

Dundir

AI-Powered Construction Procurement

2026-06-11

Every AI procurement tool in the world runs in the cloud.

Dutch municipalities are legally prohibited from using cloud tools for procurement data.

That is a €4.7M annual market with zero compliant solutions.

“Construction procurement managers make million-euro decisions from Excel spreadsheets.”

- Procurement teams spend **40% of their time** on manual comparison work: emails, PDFs, supplier portals, and spreadsheets ([McKinsey Global Institute 2017](#))
- Every supplier choice is a **documentation liability**: most decisions cannot be reconstructed if challenged
- The AI tools that exist for this? Every single one is **cloud-based**. A Dutch municipality cannot legally use a single one of them ([Rijksoverheid 2024](#))

The cost of the status quo

€49,500

per buyer per year in manual comparison work
11 hrs/week × 45 weeks × avg. loaded salary

"A procurement assistant trained on your data. Runs on your server. You own it."

- **Structures procurement decisions:** the AI ranks and documents each option, the procurement professional reviews and decides. The human is always in control.
- **Runs locally and learns:** trained on the client's own procurement history; improves with every cycle, not less
- **Not a chatbot:** purpose-built software trained on real procurement data. No invented suppliers, no invented certifications.

Why this framing matters

Public sector clients are **legally accountable** for every procurement decision. An AI that "generates" an answer is a liability.

An AI that **structures and documents** a decision the manager makes: that is a compliance tool.

"Three steps. One report. Full audit trail."



The system improves with every decision. The more they use it, the better it knows their suppliers, their preferences, their standards. That's not a feature: that's why clients don't leave.

“Local deployment isn’t a feature. For our clients, it’s a legal requirement.”

Every other AI tool	Dundir
Cloud: data leaves the building	Local: data never leaves the server
Non-compliant for Dutch public sector	Audit-ready by design
Generic model, same for every client	Trained per client on their own data
No switching cost	Deep switching cost: client data stays in the system

The closest AI competitor: Parspec ([PR Newswire 2024](#))

\$20M Series A. 288 customers. 4× revenue growth.

Cloud-only. US-focused. No EU presence.

Cannot serve a single Dutch municipality. Does not train per client. No audit trail for public law.

The intersection of local + construction + per-client training + audit trail has **no current occupant in Europe.**

“€710M EU opportunity. We’re starting where we have the unfair advantage.”

€710M

EU TAMAI procurement
([MarketDataForecast 2025](#))

€20M

NL SAMA + B

913

NL construction cos. with 50+
employees ([Statista / CBS StatLine 2023](#))

342

Dutch municipalities
([Rijksoverheid 2024](#))

0

compliant local AI procurement
solutions in NL today

Why NL first: Uniform regulation. English-language business culture. High digital adoption. Local deployment is non-negotiable, not just a preference. One NL municipality reference unlocks the conversation in Belgium, Germany, and the Nordics. The same problem, a different flag.

"We deliver. They own. We're available when needed."

	Construction	Municipality
Implementation (one-time)	€55,000	€58,000
Annual maintenance (optional)	€8,000	€9,000
Retraining engagement	€12,000	€12,500

Revenue per client (5-year LTV)

€139K

LTV per client · 5.6× LTV:CAC · <6 month payback

No subscription. No platform dependency. No ongoing permission to use.
The client owns the trained model, the integration, everything.

Revenue path

Workshop → Paid pilot → Implementation → Maintenance → Retraining on demand

Workshops generate revenue **before the product is built** and seed the demo dataset. Revenue from day one.

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“Profitable from Year 1. €192K contracted maintenance base by Year 3. No large equity round required.”

	Year 1	Year 2	Year 3
Active clients	5	14	23
Contracted maintenance base	€42K/yr	€117K/yr	€192K/yr
Total revenue	€321K	€697K	€1.02M
Total costs	€251K	€549K	€719K
Net result	+€70K	+€148K	+€298K
Cash position	€120K	€269K	€566K

{.total-row}

Base: €50K founders’ working capital. No external investment assumed. Year 1 costs include founder salaries at 40–60% FTE (bridged by existing income).

Non-dilutive grant pipeline

Grant	Amount	Deadline
MIT R&D AI	up to €200K	⚠ May 26
KIEM Arbeidsbesparende AI	€40K	Sep 2026
RAAK-PRO	€700K/4yr	Late 2026

Base case is **profitable without the grant**. MIT R&D triples Year 1 closing cash to €195K.

“The university anchor. The AI depth. The operations track record. The municipality relationships.”

Christiaan Verhoef, CEO

Project Manager, Supply Chain Finance · Windesheim University of Applied Sciences

Founded Value Chain Hackers AI lab. Co-founded 10 startups. Helped raise €2M. Windesheim anchor for grant access.

Dr. Milan Jelisavčić, CTO

PhD Evolutionary Robotics, VU Amsterdam · Head of AI @ Salesteq

Production ML at Stedin, ABN AMRO, bliq. Solved real-time energy optimisation at grid scale. Built the decision engine.

Kirsten Coppoolse, COO

COO @ Open Food Chain 2018–2024

First employee to 20-person team. Doubled revenue every year for 6 years. Has built a company before.

Dr. Nina Gluhović, Domain Expert / Research

Assistant Professor · Faculty of Civil Engineering, University of Belgrade

PhD Structural Engineering. 12 years in construction academia. Knows CROW RAW, UAV, CPR 2024, KOMO, SKG-IKOB. The reason the AI understands a reinforced concrete specification.

