Procurement ai, Agentic Negotiator

Supplier cost assessment and Sourcing



C$200,000 seed

October 2026

FINUX LABS

The complexity of Supplier Sourcing

Price, volume, freight and delivery terms can trigger repeated offers and counteroffers

Buyer | **Offers and counteroffers** | **Supplier**



Each revision can trigger another quote, cost calculation and approval.

Repeated negotiation rounds take time

Initial customer hypothesis: manufacturers and distributors with 20–499 employees

Each pricing round adds time and coordination cost

Buyer: procurement manager
Partner: finance and operations

Pricing rounds

Repeated offers and clarifications stretch time to agreement.

Coordination

Teams reconcile price, volume, freight and delivery terms.

Rework

Revised quotes trigger new comparisons and internal reviews.

Approval

Decision makers need clear terms and a traceable agreement.

The procurement decision assistant

Proposed workflow: agents initiate preliminary terms, then people review the agreement

01

Set the strategy

Define demand, service targets, budget and sourcing constraints.

02

Compare the bids

Normalize supplier terms and calculate total annual cost.

03

Agents negotiate

Buyer and Supplier Agents exchange offers within agreed limits.

04

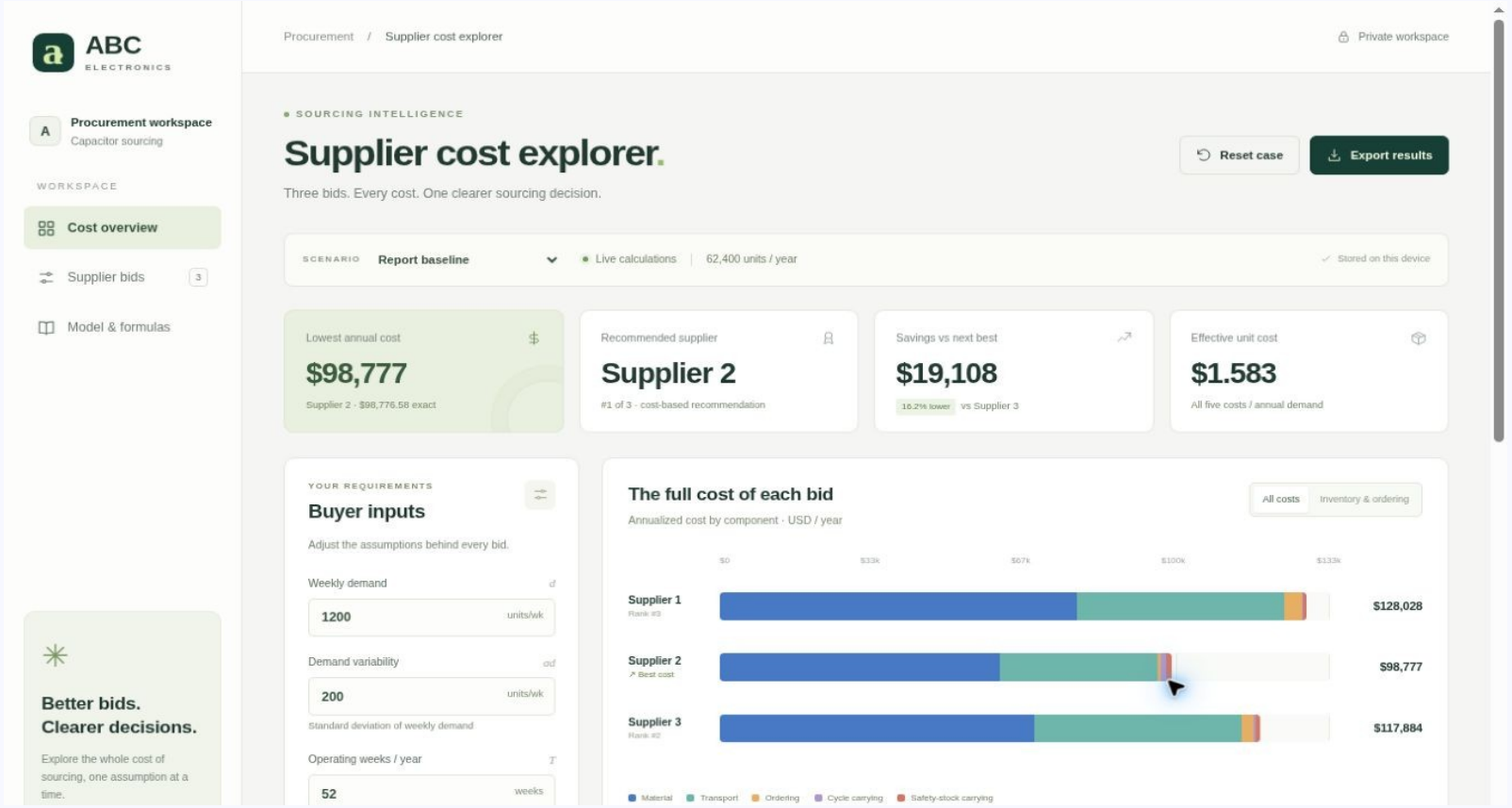
People decide

Review initial terms, refine details or approve the agreement.

