

AI Connectivity: Using Sievo in the tools where you already work



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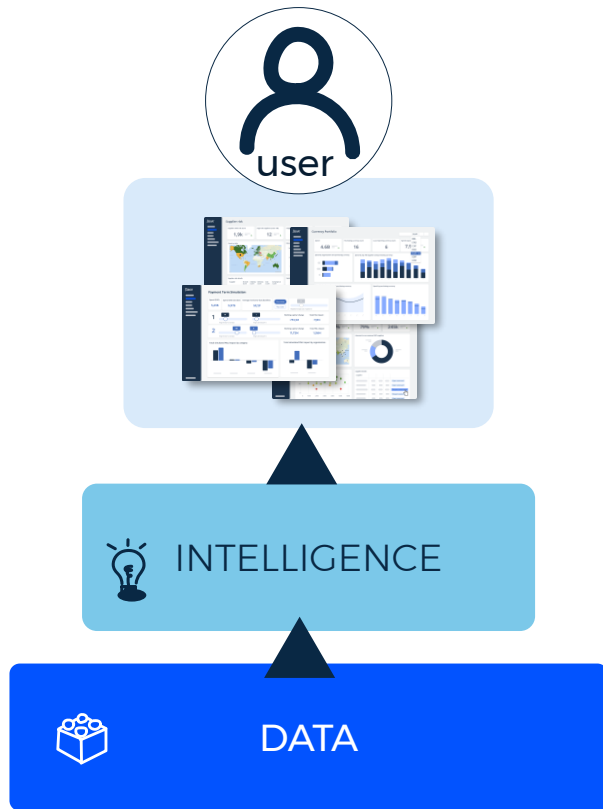
Minea Erviö

