

TECHNOLOGY IS TRANSFORMING THE ROLE OF PROCUREMENT AND FINANCE IN THE ENTERPRISE

ESSENTIAL CAPABILITIES FOR THE MODERN PROCUREMENT AND FINANCE ORGANIZATIONS

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PROCUREMENT AND FINANCE JOIN FORCES TO BECOME A STRATEGIC CENTER OF EXCELLENCE

Beyond optimizing spend, reducing risk and ensuring compliance, businesses commonly have a strategic component to their agenda, such as:

- **Maximizing Cash Flow, Improving Margins And Redeploying Funds To Drive Business Growth**
- **Aligning Procurement's Goals To Support Financial And Operational Objectives**
- **Planning For The Long Term And Transforming Procurement, Operations And Finance Into Centers Of Excellence**

Yet some of the most well-resourced procurement departments are consumed by low-value activities, their ambitions frustrated by poor data quality and the resulting lack of insights on which to base important decisions.

The bottom line? Achieving strategic objectives like these requires a level of technical sophistication that traditional information systems can't provide. Recent innovations in AI and Machine Learning offer a new approach to a long-standing problem.

This ebook explores some of the technology trends and business practices that are helping to define a new, strategic role for procurement.

THE FUTURE OF AI-POWERED SPEND INTELLIGENCE

1



Most procurement and finance organizations struggle with data quality and visibility. Even if they have mastered traditional analytics tools, they still find themselves stuck in a reactive mode. Even if they have the time needed to perform the analysis, there's never enough time to turn any insights they find into action.

Suplari applies the power of AI to turn spend management into a way of doing business across the enterprise. Available as either a pre-packaged or customized solution, procurement departments can use these insights to create a variety of new tactics to identify and capitalize on opportunities, accelerating the pace to hit spend optimization goals.

Insights allow procurement teams to focus on what matters most: making informed decisions, building business relationships and creating long-term value. The following chapters highlight some of the ways our AI-powered spend management solution revolutionizes procurement.

Benefits of AI-Powered Spend Intelligence

Take back control of the data related to spend, supplier activities and contract renewals. Provide stakeholders from every department with fast, accurate answers.

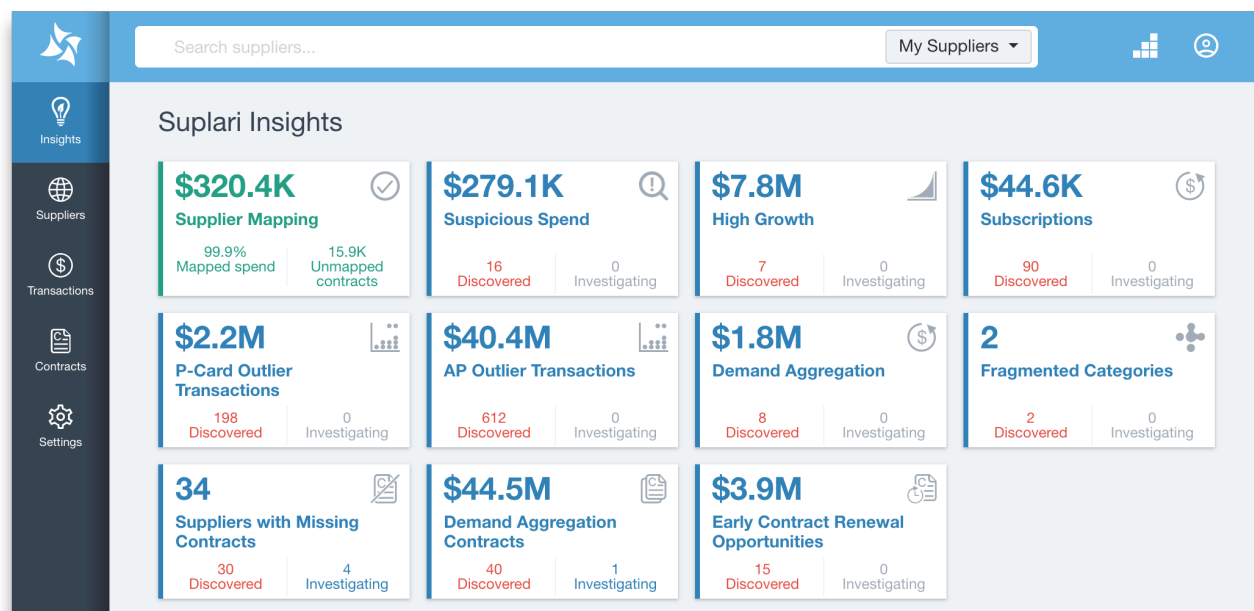
Leverage AI to persistently monitor data and proactively reveal opportunities to optimize savings, risk, compliance and financial health.

