



INSIGHTS SUMMIT
AI EDITION

2026 Insights Summit: AI Edition

January 28-29, 2026



SpendHQ



Welcome

Pierre Lapee, Chief Product Officer, SpendHQ

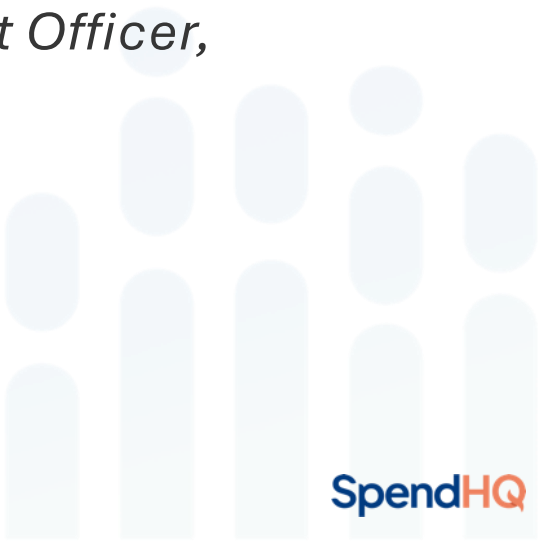


Welcome



Pierre Lapree

*Chief Product Officer,
SpendHQ*



Agenda

Day 2

- 9:00 Welcome**
 - Pierre Lapree, SpendHQ
- 9:15 Turning Dirty Data into Confident Decisions**
 - Mitch Couper and Rausey Mason, SpendHQ
- 9:45 Proving Procurement’s Strategic Impact**
 - Stefan Barolin and Brandt Boggs, SpendHQ
- 10:15 Networking Break**
- 10:30 Doing More with Less – Managing Performance and Capacity**
 - Brandon Ralston and Théo Drouillet, SpendHQ
- 11:00 Agentic AI (powered by Sligo AI)**
 - Dean Thoms, SpendHQ and Mireia Brancos, Sligo
- 11:45 Closing Remarks**
 - Pierre Lapree, SpendHQ

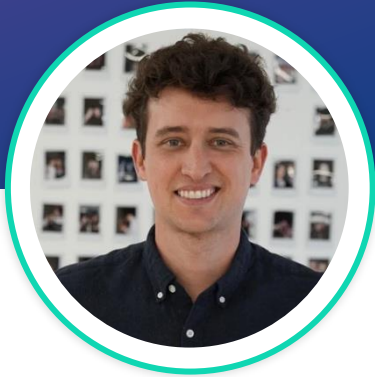


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Product Session 1

**Turning Dirty Data Into Confident
Decisions**

Turning Dirty Data into Confident Decisions



Mitch Couper

Vice President, Data & Analytics, SpendHQ



Rausey Mason

Data Analysis & Strategy Lead, SpendHQ

Why do we struggle with getting clean data in the first place?



- **Fragmented data** coming from multiple ERPs and sources
- **Varied Supplier Names** across systems
- **GL codes reflect Finance's view**, not Procurement's strategic categories
- **Records lack context**, making classification unreliable
- **Consolidation is complex**, requiring tight alignment with IT and data owners
- **Fixing data after the fact is costly**, organizations get more value by starting with clean, normalized inputs

Expanding data access unlocks deeper insights and advanced use cases

Good

- Invoice data consolidated into one place
- Clean vendor names
- Can identify spend out the door by payment / posting date
- Visibility into payment terms
- Can observe where spend is allocated across the business (cost center / BU)

Answers who have I paid, how much, and when

Better

- 3rd-party spend sources (T&E, P-card, virtual card) consolidated alongside invoice spend
- PO data linked to invoices – full transaction traceability
- Invoice lifecycle visibility across create, post, & clearing events
- Internal enrichment applied (Material Master, item attributes)
- External enrichment (Risk, GHG, Diversity, Parent-Child)