Customer Success Manager

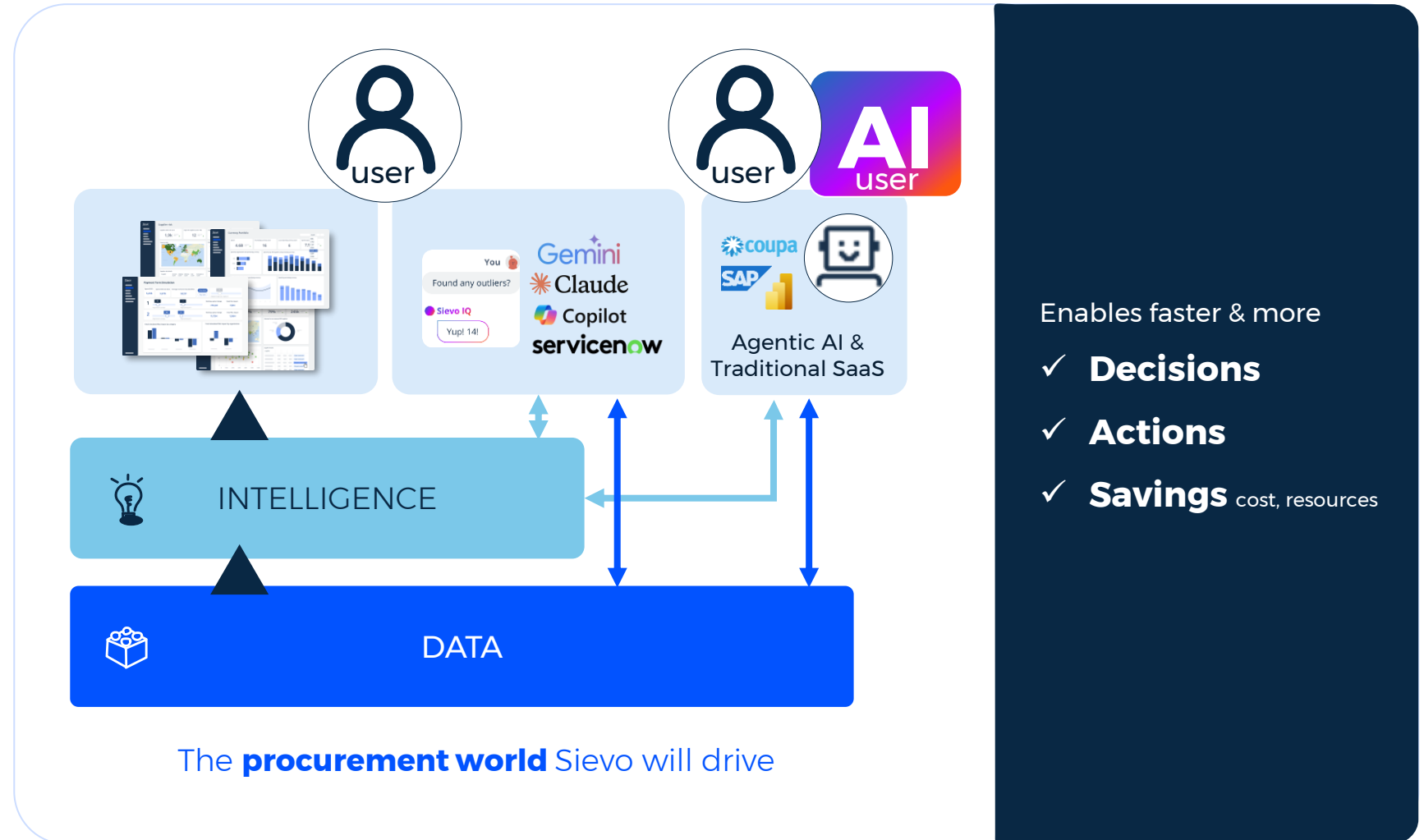
Agenda

1. **AI adoption & tools discussion**
2. **Hands-on exercise with Sievo data through MCP**
3. **Share findings**

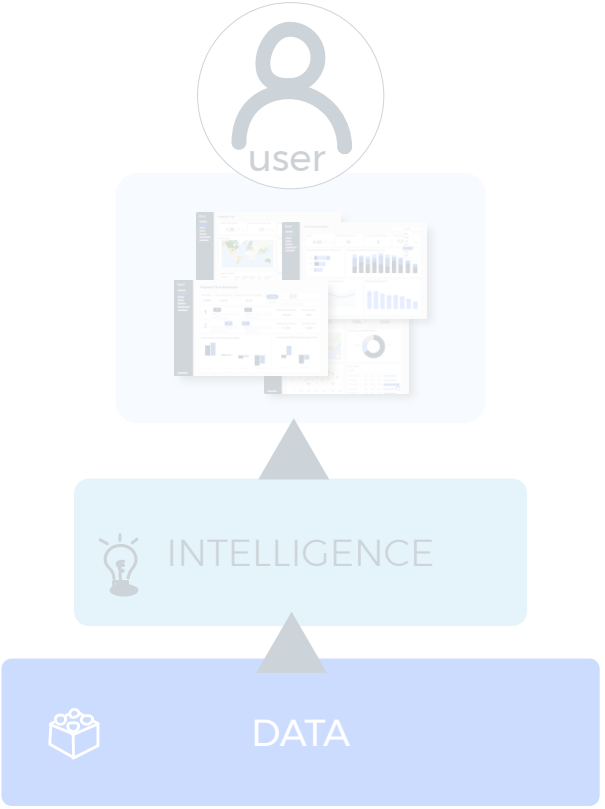
The way we benefit from data is changing



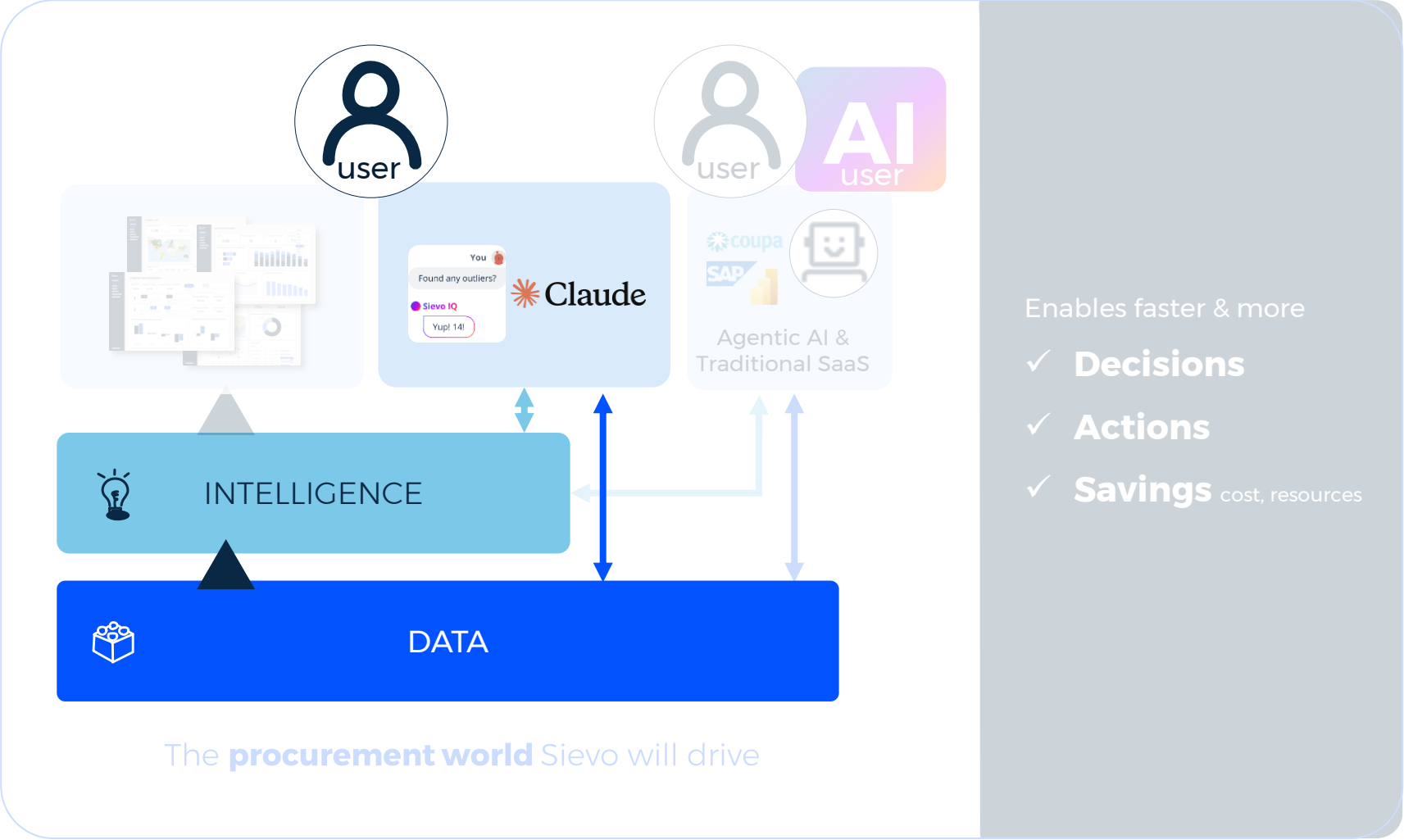
Original design of
Procurement Analytics



