CXO Nexus

The Automated SaaS Analytics Platform that delivers your Vendor TruSpend®

Optimize, Consolidate & Collaborate

CXO Nexus

Opportunity For Vendor Analytics: Current Financial Systems Fail to Provide Visibility and Transparency into IT Vendor Spending

Manual data entry is error-prone

Current IT spend tracking often relies on manual data entry leading to inaccuracies and incomplete information.

Lack of real-time visibility

Traditional methods offer delayed or static snapshots of IT spend, hindering timely decision-making.

Lack of Leverage

Enterprises lose leverage when negotiating with vendors due to the inaccurate reporting

Siloed data sources

IT spend data is scattered across multiple systems and departments and purchased by Resellers and OEM Parentage, making it difficult to get a complete picture.

Inconsistent categorization

Inconsistent categorization of IT expenses across departments leads to inaccurate reporting and analysis.

Redundancy

Greater risk of buying the same products multiple times

These limitations result in budget overruns, inefficient resource allocation, and a lack of insight into true IT costs.

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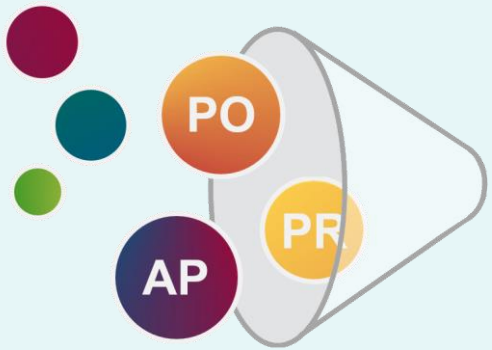
The CXO Nexus Automation Engine Unlocks Technology Product Level Information Contained in Firmwide ERP Systems

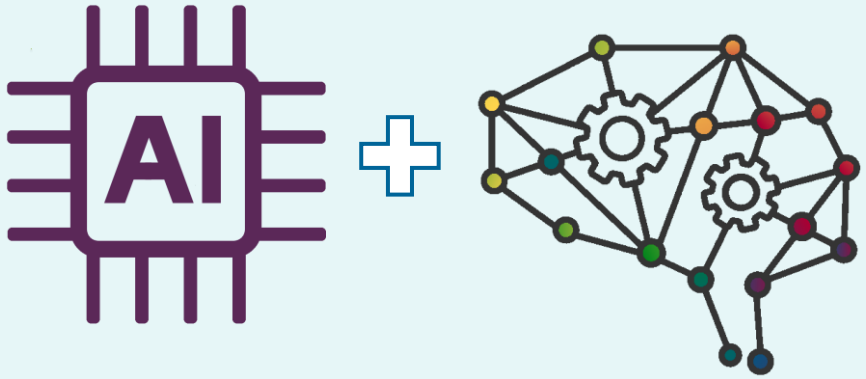
Clean, Classifies and Categorizes Technology Vendor Spend

Agnostic Fusion of In-Place Financial Systems



Data Ingestion – of <u>all</u> Vendor Spend

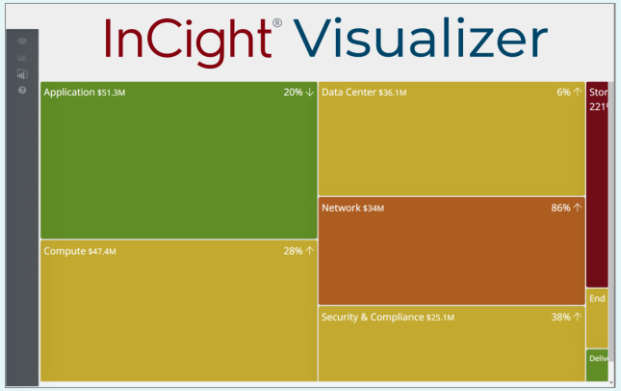
Automated Cleansing, Classification, & Categorization of Vendor Spend



Natural Language Processing (NLP)

Supervised & Unsupervised Machine Learning (ML)

Analytics That Drive Action



CXO Nexus

Technology Overview:
Patented AI & Machine Learning Model
The Nexus Automation Engine™

Data Ingestion	AI-Driven Analysis	Unified View	Persistent Monitoring
Data ingestion independent from source systems	Automated cleansing, classification, & categorization of vendor spend utilizing Natural Language Processing (NLP) and supervised & unsupervised Machine Learning (ML)	Through identification of Original Equipment Manufacturers & consistent classification of technology spend at the product level, **InCight Analyzer** & **InCight Visualizer** provide a unified view of an organization's IT spend, allowing for better visibility, optimization, and decision-making.	**CXO Nexus**'s platform updates the IT spend data monthly (aligned with AP processing) ensuring that the analysis and insights remain up-to-date and accurate, enabling proactive management of IT costs.