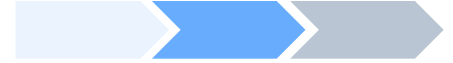
Stronger linkage & richer enrichment drives deeper insights into historical data

Best

- Open Purchase Order forecasting providing visibility into commitments
- Market indices layered alongside expenses to establish forward looking trends
- Full procurement ecosystem – contracts, projects, savings tracking, supplier scorecard
- Benchmarking against peer and market data

A holistic data ecosystem unlocks the full potential of predictive and agentic AI

Better – how do we get there



Identify and engage with sources of third-party expenses

There is an effort to consolidate data from outside your system so you must weigh is the juice worth the squeeze



Data must be extracted directly from the raw ERP tables

If you are reliant on a pre-built report, you will limit your flexibility to add additional data points



External Enrichment starts with identifying the right partners

Define the enrichment domains you need, evaluate potential partners, and establish a stable integration



Best – how do we get there



Open PO visibility can be broken down into three stages
From forecasts to what has actually been requested, to what has been committed, shipped, received and invoiced against



Agentic AI platform that pulls context from across your procurement ecosystem
Spend data being the foundation, you must then work to link contracts to supplier data, projects to categories, and performance back to impact.



IT Engagement
Come prepared with the use cases, requirements, and an understanding of the level of effort





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Product Session 2

**Proving Procurement's Strategic Impact
Beyond Savings**

Proving Procurement's Strategic Impact



Stefan Barolin

Head of Delivery, SpendHQ



Brandt Boggs

*Senior Customer Success
Manager, SpendHQ*

What's your main KPI in 2026?



In 2026,
we want
more...



The FOX
is here to
tell you...



Remember
when the
Economy is
Down...



REACTIVE

When the Economy is Up...



