

True Vendor Spend is distorted by purchasing through an array of Resellers =

Increased Costs, Lost Leverage and Greater Risk

On Average, Reseller Purchases Comprise:

53%
of IT Transactions

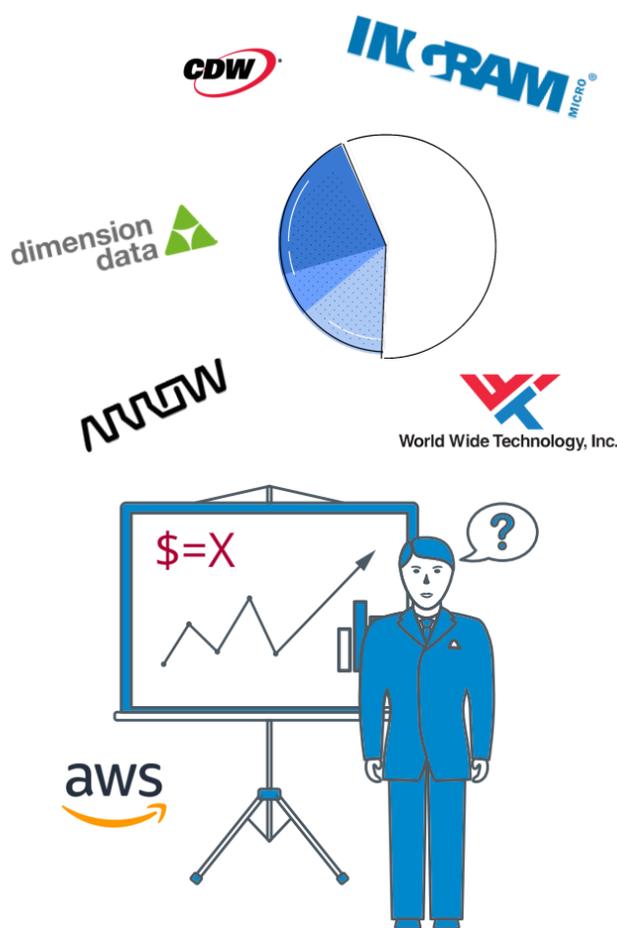
&

43%
of Overall
IT Vendor Spend

45%
of Top 20 OEM spend
is with Resellers

VS

55%
direct with OEM



95% of organizations see **negative impacts from poor data quality**

- [Forbes](#)

Actual Vendor Spend Data Highlights the Challenge

\$338K
Direct Spend You See

CISCO
\$23.8M
IS THE TRUE SPEND

\$23.5M
in Spend
you don't see with
42
Resellers

~ 7,000%
Difference

Existing Financial Systems do not solve the issues.

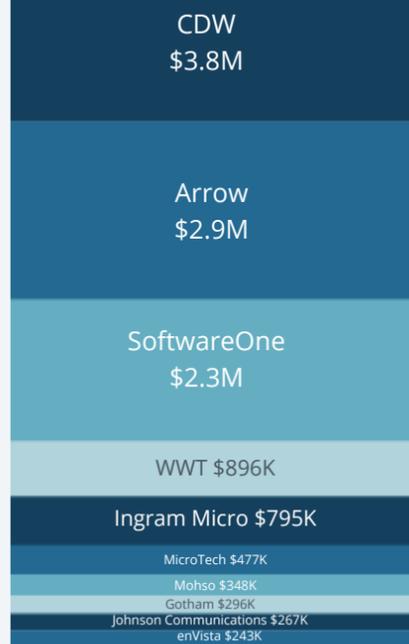
Companies resort to using manual, point in time exercises that do not scale and are error prone.

