

Sievo

MASTERCLASS

**Revolutionizing savings
capture via actionable
insights**

Julius Seppänen
Product Manager at Sievo



We're Sievo.

Your solution to Procurement Excellence.

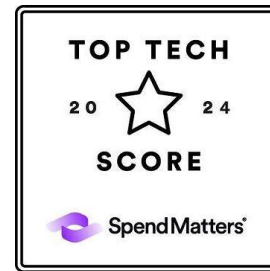
99% Customer Retention



2%+ Global GDP
cleansed and managed annually

Large enterprises Sievo.

#1 Procurement Technology



Largest R&D for Procurement Analytics.
Trusted by top consultants & analysts.

Market leader for 20 years.

3-11% Annual Savings + ensure Resilient, Sustainable and Diverse Supply

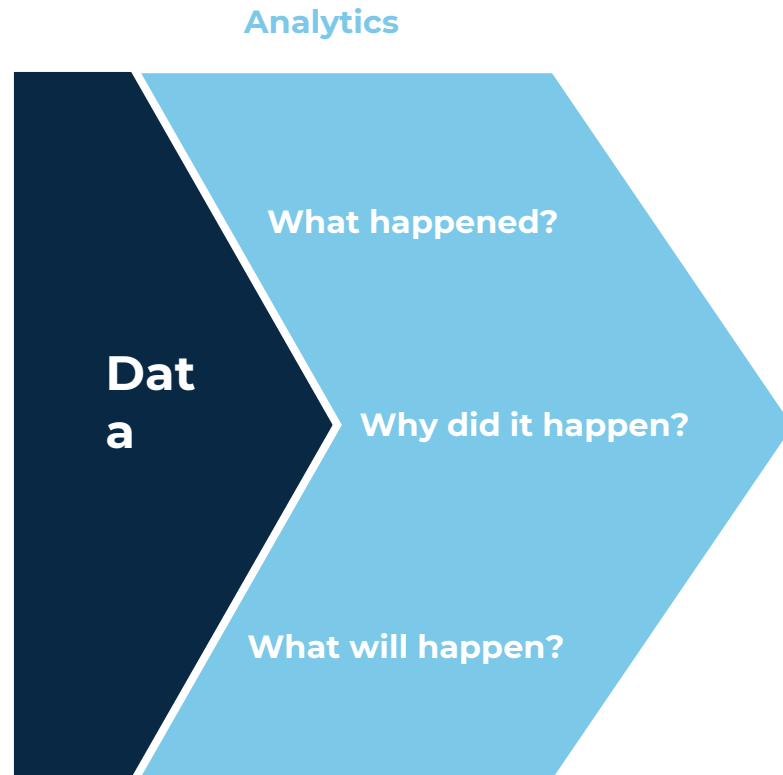
SpendMatters verified:



- ✓ Largest procurement database
- ✓ End-to-end data accountability
- ✓ AI-powered actionable insights
- ✓ Certificates & onboarding materials

Quicker, better decisions & actions by all users.

Analytics has zero value. Actions drive the value.



- ☰
- 🔍
- 🏠
- 👤
- 📅
- 🔄
- 🔄
- 🔄
- 📄
- 🔍
- 📊
- 📈
- 🏠
- ⚙️

Spend (USD)

