

Suppl.me

B2B marketplace for Suppliers and HoReCa

Contacts

Andrew Klymets
+380 (97) 483 02 04
a.klymets@gmail.com

Industry

B2B Marketplace
Supply Chain management

Stage

Early stage

Year of foundation

late 2022

Number of employees

2

Needed investments

\$300 000

Usage share of investments

40% - Marketing
60% - Product & Team Growth

Current monthly cost dynamics

\$12

Current monthly income

\$0

Current debts

\$0

Investors

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Main idea

Make the supplies ordering process as simple as ordering food to your home.

Problem

Restaurants waste a lot of time constantly searching for new suppliers, contacting them, and managing the ordered supplies.

Suppliers always search how **to sell more** and **close deals faster**.

Solution

Marketplace where restaurants and suppliers make deals online.

Restaurants **save money**. Suppliers **make money**. Visitors **enjoy meals**.

Business model

Transaction fee 5% from each deal.

Competitors and Advantages

Competitors

Advantages

VOVA	1. Lower & Original prices 2. Access to thousands of suppliers with different offers
Metro	
Viber & Excel	1. All Suppliers in one place 2. Easier communication 3. Market prices monitoring

Roadmap

Q1 2023 - MVP

Q2 2023 - First paying users

Q2 - Q3 2023 - Scale from Kyiv to other cities in 🇺🇦 Ukraine

Q3 - Q4 2023 - Launch in 🇪🇺 Europe

Investments

costs: 40% - Marketing, 60% - Product & Team Growth

need: \$300 000

Team

Andrew Klymets — tech entrepreneur with experience in own startups, product management and software engineering.

Viktoriia Kyrylenko — have Product & Monetization expertise in Mobile & Web Apps.