REACTIVE

Go Back to the Purpose of Procurement



Go Back to the Purpose of Procurement



~~DO MORE WITH LESS~~



DO LESS WITH MORE

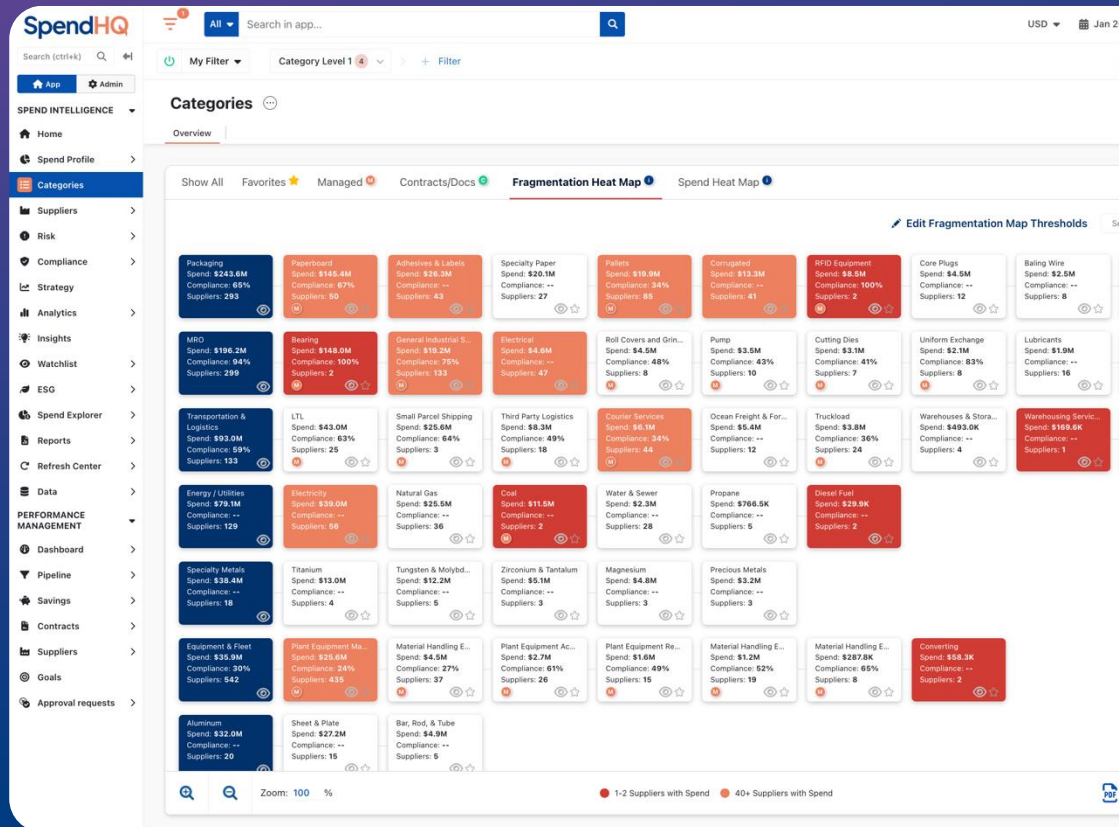
Now Is The
Time To Go
Beyond
Savings

SpendHQ

1

Get Your Data Right

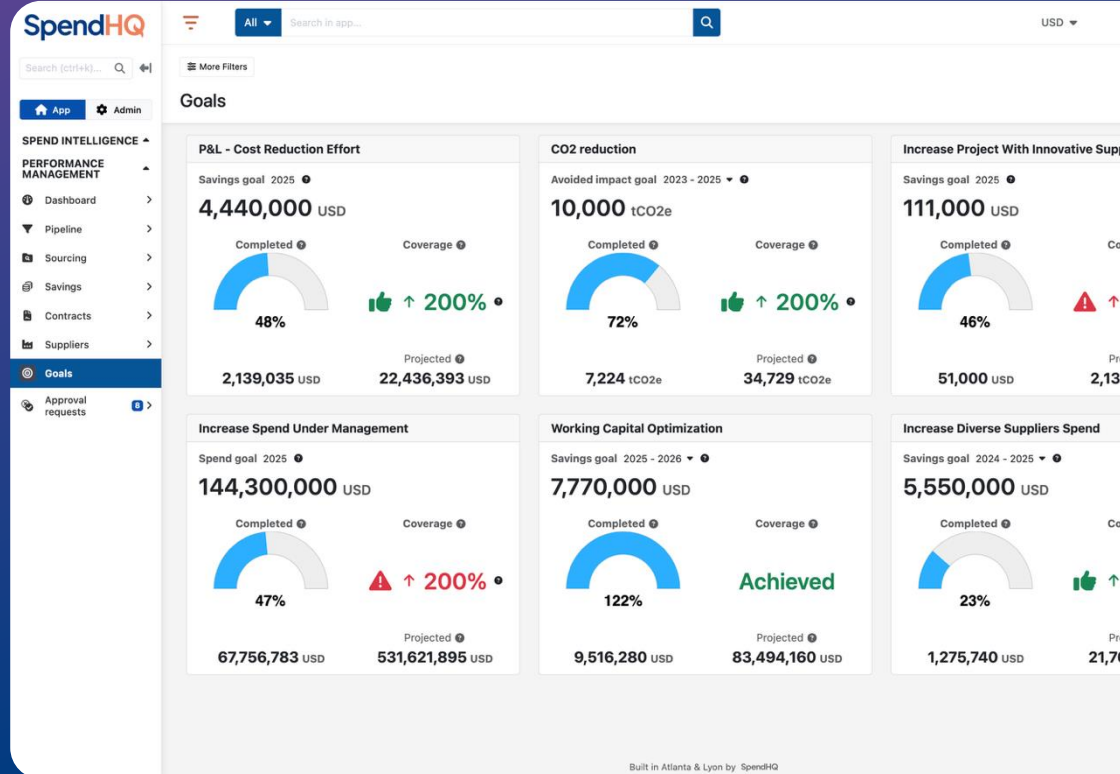
- Data Ingestion
- Data Governance
- Data Quality
- Data Normalization
- Data Categorization
- Enrichments