5,97B +2,0% vs. prev. year

PO coverage

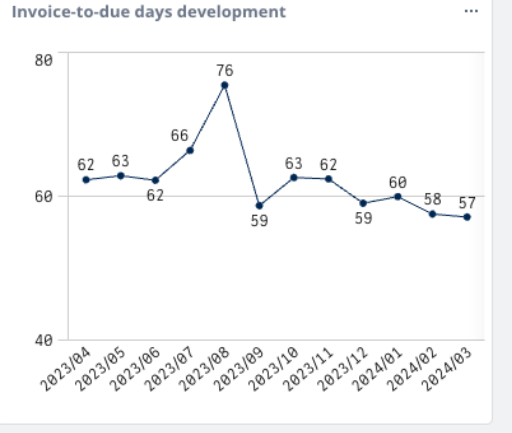
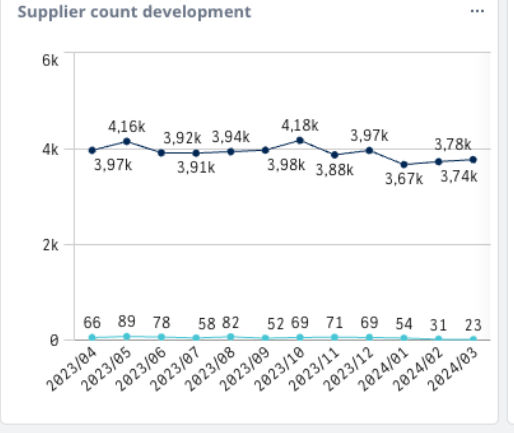
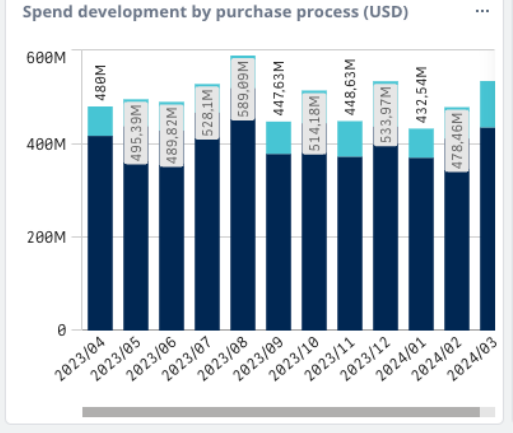
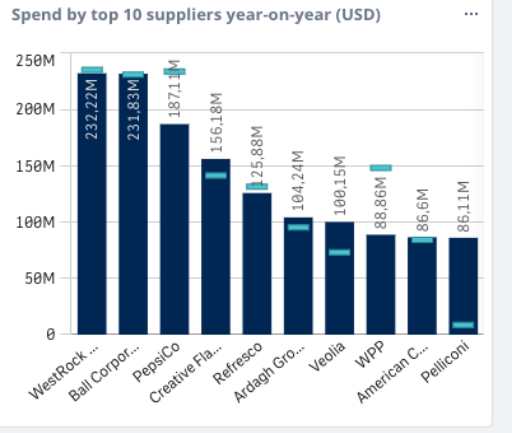
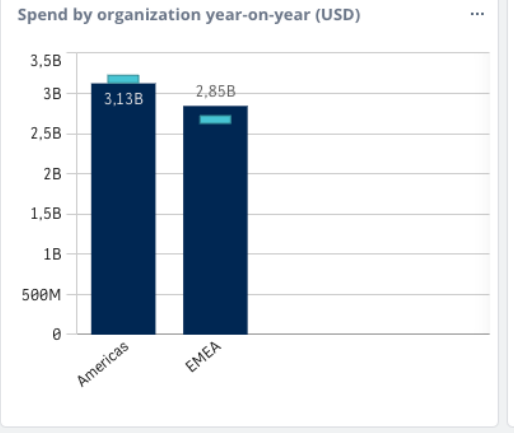
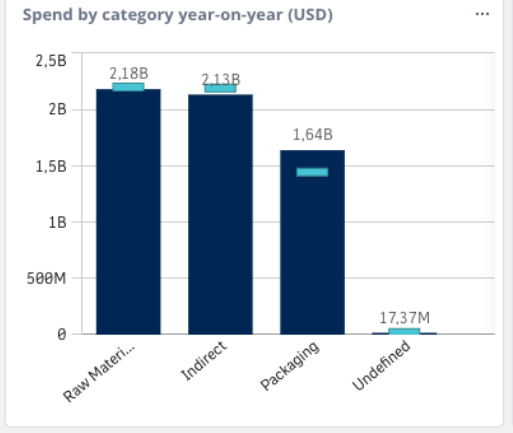
86% +3,5 p.p. vs. prev. year