Agents propose the initial agreement. People review details and approve final terms.

Supplier Cost Explorer

Working alpha for transparent supplier cost assessment



Alpha capabilities

Buyer and supplier input editors

Five annual cost components

Live rankings and scenarios

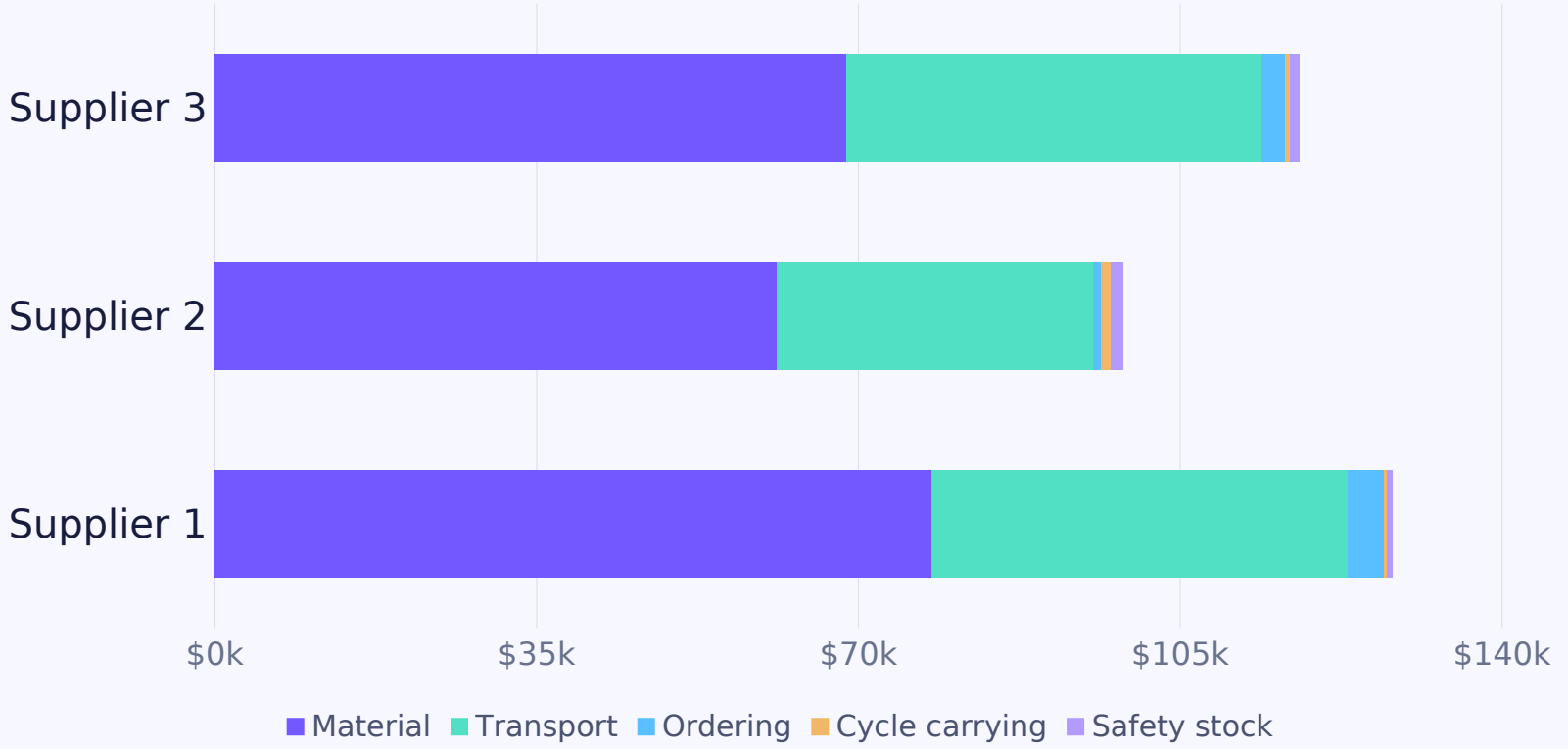
Worked formulas and CSV export

sourcing-alpha.connextium.xyz

ABC Electronics illustrative case, USD. Demonstration data. Alpha status does not establish commercial traction.

