

UNLOCKING VALUE WITH SPEND ANALYTICS

The Business Case
for Data-Driven
Procurement

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An aerial photograph of a city, likely New York City, showing a dense grid of streets and buildings. The image is heavily filtered with a teal/cyan color and has a grainy, textured appearance. A diagonal line of light or a road cuts through the city from the top left towards the bottom right.

AN AI-DRIVEN PROCUREMENT
SOLUTION CAN DRIVE MILLIONS IN
SAVINGS FOR COMPANIES NOW
OPERATING OFF OF IMPROVED
ACCURACY AND FASTER INSIGHTS.

PROCUREVUE CLIENTS HAVE SEEN
UP TO 99 PERCENT CATEGORICAL
ACCURACY WHEN ANALYZING THEIR
SPEND, FOLLOWED BY UP TO \$40
MILLION IN SAVINGS THROUGH
IMPROVED SOURCING, TRACKING,
AND NEGOTIATION.

INTRODUCTION

Procurement teams work inside a constant stream of data generated by ERPs, supplier portals, invoices, contracts, logistics systems, and operational tools. Each source uses its own formats and levels of accuracy, and the volume only grows as companies expand or acquire.

Instead of clarifying where money is going, this fragmentation often hides the insights leaders need most: what is being bought, at what price, from whom, and how those decisions affect cost, risk, and compliance. In a rapidly shifting, challenging market, that can graduate from being a small problem to a severe competitive liability.

This white paper outlines how an **AI-driven spend intelligence solution** can reduce that noise so procurement teams can focus on staying ethical, efficient, and agile while helping companies buy what they need.

A **procurement-specific model** can process millions of records at speed, reconcile inconsistent descriptions, and expose pricing drift or risk patterns that would otherwise remain buried. It gives leaders a clearer view of spend behavior, strengthens governance, and shortens the time between identifying an issue and acting on it.

In an environment shaped by volatility and rising compliance demands, clarity is a strategic advantage.

CHALLENGES

Modern procurement teams face a challenging climate.

Geopolitical upheaval, changing pricing landscapes and ever-changing regulations all create a volatile environment for the basic process of supplying a company with what it needs. This, consequently, creates an absolute flood of data as teams try to keep up—often across multiple sources with multiple origins.

- **Lack of Spend Visibility:** Organizations struggle to identify inefficiencies and savings opportunities without a comprehensive overview of spending.
- **Fragmented Data:** Procurement data is often siloed across different systems and departments, and possibly spread across different languages and currencies too, making it difficult to analyze and act upon.
- **Supplier Management:** Identifying and managing the right suppliers is challenging without access to detailed spend data. Suppliers have access to their own sales data, which is invariably more accurate than the spend data most procurement teams can access.
- **Compliance and Risk:** Ensuring compliance with procurement policies and mitigating risk requires detailed insight into spending behavior.
- **Tariff Exposure and Trade Policy Risks:** The modern procurement landscape is constantly shifting amid evolving tariff regimes and geopolitical pressures.

HOW AI HELPS

An **AI-driven solution, engineered for procurement** can address all these challenges at once for a procurement team ready to use them. For one tool manufacturer, the challenge wasn't knowing tariffs were a problem—it was proving which products qualified for exemption under the United States–Mexico–Canada Agreement.

The rule requires at least **60 percent** of a product's cost to come from the U.S., Canada, or Mexico, but real products aren't simple. A single SKU contained more than **500 components** across multiple assembly levels, **making manual analysis impossible**.

By ingesting every bill of material and mapping each component's cost and country of origin, the team built a complete cost picture for each SKU. That revealed which items already met the USMCA threshold and which fell short. In one example, a **360-component SKU** sourced from **nine countries** was already **63 percent** North American by cost.

Twenty-two of the client's top 48 SKUs qualified immediately, eliminating the **full 25 percent tariff** and delivering **\$3.1 million in verified savings**. For non-compliant SKUs, the analysis pinpointed exactly which components drove the gap and how many needed to shift to reach compliance.

The result was **clarity**: a **defensible, SKU-level roadmap** that turned tariff exposure into **measurable savings** and gave the client a **repeatable process for future qualification**.

A spend analytics solution, especially one driven by AI, can help procurement teams gain an accurate overview of total spend across a business and allow detailed interrogation of the data.

Building this spend cube leads to a sole source of truth allowing the company to operate off a strong, central pillar of information. This leads to:

Cost Savings and Efficiency

- **Identifying Savings Opportunities:** By analyzing spend patterns, organizations can uncover consolidation opportunities, negotiate better terms, and correct pricing drift.
- **Reducing Maverick Spend:** Ensuring compliance with procurement policies and approved suppliers reduces unauthorized purchases and lowers the risk of incorrectly specified orders.
- **Optimizing Procurement Processes: Spend analytics** highlights specific leakage points, overdue consolidation opportunities, and areas where contract compliance is slipping, turning continuous improvement into an actionable list.

