Tenderlake Analyst

MARKET INTELLIGENCE FOR THE AI AGE

Days of research in one conversation. Answers while the question still matters.

Ask about a buyer, a competitor or a market in plain language, in the AI tool you already use. Analyst answers from more than a decade of public procurement history, and shows you the evidence behind every claim.

Ten years of who bought what, from whom, and for how much. Nobody has a week to read it.

Book a demonstration →

2 Million +
organisations covered

10+
years of contract history

1 conversation
not five exports

Why Tenderlake Analyst?

ASK IT LIKE YOU'D ASK A COLLEAGUE

A Question, Not a Search

Describe what you want to understand in plain language: the buyer, the competitor, the market, the route in. No exports, no spreadsheets, no query syntax. Analyst works inside the AI tool your team already uses, on data that goes well beyond the standard Tenderlake interface.

EVIDENCE, NOT ASSERTION

Answers You Can Defend

Every claim comes with the notices, awards, dates, values and named buyers behind it. Analyst separates what the data proves from what it suggests, and you can ask it directly which findings are evidenced and which are inference, before you build a pursuit decision on them.

BUILT FOR COMMERCIAL TEAMS

Iterate While It Still Matters

The first answer is the start. Push on it, narrow it, challenge it. The conversation remembers what it found. Then turn the same analysis into a management memo, a set of meeting questions or a six-slide account briefing without leaving it.

HOW ANALYST COMPARES

	MANUAL RESEARCH	Tenderlake Analyst
How you ask	Exports, filters, spreadsheets	A question in plain language
What you get back	Rows to interpret	Analysis with named buyers and suppliers
Time to an answer	Days	Minutes
Evidence	You assemble it	Notices, dates, values and buyers cited
Follow-up questions	Start again	Same conversation, builds on what it found
The output	You write it up	Memo, meeting questions or deck on request
Languages	Manual, one at a time	Translated across EU languages

The research lag trap

Ask for a proper read on a market and you'll get one. In about a week. Someone pulls the notices, tallies the awards, works out who is actually winning, and writes it up. By the time it reaches the people who asked, the meeting has happened and the business has moved to the next priority.

So research stops being something you do when a question arises and becomes something you diarise. Quarterly reviews. Annual planning. The three biggest pursuits. Every other decision gets made on instinct and whatever someone half-remembers.

Analyst removes the lag, and with it the reason to ration the questions.

Award-winning and recognised

- **1st Prize: EU Datathon** · Best use of AI and procurement data
- **Google & FT Top 100** · Europe's Top 100 Digital Pioneers

In Practice

What working with Tenderlake Analyst actually looks like

Tenderlake

BUILT FOR PUBLIC SECTOR GROWTH TEAMS

Who it's for

Analyst is used by the people who carry a public sector growth number. Different questions, the same working pattern.

Commercial director
Take market entry and investment decisions to a board with the evidence behind them.

Business development director
Decide where a small team places its time, with evidence for which buyers are active, growing and winnable.

Sector or practice lead
Hold a defensible view on where a market is heading, without a research team to build it.

Account director / client partner
Walk into every buyer meeting informed. See which suppliers hold the work inside an account you already own, and find the gaps before a competitor does.

Capture and bid director
Understand how a buyer actually buys, who holds the work now, and when it comes round again.

A WORKED EXAMPLE

You ask

"We're trying to grow our digital and transformation work with [buyer]. Brief us on their recent procurement history, current suppliers, likely needs, routes to market and practical pitch angles. Separate hard evidence from inference."

— **Then** "Which of their current suppliers would be hardest to replace?"

— **Then** "Where do we appear to have the best opening?"

— **Then** "What should our account lead ask in the first meeting?"

— **Then** "Which findings are evidenced, and which are inference? Flag anything to verify before it goes outside."

— **Then** "Turn it into a six-slide account briefing for a senior team."

What comes back

Named suppliers and what each of them holds. Award values and dates. Contracts approaching their end date. The routes the buyer actually uses, and where your firm does not appear in any of it.

No export. No spreadsheet. No reformatting. No loss of context.

WHAT IT DRAWS ON

The Data Underneath

Underneath is more than a decade of awards, notices and forward plans, translated across EU languages and name-matched so one buyer reads as one buyer however it was written down. Analyst searches it by meaning, not by keyword.

KNOW THE BUYER

Brief Yourself Before You're in the Room

What they've awarded, to whom and at what values, and what their pre-procurement and planning notices signal about the next twelve months.

KNOW THE COMPETITION

Know Where You Can Win

See what a named competitor has won, from which buyers and in which categories. The same view shows where their position is thinnest, and which buyers no one has locked down.

READ THE MARKET

Judge a Market Before You Invest in It

Where demand for the kind of work you sell is strongest, which buyer types are driving it, and whether the spend is growing, flat or consolidating into fewer suppliers.

FIND THE ROUTE IN

How the Buyer Actually Buys

Whether they buy through frameworks, dynamic purchasing, direct award or open competition. Which of those routes carry the real spend in your space, and whether a given framework is worth the effort of getting on.

WHY NOT JUST ASK AN AI?

Reasoning Isn't Evidence

Ask a general model about a public buyer and it will answer, fluently, from whatever it half-remembers. It has no award records, no notice history, and no way to tell you where it is guessing. Analyst gives the reasoning something real to stand on.

WORKS WITH

Claude · ChatGPT · Gemini · Copilot and most major AI assistants

The firms that grow their public sector revenue understand the buyer long before the decision. Everyone else finds out afterwards.

That understanding used to take a week to assemble, so it only got built for the biggest decisions.

Tenderlake Analyst isn't a faster way to do research. It's a reason to ask more questions.

Book a Demonstration →