The ABC Electronics cost assessment

Three supplier bids evaluated on the same demand and service assumptions



US$98,777

Supplier 2
lowest modeled annual cost

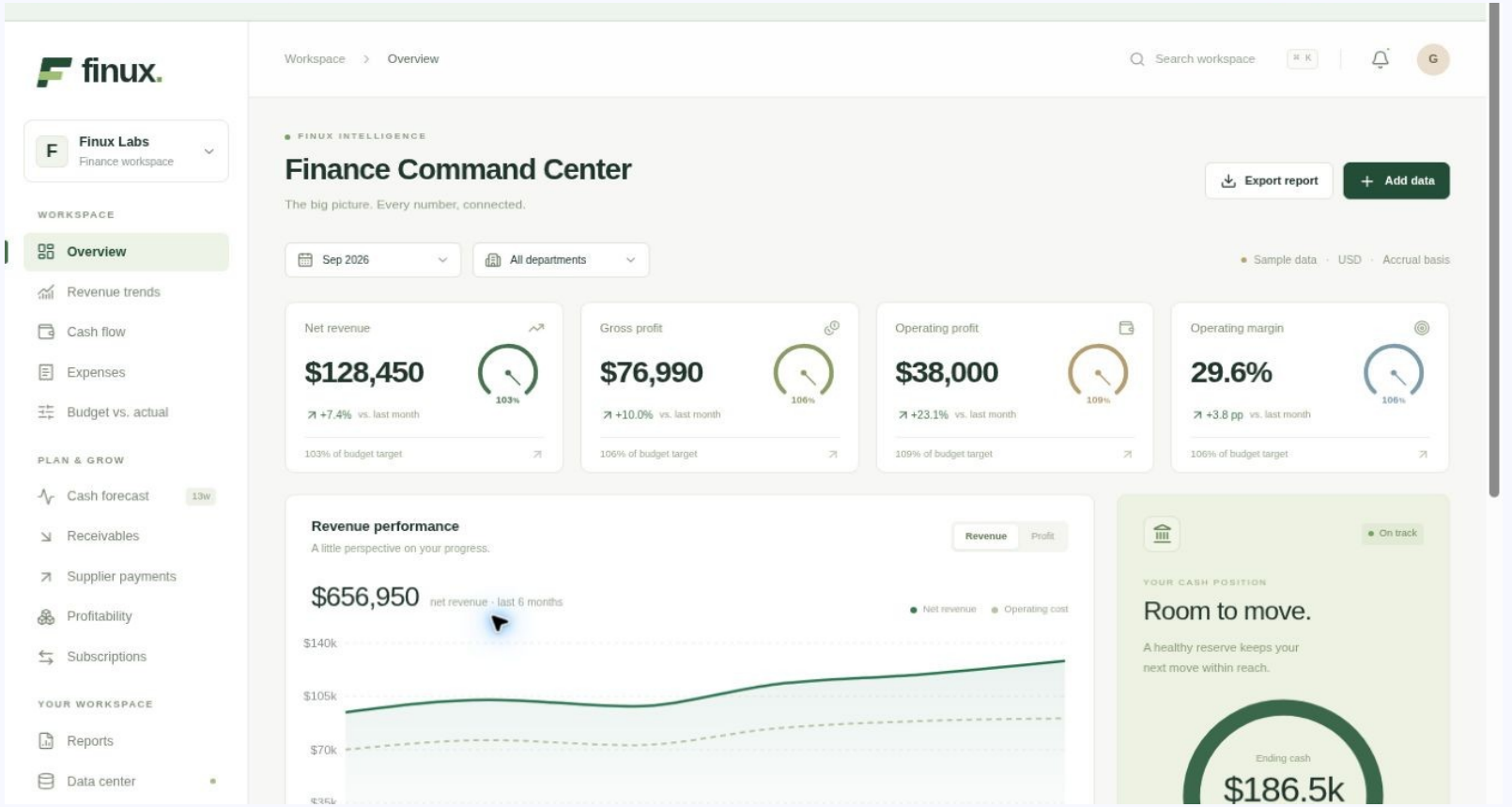
US$19,108

below Supplier 3
with more inventory and a longer mean lead time

Illustrative annual costs in USD. 52 weeks, 95% cycle service, price-only inventory value. Supplier 3 freight: $7.25/100 lb.