CXO Nexus

We Deliver Your Vendor & Category TruSpend®

CIO InCight, the trademark product of **CXO Nexus**, provides an AI-driven platform that consolidates and analyzes data from multiple sources, offering real-time insights into an organization's IT expenditures across departments and vendors.

Cisco TruSpend = $51.6M

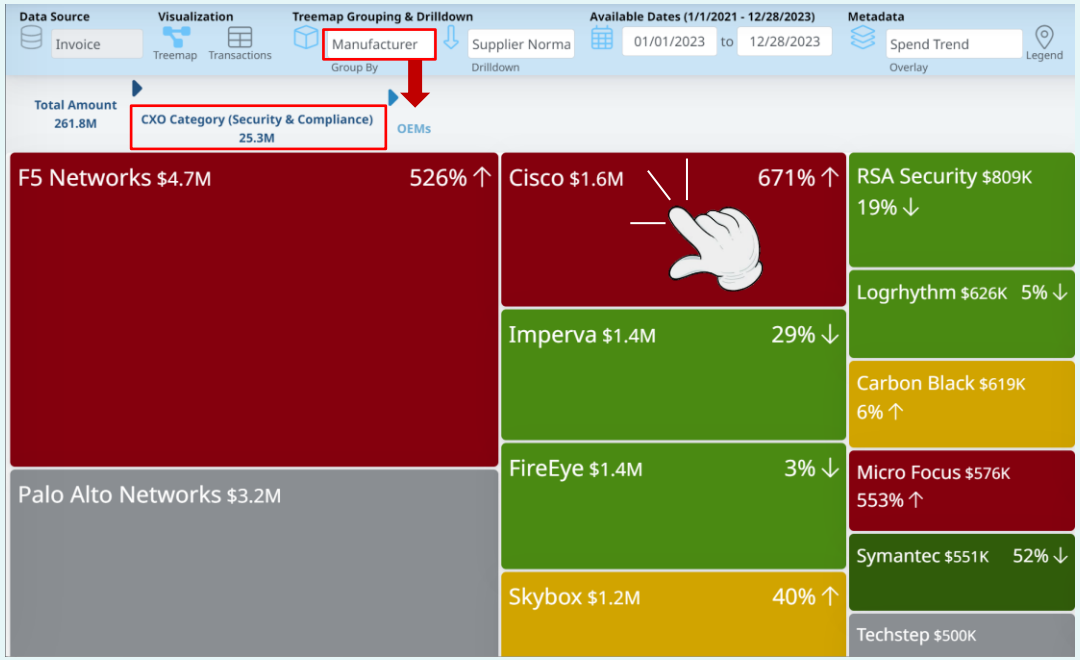
Parent Manufacturer TruSpend Reporting

parent_manufacturer	amount_usd
Equinix	63,755,466
Cisco	51,635,867
Dell Technologies	50,038,499
Amazon	20,158,722
Microsoft	16,642,301
Verizon	16,292,123
SAP	12,050,078
Salesforce	10,857,502
Intrado	10,580,937
NetApp	10,354,398
F5 Networks	9,177,110
Broadcom	9,149,873
IBM	7,884,423
HPE	7,475,675
Hitachi	6,107,184
Smart Global Holdings	5,822,990
Google	5,757,094
Cognizant Tech	5,639,357
Workday	5,309,862
Palo Alto Networks	5,020,719
Pure Storage	4,951,751
Oracle	4,674,684
Total	**596,674,431**

