Fast and Accurate Cost Prediction Software

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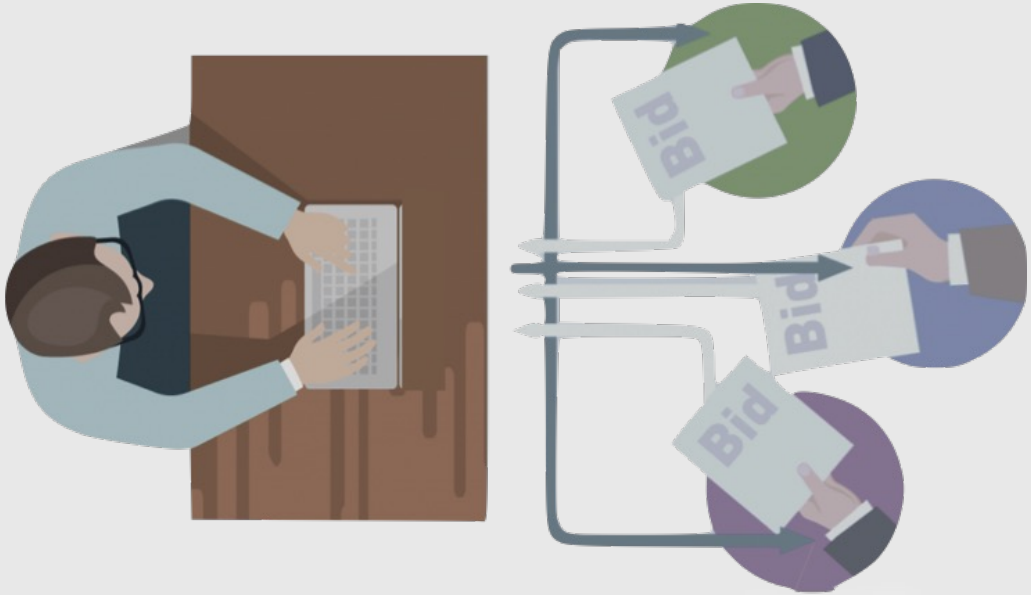
SUPPLY CHAIN SUPPLIER SELECTION

- Supply chain management starts with the evaluation of SME's proposals and supplier selection.

Corporate companies



Bidder suppliers

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CRITICAL PROBLEM IN SC

- Bids are too **wide-ranging and inconsistent**
- Assessments of these proposals requires experts to spend time. Due to the calendar risk, **the companies work with the limited number of suppliers by putting the cost in the second plan.**
- This causes the supply chain not to be used at full capacity, **increasing costs and constantly going the work to the same companies**.

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COSTIFIER SOLUTION

Costifier is a **machine learning** based supply chain software that calculates supplier-specific **should prices** for products and provides **supplier experience and capability** assessment about the part to be manufactured.

Estimate the cost with high accuracy (>90%) in seconds

It can be seen which subcontractors has made the similar works.

Bid evaluations can be done with these predictions

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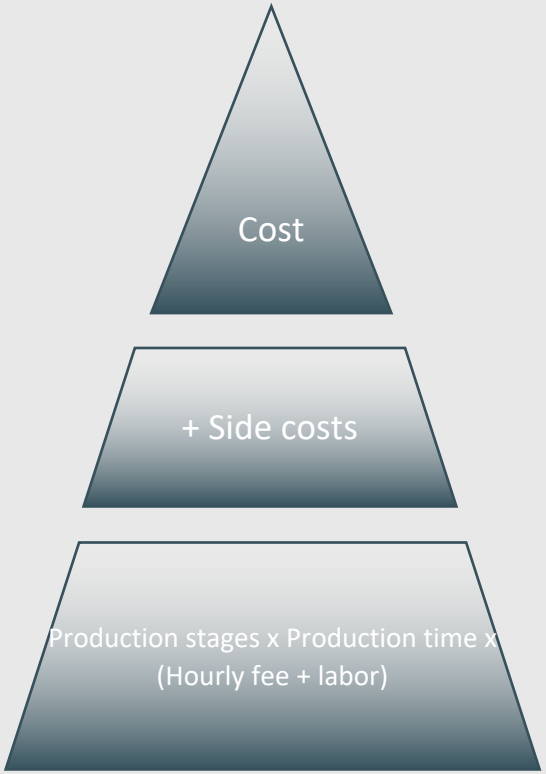
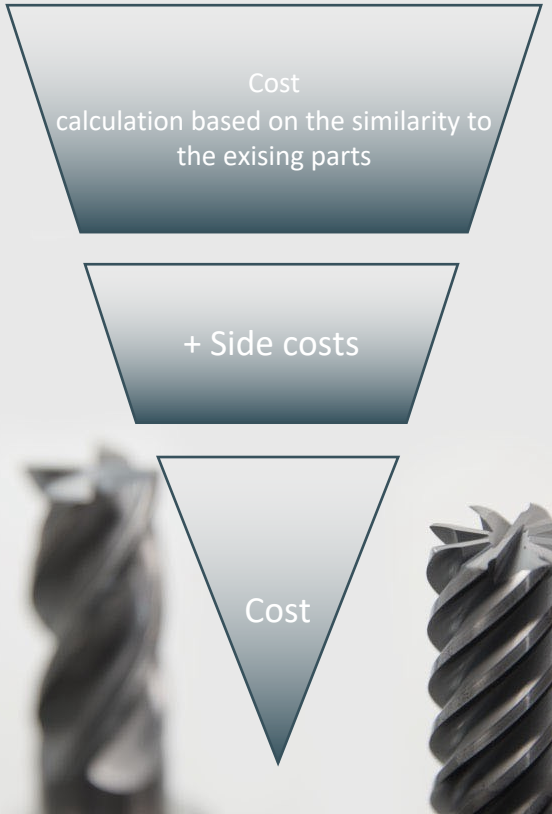
WHY DIFFERENT?

