

CXO Nexus

We are the industry leader in IT spend analytics providing true InCight into your IT spend.

Your Opportunity

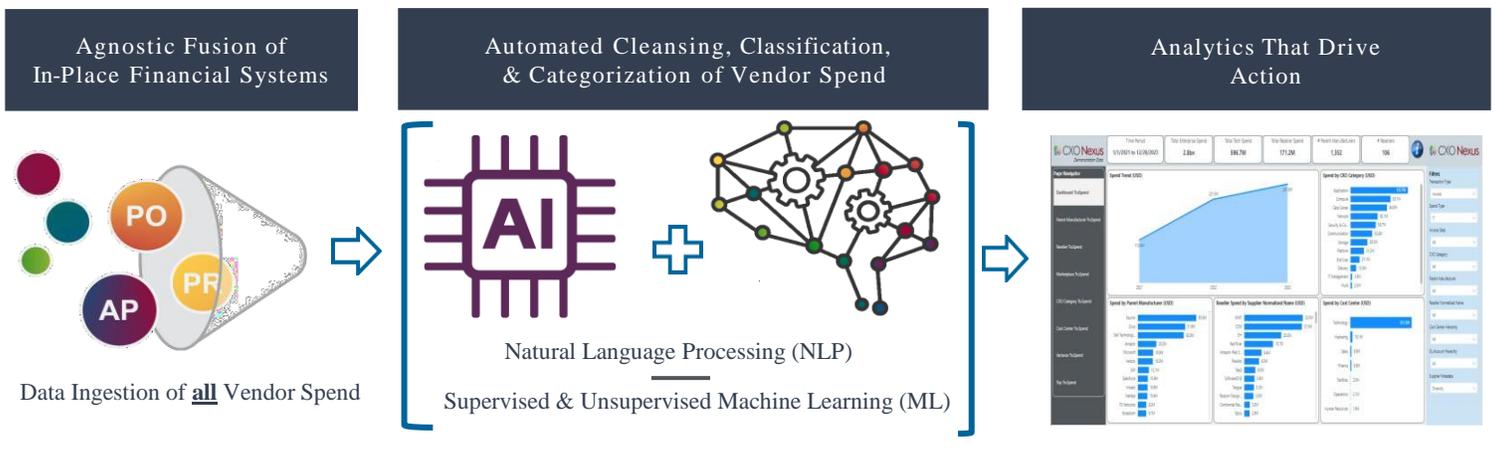
Corporations spend billions of dollars on technology every year. Understanding vendor spend in the technology stack is difficult because firm wide ERP systems are not designed to report product level detail. CXO Nexus unlocks valuable product level spend information by turning siloed transaction data into actionable insights.

Our Product

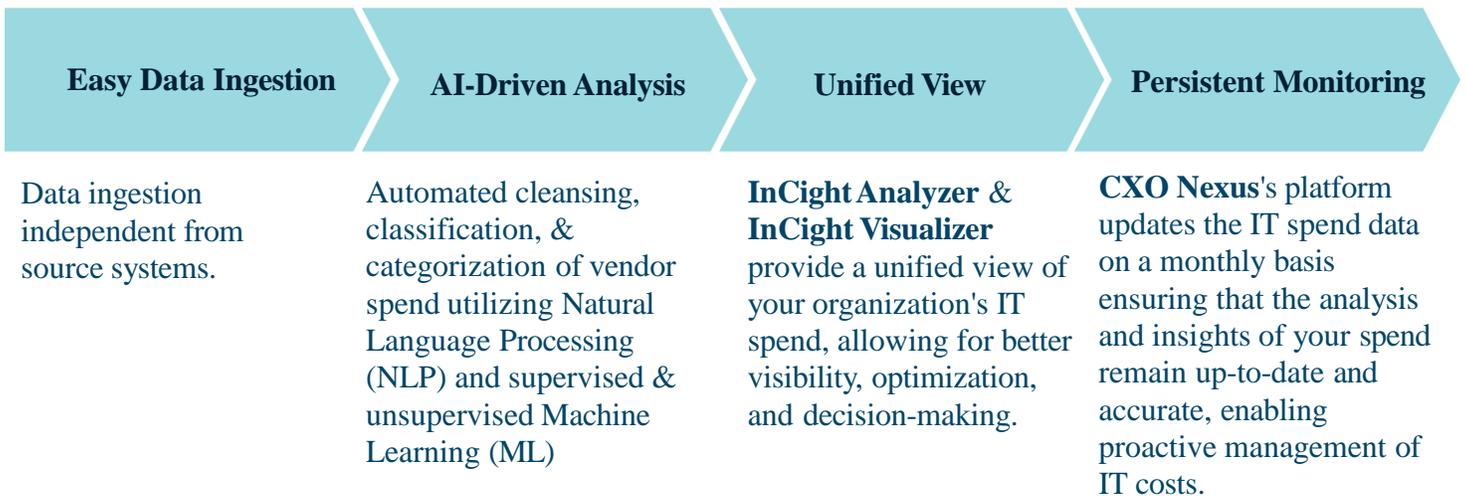
CIO InCight was created by industry professionals and provides an AI-driven platform that consolidates and analyzes data from multiple sources, offering real-time insights into an organization's IT spend across all departments and IT vendors.