Accounts Payable

customer_original_supplier	amount_usd
EQUINIX	63,764,326
AMAZON	28,907,462
DELL	20,427,081
RED RIVER LLC	15,718,411
VERIZON	12,653,353
PRESIDIO	9,391,156
WEST	8,622,208
SAP	8,387,323
CISCO SYSTEMS INC	7,681,068
SHI	6,879,785
WWT INDIA PVT LTD	6,674,678
SALESFORCE	6,431,180
AMAZON WEB SERVICES LLC	5,831,750
PENGUIN COMPUTING	5,822,990
COGNIZANT	5,639,357
SOFTWAREONE	5,564,704
TANGOE	5,452,890
GOOGLE	5,367,426
WORKDAY	5,309,512
COMPUTER DESIGN & INTEGRATION	5,038,664
TELE2 SVERIGE AB	4,796,902
WORLD WIDE TECH	4,787,281
Total	**596,674,431**

Cisco AP Spend = $7.6M



This comprehensive visibility empowers companies to optimize their IT budgets and make informed decisions.

CXO Nexus

Outcomes That Generate ROI

Vendor TruSpend® provides deep visibility into all purchasing

Captures direct and reseller purchases
Accurate OEM Parentage provides negotiation leverage
Reseller transparency back to OEM

Categorization of spend to standard taxonomy

Elimination of overlapping technology
Enables vendor consolidation

Cost Center Views & M&A Activity

Identifies unmanaged spend outside of central IT
Elimination of redundant purchasing

Automation (no FTEs needed)

Real time SaaS access via monthly refresh
Improves productivity: no more manual, error prone, point in time “data massaging” activity

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Business Model of CXO Nexus

Subscription-Based Pricing

CIO InCight offers a flexible subscription model with tiered pricing plans tailored to the specific needs and size of each enterprise customer.

Enterprise Size Consideration

Pricing is based on the total IT vendor spend of the enterprise, ensuring a fair and scalable cost structure.

Annual or Multi-Year Contracts

Longer-term commitments offer discounted rates, providing cost savings and predictability for enterprises.

Add-On Services and Consulting

Additional professional services, such as implementation support and custom reporting, are available as add-ons for a fee.

Appendix
Reporting Samples

CXO Nexus

CIO InCight™ Analyzer: Vendor TruSpend® vs Account Payable (AP)

TruSpend = $51.6M

AP Spend = $7.6M

Page Navigator

- TruSpend Dashboard
- Parent Manufacturer TruSpend
- **TruSpend vs AP**
- Reseller TruSpend
- Marketplace TruSpend
- CXO Category TruSpend
- TruSpend by Year
- TruSpend Product Query
- Cost Center TruSpend
- TruSpend Data Export

Parent Manufacturer TruSpend Reporting

parent_manufacturer	amount_usd
Equinix	**63,755,466**
Cisco	**51,635,867**
Cisco	41,271,798
Splunk	7,632,389
Meraki Soltn	1,866,951
AppDynamics	864,729
Dell Technologies	**50,038,499**
Amazon	**20,158,722**
Microsoft	**16,642,301**
Verizon	**16,292,123**
SAP	**12,050,078**
Salesforce	**10,857,502**
Intrado	**10,580,937**
NetApp	**10,354,398**
F5 Networks	**9,177,110**
Broadcom	**9,149,873**
IBM	**7,884,423**
HPE	**7,475,675**
Hitachi	**6,107,184**
Smart Global Holdings	**5,822,990**
Google	**5,757,094**
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AMAZON WEB SERVICES LLC	5,831,750
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COGNIZANT	5,639,357
SOFTWAREONE	5,564,704
TANGOE	5,452,890
GOOGLE	5,367,426
WORKDAY	5,309,512
COMPUTER DESIGN & INTEGRATION	5,038,664
TELE2 SVERIGE AB	4,796,902
WORLD WIDE TECH	4,787,281
Total	**596,674,431**

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CIO InCight™ Analyzer: Vendor TruSpend® vs Account Payable (AP)

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Parent Manufacturer TruSpend Reporting

parent_manufacturer	amount_usd
Equinix	**63,755,466**
Cisco	**51,635,867**
Cisco	**41,271,798**
CDW	16,950,867
Cisco	7,680,257
Presidio	6,375,583
Red River	5,297,750
Tele2	4,107,777
Dimension Data	568,874
NTT	146,512
Eplus	68,286
Clover Telecom Asset Mgmt	68,055
SHI	6,714
Webex	811
Cubic Computing Private	158
Amazon	154
Splunk	**7,632,389**
Meraki Soltn	**1,866,951**
AppDynamics	**864,729**
Dell Technologies	**50,038,499**
Amazon	**20,158,722**
Microsoft	**16,642,301**
Total	**596,674,431**