Average **5 times faster and more accurate** cost estimation

Bottom to Top (Conventional)



Top to Bottom (Costifier)



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CASE STUDY

- A manufacturing SME case study results with about 200 manufacturing data

~90%

Costifier prediction accuracy relative to **actual cost**

30%*

Better Cost Estimation for Bidding

*When Costifier estimation and SMB cost estimation compared during bidding

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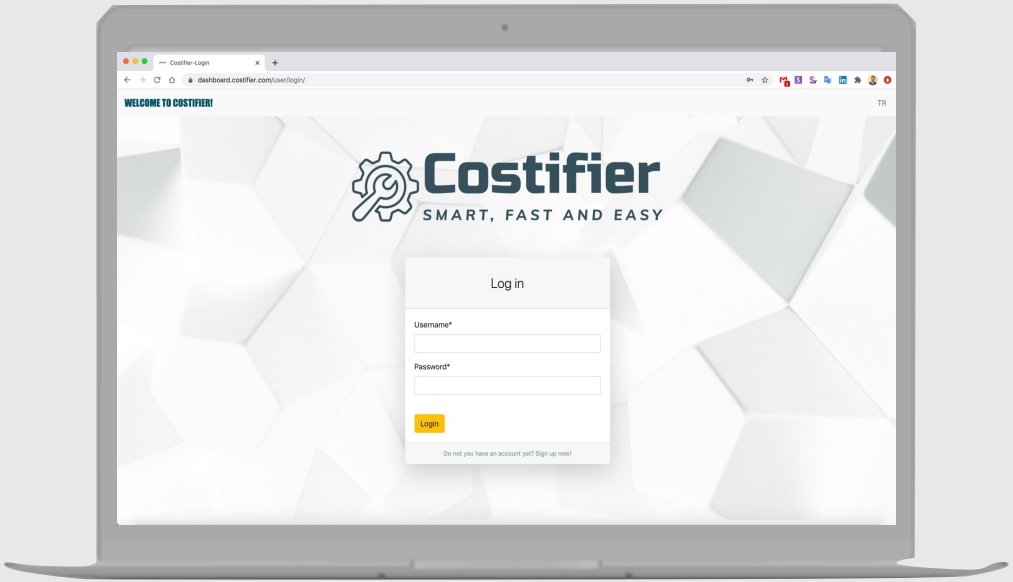
WHY COSTIFIER?



- Users can sign up and create their own models by uploading their data.
- **The bid preparation process, which takes 4-5 hours a day, can be reduced to minutes.**
- **Production costs can be reduced up to 15%.**

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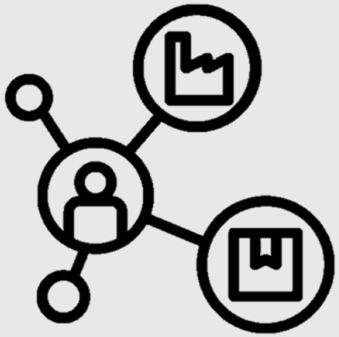
WHY NOW?



- The supply chain is undergoing significant change with the pandemic.

- It is important to **find international suppliers** and create a **sustainable supply chain**.

