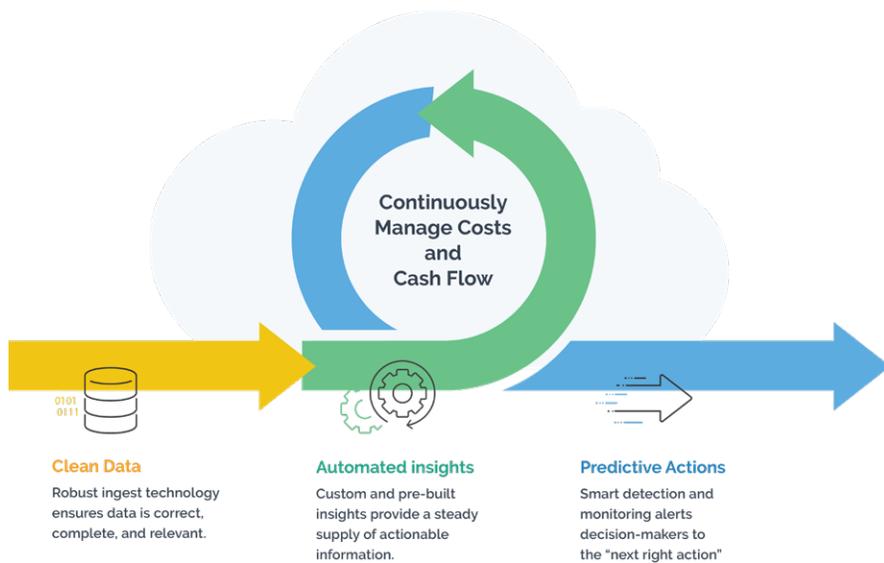# Join the Spend Agility Revolution

About Suplari

Suplari is the Spend Agility™ company. We deliver the first-ever Spend Intelligence Cloud that enables finance, procurement and business leaders to continuously and collaboratively optimize sourcing, forecasting, risk and compliance. Built upon advanced machine learning, Suplari helps mid-size and large enterprises achieve spend agility by automating data, spend analytics, insights and actions to predict and manage costs, cash flow and investments across the enterprise.

Clean Data
Robust ingest technology ensures data is correct, complete, and relevant.

Automated insights
Custom and pre-built insights provide a steady supply of actionable information.

Predictive Actions
Smart detection and monitoring alerts decision-makers to the "next right action"

SUPLARI | Microsoft

Spend Intelligence

Immediate ROI

Limitless Possibiliites

Suplari became a part of Microsoft in mid-2021. With a joint vision of a data-first future and the growth of AI, we're working together to rapidly improve how procurement organizations deliver fast, immediate results. Together with Microsoft's AI and cloud leadership, commitment to data ingestion, its many network effects, and meeting users where they are, Suplari delivers you immediate ROI and sets you up for long-term success.

Predictive Insights in 30 Days

Don't wait months or longer to see results. In today's business environment, profit margin and productivity are the KPIs that count. Our Spend Intelligence Cloud helps drive these metrics and more. Suplari's cloud-based software is quick to deploy, has an intuitive user interface, priced for immediate ROI, and can start delivering value in 30 days.

Easy to Start

- Easy onboarding and training
- Straightforward data requirements
- No rip and replace of legacy LOB
- Secure cloud and integrations
- Go live within weeks

Quick to Scale

- Fluid and modern user experience
- Cross-system access, in one place
- Enterprise-wide capability
- Systematic optimization cadence
- Ever-expanding data sets

Fast ROI

- Less time crunching data and reports
- More focus on capturing CRC value
- Better decisions, faster
- More spend under management and more savings
- Strong financial performance
- Collaboration with budget owners and finance
- Measurable outcomes