Supplier count

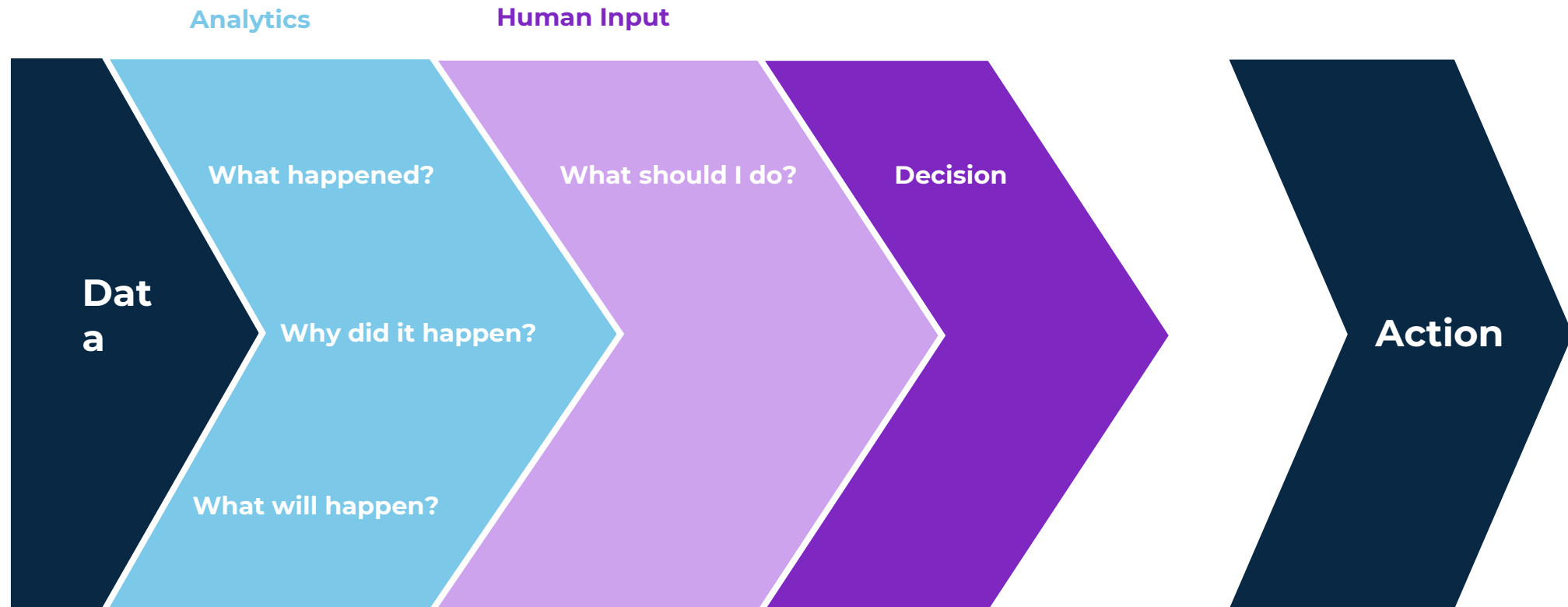
8,77k -860 vs. prev. year

Avg. invoice-to-due

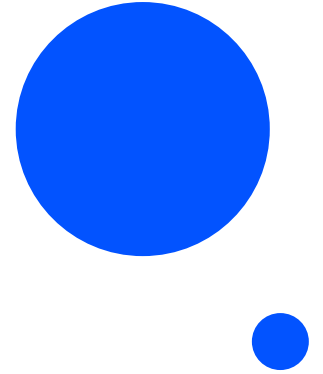
62,53 +1,91 vs. prev. year



Analytics has zero value. Actions drive the value.



But the world is changing fast...



Key trends visible: what's now even more important...

Macro environment: *Doing more with less*

In the past years, procurement's mandate has expanded. As more is expected with the same amount of people, clear savings and AI are key.

Artificial intelligence: *accurate data*

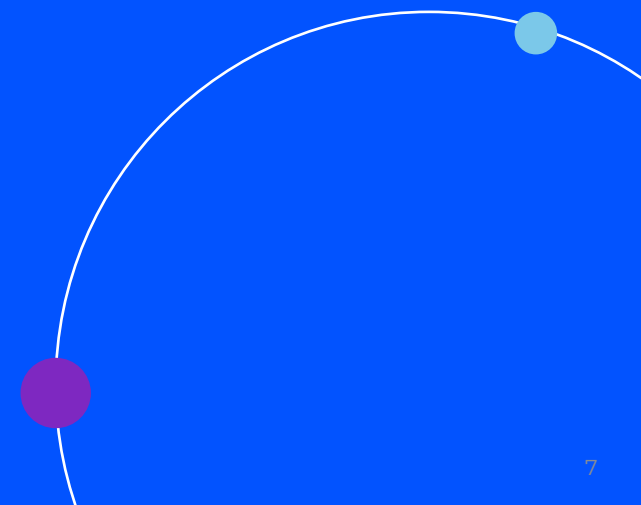
As data is the input for AI, accurate data becomes even more important

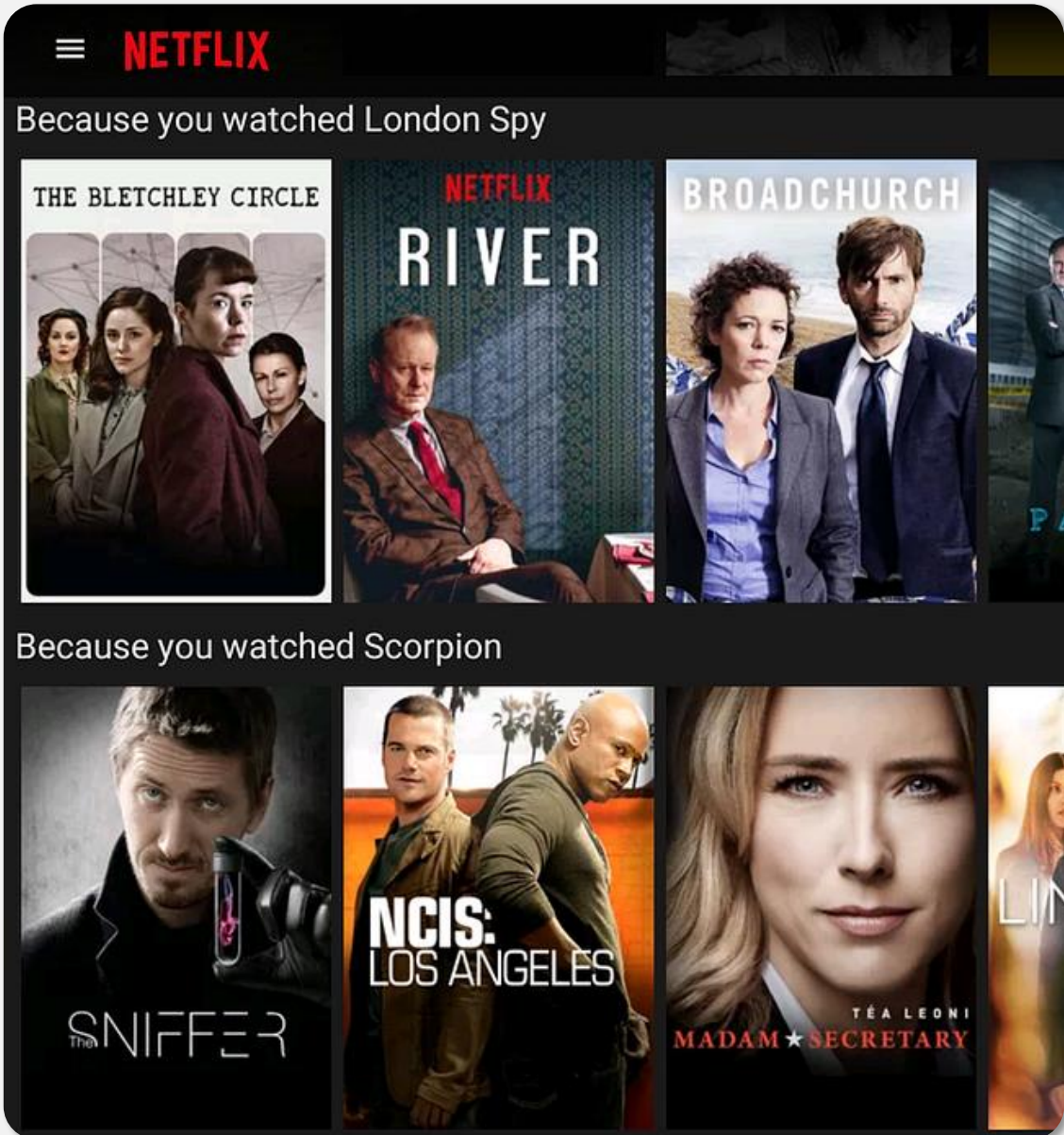
Quickly changing field: *keeping up with new developments*

