

Sievo Community Data In Practice: Peer benchmarks that move decisions



Agenda

- 1. Community Data Intro
- 2. Review and rank Community Data use cases
- 3. Split into groups and discuss
- 4. Present group discussions to the room

Real invoices from 120+ companies, not surveys

Sievo community data is what other companies actually agreed and paid, matched to your own suppliers and categories.

\$630 bn

annual spend in the benchmark pool, growing about 30% a year

120+

enterprise companies contributing invoice-level data with derivative rights

45,000+

payment term benchmarks live today, by category, country and spend tier

3,300+

price indexes since 2022, category and material level, updated monthly

Why the numbers hold up

Actual spend data

Terms and prices as actually agreed and paid. Refreshed every month.

Anonymous and secure

Every benchmark aggregates at least five companies. No company is ever identifiable.

22 years of cleansing

Spend classified to category level 4. 7M suppliers consolidated and +9M materials clustered (in 2025). So benchmarks compare like with like.

Sievo community data is fact-based data, not an opinion — and it is an asset you cannot buy anywhere else.

Community Payment Terms

Insight from Sievo Demo

 **Ametek - United States**

Sievo community

High spend influence

Working capital

Payment term recommendation

12 months

1.5M EUR

40 days → 90 days

Current average

Recommended term

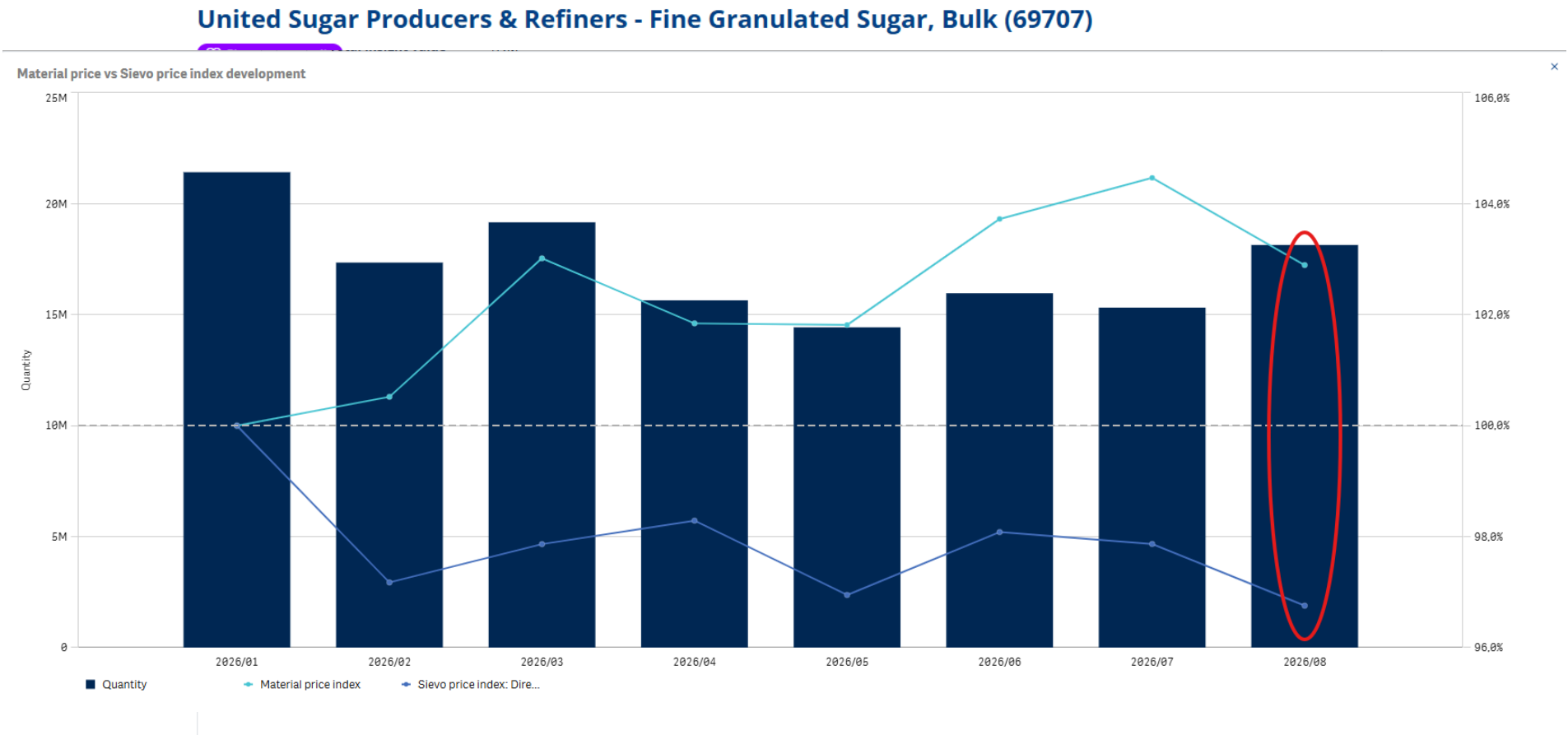
Extend payment terms to unlock 1.5M EUR in working capital

^ Details

Community benchmark details				
Benchmark granularity	Benchmark match	Benchmark due days	Benchmarked spend (USD)	
Spend Tier Country Category L2	Direct - Food & Beverages > Sauces & Condiments United States > 1M USD	84	10 630 788	
Spend Tier Country Category L2	Direct - Food & Beverages > Oils & Fats United States > 1M USD	78	12 640	
Spend Tier Country Category L4	Indirect > Professional Services > Technical Services > R&D Services United States > 1M USD	51	12 154	
Country Category L4	Indirect > Professional Services > Advisory Services > Strategic and Business Consulting United States	40	3 482	
Spend Tier Country Category L4	Indirect > MRO > MRO Services > Testing and Inspection Services United States > 1M USD	56	458	
Spend Tier Country Category L4	Direct - Chemicals > Functional & Performance Chemicals > Rheology Modifiers & Thickeners > Starches United States > 1M USD	75	0	
Spend Tier Country Category L4	Direct - Food & Beverages > Sauces & Condiments > Dry Sauce & Condiment Mixes > Dry Seasoning & Dip Mixes United States > 1M USD	75	0	
Spend Tier Country Category L4	Direct - Food & Beverages > Sugars & Sweeteners > Sugars > Sugar United States > 1M USD	70	0	
* Main driving benchmark is highlighted in blue.				

Sievo Price Indexes

Insight from Sievo Demo



Sievo Community Data Use Cases



Lets split into groups and discuss

1. Which of the use cases are "game changers"?
2. How would you use community data intelligence in your daily work?
3. Where this information should be presented to you?

(20 min)

Prepare to present the a summary of the group discussions to the room (1-2 min)





Thank You!

Sievo