Gerard Tunteler, Head of Government Sales

Local Government Lead Netherlands @ HPE · 19 years

Founded HPE Roundtable for Municipalities. Direct relationships across all **342** Dutch municipalities. Has sold enterprise software to every municipality we’re targeting.

Institutional anchors: Windesheim University of Applied Sciences (NL) · University of Belgrade, Faculty of Civil Engineering (RS)

Named prospect: ED. Züblin AG (STRABAG), insider contact Dusko Stojanovic, Project Lead Bid Processing, Stuttgart.

"We're raising €250K pre-seed to own the NL market before Parspec arrives."

€250,000 pre-seed

Allocation	Use
60%	Founder salaries: full-time from day one
25%	AI infrastructure: GPU, training pipeline, deployment stack
15%	Go-to-market: workshops, pilots, industry events

What €250K unlocks vs. grant-only path

	€250K + grant	Grant only
Year 1 clients	8+	5
First municipality ref.	Q3 2026	Q1 2027
EU expansion	Year 2	Year 3

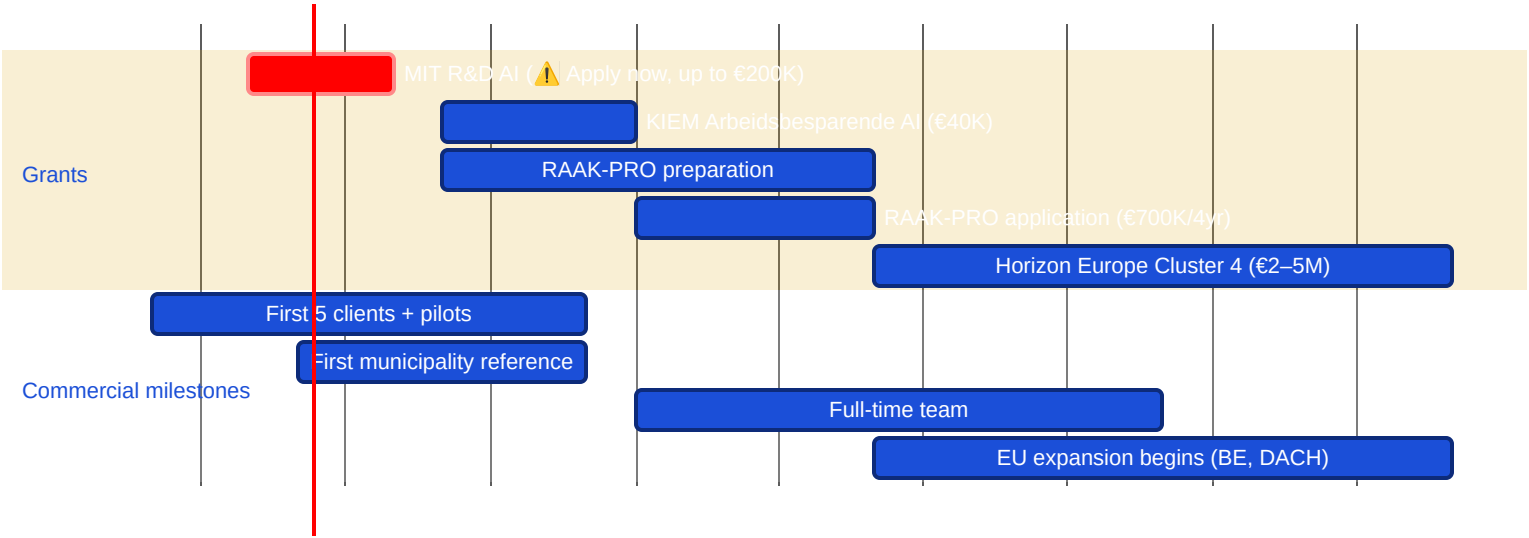
We don't need this money to survive. The grant track funds Year 1 either way.

We want this money because **Parspec raised \$20M and will eventually look at Europe.** The window to establish NL reference clients is open now. It closes the moment a well-funded US competitor decides the EU market is next.

	SAP / Coupa	Procore	Parspec	Onventis	Mercell	Dundir
Local / on-premise	X	X	X	X	X	✓
Construction domain	X	✓	✓	X	X	✓
AI specification matching	X	X	✓	X	X	✓
Trained per client	X	X	X	X	X	✓
Explainable / audit trail	X	X	X	X	X	✓
Dutch / EU market focus	⚠	⚠	X	✓	✓	✓
Municipal compliance	⚠	X	X	X	✓	✓
Data sovereignty	X	X	X	X	X	✓

The combination of all eight criteria exists only in Dundir.

Parspec is the closest AI competitor: cloud-only, US-centric, no EU presence ([PR Newswire 2024](#)). **Onventis** is the most likely name in a Dutch shortlist: Benelux salesforce, but cloud-only and horizontally generic. **Mercell** manages the process; we provide the AI decision layer. Complementary, not competing.



Assumption	Impact	Validation	Conservative scenario (3 clients Year 1)		
5 clients Year 1	HIGH	First LOIs by Q2		Year 1	Year 2
Blended fee €55K / €58K	HIGH	First pilot pricing	Revenue	€208K	€430K
60–70% retraining rate Year 2+	HIGH	Track with Year 1 clients	Costs	€251K	€549K
Founders at partial FTE Year 1	HIGH	Co-founder agreement	Net result	-€43K	-€119K
MIT R&D AI granted	MEDIUM	Submit before May 26	The conservative case requires the MIT R&D grant or an angel bridge to remain cash-positive. This is why the May 26 deadline is the single highest-leverage action right now.		
5% annual churn	MEDIUM	Trained model retention			
4 workshops × €10K Year 1	MEDIUM	Pilot with Windesheim network			

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