2

Align Your Goals With The Business

- Be Proactive and Own the Narrative
- Know Where Your Value-Add Is
- Align With Your Stakeholders
- Use Savings, Spend, KPIs as a Performance Engine



3

Drive Accountability

- Build the Strategic Plan
- Gets Sign Off from Finance and Stakeholders
- Build Credibility
- Communicate Your Achievements

The screenshot displays the SpendHQ Project Pipeline dashboard. The interface includes a search bar, navigation tabs for 'App' and 'Admin', and a sidebar menu for 'SPEND INTELLIGENCE' and 'PERFORMANCE MANAGEMENT'. The main content area shows a table of projects with the following columns: Creator, Title, Supplier, Stakeholder, Baseline (Forecast), Savings (Forecast), Savings (Actual), and Status. A summary row at the top indicates a total baseline of 653,141,912 EUR, forecasted savings of 54,036,053 EUR, and actual savings of 16,877,597 EUR.

Creator	Title	Supplier	Stakeholder	Baseline (Fore...)	Savings (Fore...)	Savings (Actu...)	Status
				Total (EUR)	653,141,912	54,036,053	16,877,597
				Total (tCO2e)	715,000	76,300	42,000
[Avatar]	Tail Spend Pallets Pallets	BROOKS PALLET COMPANY LLC +2 others +1 other	Production Acme International	3,333,333 EUR	100,000 3%		0 1
[Avatar]	Rfx Ground Transportation Eastern Europe Ground Transportation Energy Consumption & GHGs	CROWL LUMBER COMPANY INC +2 others +4 others	Production Acme 16 + 2 others	36,000,000 EUR	2,520,000 7%	3,000,000	2 1 4
[Avatar]	Corrugate Cardboard Request for Proposal Corrugate Boxes	PRATT INDUSTRIES +2 others	Production Acme Corp	6,306,306 EUR	315,315 5%		1 1
[Avatar]	IT Consulting RFP IT Consulting	DELOITTE & TOUCHE LLP +1 others	IT Acme + 1 others	630,631 EUR	119,820 19%		2 1 1
[Avatar]	Pay Contracted Collection Services Diversity Collection Services Eco Design	INDUSTRIAL SUPPLY SOLUTIONS IN +1 others	Audit Acme International	412,613 EUR	53,310 12.92%		1 5 1
[Avatar]	FASTENAL - NEGOTIATE FRAME AGREEMENT CONTRACT General Industrial Supplies	FASTENAL	Production Acme EMEA	13,731,765 EUR	686,588 5%		0 0
[Avatar]	Supplier MOTION INDUSTRIES is going bankrupt - P/N:DEF Bushing	MOTION INDUSTRIES INC +1 others	Production Acme 19	7,207,207 EUR	270,270 3.75%		0 0
[Avatar]	Marketing Automation & Email Platform SW Purchase / Maintenance Child Labor, Forced Labor...	braze +2 others	IT Acme Americas	100,000 EUR	5,000 5%	15,444	1 2 3
[Avatar]	Facilities Management - 2026 Renewal	GENERAL MECHANICAL INC	Production	450,450 EUR	0		0 0



Syngenta Group Unifies Indirect Reporting Across 200+ Team Members

Company Overview

- » **Multinational agriculture business**
- » **Revenue: \$19+B**
- » **60,000 employees in 100 countries**
- » **Product: SpendHQ Performance Management**

i Challenge

- Goal to double productivity across business
- 200 indirect procurement staff needed unified reporting & savings tracking

💡 Solution

- Centralized & customizable reporting
- Real-time access to information
- Powerful visuals
- User-friendly interface

⚙️ Implementation

- Quick, non-disruptive rollout
- Easily adopted by entire indirect team

★ Benefits

- Centralized tracking & reporting
- Flexible reporting framework to track Accelerate Program



It felt like we had moved from having a procurement tool to using a business tool.