Our Solution

CIO InCight , Automated SaaS Vendor Analytics Platform that delivers your TruSpend®



Patented AI & Machine Learning Model Enables



Outcomes That Generate ROI

Vendor TruSpend® provides deep visibility into all purchasing	<ul style="list-style-type: none"> • Captures direct and reseller purchases • Accurate OEM Parentage provides negotiation leverage • Reseller transparency back to OEM
Categorization of spend to standard taxonomy	<ul style="list-style-type: none"> • Elimination of overlapping technology • Enables vendor consolidation
Cost Center Views & M&A Activity	<ul style="list-style-type: none"> • Identifies unmanaged spend outside of central IT • Elimination of redundant purchasing
Automation (no FTEs needed)	<ul style="list-style-type: none"> • Real time SaaS access via monthly refresh • Improves productivity: no more manual, error prone, point in time “data massaging” activity

Trusted by Top Five Global Investment Bank, Top Five US Bank, & Fortune 25 Insurance Company.

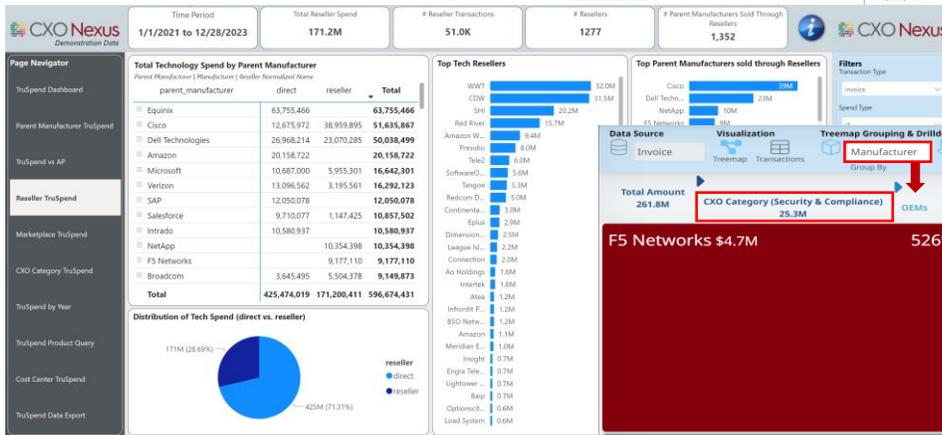
CISCO
TruSpend
\$51.6M

Vendor TruSpend Reporting

Parent Manufacturer TruSpend Reporting		Accounts Payable	
parent_manufacturer	amount_usd	customer_original_supplier	amount_usd
Equinix	63,755,466	EQUINIX	63,764,326
Cisco	51,635,867	AMAZON	28,907,462
Dell Technologies	50,038,499	DELL	20,427,081
Amazon	20,158,722	RED RIVER LLC	15,718,411
Microsoft	16,642,301	VERIZON	12,653,353
Verizon	12,050,078	PRESIDIO	9,391,156
SAP	10,857,502	WEST	8,622,208
Salesforce	10,580,937	SAP	8,387,323
Intrado	10,354,398	CISCO SYSTEMS INC	7,681,068
NetApp	9,177,110	SHI	6,879,785
FS Networks	9,149,873	WWT INDIA PVT LTD	6,674,678
Broadcom	7,884,423	SALESFORCE	6,431,180
IBM	7,475,675	AMAZON WEB SERVICES LLC	5,831,750