E.g., CO2 regulations and openAI developments from a year ago are already old news

Sievo Ambition: Procurement Action Hub

Transforming the role of analytics from a dashboard repository to an action generation engine





2016/01-2017/10 EUR

Opportunities My insights Total **25,7M**

Unassigned	Open	Interesting	Active	Done
10,6M 266	3,3M 78	3,3M 78	3,3M 78	5M 27

Active

Negotiations	Emails	Initiatives
3,3M 266	104k 16	3,3M 22

Recommendations All filters

- Focus on supplier 3,5M
 - Westrock
- Focus on category 72M
 - Raw materials
- Ready for negotiations
- Fine tune your strategy

Insight types Clear selection

- Price opportunity 15,3M
- Unexpected non-PO spend 340K
- New suppliers spend 7M
- Payment term consolidation 2,3M


Opportunities spotlight (EUR)

Recommended See all


- San Way Btl Glass 0,33 (19... 332M
 - Open | PTC-263
- Wooden pallets 60x30x90 312M
 - Open | LPO-1136
- Pallet Wood 0.8X1.2 Exp... 112M
 - Open | PTC-263
- Wooden pallets 60x30x90 12,2M
 - Open | PTC-263

<
>


Your Genre Mixes




Pop Mix
Bazzi, Katy Perry, Selena Gomez and...



Punk Mix
The All-American Rejects, blink-182,...




K-Pop Mix
Weeekly, JAEHYUN and more




Hip Hop Mix
Coolio, Logic, Ke\$ha and more


Your Artist Mixes




Coldplay Mix
The Fray, Katy Perry, ...




Taylor Swift Mix
Demi Lovato, Beach ...




Fujii Kaze Mix
Aimyon, Sheena Ringo, ...



Conan Gray Mix
d4vd, Laufey, Of ...



4:19



YOUR LOGO

Aleksander Shevelev
Category manager
[Edit](#)

Bulletin

Marco Rossi | 1 day ago

Dear users,
Watch out:
Pre-saved bookmarks that are being used across the organization as a source of trusted value leadership numbers for MW; are not matching the the results when you recreate the bookmarks from scratch. We investigate the issue. All users: please double check if your bookmark works correctly and shows the same values when you put filters manually.

Sievo | 3 days ago

The second downtime has started and will end on Oct 27th
Please remember that the second downtime (October 23rd to 27th) has started today due to the Business Organization structure update project. During this time:

- Nightly refreshes are disabled for all modules. This means that no new data is uploaded to Sievo during this time and, for example, the categorizations are not updated
- However, users can access the dashboards, even if the data is not updated during the downtime
- Saving Action input form is disabled
- Feedback tool is available but please

Recommended insights


[See all](#)

- Longer name with dots...** 35M
Payment terms consolidation
- Granulated sugars** 2M
Payment terms
- Whey extract** 33M
Payment terms consolidation
- Granulated sugars** 2M
Payment terms

My bookmarks

Last added ▾

- ★ Market growth 120
- ★ UK market dashboard
- ★ Daniel memo 2023
- 🔖 Italy market dashboard
- 🔖 DA market dev
- 🔖 My Spend
- 🔖 Italy market dashboard
- 🔖 DA market dev
- 🔖 My Spend
- 🔖 My Spend



17

Pending reclassification requests

3

Requests pending your attention


Recent initiatives

[See all](#)

- 🔧 131 Price reduction for large meta...
Active ●●●● Implemented
- 🔧 367 Emission reduction with Coca...
On hold ●●●● Potential verified
- 🔧 467 Negotiate better payment ter...
Active ●●●● Defined

