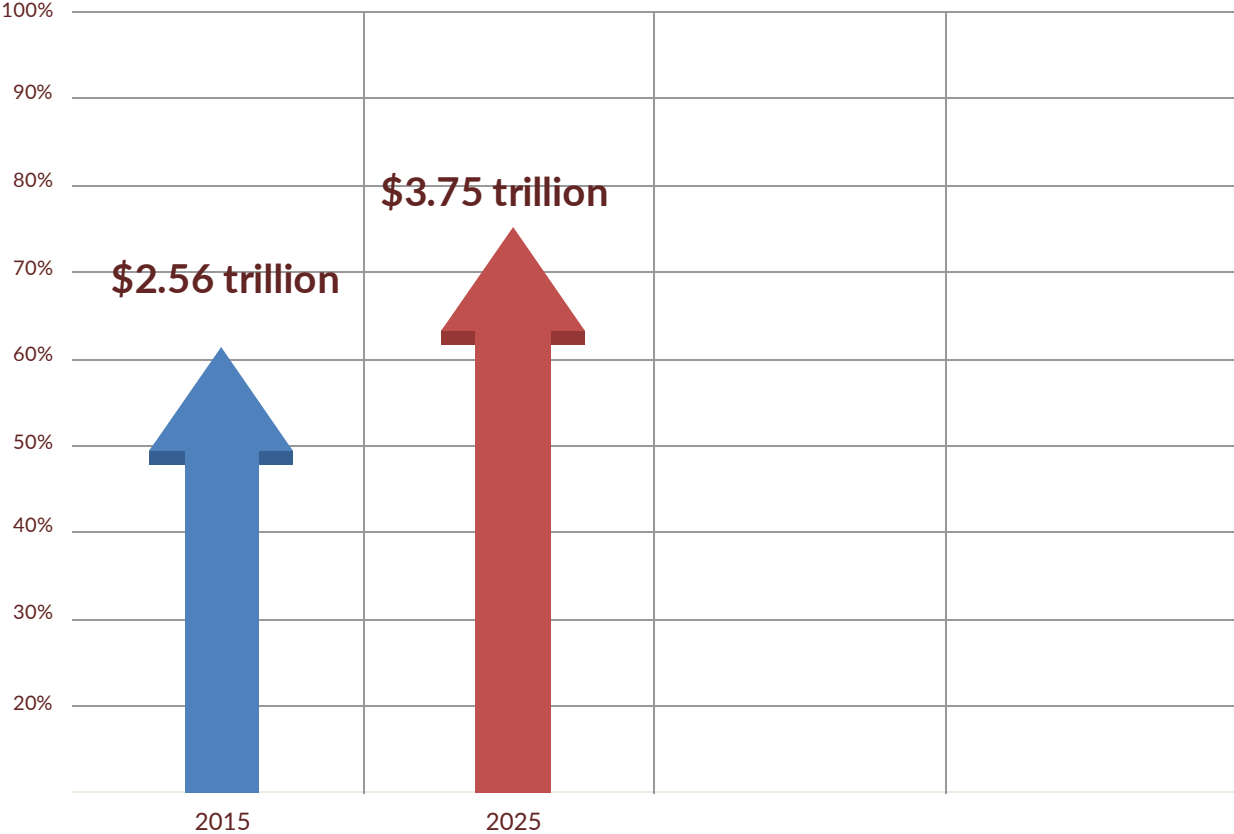


\$3.75 trillion

African B2B Market size projected by 2025

Total B2B Market Size: The South African B2B market was valued at approximately \$600 Billion in 2015.

B2B e-commerce in Africa is expected to grow by more than 40% annually over the next five years.



Competition

Current Solution	Limitations/Gaps	How Procure Africa Fills the Gap
Manual Procurement & RFQs (Excel, Emails, Calls)	Slow, inefficient, hard to track responses.	Digitized RFQ process with real-time supplier matching & tracking.
Supplier Databases (e.g., CSD, B1SA, SAP Ariba)	Lists suppliers but lacks real-time grading, quality tracking, or AI vetting.	AI-powered grading based on real procurement performance & compliance.
Traditional Procurement Financing (Banks & Lenders)	Requires long approval times, collateral, and high interest rates that exclude SMEs.	Embedded trade credit & escrow services to reduce risk & accelerate cash flow.
ERP Systems (SAP, Oracle, Coupa, etc.)	Complex, expensive, and not SME-friendly ; limited supplier discovery.	Affordable, user-friendly procurement automation with B2B sourcing tools.

E-Sourcing Options Available



	Procure Africa	RFP Platform	E-Auction Platforms	Large ERP Systems
Fundamental Operations	E-commerce Marketplace/ Simultaneous Buyer & Supplier Profiles	Tenders & RFQ's	Reverse Auction Bids	ERP functional integration in organisation
Suppliers	Multiple Buyers & Sellers	Onboarded Suppliers	Onboarded Suppliers	Onboarded Suppliers
No. of Suppliers & Buyers	Unlimited	Based on selection criteria – Closed RFP	Based on selection criteria – Closed auction	Based on criteria across multiple functions
Onboarding onto Buyer Platforms	Only awarded Suppliers	All RFP Suppliers	All E-Auction Suppliers	All suppliers from various functions
Quotation submissions	1-3 weeks	3 months - 1 year	1 – 3 months	Up to 1 year
Support	Immediate resolution	Based on process	Based on process	Based on collaboration across business
Offer	Best price direct from suppliers + further negotiation	RFP Price + post negotiation	Lowest bid price	Based on business requirements over changing times
Relationship Management & Contracting	Direct with Supplier	Direct with Supplier	Direct with Supplier	Direct or third-party intermediary / consultant
Implementation & integration	1-3 months (including customization)	> 6 months	> 6 months	> 1 years
Implementation Pricing	<R1m	Rm's	Rm's	R100m's

Procure Africa Team

Nyeko Mathebula
CEO



Expertise

- Visionary
- Leadership
- Creative
- Networker
- Speaker

Tseliso Mosiuoa
CTO



Expertise

- Experienced Software developer
- Software architect
- Business Owner
- Developed Procure Africa Platform

We have a diverse team in IT, Procurement and Marketing working with us

Press Attention



CONGRATULATIONS!
Procure Africa

FINALIST IN THE PROCUREMENT & SUPPLY MANAGEMENT CATEGORY

ASCEA Finalist Awards
CELEBRATING SUPPLY CHAIN MANAGEMENT'S SHINING STARS

Your Share of SA's Corporate Billions

Plus: LA's fire app , Mother City traffic champs, Showmax's livestream play & your startup engineering team.

Newsletter

Featured on The Open Letter
January 14, 2025

User Testimonials

Doves Group

Procure Africa streamlined Doves' procurement, replacing manual searches with an efficient RFQ process.



Industro Clean

The platform is incredibly user-friendly, making it easy for us to search for alternative suppliers whenever needed.



Safripol

The system is designed in such a way that it virtually eliminates any possibilities of collusion and fraud.











Atlas Printers

We were thrilled to be awarded a purchase order through the platform, and it has significantly boosted our business.

Financial Model



-  **Subscription Fees**  → Monthly/yearly fees for buyers & suppliers
-  **RFQ Pay-as-You-Go**  One-time charges per RFQ submission
-  **Supplier Vetting & Site Visits**  Fees for verification & quality checks
-  **White-Label SaaS Licensing**  Custom platform solutions for enterprises



Thank You!

www.procureafrica.co.za

Contact: Nyeko Mathebula

Mobile: 065 121 5943