DELLTechnologies

TRUE SPEND = \$14.2M

FINANCIAL SYSTEM SHOWS \$1.9M OF ANNUAL SPEND

Indirect spend invisible
to the Accounts Payable is
\$12.3M



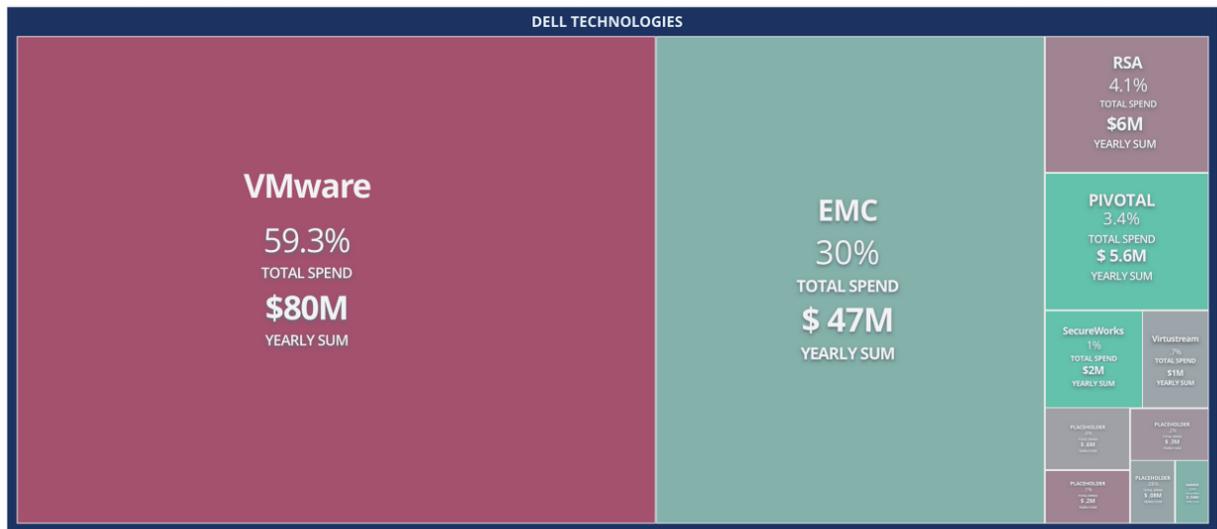
THE NEED FOR BETTER SPEND INTELLIGENCE

FROM SPEND CONFUSION TO SPEND INSIGHT

WITH



An AI and Machine Learning-based SaaS Application, to automate the classifying, standardizing and normalizing of Vendor Spend Data.



Garner actionable insights from your data within days



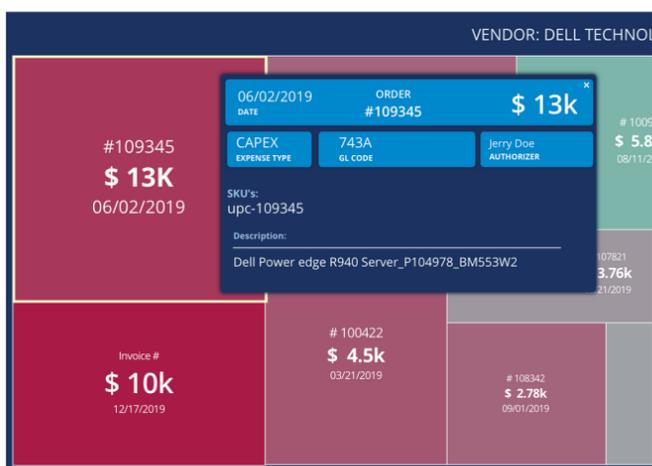
Intelligent Spend *In Action*

Vendor TruSpend™ provides a complete view of Nasdaq's all-in spend with the OEM, thereby eliminating the obfuscation of purchasing indirectly, reducing risk & affording cost optimization.