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BUSINESS MODEL

14 days
free access

SAAS

- Basic Model
- Premium Model
- Optimization Model

On-Premise

- License Fee
- Maintenance Fee (25% of license fee annually)

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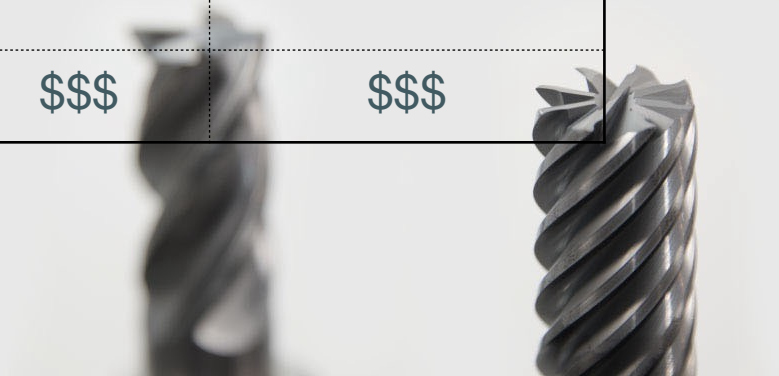
COMPETITIVE ANALYSIS MATRIX

	Costifier SMART, FAST AND EASY	aPriori	SIEMENS PERFECT COSTING SOLUTIONS	MicroEstimating
Company Specific Highly Accurate Model	✓			
Industry Average Models		✓	✓	✓
Automatic calculation with 3D model	✓	✓	✓	✓
Constantly Updated Smart Software	✓			
Cost	$	$$	$$$	$$$



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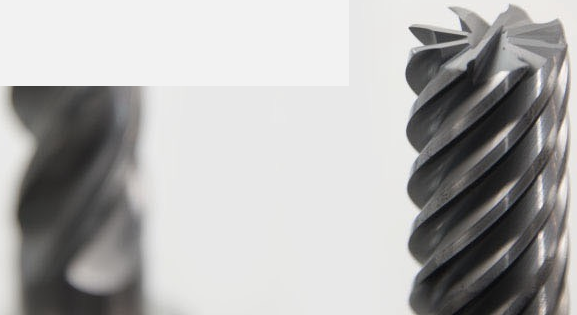
MARKET SIZE

Europe, US, Middle East and Africa Manufacturing Industry*
100- 150 Billion €

EU Manufacturing Industry*
2 – 3 Billion €
(app. 250,000 companies)

Machinery
150 Million €

The machinery manufacturing industry in EU
(about 50,000 SMEs and corporates)



*Ref: U.S. Census Bureau, Statistics of U.S. Businesses
*Ref: ILO; Euromonitor international; Economist; BCG report

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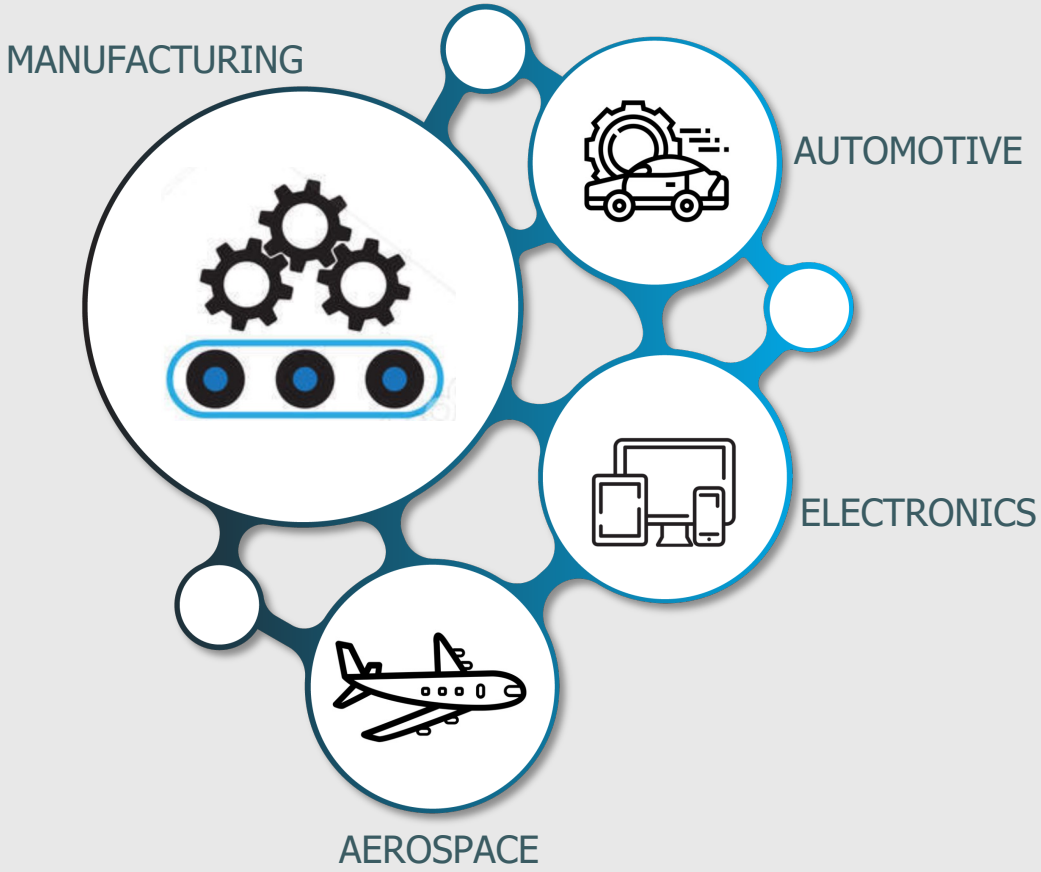
ALTERNATIVE MARKETS