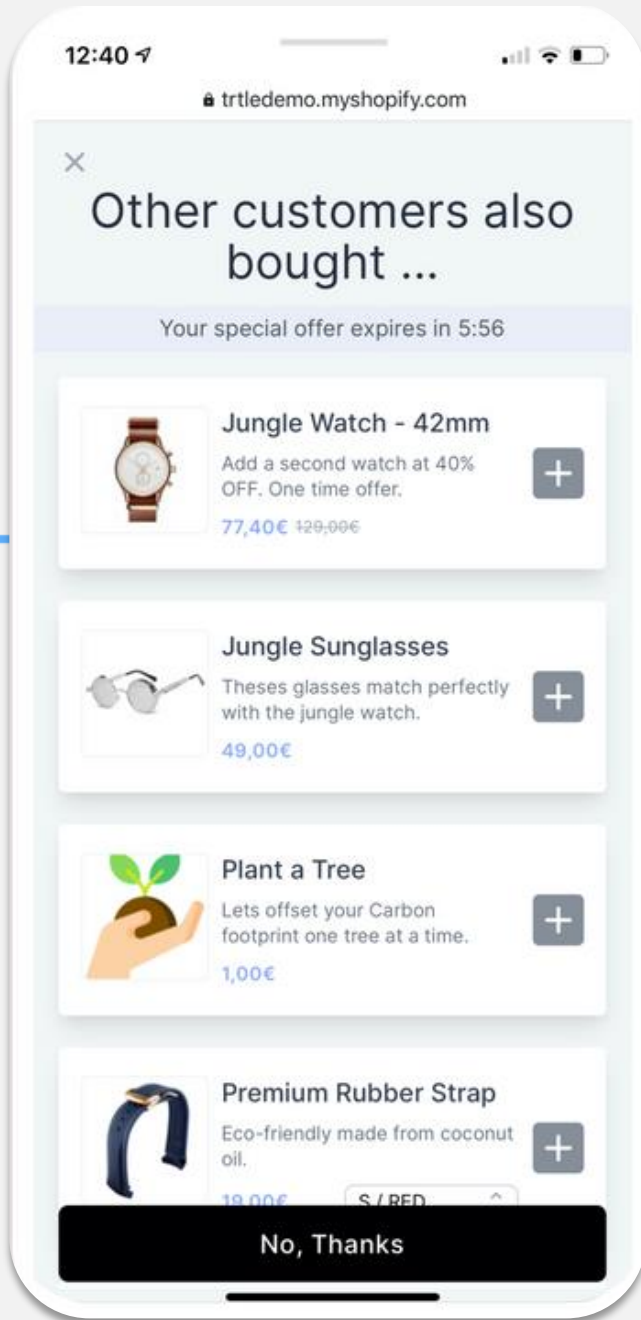
Notifications

- 🔔 Incoming reclassification request Luca Rossi | 22.12.2020
- 🔄 Janne Sakko updated a saving project Switch supplier fo flakes | 22.12.2020
- 📄 Fiona Kajjari updated a contract Equipment agreement | 22.12.2020
- ✉ Luca Rossi sent an access request 22.12.2020
- ⚠ Some system process failure 22.12.2020



¡Hola! Hallo! Bonjour! Olá!
Selected materials now in Spanish, German, French and Portuguese!
[Visit Sievo Academy](#)

Suppliers committed to [Discover](#)



Deutsche Post DHL Group

Deutsche Post AG is a German multinational package delivery and supply chain management ... [More](#)

Community payment terms

Net 75 days

6 days late payments on average

Cash discounts common: 30 days for 1%

Emission reduction targets (SBTi)

Near-term: **TARGETS SET**

Net-zero: **COMMITTED**

ChatGPT 4o ▾



I want to watch a scary movie. What movies snacks should I buy?



For a fun and tasty movie night, especially when watching a scary movie, here are some great snack ideas:

1. **Popcorn:** A classic choice, you can never go wrong with buttery popcorn. Try adding some spice or cheese powder for a twist.
2. **Candy:** Go for a mix of sweet and sour candies. Gummy worms, M&M's, Reese's Pieces, and Skittles are always crowd-pleasers.
3. **Nachos:** Tortilla chips with melted cheese, jalapenos, and a side of salsa or guacamole.
4. **Chocolate Bars:** Classic chocolate bars like Snickers, KitKat, or Twix.

Sievo GenAI Beta

Hi, I'm the Sievo GenAI and I'm here to help you analyse your data.

Be mindful that I'm still in trial so my answers might not be correct!

Start

Sievo GenAI Beta

Daniel Komarov
Our company procured the product **77-53 Round (34538)** from **[3]** Suppliers. the unit price for supplier **[Combee]** was **[45%]** higher. Write an email asking for a price reduction

Sievo GenAI
Working on it ...

Subject: Request for Price Reduction on Product "7-53 Round (34538)"