AP Transaction Only Captures Direct Spend

CISCO

TruSpend = $51.6M

TruSpend =

OEM Parentage +

Direct & Indirect

Purchasing

CXO Nexus

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Parent Manufacturer TruSpend Reporting

parent_manufacturer	amount_usd
Equinix	**63,755,466**
Cisco	**51,635,867**
Cisco	**41,271,798**
CDW	**16,950,867**
CISCO DIRECT N9K-C9336C-FX2-B2	831,600
Cisco Catalyst 9300 Network Advantage switch 48 ports managed rac	705,101
Unified Communications and Voice Engineers per AMD117538 (CDW Change Order) to SOW114321 Cisco Unified Communications and Video solution, Not to Exceed USD 698,500.00 total .Oracle PO# 3105736	658,821
Cisco ASR 1002 HX router rack mountable	547,072
CIS DIR UCS UCS-HD1T7K12N	537,798
Cisco Smart Net Total Care Combined Support Service extended service agre	509,905
CIS DIR UCS UCS-ML-X64G4RS-H	492,768
UCSB-B200-M5-UHardware bundle quote 484545	459,528
Cisco IP Phone 8851 - VoIP phone	438,200
CIS DIR UCS UCS-MR-X16G1RS-H	412,608
Cisco Digital Network Architecture Premier Term License 5 years 48 po	411,665
CIS DIR 5YR SNET UCS DR 24X7X4OS UCS	351,723
CIS DIR UCS UCS-CPU-6126	302,100
Total	**596,674,431**

TruSpend = $51.6M

Reporting Includes Product Level Detail

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Reseller Reporting

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Demonstration Data

Time Period	Total Reseller Spend	# Reseller Transactions	# Resellers	# Parent Manufacturers Sold Through Resellers
1/1/2021 to 12/28/2023	171.2M	51.0K	1277	1,352

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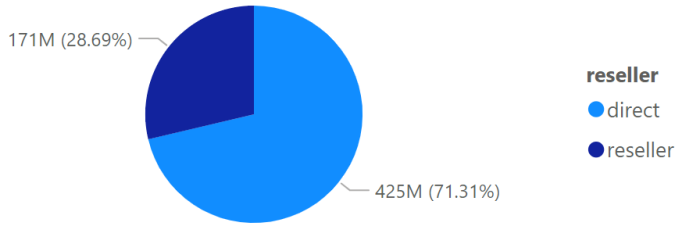
Total Technology Spend by Parent Manufacturer

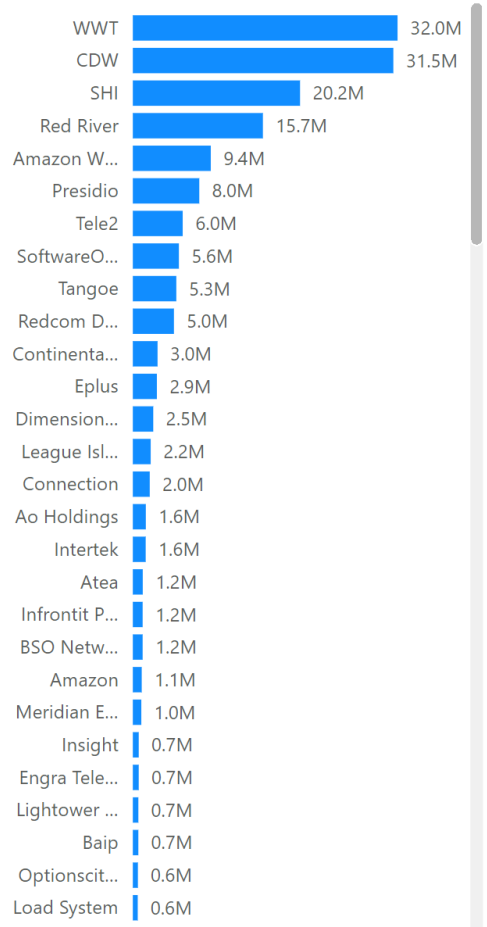
Parent Manufacturer | Manufacturer | Reseller Normalized Name

parent_manufacturer	direct	reseller	Total
Equinix	63,755,466		**63,755,466**
Cisco	12,675,972	38,959,895	**51,635,867**
Dell Technologies	26,968,214	23,070,285	**50,038,499**
Amazon	20,158,722		**20,158,722**
Microsoft	10,687,000	5,955,301	**16,642,301**
Verizon	13,096,562	3,195,561	**16,292,123**
SAP	12,050,078		**12,050,078**
Salesforce	9,710,077	1,147,425	**10,857,502**
Intrado	10,580,937		**10,580,937**
NetApp		10,354,398	**10,354,398**
F5 Networks		9,177,110	**9,177,110**
Broadcom	3,645,495	5,504,378	**9,149,873**
Total	**425,474,019**	**171,200,411**	**596,674,431**