Enhanced Supplier Management

- **Supplier Performance Monitoring:** Accurate spend data helps organizations make informed decisions about supplier selection and management.
- **Risk Mitigation:** Detailed spend insights make it easier to identify and mitigate risks related to supplier dependency, financial stability, and compliance.

Improved Decision Making

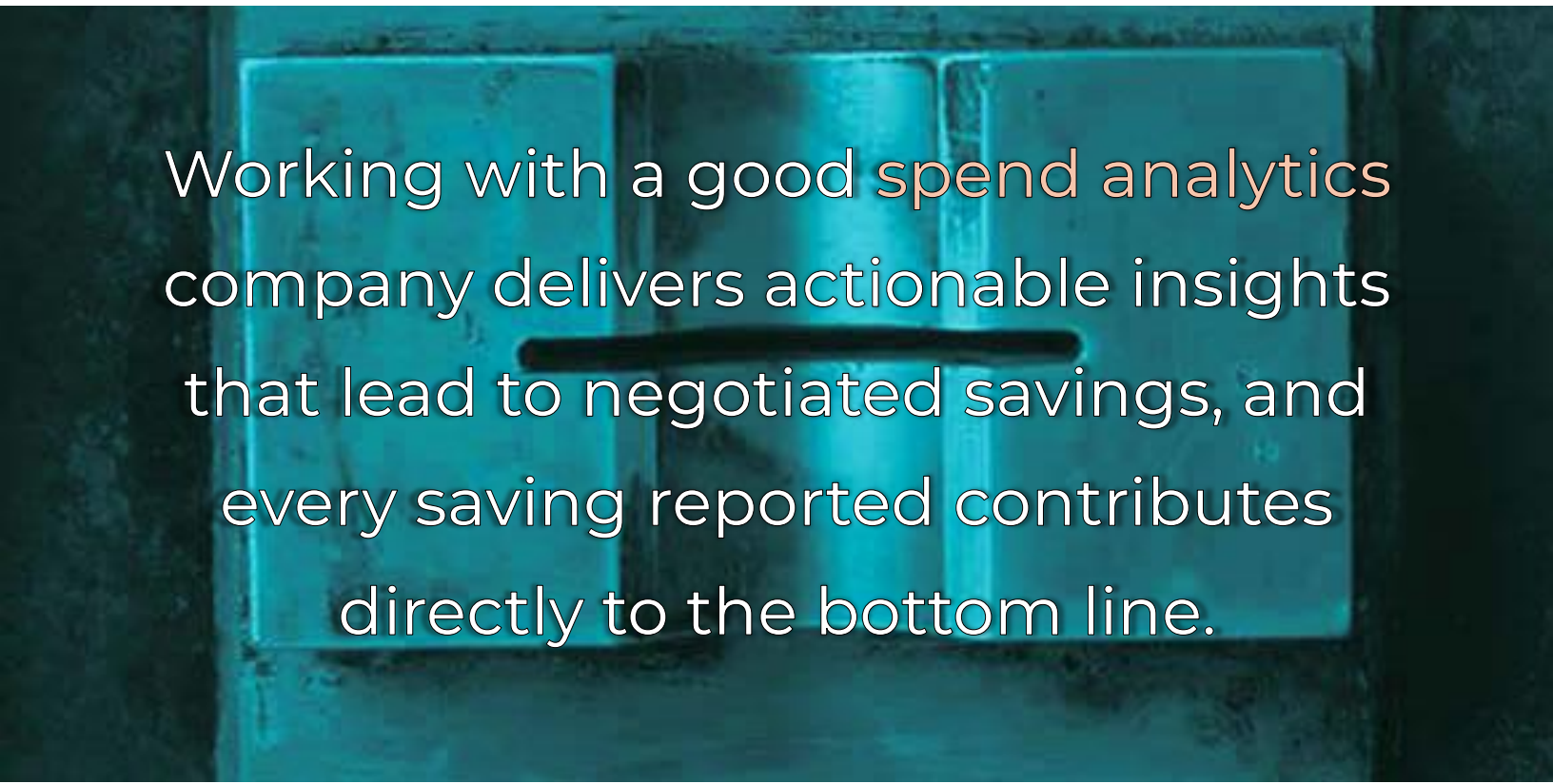
- **Data-Driven Strategies: Spend analytics** provides the data procurement needs to align strategy with business objectives.
- **Budget Management:** Accurate spend data supports better budgeting and financial planning.
- **Speed from Analysis to Insight:** Multi-model AI can parse millions of rows quickly and translate that analysis into insights that drive downstream decision making. In volatile markets, the ability to adjust procurement strategy quickly is a competitive advantage.

