

Driving measurable impact with AI and community insights

Sammeli Sammalkorpi
CEO, co-founder





Reindeer farmer?

Sammeli '1986, living in Lapland, Finland



Software entrepreneur

Friends Forever

Good to see many old friends...



...and welcome new ones



Automate the monitoring & advancement towards a more sustainable supply-chain



Vizibl

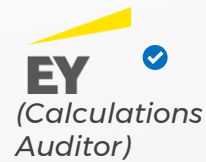
Sedex



Automate baselining, reduction opportunities, and tracking of emissions reduction goals



ecoinvent



Ditch carbon

everstream ANALYTICS

dun & bradstreet

prewave



sphera

BUREAU VAN DIJK

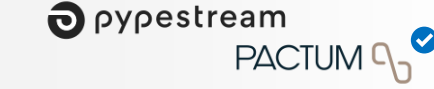
Boost resilience by tracking all facets of supplier risk

Native integration (or equivalent)

Track & champion diverse supplier



Negotiate at scale using chat-bots



Benchmark your costs against market prices at scale to turbo-charge negotiations & forecasts

BEROE
Advantage Procurement



Vesper



Drive value-capture with experts with a long track record of capturing value using Sievo

BAIN & COMPANY

Deloitte
BearingPoint

BCG
BOSTON CONSULTING GROUP

VAN LAAK

accenture

CHAIN

slalom

VARISOURCE

Capgemini

Porsche Consulting

ankura

pwc

EY

tcs
TATA CONSULTANCY SERVICES

Candor
PROCUREMENT

Arthur D Little

JICAP

KPMG

dss
Protect. Transform. Sustain.

basware

Diversity

Nego-bots

Benchmarking & forecasting

Consulting

Sourcing

Process

celonis

Process mining & intelligence

Capture opportunities identified by Sievo



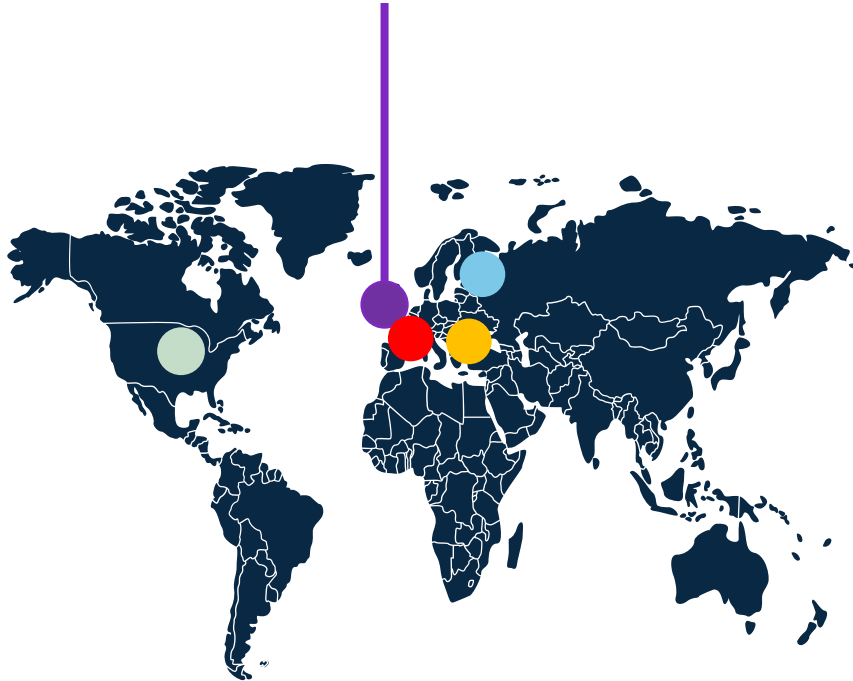
Access the broader

Sievo
Ecosystem



London and Paris offices opened in 2026

Germany and US cities next on agenda



Our growth brings us closer to you

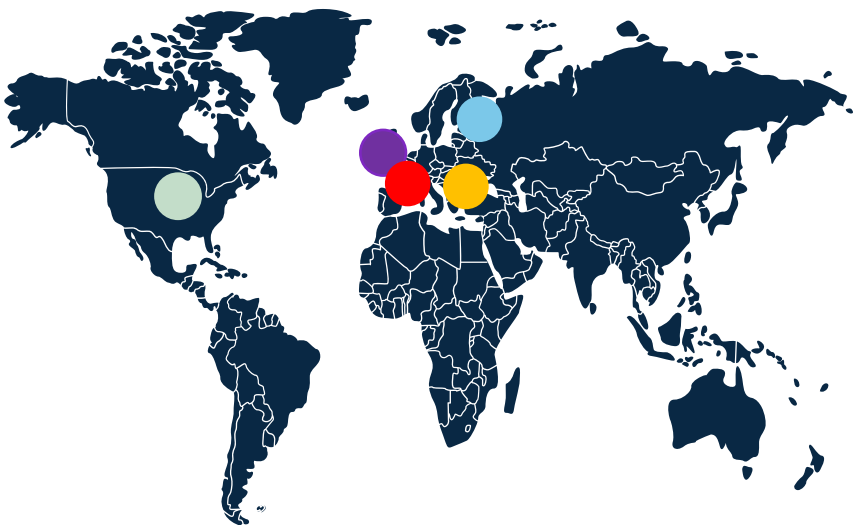
- 2003: Helsinki
- 2018: Chicago
- 2022: Bucharest
- 2026: London through Provalido acquisition
- 2026: Paris
- 2027+: US coasts, Germany, and others