Finance Decision Intelligence

Working alpha for financial visibility and supplier payment planning



Alpha capabilities

Financial KPIs and reports

Cash forecasts and payables

Validated CSV imports

Planned connection: sourcing scenarios in cash planning.

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Actual guest sample workspace. Displayed financial values are USD demonstration data, not Finux Labs results.

Buyer and supplier agents negotiate first

Proposed capability: preliminary pricing agreement with a human decision at the end



Buyer Procuring Agent

Target cost, demand, volume and service constraints

Offer / counteroffer

Within authorized limits



Supplier Agent

Price bounds, capacity, freight and delivery limits

Initial agreement

Proposed pricing and terms



Human review and decision



Review details, revise or approve

Roadmap capability. Agents propose terms. Authorized people review, refine or approve the final agreement.

A focused Canadian entry market

Manufacturing and wholesale SMEs provide a starting universe, not a qualified customer list

85,785

Canadian manufacturing and wholesale businesses with 1–499 employees

46,793 manufacturing SMEs
38,992 wholesale SMEs

Illustrative addressable model

5% meet the initial profile
≈4,289 potential accounts

C$1,500 annual subscription

≈C$6.4m / year

Annual-plan subscription scenario.
Usage fees remain unmodeled.

ISED, Key Small Business Statistics 2025, December 2024 counts. Fit rate and subscription value below are planning assumptions.

A focused position in an active market

Proposed focus: agent negotiation with traceable costs and a human approval step

Alternative	Established strength	Finux Labs’ proposed focus
Excel and Copilot	Flexible analysis inside familiar workbooks	A consistent supplier cost model with traceable assumptions
SAP Ariba	Broad sourcing workflow and AI agent capabilities	A narrow entry workflow for smaller procurement teams
Fairmarkit	Automation for repetitive sourcing events	Inventory, freight and cash trade-offs in buyer preparation
Finux Labs	Two working alpha tools	Agent negotiation with human review and finance checks

Competitor scope reflects official descriptions. Finux Labs’ dual-agent negotiation and finance connection remain planned.

Subscription and transaction fees to validate

Base pricing plus transaction-count and transaction-value fee options

C$1,200

8-week paid pilot

One purchasing category
A scoped negotiation and outcome review

C$1,500 / year

or C$150 / month

Workspace subscription

Usage fee basis	Calculation	Pricing status
Transaction count	Completed transactions × fee	Per-transaction fee to validate
Transaction value	Approved value × agreed rate	Value-based rate to validate

50 annual plans = C$75,000 subscription ARR

All prices CAD. Usage rates and whether fees combine remain to validate. Pilot fees do not count as subscription ARR.

Three paid pilots establish the first proof

A founder-led entry through Canadian manufacturing and distribution networks

3

paid Canadian pilots
targeted within 18 months

Pilot scope: one buyer, a willing supplier, one category and a finance reviewer.

Recruit Founder outreach to buyers and ERP advisors.

Run Real quotations and agent limits. A buyer-approved baseline.

Measure Pricing rounds and staff time. Finance-verified outcomes.

Convert Paid renewals and references. A repeatable onboarding process.

The evidence behind each decision

Proposed agent negotiation with deterministic cost checks and human approval



Potential defensibility: approved term histories, cost-model coverage and measurable customer outcomes.

Founder experience and execution plan

Ju He (Terence), founder and builder · juhe.terence@gmail.com

10+ years

Enterprise application development and integration across banking, supply chain finance, insurance and e-commerce

Trade Finance, Procurement, Enterprise

Cloud, Agentics, Agents Engineering

B.C.-based development

Contact: juhe.terence@gmail.com

Months 1–6

Quotation extraction and review · Reproducible cost comparisons

Months 7–12

Buyer and Supplier Agent negotiation · Human review and first paid pilots

Months 13–18

Three paid pilots and renewal tests · Initial recurring revenue target

Live Pitch Deck

Scan camera or tap below to view presentation

Open Online Deck

An 18-month plan for C$200,000

An 18-month seed plan for agent-assisted negotiation and three paid Canadian pilots

C$200k

18 months
≈C$11,100 monthly budget

Target: three paid pilots and initial recurring revenue.

Use of funds	C$
Founder and engineering	120,000
Procurement and pilots	18,000
Cloud, AI and tools	12,000
Customer acquisition	20,000
Legal and security	10,000
Contingency	20,000
Total	**200,000**

Government R&D support may extend runway, subject to eligibility and approval. The base plan excludes unapproved assistance.

NOVEMBER 02—03, 2026 / THE NEST, UBC

Procurement ai in AI Summit Vancouver 2026

Agentic Procurement

Dual-Agent Negotiation

Vancouver, BC

Explore Summit Programme