– Gerardo Aguilar, Global Head of Indirect Procurement

48%

Overdelivered Accelerate Program's targets

200+

Indirect procurement users

10

Solutions evaluated before selecting SpendHQ

7,000+

projects tracked

How ThermoFisher Unified 10k Data Sources with 80% Less Manual Work

Company Overview

- » **Size:** 40B multi-brand global ops
- » **Industry:** Life Science & Clinical Research
- » **Product:** SpendHQ Spend Intelligence & Performance Management

Challenge

- Procurement data was fragmented across ERPs and silos
- Limited collaboration and visibility into savings and projects

Solution

- Performance Management unified tracking for opportunities, ESG, and suppliers
- Spend Intelligence aggregated 10K+ files in a month
- Standardized workflows across direct and indirect spend

Implementation

- Rapid rollout across core teams
- Automated refreshes created a single source of truth

Benefits

- Centralized visibility, improved efficiency, and collaboration
- Unified dashboards for execs and stakeholders



"We want solutions in our tech stack to align to industry best practices. SpendHQ reduced the time we spend managing systems as well as collecting and processing data. This allows us to focus on driving process, data quality, and analytics improvements."

66%
procurement savings in 2024

607
buyers

10,703
projects in 2024

80%
Reduction in manual data tasks



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Networking Break



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Product Session 3

**Doing More with Less – Managing
Performance and Capacity**

Doing More with Less – Managing Performance and Capacity



Brandon Ralston

Head of Delivery, SpendHQ



Théo Drouillet

*Senior Customer Success
Manager, SpendHQ*

Productivity has become a key challenge for the Procurement Function



+8.9% Target Productivity Gain:

Required to absorb an 8% workload increase against a 0.9% reduction in FTE headcount.



+6.1% Tech Investment: Planned increase in technology spend to bridge the productivity gap and scale operations.



Maximize Procurement Tech:

Optimize your use of existing solutions to automate routine tasks and pivot your focus toward high-value strategic initiatives.

Leverage SpendHQ to bridge this productivity gap



Identify high-value opportunities in seconds



Master your projects portfolio



Automate your procurement process



Integrate into your procurement eco-system to reduce double entry

Identify high-value opportunities

The image displays two screenshots of the SpendHQ dashboard, illustrating high-value opportunities.

Top Screenshot: Insights

- Top Supplier Spend Gainers:** A line chart showing spend trends for 24 suppliers. Key metrics: 24 Suppliers, \$78.1M Total Spend, +2489.3% increase. Text: "24 Suppliers have been seen a +100% spend increase with \$78.1M total spend, a +2489.3% increase."
- Largest Subcategory Gainers:** A line chart showing spend trends for 10 subcategories. Key metrics: 10 Subcategory, \$1.0M Minimum, +1266.8% increase.