Reinvest time wasted on fixing data and crunching reports to concentrate on building supplier relationships and executing high-impact, strategic initiatives.

Our AI-powered algorithms enable persistent monitoring, timely alerts and the opportunity to proactively address optimization opportunities.

BECOMING A PROACTIVE ORGANIZATION

2



Procurement and finance organizations use a set of standard methods to optimize spend. But even with so many proven tactics at their disposal, they still struggle to gain control over spend. Large volumes of supplier information are spread across dispersed systems. Teams only have time to focus on managing top suppliers and categories, leaving tail spend unexamined. The result is the loss of millions of dollars in unrealized savings, unnecessary exposure to risk, and gaps in efficiency.

Suplari's Insights Applications are part of our Intelligent Spend Management System. These AI-powered applications automatically monitor data from across the enterprise data, proactively detecting opportunities to optimize spend, risk and compliance -- across all suppliers, categories, business units, spend amounts and optimization tactics.

Creating Business Value Through Actionable Insights

Multibillion dollar retailer **revealed \$10M in contracts savings** across professional services, transportation, shipping, IT and marketing expenses.

High-growth tech company found potential **savings of 3 to 10%** via vendor and contract consolidation in travel, telecom, insurance and office supplies.

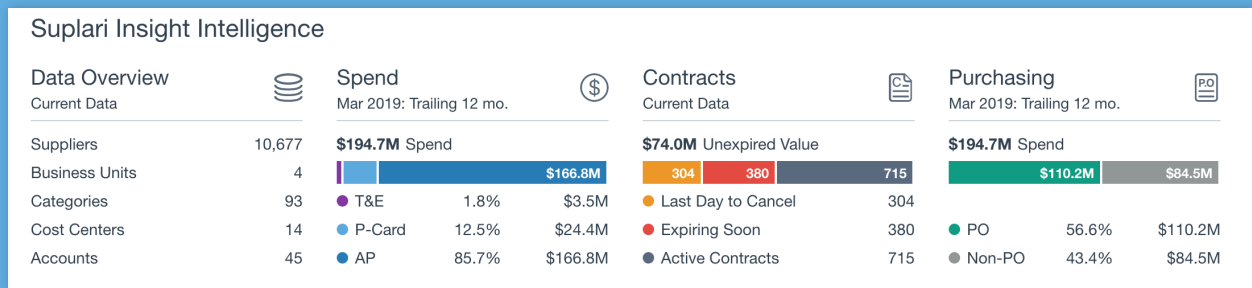
Global company **renegotiated 33% discounts** with SaaS and cloud computing vendors after surfacing subscriptions across business units.

Media and entertainment conglomerate connected data across multiple ERPs, **revealing \$5.5M to be saved** via contracts and demand aggregation.

Suplari's library of Insights Applications are available for suspicious transactions, employee subscriptions and purchasing activity, contract renewals, demand aggregation, purchasing process violations and many more. Customized insights are also available to address your unique strategic, operational and data needs.

STREAMLINING OVERSIGHT OF T&E AND P-CARDS

3



Suplari's Insight Applications for T&E and P-cards monitor helped a technology company identify savings of 10% by consolidating travel, telecom, insurance and office supply suppliers.

A large portion of total spend flows through Travel & Expense (T&E), corporate credit and Purchase Cards (P-cards). Left unmonitored, these programs are vulnerable to non-compliant usage or outright fraud. Still, given the cost of monitoring these programs, organizations accept some degree of misuse as an evitable cost of doing business.