Dear [Contact person],

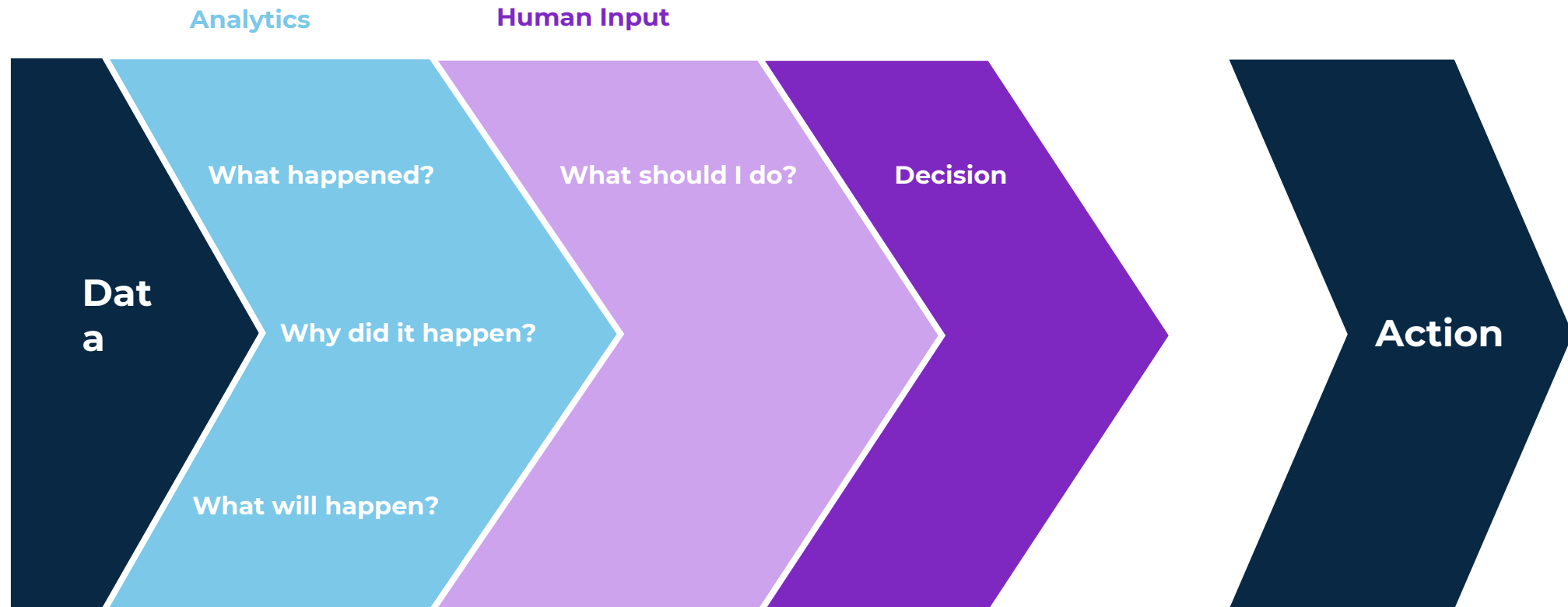
I trust this email finds you well: I am writing to discuss the pricing of the product "7-53 Round (34538)", that our company has been procuring..

Open in email

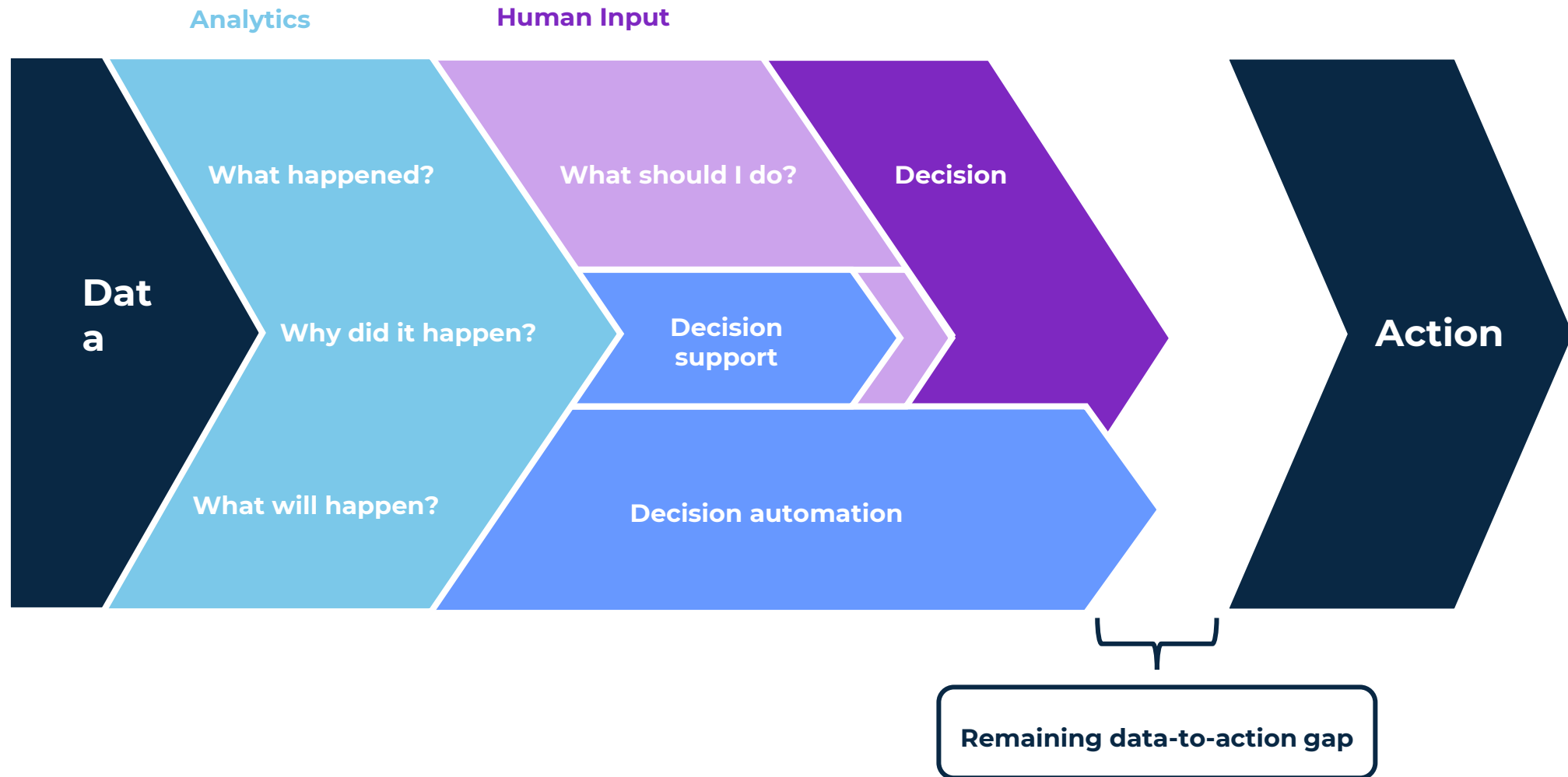
Message Sievo Ai...