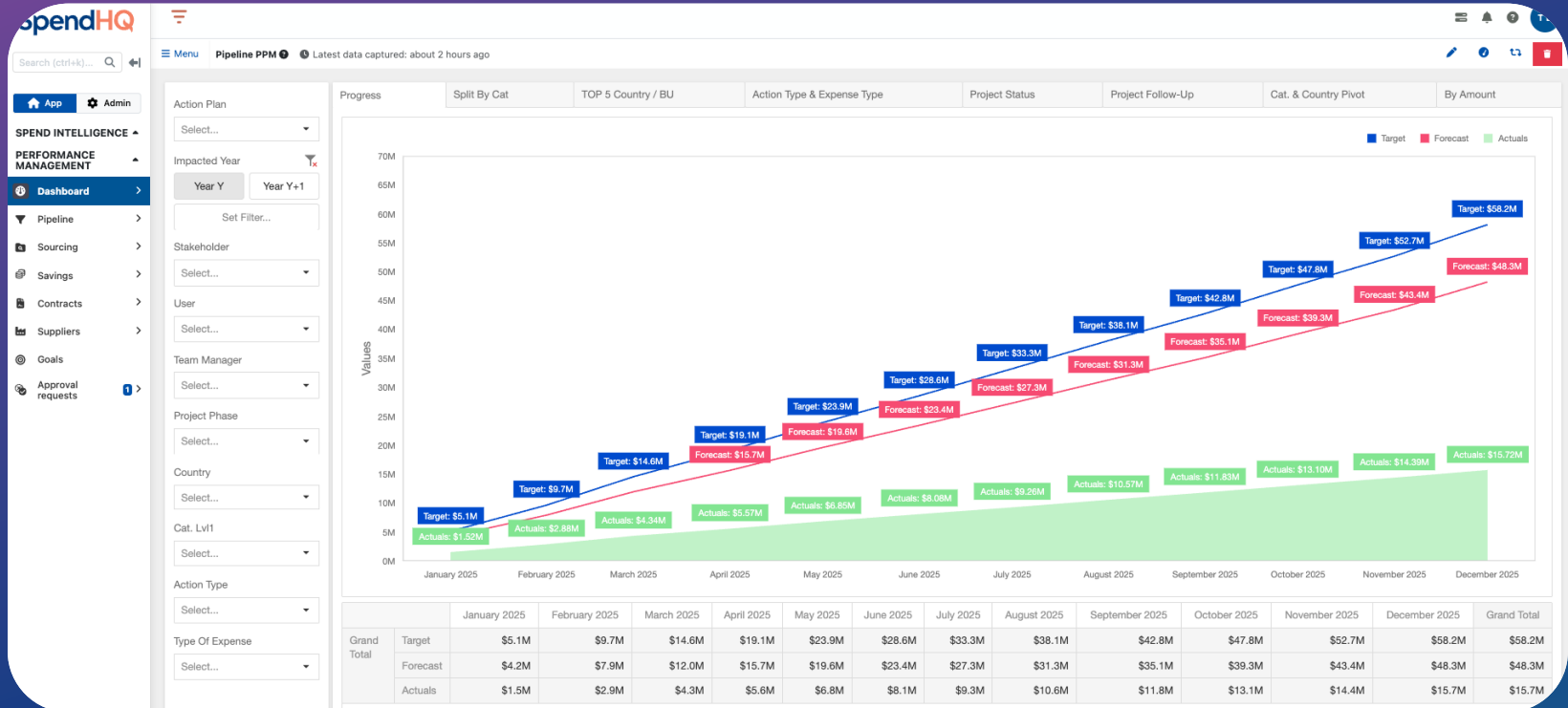
Bottom Screenshot: Compliance

- Rogues Gallery:** A section titled "Greatest Lost Savings By" with a table of items:

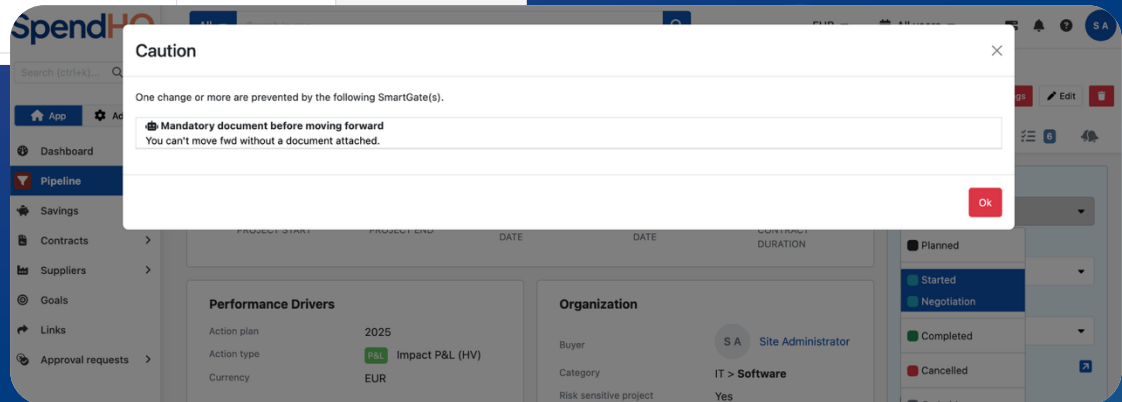
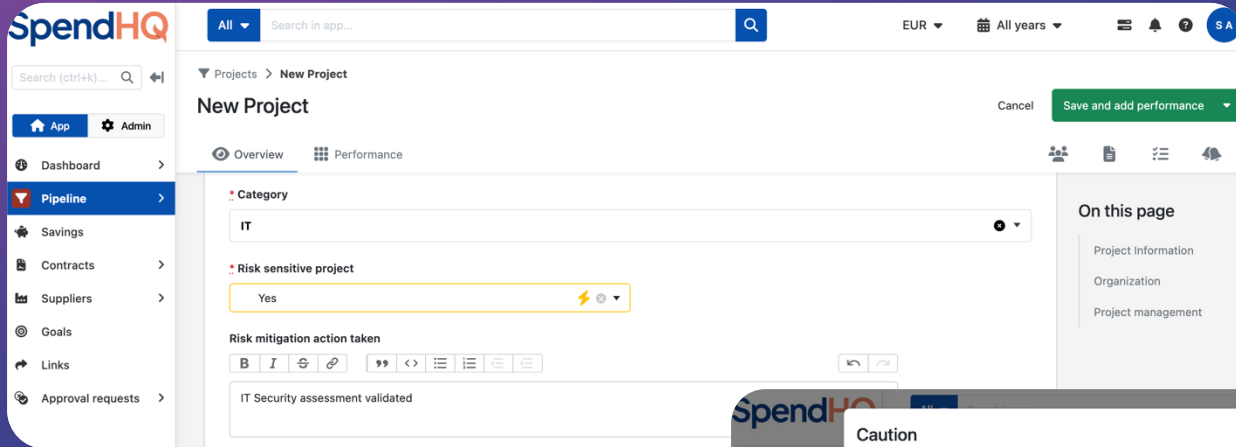
Supplier	Subcategory	Actual Days To Pay	Allocated Days To Pay	Carbon Dioxide
FUSION PAPERBOARD CONNECTICUT LL	Paperboard	19	30	3.586
Lost Savings: \$827.2K	Lost Savings: \$2.6M	Lost Savings: \$522.6K	Lost Savings: \$7.1M	Lost Savings: \$2.1M

Master your projects portfolio

Track your savings progress



Automate your procurement process



Integrate into your procurement eco-system

ERP, database



Data enrichment (ESG, Diversity & Risk)



Exports & Data viz/lake



e-Sourcing



Intake



CLM & SRM



Conversation & Flow



Authentication & identity



Going further ?

Leverage Agentic AI to augment your team productivity

SpendHQ



sligo.ai



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Product Session 4

Agentic AI for Procurement
The Future of Intelligent Automation

Speakers



Dean Thoms

*Director of Strategic Programs,
SpendHQ*



Mireia Brancos

*Chief Revenue Officer,
Sligo AI*



Agenda

1

Sligo Overview
(5 mins)