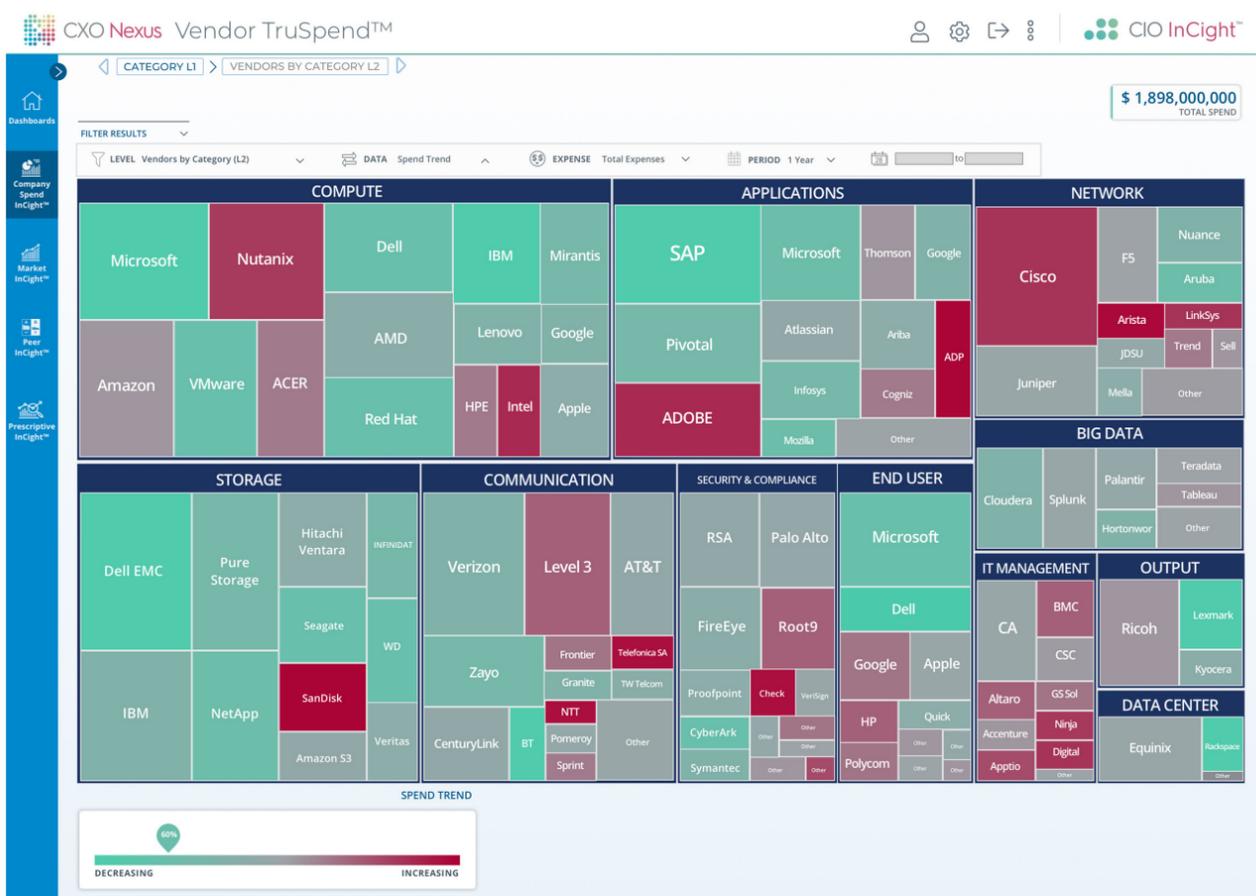
Bruce Starr, former MD Global Technology Sourcing at BNY MELLON



Category Managers take months to manually discern what is spent with OEMs, since such a large amount is purchased through a myriad of resellers. Our existing financial systems cannot provide the visibility and reporting we need. CXO Nexus is a game-changer as we now have Vendor Spend in real-time, affording optimization and a platform to collaborate with key stakeholders, especially leadership in IT and Finance.



Agnostic overlay, ingesting data from all financial systems, including Oracle, SAP, Workday, Microsoft, and Coupa. No FTEs required.



- Control costs faster
- More effectively manage vendor relationships
- Reduce risk
- Leverage a platform designed to enable collaboration across the business

55% of your data is untapped or unknown, or “dark”**
- IBM

[More Resources on our website](#)

Cleaning up the data takes time and scarce talent

[Watch Our Webinars](#)



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