- Costifier is also applicable to other sectors such as automotive, electronics and aerospace.

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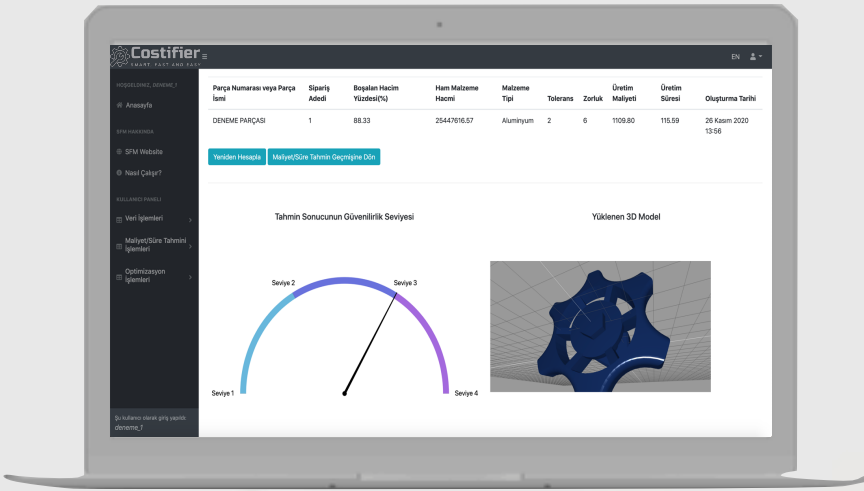
FEATURES

- Automatic data import from ERP softwares*
- Automatic parameter calculation for 3D geometries in stl, step and iges formats
- Showing similarity to existing production data
- Integration with Rest APIs
- Decreasing costs up to 15% by determining more suitable production alternatives with optimization algorithms



*Integration to cloud-based SAP solutions has been completed. Work on on-premise software is in progress.

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FINANCIAL PROJECTION

- Corporate company and SME user numbers with monthly growth rate:

5 Corporates

For SC Management Software

80 SMEs

From 5 different countries

>%15

Monthly Growth Rate

ROADMAP

2021
TÜBİTAK
1507
Pre-Seed

2024
Exp. Customer 60-70
Exp. Income:2M$-2.5M$

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EIT Manufacturing
Co-funded by the European Union

EIT
Manufacturing
Jumpstarter

2023
Exp. Customer 10-20
Exp. Income:300k$-350k$

2025
Exp. Customer 300-400
Exp. Income:10M$-14M$

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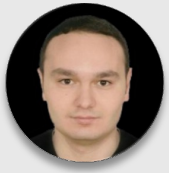
TEAM



Ersan TURAN

CEO / Business Dev.

ODTÜ

- 2009 Aerospace Eng.
- 2009 Mechanical Eng. (Minor)

10+ Experience

roketsan TÜRKHAVACILIK UZAYSANAYİİ

Dr. Ömer Anıl TÜRKKAN

CTO / Software Development

ODTÜ

- 2009 Aerospace Eng..
- 2010 Computer Eng. (D. Major)

Phd and 8+ Experience

ILLINOIS INSTITUTE OF TECHNOLOGY

THE OHIO STATE UNIVERSITY

Prof. Dr. İnci BATMAZ

Advisor

ODTÜ

- 1984 Statistics
- 1986 Computer Eng
- 1994 Statistics

Phd and 25+ Experience

ODTÜ

Eray Birinci

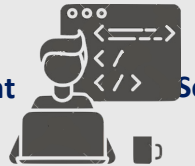
Software Development

10+ Experience

Abbas Can Güven

Software Development

Part Time



Egemen Gülpınar

Software Development

Part Time

Pelin Bengü

Marketing

Part Time

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With Costifier fast and accurate supplier should cost prediction

- ML based digital modeling for accurate predictions
- Supplier experience and capability assessment for supplier selection

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Thank you

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