



Supplier Information Pack

Your Guide to Scaling with Procumo



Connect with Large Parcels of Pre-Qualified Demand

Specialized Buying Network

Procumo aggregates SME demand to create high-value "Buying Teams". We focus on high-impact categories where collective power drives the best results.

Bridging the Gap

We connect businesses looking to save with high-quality suppliers looking to scale their customer base efficiently and securely.

Our Mission

To provide a "secret advantage" in procurement, ensuring fair deals for buyers and consistent, large-scale demand for our trusted partners.

"Procurement is a science, and we respect our suppliers. We work hard to understand their needs and support their cash flows and strategic goals."



Transform Your Marketing Spend into Guaranteed Success

Metric	Traditional Marketing	The Procumo Model
Upfront Cost	High (Ads, Salaries)	\$0 Upfront
Risk	High (Pay for clicks)	Zero (Use a discount to win)
Sales Cycle	Long & Fragmented	Instant Demand
ROI	Uncertain	Guaranteed ROI

! STRATEGIC INSIGHT

The "discount" isn't a loss — it's a highly efficient, success-based acquisition fee.

CASE STUDY

Securing Massive Revenue Parcels in a Single Bid

SUCCESS STORY 01

Food Testing Team

12

Companies Aggregated

\$420,000

Current Annual Spend

\$355,528

Secured in One Bid + additional needs uncovered



CASE STUDY

Securing Massive Revenue Parcels in a Single Bid

SUCCESS STORY 02

HR Recruitment Team

60

Total Hires (12mo)

\$8,500

Standard Rack Rate

\$300,000

Guaranteed Revenue at \$5,000/Hire



Flexible Mechanisms for Every Product and Service



Fixed Products

For one-off purchases like hardware, stationery, or equipment. Instant bidding, upfront payment collection, and immediate delivery fulfillment.



Variable & Seasonal Services

For ongoing needs like Utilities, HR, or Waste Management. We account for fluctuations in volume over a 6-12 month period to protect both parties and staggered progress payments of Procumo Fees.

The Review & Adjustment Cycle for Variable Services



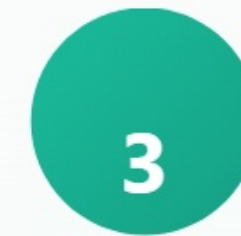
Contract Awarded

50% of fees due immediately to secure commitment.



3-Month Review

Initial adjustment point to align volume with actual usage.



6-Month Finalization

Balance finalized based on verified delivery and performance.

PRICING

Fair Fees Added to Savings, Not Deducted from Your Bid



The Math in Action

Normal Parcel Value	\$100,000
Your Winning Bid	\$80,000
Procumo Fee (10% of Savings)	+\$2,000
Buyer Pays (Your Bid + Fee)	\$82,000

You receive your full bid amount. The fee is transparent and added on top — never taken from your earnings.

Eliminate Credit Risk and Secure Your Cash Flow



Payment Security

Buyers pay a Team Joining Fee to ensure their commitment to buy now. And to eliminate bad debt, Buyers are required to secure funds in the Procumo trust account before a deal is awarded. We hold the funds so you don't have to worry about collection.



Rapid Disbursement

Maintain healthy cash flow. Payment is released to your account within 24 hours of successful delivery or installation milestones being met.



Customer Retention

You own the customer relationship going forward. Once the initial deal is delivered, they become your long-term clients for all future upsells, renewals, and cross-category opportunities.



Addressing Your Core Concerns

?

Will offering a group rate devalue my premium brand?

No. Procumo opportunities are private, closed-group offers. Your public pricing remains unaffected, allowing you to gain volume without public discounting.

?

Do I have an obligation to bid on every alert?

You have total control. If a deal doesn't fit your margin goals or capacity, simply ignore the alert. There is no penalty for not bidding.

?

Can my competitors see which teams I join?

No. Supplier participation is completely confidential. Your involvement and bids are never visible to other suppliers.

Built by Experts in Marketplaces and Procurement



Mark McCormack
Co-Founder

Mark spent 15 years in senior roles at major Advertising Agencies. His mobile travel app company Loop9 was ultimately acquired by SAP. Mark has a Computer Science degree and an MBA from Melbourne Business School.



James Garrod
Co-Founder

Is a senior International Procurement and Supply Chain specialist. From Retail to Insurance and Aerospace, James specializes in Supplier performance and contract management. He holds a Dip. Engineering Mech, MBA, Six Sigma.



Michael O'Kane
Corporate Advisor & CFO

CFO, Advisory and Director services to Entrepreneurs, Start-ups and growth companies. Leveraging extensive experience across finance, strategy and corporate governance.



Ready to Secure Your Next Large Parcel of Customers?

Enjoy a 60 day Free Trial now

www.Procumo.biz/become-a-trusted-supplier/


OR SPEAK WITH US


Schedule a 15-minute discovery call with our Supplier Success Team to discuss your specific category and capacity.

 Concierge@Procumo.biz

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