

How Efficiently Are You Converting Tail Spend Into Tangible Savings?

Discover Insights, Optimize Tail Spend & Save Smarter
with **STATXO's Tail Spend Analytics
Solutions.**



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Are You Proactively Managing Tail Spend, Or Just Reacting to Issues?

| Unanticipated Challenges That Can Impact Your Business



Lack of Real-Time Spend Insights



Unmanaged Maverick Spending



Inconsistent Tail-End Spend Categorization



Siloed & Decentralized Procurement Data



Fragmented Long-Tail Supplier Landscape



Unrealized Savings Opportunities



Non-Compliant Purchasing Practices



Limited Visibility on Existing & Potential Risk



Discover. Optimize. Save –

Leverage STATXO's AI/ Gen AI-Driven Tail Spend Analytics Solutions!

| STATXO's Tail Spend Analytics Solutions:



Smart Tail Spend Categorization
& Enrichment



AI-Driven Tail Spend Reduction &
Cost Optimization



Supplier Rationalization &
Consolidation



Centralized Spend Data
Repository



Real-Time Procurement
Analytics Dashboard



ML-Based Tail Spend
Optimization Framework

SpendXo : STATXO's Proprietary AI Powered Procurement Intelligence Platform

 | \$300 Bn+ Total Spend Assessed

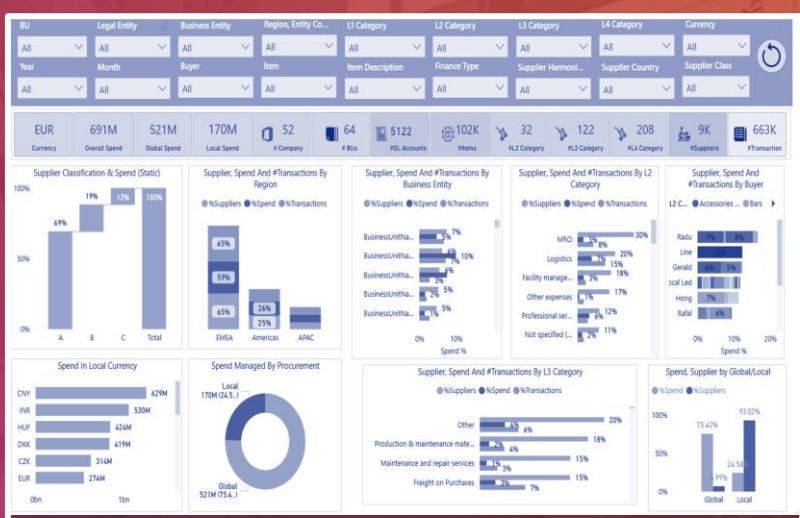
 | 600 K+ Total Suppliers Assessed

 | 800 Mn+ No. of Transactions Handled

 | \$700 Mn+ Saving Potential Identified

 | 1000+ Direct & Indirect Categories Classified

Optimize Tail Spend & Drive Savings with STATXO's Tail Spend Analytics Dashboards!



Tail Spend Overview

- ✓ **Simplify Transactions** – Reduce Complexity with Supplier Consolidation
- ✓ **Optimize Spend** – Gain Insights with Regional & Category Trend Analysis
- ✓ **Ensure Compliance** – Track Risk & Compliance via Supplier & Buyer Transactions



Dynamic Tail Categorization

- ✓ **Identify Cost-Saving Opportunities** – Analyze Low-value, High-volume Spend
- ✓ **Enhance Decision-Making** – Gain Real-time Visibility For Stronger Negotiations
- ✓ **Improve Forecasting** – Use Detailed Categorization & Trend Analysis

From Fragmented Spend To Strategic Savings: Strengthen Your Tail Spend Management!

STATXO's Tail Spend Management Solutions: Key Differentiators

✓ **360° Tail Spend Optimization** *(Actionable Supplier Recommendations & Strategic Negotiation Levers)*

✓ **AI Orchestration Frameworks** *(Higher Categorization Accuracy, Faster Processes, Improved Supplier Identification, Automated Contract vs. Off-Contract Checks)*

✓ **Data-Driven Decision Intelligence** *(Quick & Reliable Actionable Insights)*

Transforming Insights into Action!

Benefits to the Client



✓ Achieve ~3–4% annual savings on tail spend



✓ Enhanced tail spend visibility through real-time tracking of transactions



✓ ~5-10% reduction in Maverick Spend via systematic measurements

| Tail Spend Management for a Leading Global Chemical Company

STATXO



Challenge:

A UK-based Global Chemical Leader (\$7.5B annual revenue) faced tail spend inefficiencies, managing \$848 Mn across 10,000+ SKUs amid high off-contract spending, non-standard processes & unclear vendor hierarchy.



STATXO's Solution:

- **AI-Driven Spend Categorization & Optimization** – Standardized & accurate categorization of 10,000+ SKUs, reducing misclassification
- Leveraged **Centralized Spend Data Platform (SpendXo)** – Integrated procurement data across all SKUs and vendors, eliminating siloed systems, enhancing spend & tail-spend visibility, and optimizing contract negotiations for off-contract spend



Benefits:

- ~ **2-3% annual savings** on tail spend, achieving ~\$63.6 Mn, in the first year via renegotiations & reverse auctions
- ~ **8-12%** reduced price differences between contracted & non-contracted suppliers

| Real-Time Tail Spend Analytics for a Global Automotive Leader



Challenge:

A Leading Global Automotive company with ~\$5B in annual spend faced issues due to decentralized procurement data & lack of visibility into low-value, high-volume transactions, which hindered tracking potential savings opportunities in tail-spend across multiple suppliers and departments.



STATXO's Solution:

- Implemented **Tail Spend Data Optimization via SpendXo** – Integrated procurement data across multiple suppliers and departments, eliminating data silos and improving visibility into low-value transactions
- Consolidated fragmented lower-end suppliers into a centralized spend repository, enhancing procurement visibility and identifying savings opportunities across the organization's tail spend



Benefits:

~ **2% annual savings** on tail-spend through optimized visibility and supplier consolidation.



STATXO: Powering Smarter Decisions

Who We Are: A Global Firm Specialized in Strategic Intelligence & Advisory, Procurement & Supply Chain Transformation, Process Optimization, & Advanced Analytics for mid-sized to Fortune 1000 companies.

Industries: Energy | Healthcare | Automotive | Technology | Consumer Goods & Retail | Manufacturing & many more

Expertise: Data Science | Advanced Analytics | Gen AI | AI Orchestration | Domain Knowledge | Strategic Research

Learn more about STATXO's Tail Spend Analytics Solutions!



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