



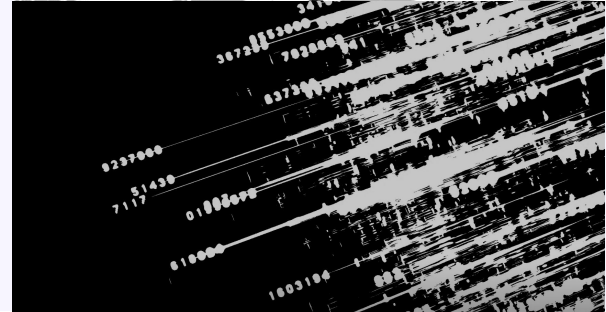
Doing More with Less

Modernizing SaaS procurement with data & insights

June 22, 2023

The challenges today

- 2023 is the year of the **price hike!**
- Businesses shifting from growth to **margin**
- Growth **VS Profitability**
- Explosion of new tools



SALES IS

BROKEN

Vendr by the numbers

\$3+ BILLION

TOTAL SOFTWARE PURCHASES

\$350+ MILLION

SOFTWARE SAVINGS

22,000+

TOTAL SOFTWARE TRANSACTIONS

A modern procurement process needs...

Benchmarks for success
Workflow for process
Records for context



3 Components of Vendr

SaaS Management Platform

Process improvement & Visibility



Benchmark Data

\$3bn transactional spend data

Category & SKU level



SaaS Marketplace

Simple, Fair Access



We deliver impactful business outcomes

LUNO

Cost Reduction

\$1.8M+

Software Savings

mixpanel

Business Efficiency

75%

Reduction in software
purchasing process

Brex

Vendor Management

25x ROI

Augmented 3 person
procurement team to
manage 150+ vendors

Key pillars of modern procurement



Benchmarks
Explore



Process
Workflows



Context
System of Record



Platform Demo

3 Components of Vendr

SaaS Management
Platform



Benchmark Data



SaaS Marketplace



Is Vendr a fit for me?



Saving Analysis

We'll present your savings opportunity and show you how it works

Deal Support & Guidance

Collaborate on active deals approaching renewal or purchase

SaaS buying report

Quarterly basis we produce an SaaS buying insights report

Q&A



Want to find out more ? Come join us at booth A-59 C

