



SEE SPEND  
DIFFERENTLY

MASHIK CONFERENCE

JUNE 2021



# WHAT YOU'RE GOING TO LEARN TODAY



- Who is Simfoni
- Intro to Spend Analytics
- Customer Success Story

# SIMFONI SOLUTIONS

SEE SPEND WITH  
**SPEND INTELLIGENCE**

SPEND DIFFERENTLY WITH  
**SPEND AUTOMATION**



# SIMFONI COMPANY PROFILE



## Corporate Highlights

- ✓ Founded in 2015
- ✓ Venture Funded
- ✓ Global Operations
- ✓ HQ in San Francisco
- ✓ SOC 2 Certified
- ✓ 100+ Customers
- ✓ #1 rated solution by Spend Matters
- ✓ 2021 CIPS Award winner



# A RECOGNIZED LEADER IN SPEND ANALYTICS



CIPS

**WINNER – BEST  
PROCUREMENT  
TECHNOLOGY  
2021**



Spend Matters

**50 TO WATCH  
ALMANAC  
2016 - 2020**



Spend Matters

**ANALYTICS  
SOLUTION LEADER  
2018 - 2021**



World Procurement Awards

**BEST NEW  
TECHNOLOGY  
2018 & 2019**



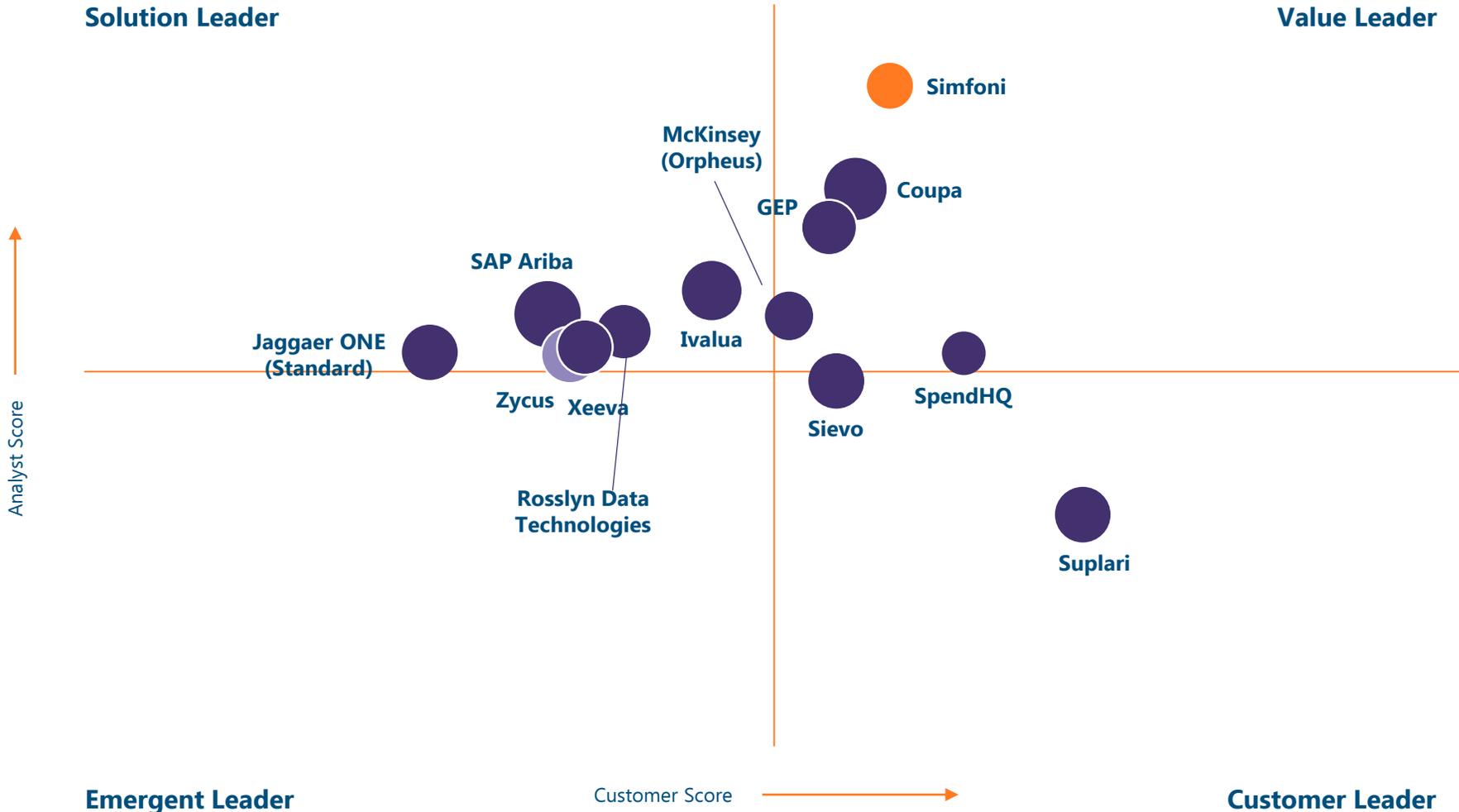
DIGITAL PROCUREMENT WORLD

**SEMI FINALIST –  
AUTOMATION &  
EFFICIENCY  
2021**

SOC 2  
**ASSURE PROFESSIONAL**



# SPEND MATTERS: SOLUTION MAP



Rated the **TOP Best of Breed** for Spend Analytics



**We recognize that the goal  
of your organization is not  
'data analysis'**



**Simfoni Spend Analytics  
was designed to deliver on your real goals**

Cost Savings

Contract Negotiation Insights

Supply Chain Visibility

Supplier Reduction

Demand Aggregation

Performance Benchmark

Supplier Diversity

# SPEND INTELLIGENCE

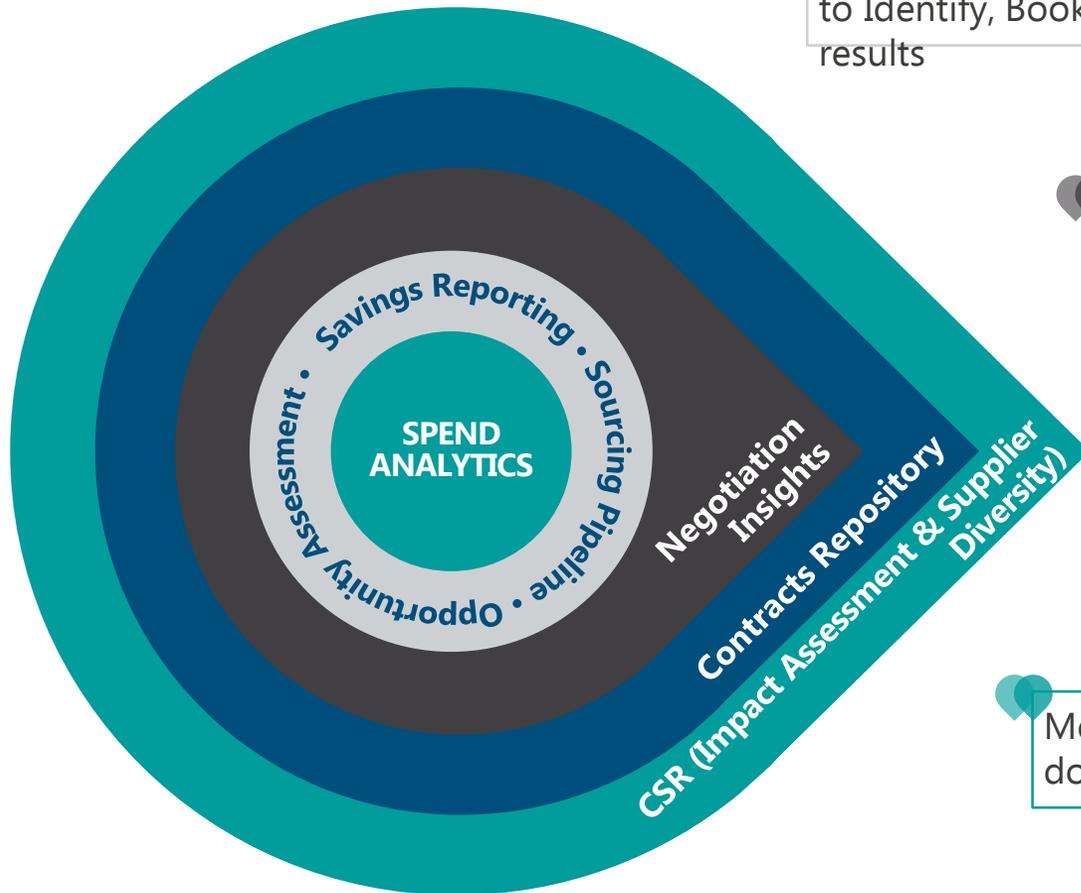
AI makes granular quality Spend classification highly efficient

A complete savings Solution to Identify, Book and Track results

Provides knowledge into the supplier's costs.