Be mindful that my answers are solely based on the selected data and might not be always 100% correct!

Analytics has zero value. Actions drive the value.



Analytics has zero value. Actions drive the value.



Transforming the role of analytics from a dashboard repository to an action generation engine

DATA

INSIGHTS

ACTION

Community intelligence

Deutsche Post DHL Group

Deutsche Post AG is a German multinational package delivery and supply chain management ... [More](#)

Community payment terms

- Net 75 days
- 6 days late payments on average
- Cash discounts common: 30 days for 1%

Emission reduction targets (SBT)

Near-term: 📌 TARGETS SET

Net-zero: 📌 COMMITTED

Recommendations

Automated action

LPO-1336 Payment terms consolidation (EUR)

PepsiCo **435.5K**

Assignee: 👤 Unassigned [Assign to me](#)

Status: Open

Actions: [Create initiative](#), [Launch negobot](#), [Contact supplier](#)

Spend	46,1M
Supplier	PepsiCo
Time range	10/2023 - 12/2023

For the last 3 months, for PepsiCo, there were 6 different types of payment terms. Within 45 days Due net (135) offers the best actual payment term days of 45,03. Using only the best actual payment term would result in a working capital improvement of 435.5K (EUR)

Automated analysis

Sievo GenAI Beta

Hi, I'm the Sievo GenAI and I'm here to help you analyse your data.

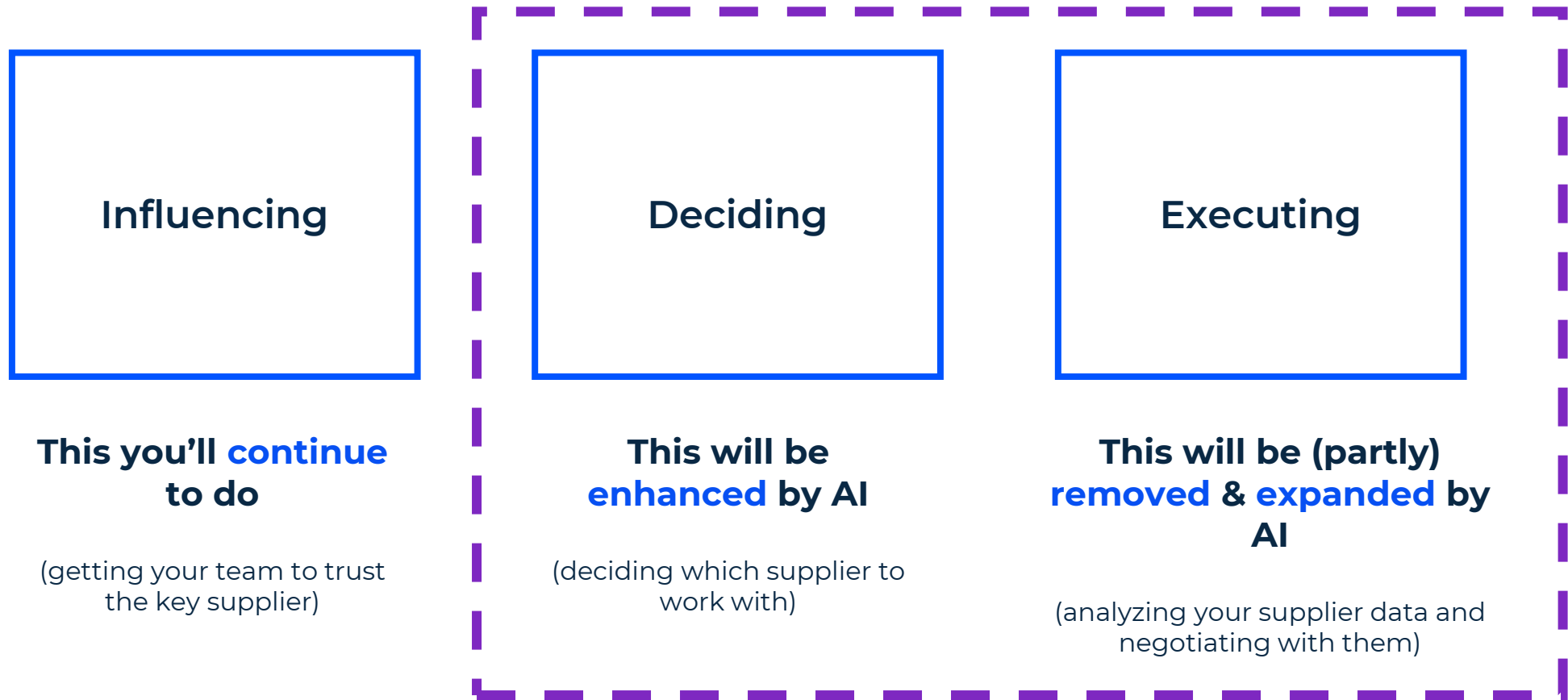
Be mindful that I'm still in training, so my answers might not be always correct!

