Serbian consultancy seeks artificial intelligence software for public procurement under a commercial agreement

Summary

Profile type	Company's country	POD reference
Business request	**Serbia**	**BRRS20261017003**
Profile status	**Type of partnership**	**Targeted countries**
PUBLISHED	**Commercial agreement**	**• All countries**
Contact Person	**Term of validity**	**Last update**
Enrico FRANZIN	**17 Oct 2026** **17 Oct 2027**	**17 Oct 2026**

General Information

Short summary

A business consultancy from Niš, Serbia, seeks artificial intelligence software for public procurement market analysis, recommended bid prices and tender document preparation. A commercial agreement is envisaged for a software licence, configuration, training and ongoing support. Foreign software companies are sought, with preference for Western Balkan suppliers able to support Serbian procedures and documents in both Latin and Cyrillic scripts.

Full description

Established in 2014, the company is based in Niš, Serbia, and provides business, economic and engineering consultancy, including support for companies preparing public procurement bids. It had 1 employee in 2025 and engages project specialists as required. The requested software would support its consultants in preparing client bids for public procurement procedures in Serbia. The solution should connect 3 workflows: market analysis, bid price recommendations and preparation of tender documentation. It should analyse lawfully accessible tender notices, award data and the client's own historical records; identify comparable procurements; and explain price differences by quantity, specification, location and date. Price recommendations should combine those comparisons with the bidder's costs and stated assumptions. They must remain subject to the consultant's assessment and the bidder's independent decision. For each tender, the software should extract participation conditions, technical requirements, evaluation criteria, deadlines and required evidence. It should create a checklist linked to the relevant clauses, populate forms from an approved company data set, and flag missing evidence or inconsistencies. Serbian Latin and Cyrillic documents must be supported. The consultant should review the outputs before the bidder approves and submits the bid. A commercial agreement is sought to purchase a software licence or subscription, including configuration for Serbian procurement documentation, onboarding, maintenance and updates. An existing product available for demonstration is preferred, provided that its functions can be adapted to the requested workflows. An initial 1-user configuration with optional additional users is envisaged. The cooperation should begin with a demonstration and a jointly agreed pilot, followed by deployment if the agreed acceptance criteria are met. Licence fees, implementation costs, support terms and the deployment model should be quoted separately. International suppliers are sought, with preference for companies from the Western Balkans with relevant language and procurement-domain experience. Regional familiarity should be combined with specific adaptation to Serbia's procedures, forms and data sources. Suppliers from other countries remain eligible if they can provide that support

Advantages and innovations

The requester has operated since 2014 and combines economic, business and engineering consultancy. This gives the software supplier access to practitioner feedback on market comparisons, cost assumptions and document requirements within one consulting workflow. The 1-employee staffing figure for 2025 supports a staged, initially 1-user implementation with scope for additional authorised users.
The requested benefit is a connected process covering 3 tasks: market analysis, price scenarios and tender document preparation. Supporting 2 Serbian scripts and reusing an approved company data set would reduce repeated transcription and make the evidence behind recommendations easier to review. Actual time savings will be measured against a manual baseline during the pilot.
A proposed pilot using 10 completed procurement cases would test extraction, pricing explanations and document completion. These numbers define the proposed scope and evaluation method; they do not represent measured software performance or guaranteed savings.

Technical specification or expertise sought

The supplier should provide demonstrable software with artificial intelligence functions, configurable for public procurement bid support in Serbia. The requested initial scope is 1 internal user and 3 connected workflows. Pricing for additional users should be stated separately.
Market analysis should search and compare lawfully accessible tender and award records and authorised client data. Each comparison should show its source, date, currency, quantities and relevant technical differences. Data access must use permitted imports or supported interfaces; the supplier should identify available data coverage and any access or integration limits.
Pricing support should generate at least 3 consultant-adjustable scenarios using comparable awards, the bidder's costs, margin assumptions and applicable price components. Each scenario should show the calculation basis, exclusions and uncertainty. Public award values must be distinguished from estimated tender values. The bidder retains responsibility for its independent offer price.
Document processing should accept PDF, DOCX and XLSX files, with optical character recognition for scanned PDF pages. It should handle Serbian Latin and Cyrillic scripts, extract mandatory conditions, evaluation criteria, deadlines, forms and evidence requirements, and map each item to a document, page or clause. It should prefill documents only from approved input data, flag missing information and contradictions, and export editable DOCX/XLSX files plus review-ready PDF files. Submission remains with the bidder after human approval.
The proposed pilot should cover 10 completed procurement cases selected jointly and anonymised where necessary. Consultant-reviewed checklists should serve as the reference. The evaluation should record requirement recall and precision, populated-field errors, unresolved warnings and consultant time per case against the manual baseline. A proposed acceptance condition is source and assumption traceability for 100% of price recommendations and source links for 100% of extracted requirements. Accuracy and time-saving thresholds should be agreed before testing, after assessing the sample and document quality. These are proposed evaluation conditions, not achieved results.
The solution should separate client workspaces, control access by role, retain an audit trail and permit data export and deletion. The supplier should explain hosting, backup, retention and whether client documents are used for model training; such use requires explicit prior authorisation. The offer should include a demonstration, deployment options, onboarding, maintenance, update arrangements, support response times and itemised licence and implementation costs.

Stage of development

Already on the market

Sustainable Development goals

- **Not relevant**

IPR Status

IPR granted

IPR Notes

Licence terms, data ownership and configuration rights to be agreed under the commercial agreement

Partner Sought

Expected role of the partner

The partner should be a foreign software developer or authorised supplier with demonstrable artificial intelligence functions for procurement analytics, pricing support and document processing. Under a commercial agreement, the partner is expected to provide the licence or subscription, configure the solution for Serbian procurement procedures and documents, train the initial user, and maintain the software and agreed integrations.
The partner should demonstrate the 3 requested workflows, explain source coverage and limitations, and propose a pilot based on 10 completed procurement cases. It should agree the evaluation method with the requester, document results and resolve identified gaps before deployment. The requester would contribute domain knowledge, authorised sample documents and consultant review; the supplier would provide technical configuration and support.
Preference is given to companies from the Western Balkans that can work with Serbian Latin and Cyrillic documents and demonstrate familiarity with regional procurement practices. Suppliers from other countries are also welcome if they can support the Serbian requirements. Responses should state available functions, required adaptations, data access conditions, delivery milestones, deployment options, licence terms and itemised costs.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME <=10**
- **SME 50 - 249**

Dissemination

Technology keywords

- **01003012 - Imaging, Image Processing, Pattern Recognition**
- **01003010 - Databases, Database Management, Data Mining**
- **01003003 - Artificial Intelligence (AI)**
- **01003009 - Data Protection, Storage, Cryptography, Security**
- **01003015 - Knowledge Management, Process Management**

Market keywords

- **02007008 - Business and office software**
- **02007022 - Software services**
- **02007018 - Natural language**
- **02007016 - Artificial intelligence related software**
- **02006004 - Data processing, analysis and input services**

Targeted countries

- **All countries**

Sector groups involved