Suplari has created Insights Applications specifically to address this problem. Insight algorithms are always on, persistently monitoring spend data. Any issues or activities outside your company's spend policies are instantly brought to your attention.

By letting our algorithms do the work, managers can control spend without allocating resources to manually scour records. It's a cost-effective way to ensure compliance with corporate policies without implementing onerous restrictions that can erode a culture of trust and personal accountability.

Suplari's Intelligent Insights for T&E and P-cards Delivers Value Across the Enterprise

Managers are able to alleviate their concerns about fraud and abuse.

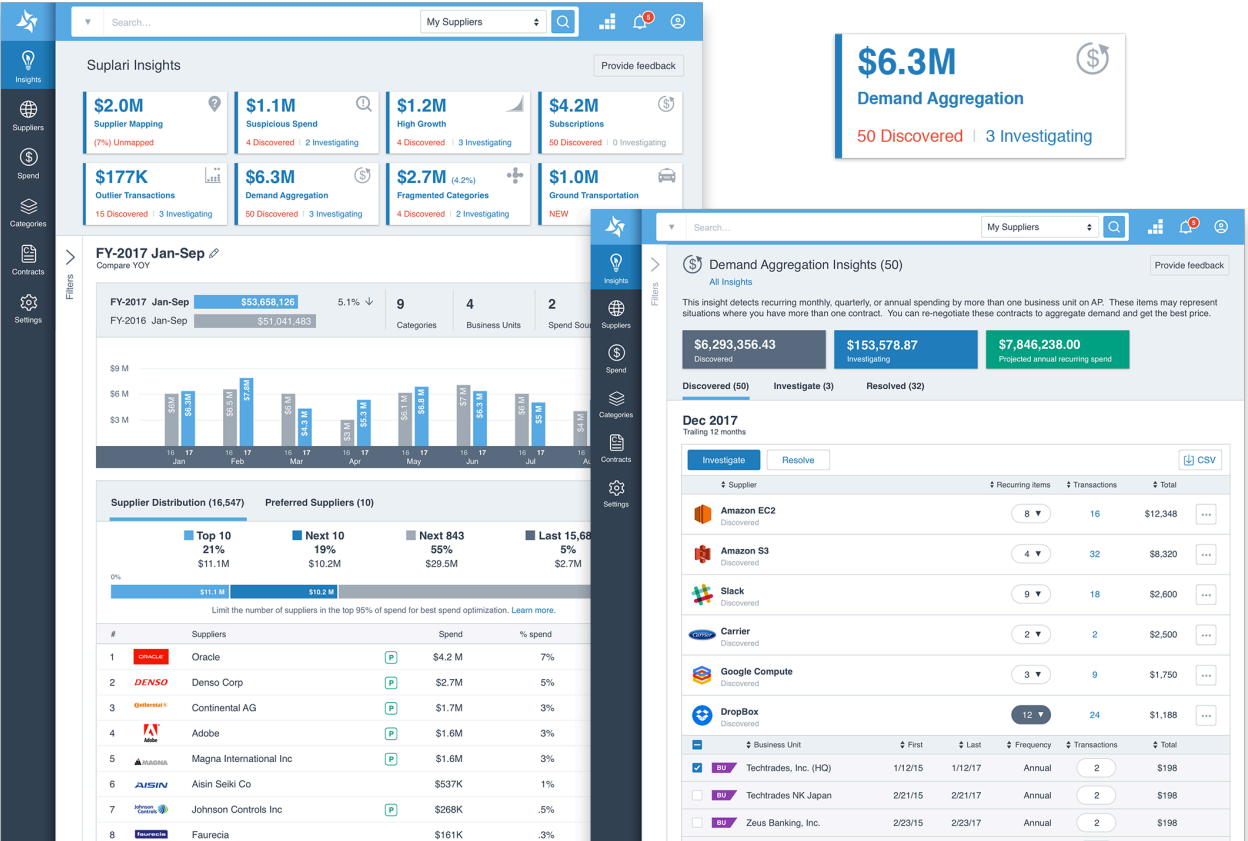
Employees are empowered with the trust, accountability and convenience they need to do their best work.

