

CIO InCight®

Achieve Control Over Global IT Vendor Spend

CIO InCight® > the automated, SaaS solution to: reduce costs, mitigate risk, collaborate

Organizations Lack Visibility Into IT Vendor Spend...

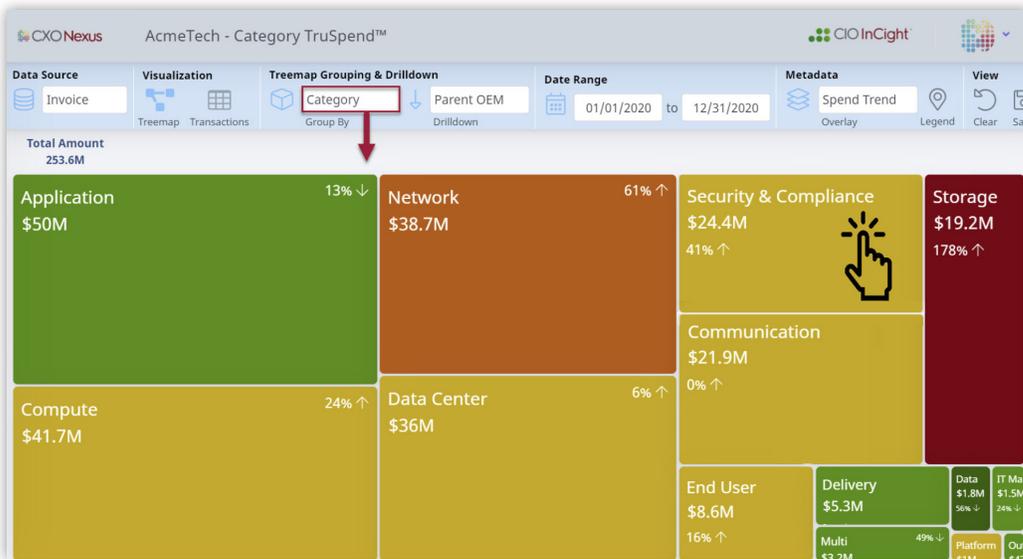
...due to the sheer volume of purchasing, product complexity, purchasing through resellers, business led spend, and lack of functionality from in place Financial Systems. Today IT, Finance and Procurement often work in silos and are left with manual, home grown processes that do not scale. **Until now.**

“With CIO InCight you have real dollar saves through cost optimization and cost avoidance”

Jim Dinan, Global Technology CFO




Categorization of Spend



→ The patent pending **Nexus Automation Engine™** uses Artificial Intelligence and Machine Learning to automate the cleansing, classification and categorization of IT Vendor Spend.

→ OEM parentage, the composition of purchasing direct and through resellers, along with categorization of spend to a standard taxonomy delivers cost optimization via negotiating leverage, vendor & supplier consolidation.

→ Out of the box solution (no FTEs or consultants needed) that seamlessly tracks changes and works with all in place Financial Systems.

TruSpend® > OEM Parentage + Direct & Reseller Purchasing



“Automating the visibility into our vendor spend, both direct and indirect, optimizes our cost structure. By ingesting data from multiple systems we have stakeholders spanning the entire organization all working off of CIO InCight. It has been a game changer.”

Shawn Bennett Senior Vice President Vendor & Asset Management



The Gartner CIO Roadmap for Strategic Cost Optimization

THE FIVE STAGES:

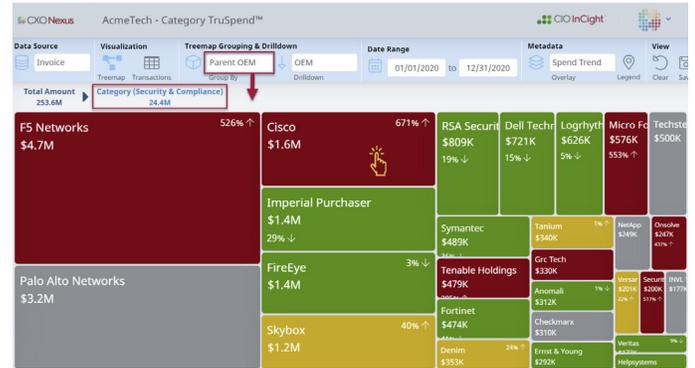
ESTABLISH BASELINE IDENTIFY OPPORTUNITIES IMPLEMENTATION INSTITUTIONALIZE MONITOR / IMPROVE

TruSpend® vs Accounts Payable

Vendor TruSpend Reporting		Accounts Payable	
OEM Parent	Amount	AP Supplier	Amount
Equinix	63,755,466	Equinix	63,755,466
Dell Technologies	55,444,986	Amazon	29,000,882
Cisco	44,167,424	World Wide Tech	26,472,402
Amazon	28,964,153	CDW	24,280,781
Verizon	16,292,030	Dell	22,538,215
Microsoft	14,183,034	Red River	15,882,513
Intercontinental	13,623,249	Verizon	13,096,469
West Corporation	10,004,655	Microsoft	12,453,747
NetApp	10,391,009	SHI	11,724,649
F5 Networks	9,177,110	West Corporation	10,591,695
Hitachi	6,107,184	Presidio	10,160,260
SalesForce	6,033,737	Securities Industry Automation Corporation	8,232,709
Code and Theory	5,908,796	Cisco	7,680,256
Smart Global Holdings	5,822,990	Tele2	7,409,964
Workday	5,309,861	Code and Theory	5,908,796
Palo Alto Networks	5,020,719	SalesForce	5,831,177
Splunk	4,563,599	Penguin Computing	5,822,990
Oracle	4,512,545	Tangoe	5,452,890
Digiplex	4,329,294		
Total	571,925,456	Total	571,925,456

InCight Analyzer

Level 1 – drill down of a Category



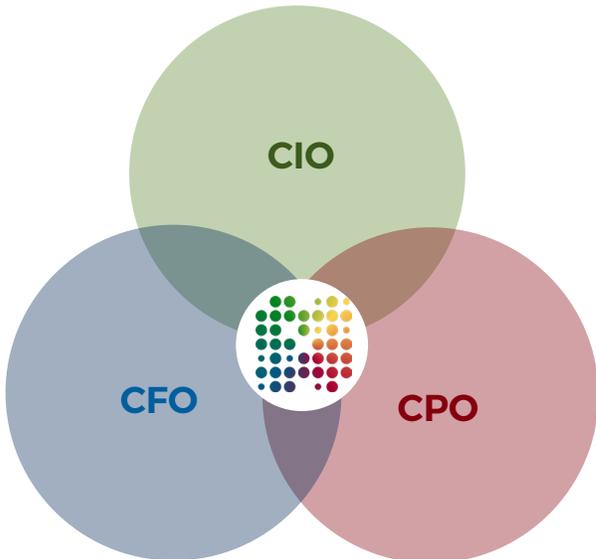
InCight Visualizer

TruSpend® from CIO InCight delivers on every stage

AI & ML to Cleanse, Classify & Categorize Vendor Spend

Automated Monthly Refresh, SaaS Delivery

A System of Visualization at the Nexus of the C Suite



Outcomes for leadership spanning IT, Finance and Procurement:

- Negotiating Leverage
- Peer Benchmarking
- Consolidation of: OEMs, Software Publishers, Service Providers
- Supplier Reduction
- Identify Shadow & Business led Spend
- Eliminate Tail Spend
- Context > Spend & Trend, Risk, Diversity, Balance of Trade

Centralized view of spend eliminates work done in silos

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InCight®
INSIDER

A monthly brief featuring client outcomes

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