

**Fellow InCighters,**

With CIO InCight™ the use of AI and Machine Learning automates tasks that require time-consuming manual oversight, are error-prone and not repeatable.

This month we feature examples of how a client achieved desired objectives by automating the cleansing, classification and categorization of their vendor spend.

Vendor TruSpend Reporting		Accounts Payable	
OEM Parent	\$ USD	Vendor	\$ USD
Verizon	116,229,414	Verizon	110,880,792
Tata	61,596,850	Tata	61,561,114
Cisco	61,200,564	AT&T	40,910,378
Cisco	39,292,977	Cognizant Tech	35,581,894
Cisco	9,482,643	Mainline	31,673,758
High Point Soltn	7,684,010	Calero Software	19,618,173
CDW	6,102,617	Insight	16,874,665
F3 Tech	5,309,403	Dimension Data	16,809,706
Softchoice	5,117,791	Accenture	14,385,487
Insight	2,107,536	World Wide Tech	14,360,340
Accenture	1,927,586	CDW	14,107,701
Dimension Data	1,443,988	Presidio	11,817,754
Amazon	65,142	IBM	11,511,144
World Wide Tech	52,261	CGI	9,638,082
Meraki	13,949,125	Cisco	9,482,643
Dimension Data	12,097,538	Softchoice	9,181,485
World Wide Tech	1,851,587	Amazon	7,914,245
AppDynamics	7,958,462	Dell EMC	7,489,578
CDW	7,958,462	Graphnet	7,449,721
Dell Technologies	48,594,112	High Point Soltn	7,219,734
IBM	43,187,323	Randstad Tech	6,693,414
AT&T	42,970,579	SHI	5,674,783
<b>Total</b>	<b>540,920,702</b>	<b>Total</b>	<b>540,920,702</b>

In this standard view of InCight Analyzer (TruSpend® vs AP) we see the data from the in place Financial Systems (right side) that their team would have to try and mine and manipulate for an accurate view into vendor spend. They found it not feasible to; unmask the spend through resellers, deliver OEM parentage and accurately categorize spend. TruSpend® (left side) does all of that off the shelf without FTEs or consultants. By “double-clicking” on the vendor one can drill into OEM Parent, OEM, Supplier and products purchased by individual transaction.

**From the CPO:**

“Pre CIO InCight™ manual, time intensive, error-prone processes were the norm for us in trying to get line of sight on our IT vendor spend. Our in place financial systems lack of analytics forced us to use human capital to try and create a “spend cube” and take a pass at some form of categorization.

We continually struggled with OEM parentage, direct and indirect purchasing and knowing how to classify spend. In hindsight, not a good use of time and money.

Consistent refresh of the data was a challenge and expensive. It was more a point in time exercise. We sorely lacked historical changes in spend by; vendor, supplier, product and category. Now we can dedicate staff to action off the automated insights we receive month over month and not spend time on manual report creation.”



The TrueSpend Dashboard is the launchpad into InCight Analyzer that details the vital stats including Total Vendor Spend vs what is IT, a stack ranking from high to low for all OEMs & Suppliers, and categorization of spend. Now human capital spends time taking action – including Cost Optimization, Vendor and Supplier Consolidation.

**From the SVP of IT Finance:**

“When working with our CIO, CFO and the Lines of Business (LOB) I had no confidence we knew our vendor spend, and how it was changing. Creating our “Top 50” was painful. The much-needed categorization of spend was an aspiration.

The use of CIO InCight™ has taken us into the age of automation – now our team has a monthly refresh of the relevant data analytics that are accurate and deliver on specific objectives related to cost optimization, consolidation plays, and risk reduction. We are no longer mired in manual data manipulation and the inability to track the changes in spend by vendor and category.”

**From the SVP of Technology Sourcing:**

“We provide access to the InCight to dozens of stakeholders, so all can work off a single source of truth and eliminate overlapping, manual work streams. The collaboration we now have between IT, Finance, Procurement and the LOBs has been a game changer.”

**Use Case:**

Listen as Nasdaq discuss how using the CIO InCight Automated Solution (No FTEs Required), helped them save.



[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 on the InCight Insider at support@cxonexus.com.

Best,  
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