Finance and procurement leaders can detect a larger percentage of out of policy purchases without dedicating additional resources to the task.

There are also Insights to help optimize SaaS subscriptions, measure use of shared riding transportation, and alert about spend going through personal payment and transfer services.

ELIMINATING BLIND SPOTS AND HIDDEN RISK

4



Never satisfied with the status quo, finance and procurement leaders are constantly researching new ways to improve financial performance. But when it comes to turning ideas into reality, they come up against a brick wall. Incomplete data, siloed systems and poor analytic tools combine to obscure what's really happening in the business -- blind spots!

Suplari's Custom Insights Applications are designed to shed light on murky data. They can be used to quickly build an application to monitor rogue spend, connect disparate information systems, improve revenue forecasting or monitor purchasing processes.

Eliminate Spend Management Blind Spots

- Data sets that need to be connected & monitored
- Unique KPI or cost allocation to be better tracked
- Uncovering hidden costs, risks or fraud
- Business initiative, missing relevant metrics

Explore strategic initiatives, fill in missing data points and discover hidden risks - without investing a lot of time developing a custom analytics application from scratch.

ADDING CONTRACTUAL DATA TO SUPPLIER PERFORMANCE

5



Re-negotiating contracts is a top tactic used to control spend. Yet managing contracts that govern hundreds or thousands of suppliers can be challenging. Without a centralized contract system, the agreements related to a single supplier might be scattered across several networked folders or even a personal drive!

If it does exist, contract management systems are typically biased towards the needs of the legal department. That leads to missed renewal dates and unrealized opportunities to negotiate savings. What may be more concerning, it can also result in serious compliance issues and other financial risks.

By connecting siloed information systems, Suplari's Intelligent Spend Management System allows every stakeholder to identify renewal dates, author or edit contracts without leaving the application.

Uncover Hard Cost Savings in Your Contracts

A healthcare vision provider saves \$10M by identifying rouge IT spend not under contract

Proactively **identified \$500M in contract renewals**, enabling millions in savings through a first-ever consolidated supplier data view.

A multibillion-dollar retailer revealed \$10M in contracts savings across professional services, transportation, shipping, IT and marketing.

There are also Insights to help optimize SaaS subscriptions, measure use of shared riding transportation, and alert about spend going through personal payment and transfer services.

FULFILLING THE POTENTIAL OF AI ACROSS THE WHOLE ORGANIZATION

6



Artificial Intelligence (AI) has enormous potential to reveal new opportunities to reduce spend. Yet leaders in procurement, operations and finance are hesitant to launch an AI initiative, for good reason. They just don't have access to the right information.

Suplari helps organizations prepare for AI with easy-to-use dashboards that provide stakeholders in every department with a holistic view of supplier spend. Having shared access to critical information helps finance, operations and procurement teams to identify issues, take action and track optimization opportunities until they are fully resolved.

Innovations in Intelligent Spend Management

Proactively detect opportunities to optimize spend, risk and compliance with **Insights Applications**.

Solve the most difficult strategic problems, operational optimization needs with **Custom Insights Applications**.

Accelerate the development of both built-in and custom insights applications with **Insights Generator**, our proprietary environment for integrated development and data science.

Gain a clear line of sight into saving opportunities and hidden risks, so you can spend less time searching for information and more time finding new ways to create value.

THE ENGINE POWERING THE NEXT GENERATION OF DATA ANALYTICS

7



Suplari's Insights Generator provides a platform from which built-in and custom insight applications can be built. It works by connecting data from disparate sources, then running algorithms to automatically detect opportunities to optimize spend. It delivers value throughout every stage of the process, from identifying to investigating and resolving opportunities.

Insights Applications include:

Pre-packaged Insights Applications

Detect outlier and suspicious transactions, employee subscriptions and purchasing activity, early contract renewal and negotiation, demand aggregation, and purchasing process violations.

Custom Insights Applications

Track budgets, supplier spend, cost object allocations, and departmental spend like IT, sales and marketing.

Equipped with these AI-powered Insights Applications, pre-packaged or custom, enterprise finance and procurement teams can turn spend management into an enterprise-wide, accountable and ongoing practice, rather than reactive, one-off initiatives.

