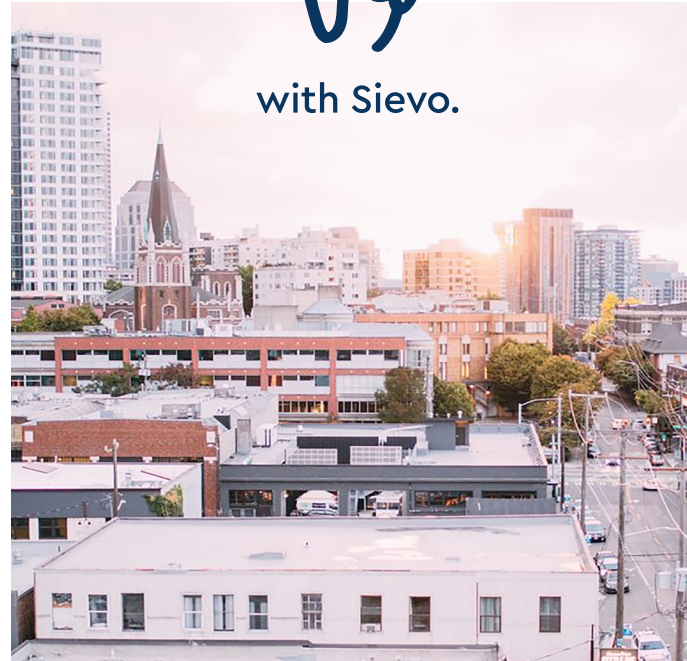




with Sievo.



## Sievo Solutions



### Spend Analysis

- ✓ Spend
- ✓ Payment terms
- ✓ Inbound inventories
- ✓ Delivery performance



### Savings Lifecycle

- ✓ Opportunity pipeline management
- ✓ Realized savings measurement



### Contract Management

- ✓ Lifecycle management
- ✓ Coverage and compliance reporting



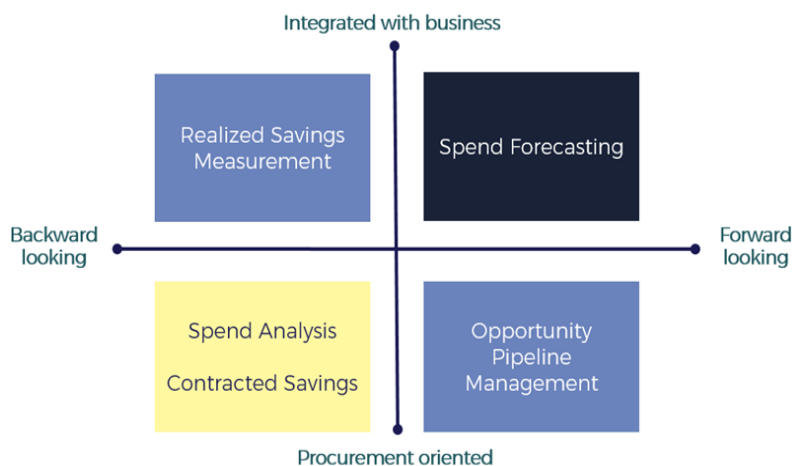
### Spend Forecasting

- ✓ Spend, price and cost budgeting & forecasting
- ✓ Budget-vs-realised measurement

# Predict future profitability

## Overview

Sievo Spend Forecasting is a solution used to create a forward-looking view on spend, prices, and volumes and on procurement's impact on profitability. Eliminating the use of Excel spreadsheets, the solution automates data integration from any source directly into the system and enables users to manipulate forecasts directly in the solution for forecasting, analysis and reporting.



sievo.com



*"We needed a tool that we could use cross-functionally, so it would serve the purpose of meeting the business needs, but also fluent, dynamic, and can be used between procurement and finance. We needed something that we could get into more value-added analysis versus just the number-crunching. Sievo helped us realize those goals with their Spend Forecasting solution."*

### Michelle Palmquist





Senior Finance Director,  
Global Procurement and Contract Manufacturing



#### Sievo's Critical Success Factors

- ✓ Global design and scalability
- ✓ Automated data integration/ collection, consolidation and calculations
- ✓ Model flexibility for future changes
- ✓ Intuitive and user-friendly for cross-functional use
- ✓ Optimal system performance

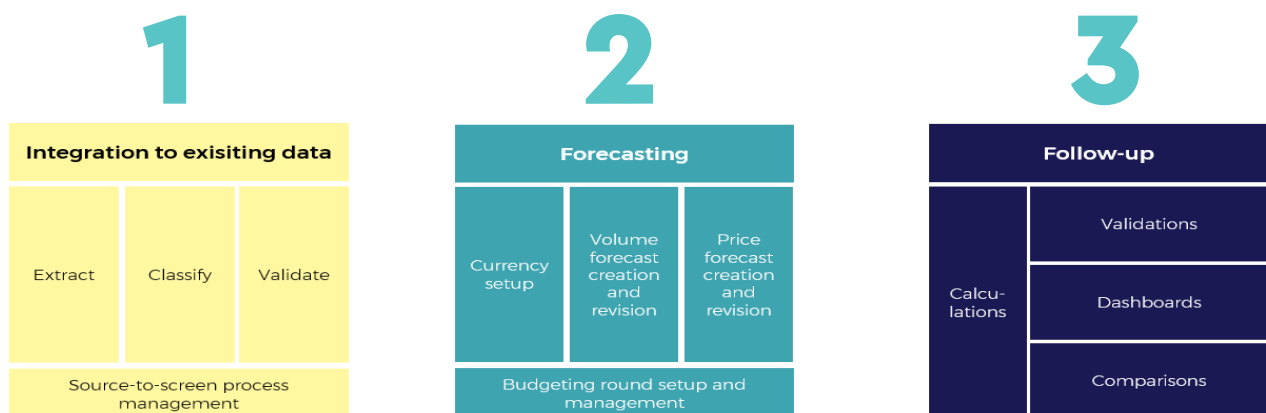
#### Core Benefits

-  **Predict future profitability**  
Translate procurement price and volume forecasts into profitability estimates
-  **Integrate any data source**  
Get ahead of competition by collecting all your internal and external data sources to react faster to market changes
-  **Tame Purchase Price Variance**  
Control budgeted vs. actual PPV across your whole organization from every direct material to business unit
-  **Root-cause analysis**  
Understand drivers of cost changes- price, volume, commodities

#### Key Features

- ✓ Capture internal and external data
- ✓ Advanced algorithms to create automated forecasts
- ✓ Facilitate forecast validation, editing and correction process through user-friendly interfaces
- ✓ Role-based user model enabling separation of forecast input responsibilities
- ✓ Automated analytics to isolate different change drivers e.g. volume, price, currency and mix
- ✓ Visual analytical UI providing overview by category, region and business and allowing drill-down to SKU level

### Exemplary forecasting process for direct materials



**Book demo**

Start your Spend Forecasting journey at [sievo.com](http://sievo.com)

Sievo is the leading procurement analytics software firm serving clients around the world and offering integrated solutions that turn procurement data into \$.