HPE	6,107,184	PENQUIN COMPUTING	5,822,990
Hitachi	5,822,990	COGNIZANT	5,639,357
Smart Global Holdings	5,757,094	SOFTWAREONE	5,564,704
Google	5,639,357	TANGOE	5,452,890
Cognizant Tech	5,309,862	GOOGLE	5,367,426
Workday	5,020,719	WORKDAY	5,309,512
Palo Alto Networks		COMPUTER DESIGN & INTEGRATION	5,038,664
		TELE2 SVERIGE AB	4,797,902
		WIPRI WIPRI TECH	4,797,901
		Total	596,674,431

Accounts Payable
\$7.6M

Complete Reseller Transparency



Total Reseller Spend: 171.2M
Reseller Transactions: 51.0K
Resellers: 1277
Parent Manufacturers Sold Through Resellers: 1,352

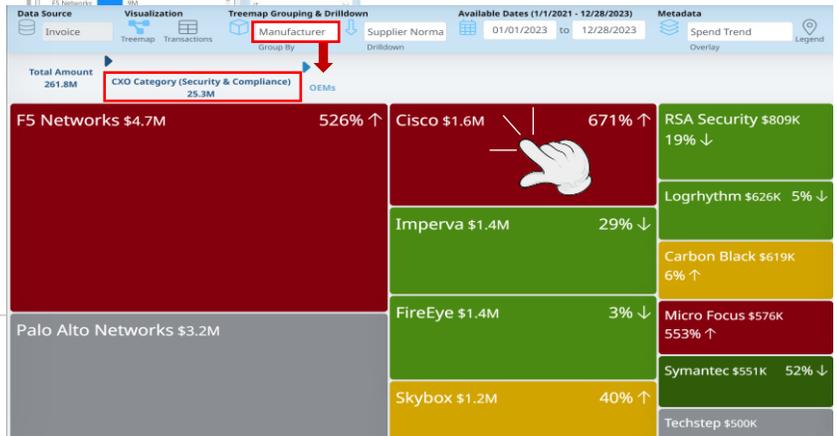
Total Technology Spend by Parent Manufacturer

parent_manufacturer	direct	reseller	Total
Equinix	63,755,466		63,755,466
Cisco	12,475,972	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
FS 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

Top Tech Resellers

- WWT: 32.0M
- CDW: 31.5M
- SHI: 25.3M
- Red River: 15.7M
- Amazon W...: 9.4M
- Presidio: 5.0M
- Tan2: 5.0M
- SoftwareO...: 5.0M
- Tangoe: 5.3M
- Redcom D...: 5.0M
- Continents...: 2.0M
- Equix: 2.0M
- Dimension...: 2.0M
- League H...: 2.2M
- Connection: 2.0M
- Aix Holdings: 1.0M
- Intertek: 1.0M
- Atea: 1.2M
- Inforsid P...: 1.2M
- BSC Netw...: 1.2M
- Amazon: 1.1M
- Meridian E...: 1.0M
- Insight: 0.7M
- Engra Tele...: 0.7M
- Lighttower...: 0.7M
- Bajaj: 0.7M
- Optionsc...: 0.6M
- Load System: 0.6M

IT Spend Classification



Total Amount: 261.8M

CXO Category (Security & Compliance): 25.3M

Vendor	Amount	Trend
F5 Networks	\$4.7M	526% ↑
Palo Alto Networks	\$3.2M	
Cisco	\$1.6M	671% ↑
RSA Security	\$809K	19% ↓
Imperva	\$1.4M	29% ↓
Logrhythm	\$626K	5% ↓
Carbon Black	\$619K	6% ↑
FireEye	\$1.4M	3% ↓
Micro Focus	\$576K	553% ↑
Skybox	\$1.2M	40% ↑
Symantec	\$551K	52% ↓
Techstep	\$500K	