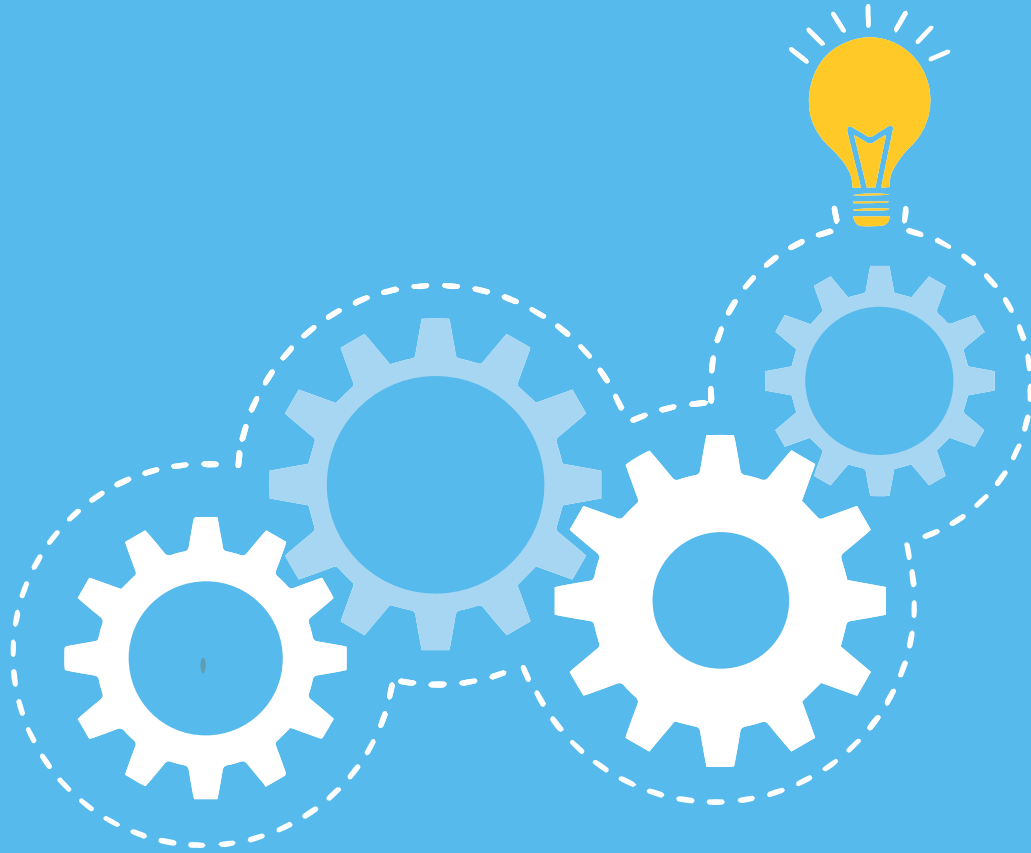
Using Suplari's Insights, businesses have:

Reduced software licensing fees 33% through de-duplication.

Saved \$400K (30%) in ground transportation costs by renegotiating supplier contracts.

Saved \$48K by consolidating software licenses across multiple business units.

Explore strategic initiatives, fill in missing data points and discover hidden risks - without investing a lot of time developing a custom analytics application from scratch.



AI ACROSS THE ENTERPRISE IN PROGRESS

With Intelligent Applications working 24/7 to monitor data, procurement can align with finance, operations and their line-of-business counterparts to solve their most difficult problems:

- **Construction company introduces new Intelligent Spend Management system in just 21 days - saves \$2.5M by consolidating suppliers**
- **Luxury retailer increased employee productivity by 60% with automated data integration and analysis**
- **Global media company successfully cleansed, normalized, and categorized 93% of spend and supplier data**
- **Leading healthcare vision provider eliminated \$10M in rogue IT spend by quickly identifying spend without a contract and improving software buying process**

For more information on how procurement, operations and finance can work together to create a customized Intelligent Spend Management System, contact us at info@suplari.com.





Spend Management Done the Proactive, Efficient, Accountable Way

www.suplari.com