



Our Story

Eleven years ago, I was visiting a client who wanted to introduce me to a supplier she highly recommended.

"Steph, you need to meet these guys," she said. "They are incredible and have done great work for my team."

She leaned behind her desk and grabbed a thick binder filled with business cards from supplier contacts she had accumulated over her career. She couldn't remember the name of the company but she knew she would recognize the card. She spent 10 minutes filing through her contacts. Luckily, she found the card and gave it to me, but she asked for it back after I wrote down their information. She didn't want to lose their contact information...

I left that meeting thinking about the wealth of supplier intelligence locked in that binder which provided no benefit to the organization and suppliers. I realized the significance of the opportunity of centralizing and aggregating supplier intelligence for all stakeholders.

tealbook today

tealbook is headquartered in the downtown Toronto tech hub, where our dynamic team works to connect companies so they can interact with more efficiency and trust. We capture, cleanse, enrich, automate and expand supplier information to reduce the time and cost required to find one another for the purpose of doing better business. tealbook uses the latest technology to improve the quality of partnership decisions, reducing effort and cycle time while increasing trust for all parties. By combining machine learning, leading software development, procurement and operations expertise, our team transforms how companies improve their existing buyer-supplier partnerships and build new lasting ones.

Product Overview

- Cloud based platform that connects buyers and suppliers to streamline communications
- Suppliers gain visibility to buyers, and buyers get enhanced insight into existing and potential suppliers
- Pre-populated supplier-updated profiles contain contact information, offerings, clients, links to social media and much more
- Buyers can endorse and review suppliers to share knowledge with their colleagues and company
- Machine learning technology generates lists of similar suppliers for each company to help provide context and options
- Social feed within the platform allows buyers and suppliers to share news and updates
- Buyers can use a vetting tool to pre-qualify suppliers before they invite them to a sourcing event

Leadership



Stephany Lapierre,
CEO and Founder

Stephany Lapierre is the Founder and CEO of tealbook. She has won several awards for her innovative approach to leveraging supplier intelligence and has received repeated recognition as a female tech entrepreneur. After studying the business impact of costly and inefficient gaps between enterprise buyers and suppliers, she launched tealbook as the largest, most robust and trusted B2B network. Her vision is for tealbook to upgrade the application of supplier information through machine learning, efficiently increasing innovation and value creation for all parties. Prior to tealbook, Stephany built a successful procurement consulting firm focused on helping Fortune 500 companies improve strategic sourcing efficiencies.



Ian Woodbury,
Chief of Operations

Ian Woodbury is an aerospace engineer who built his first commercial software application at 15 and has been building software ever since. He is a lifelong entrepreneur who has worked as a software developer, trainer, enterprise architect and CEO. He has helped entrepreneurs turn their ideas into solutions as well as founding and selling a software product company of his own. He now works as the COO for tealbook and lives in downtown Toronto with his wife, Anne, their three children and their golden retriever.



Geoffrey Peddle,
Chief Technology Officer

Geoffrey Peddle has had an extensive career building technology and development teams. He holds two master's degrees, the second in computer science from the University of Toronto, where he focused on machine learning. His experience is highly relevant to tealbook based on his past work at IBM Research, Ariba (acquired by SAP), Google and executive roles at various social media and enterprise software startups in Toronto and Silicon Valley. Since joining tealbook, Geoffrey has hired an impressive team in-house, rebuilt a machine-learning enabled platform and grown the supplier data to millions of suppliers.

Recent News



tealbook is thrilled to announce a new partnership with the Canadian Council for Aboriginal Business! This exciting partnership will see tealbook's AI-enabled supplier intelligence and discovery platform facilitate better, more inclusive access for Aboriginal businesses looking to work with large corporations. tealbook is a unique turnkey solution for CCAB as it uses AI to unify and improve supplier information in one profile. [Read more.](#)

Case Study

tealbook in Action
at Medidata

 medidata

Media Coverage



Globe and Mail



MaRS Pivot Moments



National Post



Business News Network's *The Disruptors*



Techvibes



BetaKit

Awards and Accolades

- Selected as a 2018 Gartner Cool Vendor in Strategic Sourcing Applications
- CIX Top 20 Recipient
- Selected by the SIG Innovation Accelerator as one of four top procurement products
- Nominated for a 2017 Canadian FinTech and AI Award

Partnerships

- Partner with the Canadian Council for Aboriginal Business in scaling access and opportunities for Indigenous entrepreneurs to work with large corporations
- Inaugural recipient of funding from the MaRS Investment Accelerator Fund (IAF) and StandUP Ventures Fund I
- Partner in SCALE.AI, the AI-powered supply chain supercluster, selected to receive federal funding from innovation superclusters initiative
- Part of the SIG Innovation Accelerator

Our Clients



Social Media



Press Contact

Hannah Griffin
hannah@tealbook.com

Logos

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