



Meet your Agentic AI team

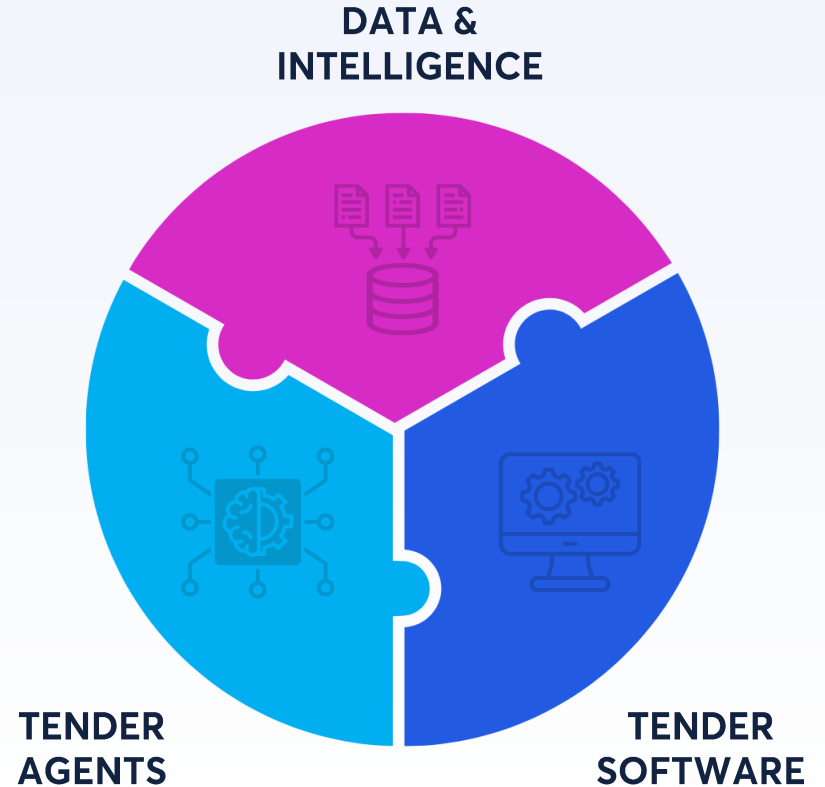
A team of AI agents ready to manage & win tenders with you.



Cube RM Evolution

*Started as tender software, added data & insights and now adding **Tender agents***

*Tender agents are trained on over 5 years of historical data & documentation, as well as specific tender processes, proprietary software, and **deep domain expertise**.*



*"Despite \$30–40 billion in enterprise investment into GenAI, result in that 95% of organizations are getting zero return"**



What makes the 5% successful and brings a positive ROI?

- *Meaningful integration into workflows & software*
- *Relevant process optimization*
- *Domain focus and fluency*
- *Human / AI iterations and collaboration*

MIT

The GenAI Divide
STATE OF AI IN
BUSINESS 2025

** MIT report 'State of AI in business 2025*

THE IMPORTANCE OF HUMAN-AI COLLABORATION

 +  +  **Human direction + AI** *Incredible*
+ human optimization

 +  **Human direction + AI** *OK, but far from great*

 **AI only** *Limited impact with risks (e.g. hallucinations)*

 **Human only** *Limited Impact*

MEET THE AGENTS



Cuber

Orchestration

Orchestrator Agent

Connects other Agents, answers questions, and provides insights

"Would you like to continue with Valerio or hand off to Victor?"



Nova

Opportunity

Discovery Agent

Finds new tenders based on your product and region

"I found 5 tenders that match your market. Want to explore them?"



Valerio

Opportunity

Value-Based Tendering Agent

Defines objectives, value narratives, and actions to influence buyer decisions

"I've created 3 value-based objectives aligned with pricing and access levers."



Redia

Execution

Preparation Agent

Validates tender data, maps customers and products, and identifies missing details

"Customer and products are mapped. A few details still need confirmation."



Clara

Execution

Response Agent

Prepares technical specs, replies questions, and prepares the bid

"I have identified the tasks and responded to the questionnaires."



Victor

Execution

Pricing Agent

Recommends pricing corridors based on win probability

"Let's price between €110–115 for the best chance to win this tender."



Tess

Execution

Submission Agent

Finalizes and packages the tender and bid for submission

"Your bid is ready and the submission folder is complete and ready to go."