Single place to easy to store and access agreements

Measure the good you're doing in the world



SPEND ANALYTICS



OPPORTUNITY ASSESSMENT



SOURCING PIPELINE



SAVINGS REPORTING



NEGOTIATION INSIGHTS



CONTRACTS REPOSITORY

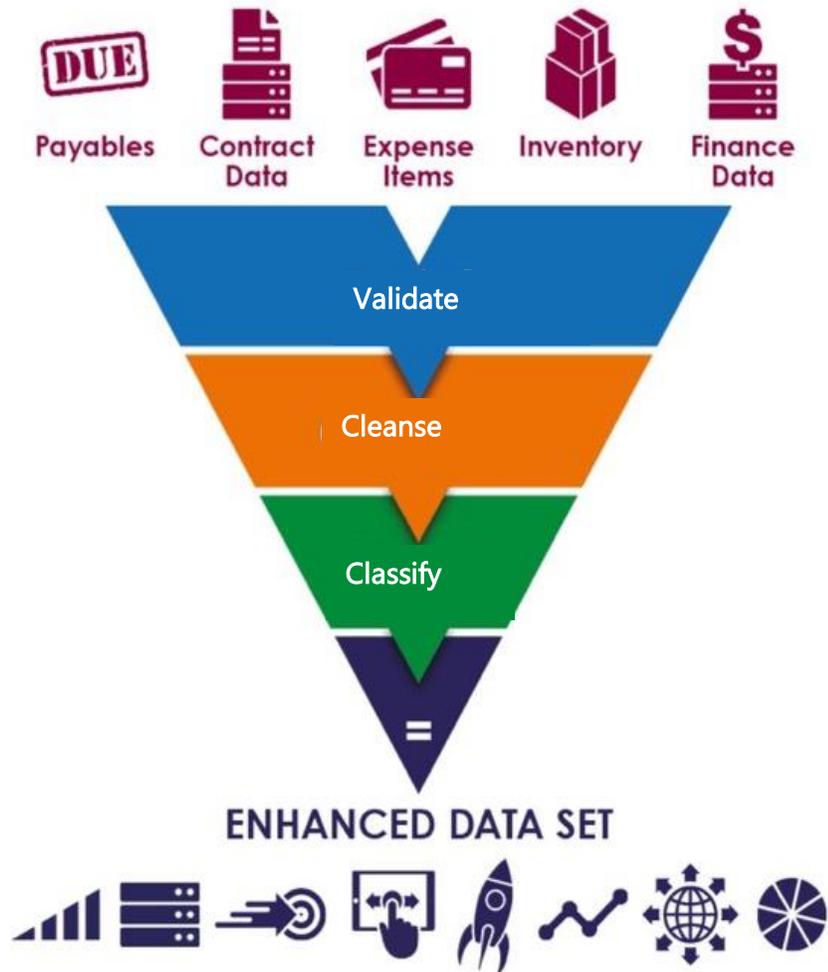


CSR



SUPPLIER DIVERSITY

# ARTIFICIAL INTELLIGENCE IS THE KEY TO SUCCESS



- ✓ **Natural Language Processing (NLP)** enables description fields to be leveraged
- ✓ **Machine Learning** rules automate the process

- Data classified at the line level
- 6 levels of Categorization available
- 'Best Practice' and Custom Taxonomy Supported

# WHY SIMFONI?



**Speed**



**Quality**



**Easy**



**Global**



# AUTOMATED PROCUREMENT WITH A 16% ANNUAL SPEND SAVINGS



## WHAT WE DID AT DULSCO

Analytics identified cost reduction initiatives in areas such as MRO, IT, travel, material handling, transportation, fleet and fuel.

The program has yielded annual cost savings of 16% with Simfoni which self-funding within weeks.

## CHALLENGE

DulSCO needed cost savings to fund growth and to automate purchasing processes to control spend.



*We engaged Simfoni to assess savings and efficiency opportunities.*

*Benefits were achieved within a month.*

*Execution was managed to the commitments made, with numbers exceeding expectations and a clear roadmap to achieve the agreed ROI.*

*Simfoni continue to deliver results whilst driving operational efficiencies.*

**David Stockton**  
**CEO, DulSCO**





## CONTACT US

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