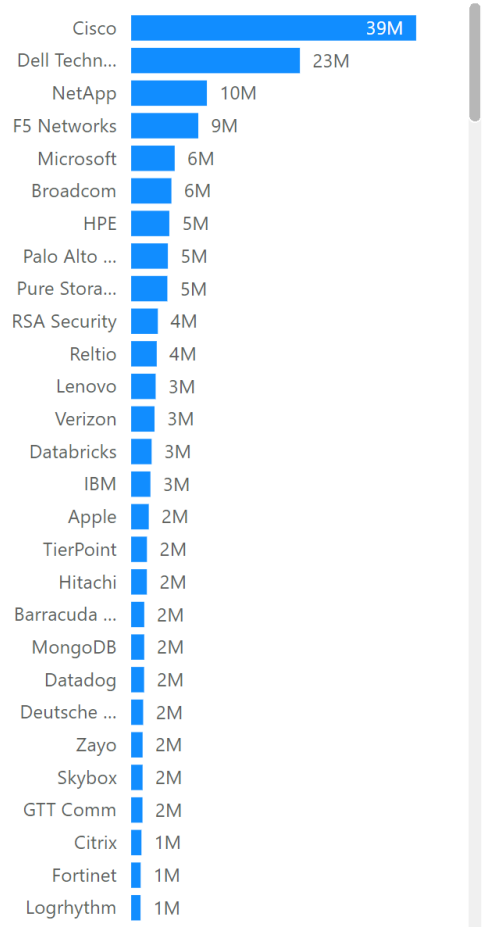
Distribution of Tech Spend (direct vs. reseller)



Top Tech Resellers



Top Parent Manufacturers sold through Resellers



Filters

Transaction Type: invoice

Spend Type: IT

Invoice Date: All

CXO Category: All

Parent Manufacturer: All

Reseller Normalized Name: All

Cost Center Hierarchy: All

Marketplace: All

Invoice ID: All

Invoice Line Item Description: Search

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Categorization of Technology Spend

CXO Nexus
Demonstration Data

Time Period	Total Spend	# Transactions	# Parent Manufacturers	# Supplier Normalized Names
1/1/2021 to 12/28/2023	596.7M	51.0K	1,352	1277

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Total Spend by CXO Category

CXO Category | Parent Manufacturer | Manufacturer | Reseller Normalized Name

cxo_category	2021	2022	2023	Total
Application	16,520,784	63,980,626	53,246,382	**133,747,792**
Compute	18,979,748	26,929,847	47,201,176	**93,110,771**
Data Center	14,941,349	33,913,328	36,045,495	**84,900,173**
Network	10,426,907	18,304,805	34,357,339	**63,089,051**
Security & Compliance	15,081,810	18,367,515	25,264,464	**58,713,789**
Communication	6,795,733	21,771,304	21,816,487	**50,383,525**
Storage	9,364,807	7,070,575	22,822,962	**39,258,344**
Platform	12,721,178	13,944,791	4,502,487	**31,168,457**
End User	5,443,756	7,373,688	8,295,491	**21,112,934**
Delivery	2,361,703	5,362,911	5,259,419	**12,984,034**
IT Management	211,281	1,944,084	1,475,467	**3,630,832**
Multi	375,485	1,844,547	1,056,409	**3,276,441**
Output	158,041	703,175	437,073	**1,298,288**
Total	**113,382,582**	**221,511,197**	**261,780,651**	**596,674,431**

Filters

Transaction Type
invoice

Spend Type
IT

Invoice Date
All

CXO Category
All

Parent Manufacturer
All

Reseller Normalized Name
All

Cost Center Hierarchy
All

Marketplace
All

Invoice ID
All

Invoice Line Item Description
Search