

B2B Negocios is a cloud Procure-to-Pay (P2P) fully integrated solution for businesses in Latin America. It helps companies make better purchasing decisions and realize savings that improve profitability by centralizing and automating the whole purchasing process for suppliers: from quotations and requisitions to purchase orders and invoicing.

Industry: Procurement as a service

Market size: \$6B USD

Annual revenues: \$2.5M USD

Headquarters: Mexico

Investment opportunity: \$1M USD

Use of funds: recruitment and marketing to implement our regional growth plan in LatAm

PROBLEM

- Purchasing processes are complex in large and medium enterprises and increase operational costs.
- Many Latin American companies still process their purchases manually.

SOLUTION

- A platform that automates the purchase requisition processes of LatAm companies focusing on cost and expenses reduction in the following areas: requisition, negotiation, purchases and payments.
- The platform makes the entire purchase process straightforward and easy to do.
- It enforces negotiated prices and terms.
- It helps to compare prices between suppliers maximizing savings.
- It automates the communication with suppliers.
- It is adapted to each country's tax regulations.

MARKET

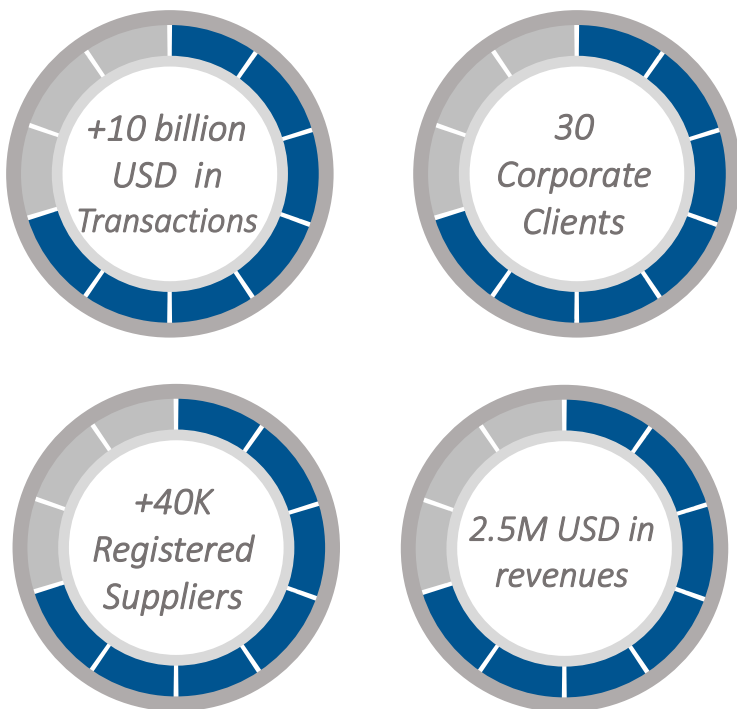
- The global procurement as a service market size is expected to reach \$9.3B USD by 2025, expanding at a CAGR of 7.3% from 2019 to 2025 according to a new report by Grand View Research, Inc.
- Latin America region is expected to witness the highest growth during the forecast period.
- Latin American companies are increasingly adopting the service to minimize their operational costs.

COMPETITIVE ADVANTAGE

Tailor made software that adapts to different countries, industries and company sizes with regional fiscal and accounting know how.

EXIT

Active M&A market with strategic and financial players interested in acquiring emerging niche companies.



CONTACT

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