Working Capital Management

- **Payment Terms Management: Spend analytics** can optimize payment terms, whether by extending payment periods or negotiating early payment discounts. Operating from clearer data can improve results when working with suppliers.
- **Tail Spend Management:** Consolidating suppliers reduces inventory and lowers the amount of working capital tied up in raw materials.

Compliance and Risk Management

- **Policy Adherence:** Monitoring spend ensures compliance with procurement policies and regulatory requirements.
- **Fraud Detection:** Anomalies in spending patterns can indicate potential fraud, allowing for timely intervention.



Working with a good **spend analytics** company delivers actionable insights that lead to negotiated savings, and every saving reported contributes directly to the bottom line.

CASE STUDY

A large manufacturing
and distribution company
implemented the
ProcureVue spend
analytics solution and saw
rapid, consistent results.

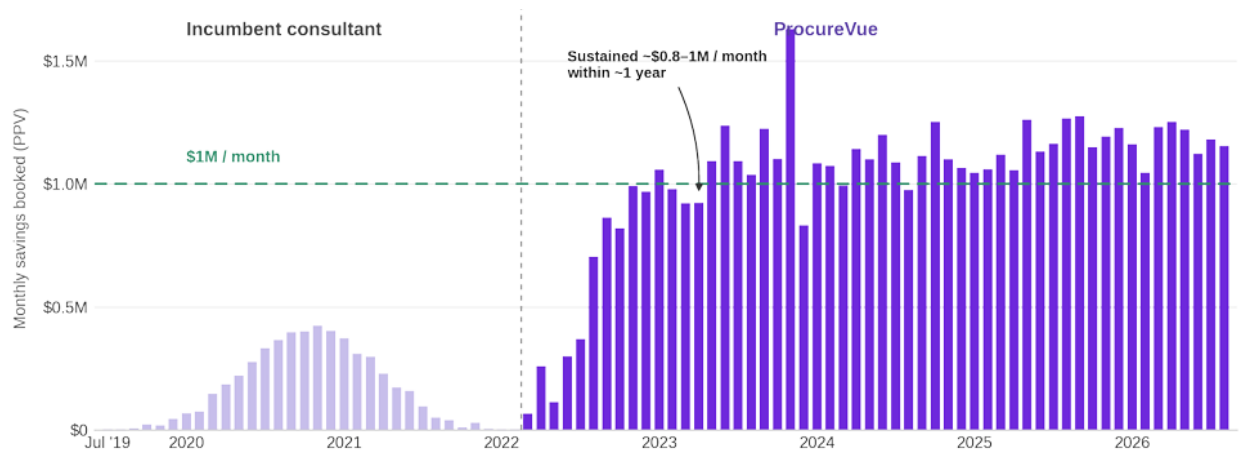
A North American packaging distributor replaced a traditional consulting model with **ProcureVue's Spend Intelligence Platform** and achieved materially better outcomes. The client operated across **40+ sites** with spend scattered across **17 ERP systems**, leaving no unified view of where money was going or where savings were hiding. Roughly **\$350M** of the company's **~\$800M** in annual spend fell in scope for analysis.

The platform identified roughly **\$44M** in savings opportunities and the client booked roughly **\$40M** of those savings. Savings began ramping within the first six months and reached a **sustained ~\$0.8–1M per month within about a year**, then held there. These savings covered **ProcureVue's** costs within eight weeks.

The platform's monthly refresh cycle ensured that new data, new acquisitions, and new pricing conditions were continuously absorbed without restarting the clock or requiring outside support. The work was completed at **one-third the cost** while driving **eight times the savings** of the incumbent consultancy, which utilized more than a dozen analysts.

Every dollar of savings was booked as purchase price variance and auditable line by line. Prices fell materially below market benchmarks and stayed there, supported by accurate should-cost models and unified spend visibility.

In short, ProcureVue realized more than 90 percent of possible savings for the company, reducing addressable spend by nearly 12 percent, even across new acquisitions.



- **Unify the data.** We ingested data from all 17 ERPs and built a single source of truth with its AI-native cleansing, enrichment, and classification pipeline in 5 weeks.
- **Surface the target price.** Standard, out-of-the-box dashboards showed each buyer the should-cost — the lowest defensible price for every item.
- **Hand it over.** After two initial training sessions, the client ran it self-service: buyers checked the dashboard and used the target as their buy price. No standing army of consultants, no ongoing dependency.
- **Keep absorbing complexity.** As the client completed 8 further acquisitions, we folded each new data source into the same master set so the client never had to re-start the clock or bring in outside help to integrate an acquisition.
- **Remove the data problem.** We removed the data problem that hides savings, then equipped the client's own buyers to capture them — which is why the savings keep compounding long after the easy wins are gone.

