Generative AI Meets Procurement Data

How combining GenAI and procurement data improves the sleep of suppliers (and helps drive economic growth)

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Congratulations

eForms

New TED

If anyone has shown their public procurement data superpowers,
it's the TED team.

Well done!

Introduction

- Founder of **Tenderlake**

- We are an aggregator of public procurement intelligence.

- Our clients need additional search, distribution, insight and reporting capabilities over and above what they get in free portals.

- Many of our clients span multiple countries, regions, and continents and want one, unified solution.

Once Upon a Time….

In 2018 Tenderlake won the 1ˢᵗ Prize in the Datathon with an application that:

- Transforms a marketing brochure or a web page into a search query for procurement notices.

- It pushed the technology at the time.

- But GenAI is in a different league.

Generative AI Has Arrived

- We hear constantly about GenAI, ChatGPT, Large Language Models, etc.

- When combined with procurement data, it delivers a lot of value.

- Five examples on how GenAI benefits our customers today.

- Catch me afterwards or drop me an email if you would like to learn more or see any of the features live.

More Meaningful Titles – Shorter and in English - 1

Notice: 032081-2024

Die Landeshauptstadt Mainz plant einen Neubau einer Kindertagesstätte (Kita) an der Watford Straße 30. Für den Bau der Baukastenkita wird ein Planungsbüro für die Gewerke Heizung, Sanitär und Lüftung, für die Leistungsphasen 1-9 nach HOAI 2021 gesucht. Die neue Kita soll mit einer BGF von ca. 1386 m² gebaut werden. Insgesamt soll die Kita Platz für ca. 104 Kinder und 24 Mitarbeiter bieten.

Becomes

- **New Construction of Daycare Center at Watford Straße 30**

More Meaningful Titles – Shorter and in English - 2

Notice: 153008-2024

GARA EUROPEA A PROCEDURA APERTA AI SENSI DELL'ART. 71 DEL D.LGS. 36/2023 PER L'AFFIDAMENTO DELLA PROGETTAZIONE ESECUTIVA ED ESECUZIONE DEI LAVORI, ENTRAMBI DA SVILUPPARSI IN BIM, AFFERENTI ALLA "REALIZZAZIONE, IN MILANO, DEL PROLUNGAMENTO DELLA TRANVIA 24 – TRATTA SELVANESCO-IEO"

Become...

- **Milan Tramway Extension Project**

One-sentence Summary of Notices

Notice: 428422-2022

The original (short) description of the procurement is over 50,000 characters.

The short summary makes it easier to quickly triage the notice.

All non-English notices translated into English.

Automatic Report Writing

Procurement data is much more than opportunities to bid for.

It's a window into the industries, innovation and the economy and can be used to generate narrative reports.

To generate a report, simply
- Select a set of procurement notices.
  - Open a folder in Tenderlake that automatically collects daily search results for a specific product/service, country/region, or contract awards.

- Select the report type you want ("Innovation highlights", "Category summary" or "Contract Award Winners".)

A report can be updated an emailed at selected intervals.

Often surfaces new and interesting insight. Saves time for leaders and decision makers.

Searching for Meaning - 1

I have a challenge for you:

- Create the full set of searches, using only keywords and CPV codes, that captures all relevant opportunities across EU for a company that describes their services as follows:

- **We are specialists in coastal engineering services, including wave and extreme sea level (surge) analysis, sediment processes and dredging assessment, water quality assessment and modelling, coastal flood and erosion management, and seafront development master planning and design.**

Searching for Meaning 2

- Keywords only find what you are searching for.

- CPV Codes are generic, not fit for modern technology procurement, or misapplied.

- Countless opportunities are missed, keeping suppliers awake at night.

Searching for Meaning 3

Enter AI Search

- Simply describe your products and services as you describe them to an assistant or a potential customer.

- The description gets translated into <u>meaning</u>.

- It's matched with any procurement notice based on meaning, ***even if no words or phrases are shared between the two documents***.

Just for the geeks: Because the description gets translated into meaning, the match results are the same no matter what language the description is in, even if it is in Japanese or Arabic.

Searching for Meaning 4

AI Search

- Reduces complexity in search,
- Leads to fewer missed opportunities (fewer "hidden" notices)

It reduces barriers to access, creates greater visibility and better value-for-money for buyers and citizens.

Similarity Search

- Which open opportunities that are most similar to an existing procurement notice?

- Based on meaning, not keywords or CPV codes.

In Conclusion

- Generative AI and related technologies are being used to make procurement data more accessible and transparent.

- For end-users of procurement data, it makes their life easier, leads to fewer missed opportunities and improves their sleep.

Thank you!

More info at Tenderlake.com