The Agentic Journey to Tender Excellence

Tender Agents can take over, support or significantly improve specific steps and areas of the tender process & workflow

Increase Revenue
Plan ahead

Increase Profitability
Avoid out of stock

Higher Efficiency

Increase Success Rates

Ensure compliance

Better management
& reduced risks

Continuous
Improvement



Discovery

Strategy

Preparation

Evaluation

Submission

Governance

Intelligence

Increase tenders' visibility using NLP & anticipated tender lots

Qualify the most attractive opportunities
Define strategy including value-based tendering / shaping

Reduce preparation effort
Manage all questions, documents & templates

Get optimal price suggestions.
See how you perform against competition

Automate approvals and workflows
Manage tasks and documentation

Coordination across the process and the different agents

Build competitive & market intelligence



NOVA

VALERIO

REDIA

CLARA

VICTOR

TESS

CUBER

Ensures no question is missed and every submission is ready on time.



Clara

Response Agent

Execution

Relieves administrative burden by preparing technical specs, replying to questions and preparing the bid

"I have identified the tasks and responded to the questionnaires."

Personality:

Detail-oriented, compliance-driven, organized

CLARA – The Response Agent

Key Capabilities:

- Automatically extracts questions from tender documents (PDF, Word, Excel)
- Generates and suggests AI-based responses from company knowledge
- Tracks confidence and sources for full compliance
- Enables collaboration & task delegation
- Compiles final, formatted tender packages

Business Impact:

- Cuts tender response time & effort by up to 70%
- Ensures accuracy, traceability, compliance
- Retains knowledge & learns for future reuse
- Enables collaborative, efficient tendering at scale

Navigates the user through the value-based tendering strategy & process



Valerio

Value-Based Tendering Agent

Opportunity

Anticipates most important future tenders, defines objectives, value narratives and actions to influence buyer decisions.

"I've created 3 value-based objectives aligned with pricing and access levers."

Personality:

Strategic, consultative, visionary

Meet Valerio!

VALERIO – The Value-Based Tendering Agent

Key Capabilities:

Identifies most important upcoming tenders and shapes the tender framework towards a more sustainable, value-based & higher success probability.

Generates:

- *List with upcoming key tenders to optimize*
- *Co-creates strategy, objectives and value-messaging*
- *Develops Narratives per objective*
- *Coordinates and suggest internal actions*

Business Impact:

- *Increases win probability by pro-actively optimizing tender set-up and framework*
- *Moves from reactive to pro-active and strategic tender management*

Enables pricing simulations and recommendations based relevant tender data & insights



Victor

Pricing Agent

Execution

Recommends pricing corridors based on win probability

"Let's price between €110–115 for the best chance to win this tender."

VICTOR – The Tender Pricing Agent

Key Capabilities:

- *Enables multiple pricing simulations within seconds to understand probabilities to win at different price points*
- *Visualizes different scenarios including sweet-spot of optimal probability & revenue maximization*
- *Considers inputs regarding competitor net pricing and award criteria weightings and performance*
- *Provides configurable checklists to ensure all relevant factors and trends are considered*
- *Engaging and interactive interface for user*

Business Impact:

- *Optimized tender pricing decisions*
- *Improved revenues and profitability*
- *Retains knowledge for future reuse (next tenders) and continuous learning & improvement*

Security & Data Protection

Secure Infrastructure

Data is hosted on Microsoft Azure, one of the most secure cloud environments globally



Secure Virtual Networks (VNets) with Network Security Groups & Conditional Access policies in place



Infrastructure and data handling practices are aligned with ISO/IEC 27001



Data Privacy & Confidentiality

Role-based access control (RBAC) is strictly enforced; access is limited based on the principle of least privilege



All customer data is encrypted both at rest (AES-256) and in transit (TLS 1.2+)



Security Incident Response Plan in place for rapid containment, eradication and communication



Responsible AI

No hidden data sources



Transparent AI outputs and human-in-the-loop validation for all value-based tendering actions



Continuous performance monitoring and periodic audits ensuring ethical, accurate and compliant operation



Factual accuracy: claims must be citable and sources must be indicated



Argument structure: question → evidence → conclusion must be auditable & understandable





www.cuberm.com



info@cuberm.com



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