RETURN ON INVESTMENT

The case above translates directly into a budget case. **ProcureVue** booked roughly **\$40 million** in savings against roughly **\$350 million** in addressable spend, with **payback within 8 weeks** and a **sustained run rate of \$0.8–1 million per month** maintained for **4** years.

The prior consulting engagement, by comparison, cost roughly **three times** as much and booked roughly **one-eighth** the savings — delivered by a team of about a dozen analysts on-site, and non-repeatable without re-engaging and re-paying for another round.

PROCUREMENT-SPECIFIC AI MATTERS

General-purpose AI models are not designed to handle procurement data. They can struggle with the complexity of multi-system exports, inconsistent units of measure, duplicated transactions, and the nuanced relationships between material costs, freight, labor, energy, and other inputs. Procurement requires a purpose-built approach.

Procurement-specific AI models are trained to recognize the patterns, structures, and anomalies that appear in spend data. They can classify transactions accurately, reconcile inconsistent descriptions, and detect supplier pricing drift that would be invisible in raw ERP exports. They can also incorporate external indices—labor, freight, raw materials, energy—to build dynamic cost models that reflect real market conditions. The right model provides:

- **Accurate Classification:** Procurement AI can correctly categorize spend across thousands of suppliers and millions of transactions, even when descriptions are inconsistent or incomplete.
- **Cost Modeling:** Dynamic cost builds allow procurement teams to understand true should-cost values across categories, strengthening negotiation positions and improving supplier accountability.
- **Rapid Insight Generation:** Multi-model AI can process large volumes of data quickly, reducing the time between analysis and action.
- **Tariff and Trade Compliance:** Procurement AI can analyze multi-level BOM structures to identify tariff exposure, qualify SKUs for exemptions, and pinpoint components that drive non-compliance.
- **Integration Without Disruption:** Modern procurement AI platforms operate directly from data exports, avoiding the delays and costs associated with deep ERP integration.

These capabilities allow procurement teams to move beyond manual data collection and reactive decision making. Instead, they gain a unified, accurate, and continuously updated view of spend that supports strategic sourcing, supplier management, and risk mitigation.

ProcureVue™ demonstrates these benefits. In work with a global tool manufacturer, two weeks with **ProcureVue's** processing increased **spend classification accuracy** from **24 percent to 99 percent** after five years with a big 3 incumbent procurement servicer. The tool classified **\$4.3 billion spend in 48 hours**, and reduced SKU spread by **84 percent**.

Our tool brings together all the functions of a **procurement-specific AI model** and employs them to **clean and consolidate data in a sole source of actionable truth**. A company's procurement team provides foundational work for the rest of the company – and **ProcureVue** can help them build that foundation to be solid, accurate, and efficient.

Ready to see what our solutions and services can do for you? To get more information, reach out to us via email at info@procurevue.com, or book a demonstration at <https://procurevue.com/contact-us>. Let's transform your procurement strategy together.

ABOUT PROCUREVUE™

ProcureVue was founded in 2020 by CEO and Co-Founder Cameron Jagoe, with a team of procurement leaders and data scientists from diverse industries, and focuses exclusively on strategic sourcing, spend analytics, and procurement process transformation. We are headquartered in **Charlotte, North Carolina**, with European headquarters in **Amsterdam**.

Our platform is a **purpose-built, multi-model AI architecture** engineered **specifically for procurement data**. Generic LLMs fall short, producing inaccurate and overly broad results. Our tool **cleanses, harmonizes, enriches, and categorizes** every line of spend – which is how we reach **99 percent categorical accuracy**.

- **Visualize.** See your total spend, suppliers, and cost drivers across the entire enterprise, all in a single view.
- **Understand.** Reveal patterns, risks, and opportunities hidden within your data through AI-powered classification and market intelligence.
- **Execute.** Turn insights into action. Capture savings, improve payment terms, consolidate suppliers, and measure results with confidence.

Our **full-service SaaS spend VUE solution**, combined with our data optimization services and direct consultative approach, gives clear insight into organizational spending so procurement teams can confidently deliver on identified opportunities in real time and on an ongoing basis.



ABOUT THE AUTHOR

Based in the Netherlands, **Andy Symmonds** (Head of [EMEA] Sales & Operations) has been working in international business management for over 30 years.

With more than 20 years working for Unilever companies and more recent experiences working as a management consultant, Andy has developed a broad set of skills

covering supply chain management with a strong procurement focus, sales and marketing, change management and strategy formulation.

Andy now leads the **ProcureVue** business in EMEA, working with clients to empower them with insights to enable them to improve their bottom line, grow their business and sustain performance through periods of market volatility.





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