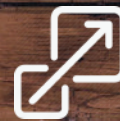




Responsive



Flexible



Scalable

GlobalSolver
business solutions

Next Generation Procurement Optimization Platform

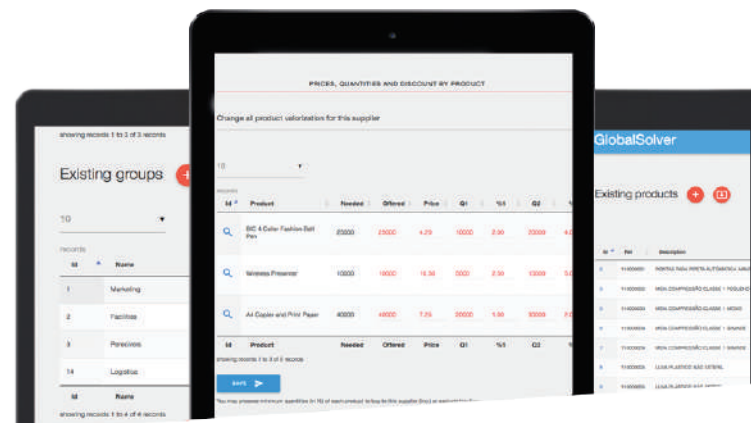
Our customers have been able to reduce their procurement costs by more than 20%
Let us know what we can do for your business

The GlobalSolver platform is a B2B cloud-based platform for optimizing and negotiating purchases. Our platform enables buyers to consult with an infinite number of potential suppliers according to their needs.

Our proprietary algorithm calculates the optimal solution on the best prices, quantities, incremental discounts and supplier credit quality using artificial intelligence to minimize purchasing costs and complexity.

The GlobalSolver platform allows companies and governments to manage, monitor and make more effective the procurement process. Our system's robust data algorithms can handle the volume of calculations and give results that are tangible, understandable and ready to be put to work.

We save our clients' money and bring the benefits of big data to a big problem.



Competitive advantages

- > Economic
- > Organizational
- > Technological
- > Strategic
- > Procedural
- > Competitive

The US local public procurement is \$1.5 trillion a year. Government procurement in the UK is more than £300 billion per year. In our first target market – Portugal, more than 160 billion euros of goods are purchased each year.





CATERINGPOR is the leading national catering company in the airline industry in Portugal and a joint venture between TAP Group and Lufthansa Sky Chefs. CATERINGPOR manages a high volume, multi-cuisine operation at Lisbon airport, provides catering and logistical support for more than 180 flights and delivers 35 thousand meals/day (11.6 million meals/year) to the main aviation companies operating in Lisbon and its main Clients are TAP Portugal, SATA, Lufthansa, Emirates, TAAG, Air Canada, Euro Atlantic, Delta Airlines, American Airlines.

Results

Scope: 28 Suppliers | 10 Categories | 319 Products

Real savings made by product categories as a result of GlobalSolver optimization:

Cheese	21%	Margarine/Butter	18%
Coffee/Tea/Compotes	17%	Dry/Miscellaneous	15%
Frozen/Refrigerated	13%	Spices	11%

“GLOBALSOLVER’s platform is a key to our strategy for minimizing purchasing costs and transactional complexity”

Mário Matos, Member of the Board of CATERINGPOR.



BLUESHIFT is a privately-held consultancy company, dedicated to both the turnaround and management of assets in the hospitality sector. We focus on hotels that are economically viable but that require either management advice or financial re-engineering to allow them to operate profitably.

It is well known that reducing costs is one of the key drivers of profitability in this industry. This is why we were pleased to be able to collaborate with the company GlobalSolver. At our request they conducted a Proof of Concept at one of our hotels, focused on improving procurement in a single product category in the Food & Beverage area. They were able to garner savings of more than **25%** in this one category.

Not only were there significant costs savings but the product was easy to implement, easy to use and helpful in enabling us to streamline our procurement process overall.

“This ease of use and implementation – driving considerable cost savings – lead us to believe that GlobalSolver can be an effective tool for managing procurement in the hospitality sector”

Pedro Rodrigues Catapirra, COO of BLUESHIFT