2

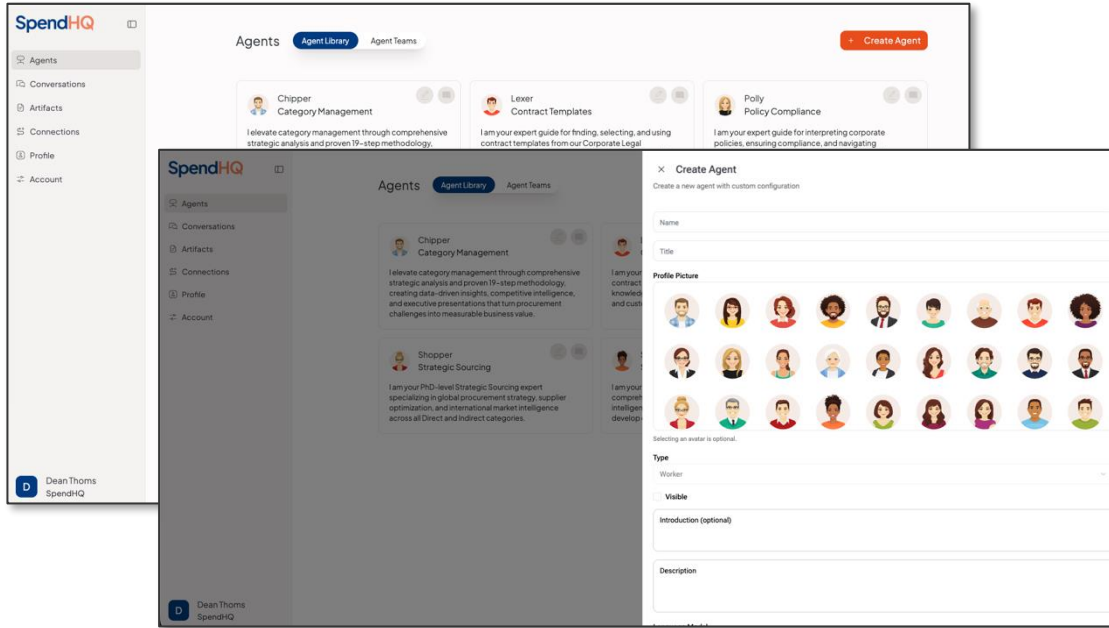
Sligo & SpendHQ
Partnership Benefits
(5 mins)

3

Sligo Platform Demo
(30 mins)



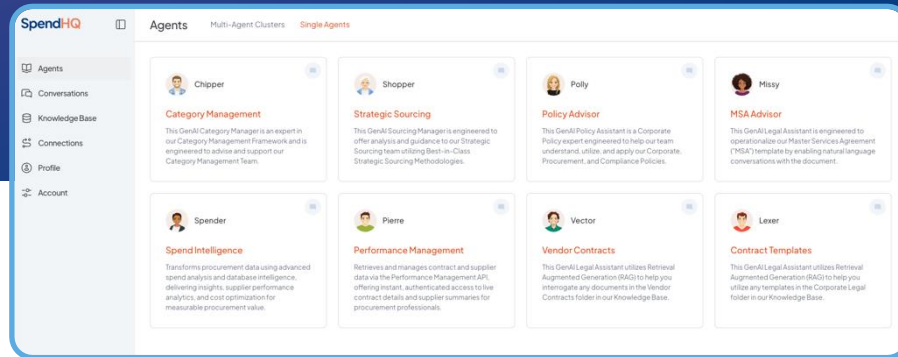
A platform for users to create, deploy, and consume AI agents.



Trusted by



The Most Intelligent Way to Build Your Agentic Procurement Workforce



Empowering Procurement Teams to Accelerate From Data to Value With Human-centered AI Agents

Data-Ready by Default

Start with clean, centralized spend intelligence – the foundation every AI program needs.

Procurement Specific Agents

Pre-built agents with guardrails for sourcing, negotiations, contract review, and performance tracking.

Human Centered AI Agents act as

teammates, not replacements, automating repetitive tasks so your team can focus on strategy.

Secure Enterprise Deployment

Choose deployment within SpendHQ or inside your firewall – ensuring compliance and control.

Future-Ready Integrations

Extend agent actions beyond SpendHQ to tools like Coupa, SAP, and internal data systems.



Closing

Pierre Lapree, Chief Product Officer, SpendHQ