

Fellow InCighters,

According to McKinsey, an organization’s Vendor Spend represents on average 25 to 40 percent of a merger’s total cost-saving potential. Core to achieving this is building the right foundation; a combined spend baseline and taxonomy.

Mapping spend between multiple legacy organizations to a common taxonomy is difficult due to multiple ERP and Procurement Systems, but a must-have to provide a common baseline to achieve sourcing goals across corporate entities. The AI & ML powered CIO InCight® platform provides a system independent overlay that works with all in-place Financial Systems with results that can be provided in fewer than 3 weeks.

With no FTE’s or consultants required our automated algorithms categorize spend to a standard taxonomy creating an easy to understand baseline. Companies will often attempt to establish spend comparison reports but are quickly overwhelmed by the transition volume and incompatible taxonomies that have to be manually reconciled.

Our automation categorizes spend to a standard taxonomy, making the baseline a reality, with no FTEs or consultants required. Companies often disregard this basic need, then painfully realize after Day 1 that their definitions of spend for each category are different.

From the Chief Procurement Officer:

“We had two recent significant acquisitions that have defined Vendor optimization targets for spend and vendor consolidation. The estimate to have a consolidated view in our internal reporting systems was almost a year. We would have had to attempt manually aggregating and reconciling the data till the system migrations were completed.

CXO Nexus was able to provide a consolidated view in weeks via their SaaS CIO InCight. We sent multiple files from various ERP and Sourcing system providers that CXO Nexus was able to scrub, enrich, and load up to a secure dashboard. We did not have the resources to manually combine and cleanse the workable data to identify what InCight delivers out of the box.

Being able to leverage the combined spend across three business entities is paramount to achieving lower pricing. Several key Firewall vendors were initially identified in the Information Security Category higher spend vendors across the three entities that are now merged as one.”

business_segment	2022	2023	2024	Total
Base Company	7,959,142	9,872,180	11,782,140	29,613,462
Barracuda	2,763,964	2,504,936	3,671,744	8,940,644
Cisco	3,047,254	2,737,944	2,978,645	8,763,843
Checkpoint	1,426,994	2,134,704	1,869,273	5,430,971
Palo Alto	228,246	1,978,944	1,746,826	3,954,016
Fortinet	492,684	515,652	1,515,652	2,523,988
Acquisition A	5,468,199	6,326,395	6,475,740	18,270,334
Cisco	1,579,372	1,856,395	2,742,087	6,177,854
Palo Alto	1,978,944	1,978,944	1,978,944	5,936,832
Watchguard	1,157,144	1,316,730	856,247	3,330,121
Checkpoint	752,739	1,174,326	898,462	2,825,527
Acquisition B	2,521,340	3,787,106	5,131,265	11,439,711
Fortinet	778,528	864,629	1,178,528	2,821,685
Cisco	799,465	842,649	968,372	2,610,486
Barracuda	0	873,967	1,371,744	2,245,711
Palo Alto	479,452	642,974	867,382	1,989,808
Checkpoint	463,895	562,887	745,239	1,772,021
CBTS	463,895	562,887	745,239	1,772,021
4400 Appliance (Firewall)	463,895	562,887	745,239	1,772,021
Total	15,948,681	19,985,681	23,389,145	59,323,507

Outcomes that Generate ROI:

TruSpend® provides deep visibility into all purchasing

- Captures direct and resell 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 spend outside of central IT
- Elimination of redundant purchasing

Automation (No FTEs Needed)

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

manufacturer_parent_name	2022	2023	2024	Total
Cisco	5,426,091	5,436,988	6,689,104	17,552,183
Cisco ASA (Firewall)	5,426,091	5,436,988	6,689,104	17,552,183
NTT DATA	3,047,254	2,737,944	2,978,645	8,763,843
Presidio	1,579,372	1,856,395	2,143,763	5,579,530
Tele2	799,465	842,649	1,566,696	3,208,810
Palo Alto	2,686,642	4,600,862	4,593,152	11,880,656
VM Series (Firewall)	2,686,642	4,600,862	4,593,152	11,880,656
AccessIT	707,698	2,621,918	2,614,208	5,943,824
Eplus	1,978,944	1,978,944	1,978,944	5,936,832
Barracuda	2,763,964	3,378,903	5,043,488	11,186,355
Cloudgen (Firewall)	2,763,964	3,378,903	5,043,488	11,186,355
Checkpoint	2,643,628	3,871,917	3,512,974	10,028,519
4400 Appliance (Firewall)	2,643,628	3,871,917	3,512,974	10,028,519
Eplus	1,426,994	2,134,704	1,869,273	5,430,971
Gotham	752,739	1,174,326	898,462	2,825,527
CBTS	463,895	562,887	745,239	1,772,021
Fortinet	1,271,212	1,380,281	2,694,180	5,345,673
Fortigate (Firewall)	1,271,212	1,380,281	2,694,180	5,345,673
Watchguard	1,157,144	1,316,730	856,247	3,330,121
XTM 3 Series (Firewall)	1,157,144	1,316,730	856,247	3,330,121
Total	15,948,681	19,985,681	23,389,145	59,323,507

From Chief Procurement Officer:

“We started a project team to discover the Technology Firewall spend being purchased but had limited success due to the volume of purchasing done mostly via resellers. With InCight’s intelligent automation the team can now act on the data to eliminate risk and reduce costs via increased leverage and consolidation of both vendors and suppliers to achieve a more homogeneous and secure Firewall environment.

Case in point, a wildcard Firewall search identified spend was comprised of six redundant purchasing technologies (Cisco, Palo Alto, Barracuda, Checkpoint, Fortinet, and WatchGuard). Via InCight we have the complete, real-time visibility into our vendor spend, how purchased (direct or indirect), by Cost Center, and Business Entity.”

Use Case:

In this video clip, NASDAQ discusses how CIO InCight unmasked their reseller spend. Key to unlocking the TruSpend of a manufacturer.



[View more Nasdaq Use Cases](#)

Have questions?

If you’re a potential client and have any questions on this use case, please reach out to me.

If you’re an existing client and have any questions on this use case or the use of your Augmented Data as the source for other work streams, please contact Customer Success.

Your feedback is welcome at customersuccess@cxonexus.com.

Best,

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