[Start](#)

Action generation engine

Personalized

But why now? AI will disrupt two out of three of your work buckets





Insight status **My insights** Total **149.0M**

Unassigned 80.2M 1353	Open 12.7M 18	Interesting 3.5M 6	Active 22.2M 25	Done 30.4M 16
--	--	---	--	--

Active *Coming soon*

Negotiations

Emails

Initiatives

Insight types Clear selection

Payment term recommendation 104.5M 	Global price opportunity 4.1M 	New suppliers 7.4M 	CO2 Decarbonisa
Payment terms consolidation 21.3M 	Local price opportunity 5.0M 	Unexpected non po spend 6.8M 	Top spend growth

Biggest open opportunities All filters

Focus on supplier 1.8M

🔍 Cargill

Focus on category 56.0M

🔍 Indirect

Ready for negotiations

🔍 Supplier

Fine tune your strategy

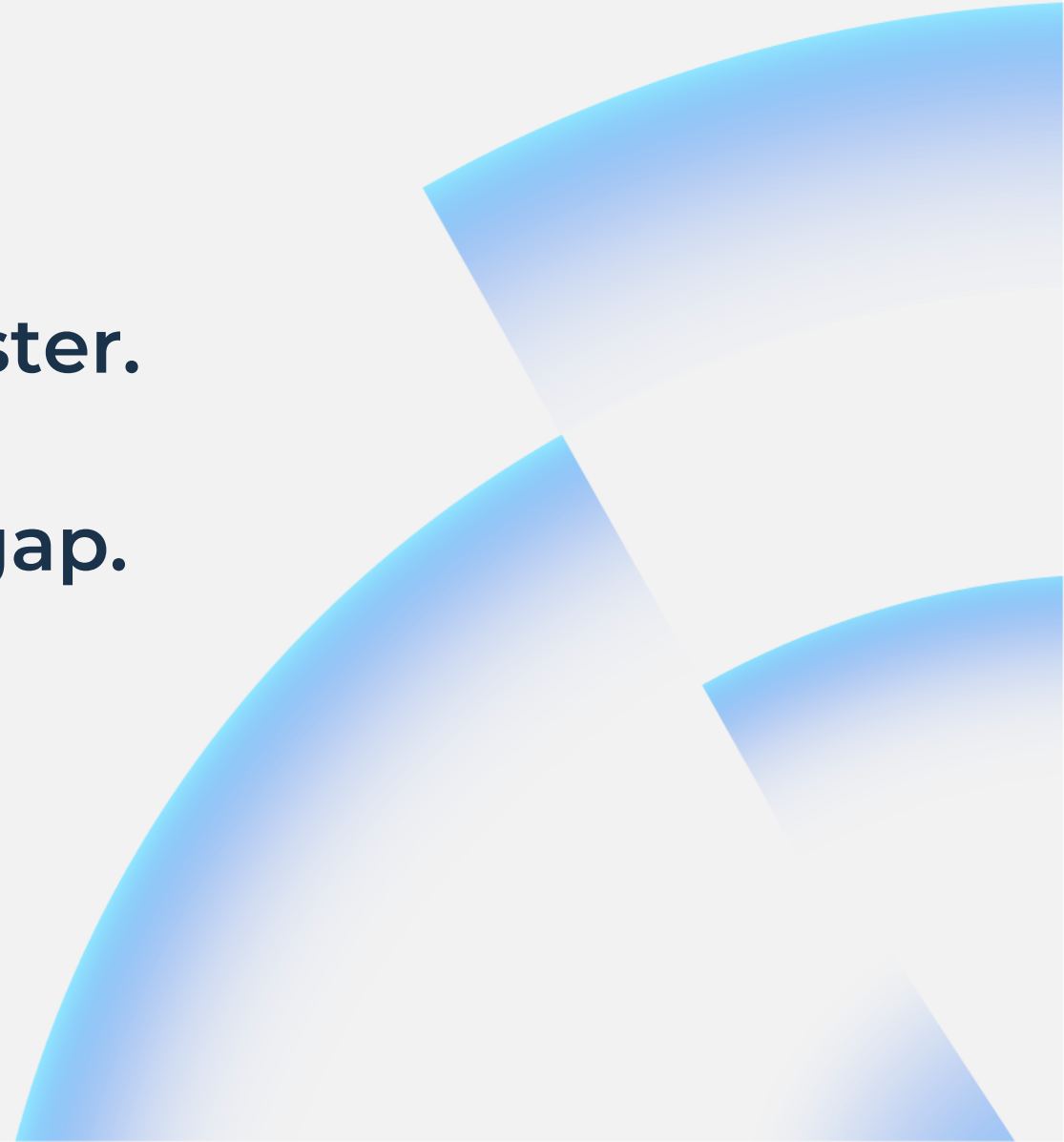
🔍 Category

Open opportunities spotlight (EUR)

Recommended open insights See all

Ultimately, more decisions, faster.

By closing the data to action gap.



Thank You!

Sievo