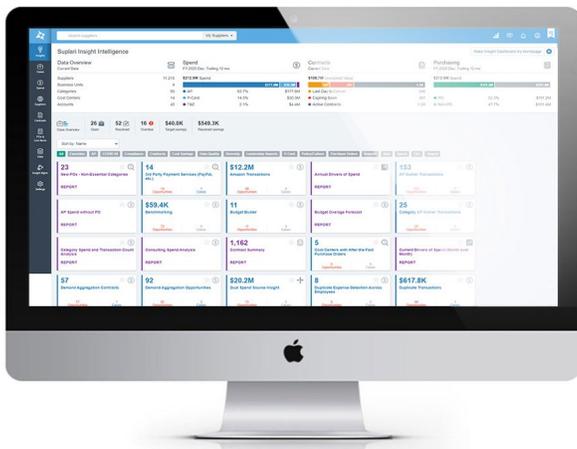## AI and Machine Learning

AI Helps You Find Cash and Save Money Right Away, Everyday

The Suplari Spend Intelligence Cloud is designed from the ground up using advanced artificial intelligence and machine learning (AI/ML) to dramatically improve business results. AI/ML is applied early in the data cleansing process to normalize suppliers and to categorize spend according to desired taxonomies. These steps are critical in connecting data between disparate systems (e.g., ERPs, P2Ps, CLMs). After data cleansing, Suplari Insights use AI, industry algorithms and machine learning techniques to automatically and continuously discover opportunities in financial and procurement data, and then present predictive actions for improvement.

Traditional spend analytics tools only look backward at historical data. Suplari uses AI to automate analysis of current data and historical patterns to then predict the best spend management actions moving forward.

With Suplari you can:

• Advance procurement beyond spend analytics

• Reduce spend and streamline operations

• Enable clear visibility throughout the organization

• Improve supplier negotiations

• Identify risk, implement effective supplier diversity programs, and more

Meet the Spend Intelligence Cloud
Data + Insights + Actions = Spend Agility

> Historically, I only saw information and reporting that was retrospective. It was always after-the-fact decision support versus leading us to a decision. We needed predictable, reliable and transparent data points to facilitate actionable decisioning. Suplari Insights provided proactive insights and predictability. Literally, I can just hit a button and show the results—that is an amazing feat.

Jason Buck
Director of Sourcing,
Blue KC

> Setting accurate business performance goals and holding other teams accountable to them was challenging because we had data in different systems, and there was little visibility and ability to collaboratively plan. With Suplari I can now see clean data, set clear goals, check daily progress, receive AI based savings recommendations, and pro-actively collaborate cross functionally to improve results. It's a game changer.

Michael Shields
Director of Procurement,
Qualtrics

The Spend Agility Revolution

The future is uncertain. Your spend and cash flow shouldn't be. We help global finance and procurement teams continuously manage costs and cash flow using clean data, automated insights, and predictive actions. So you can see around corners and take the next right action. Welcome to the Spend Agility Revolution.

The following are key elements of the Suplari solution.

Suplari Insights

Suplari Insights are **mini applications** within the Suplari Spend Intelligence Cloud that leverage artificial intelligence to automatically and persistently monitor data and proactively detect and reduce costs, mitigate risk and improve compliance. Instead of spending time performing ad-hoc analysis to discover opportunities, Suplari Insights perform the analysis for you and can be turned directly into action by connecting to workflow within Suplari.

Suplari Connect

Suplari Connect is the **project management and collaboration** tool that tightly integrates with your enterprise data and automated insights. Suplari Connect creates custom workflows that assign "cases" or opportunities to individuals across teams (e.g., procurement, finance, IT, marketing, engineering, facilities), tracks progress, enables communication on updates, opportunities, and then tracks resolution and savings. The CFO, CPO and business teams now have more visibility into spend and a single pane of glass.

Agile Contracts

Suplari Agile Contracts is the intelligence-driven collaborative **contract management** tool that increases negotiating leverage, reduces waste, and streamlines collaboration by providing you with timely, AI-driven insights and detailed contract performance results derived from your spend and contracts' transactional data. With all of your Spend+PO+Contracts+Suppliers in one place, Agile Contracts delivers powerful insights and a collaboration solution built into one platform that decreases wasted spend. If you have a CLM, Agile Contracts complements it by enabling new, post-signature visibility and insights into your contract performance, spend and PO data.

Agile Performance Management

Agile Performance Management enables 360° **procurement planning** of the spend, purchase order, suppliers, risk management, and diversity initiatives critical to drive savings and improved financial performance. It enables clear visibility and cross-functional accountability of strategic goals built on connected and timely spend, with AI-based automated actions, results tracking, and rich collaboration tools for managers to achieve those goals.

Agile Diversity Insights

Suplari Diversity Insights augment, automate and streamline a company's **supplier diversity program**. Suplari partners with supplier.io, one of the leading diversity data providers, to enable Suplari customers with detailed diversity data from over 340 data certification agencies and 1.7 million active diverse suppliers. Using advanced AI and machine learning techniques, Suplari automatically identifies all diverse spend by continually combining the customer's Suplari-normalized data and detailed supplier-level diversity data from supplier.io.

Want to Learn More? Contact Your Suplari Account Representative