Focus for today's workshop



Original design of
Procurement Analytics



The **procurement world** Sievo will drive

Enables faster & more

- ✓ **Decisions**
- ✓ **Actions**
- ✓ **Savings** cost, resources

Warm-up group exercise: Ad hoc questions

10 min | Groups of 2–4

 Ad hoc questions

Exercise: Answer three stakeholder questions in 10 minutes

- Think of questions that came up in your work this month, such as supplier & category spend, organizational spend view, tail spend, and savings opportunities.
- Use Claude + the Sievo MCP Connector to answer them yourself

Setup:

- Work in groups of 2–4 people. Open Claude (cowork) on one laptop and simply ask for what you need – just tell it what you're looking for and add *"using the Sievo connector"*.
- Sievo connector data scope:
 - invoice and PO data,
 - categories, suppliers, payment terms,
 - contract data, insights, community peer benchmarks

Company context

Harvest Foods Inc. is a leading global consumer packaged goods company with \$7.9 billion in annual revenue, specializing in innovative, healthy, and sustainable food and beverage products.

Company spend overview:

- Data from 2023 – Q1/2026
- Spend categories: Indirect, Raw Materials and Packaging
- Largest suppliers: Ball Corporation, Smurfit Westrock, PepsiCo

Prompt tips: Not sure where to start? Try these:

- Show me our top 10 suppliers in 2025 by using the Sievo connector
- Which business units are responsible for spend in Marketing category? Use the Sievo connector
- Try with a question you have had to answer recently in your own work.

Group exercise: Supplier Negotiation Prep

15–20 min | Groups of 2–4

 Supplier Negotiation

Exercise: Prepare a Supplier Negotiation Brief

- You are preparing for a negotiation with **WPP, one of your largest marketing suppliers**.
- **Use Claude + the Sievo MCP Connector** to retrieve data and build a negotiation brief your team could actually use.
- **Output format is open:** a Word doc, a deck, or just a well-structured chat response.

Setup:

- Work in groups of 2–4 people. Open Claude (cowork) on one laptop and simply ask for what you need — just tell it what you're looking for and add *"using the Sievo connector"*.
- Sievo connector data scope:
 - invoice and PO data,
 - categories, suppliers, payment terms,
 - contract data, insights, community peer benchmarks

Company context: Harvest Foods Inc. is a leading global consumer packaged goods company with \$7.9 billion in annual revenue, specializing in innovative, healthy, and sustainable food and beverage products.

Supplier context:

WPP, marketing supplier, 6th largest supplier overall, 2025 spend \$77.9M

Prompt tips: Not sure where to start? Try these:

- Show me top 10 suppliers by spend.
- Do I have any contracts with WPP? Use the Sievo connector
- What are our ongoing initiatives with WPP?
- Compare my WPP spend to Food & Bev industry benchmarks using the Sievo connector
- Provide some insights for WPP that will be useful in negotiation.
- Turn everything we've found into a negotiation brief as a Word document

Share your thoughts!

Did you get the kind of answer you were after?

Was there something you wanted to ask but couldn't for reasons X, Y, Z?

If this was your key supplier, what in the brief would you check before walking in?

Is there anything the brief is missing at the moment?

If you had access to your own spend data through Claude/Copilot etc, what would be the most important use case you'd want to use it for?