Global Leader in Procurement Analytics

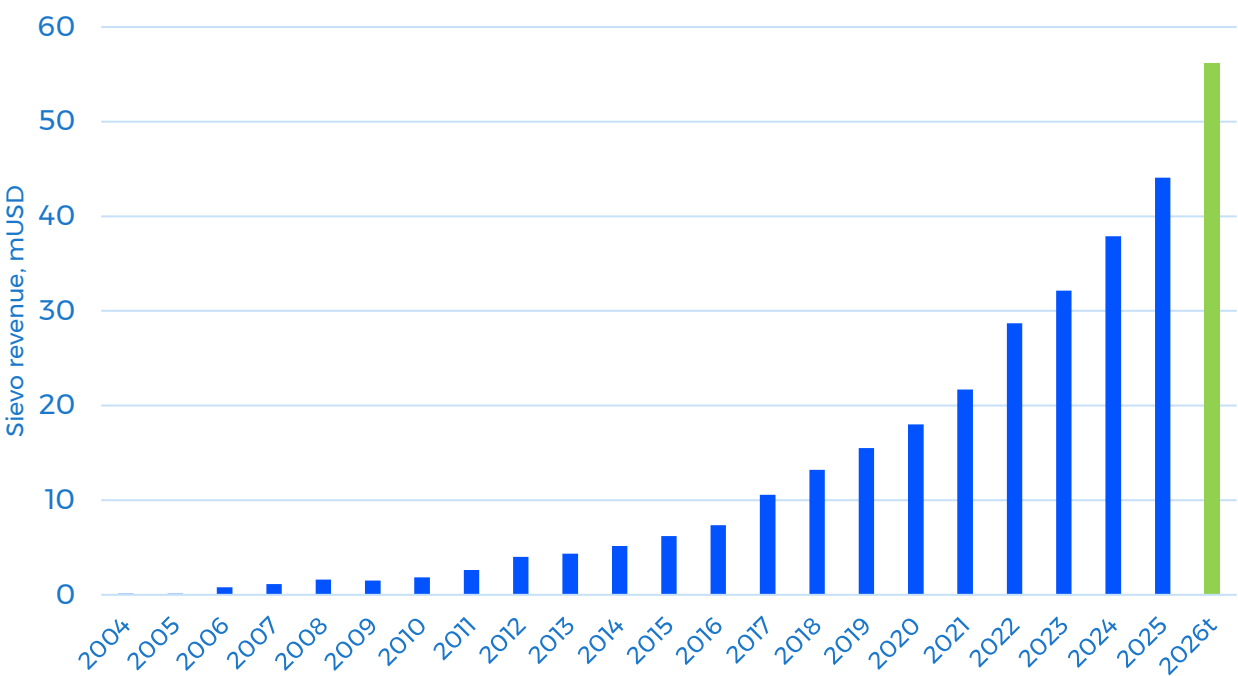
23
Years of growth.

450
Sievonians
120+ persons in R&D

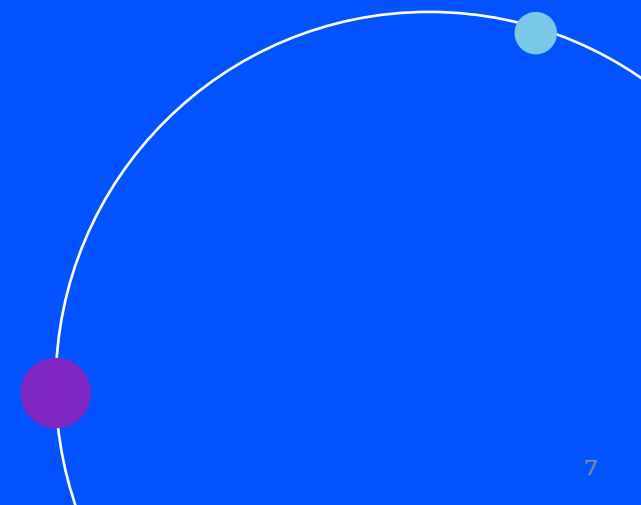
~2 %
of Global GDP processed
every year



Our growth is accelerating
data and intelligence is more valuable than ever



This is a great start.



Product vision

Turning the world's procurement data into measurable impact

The world's **best trained procurement brain**
for humans and agents to act on



Delivering measurable impact

63x ROI

**Through Sievo implementation, as
reported by Hackett.**

13.2 bUSD value

**captured by our customers in H1
2026**

+35 % year-on-year

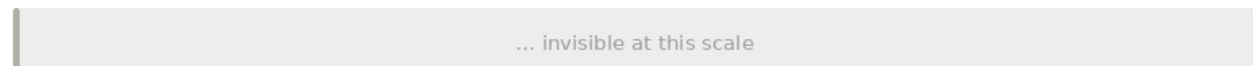
Projects completed in Initiative Management

Procurement, and Sievo, must focus on where the value is:

Influencing enterprise spend – 10 bUSD revenue company

ANALYTICS SOLUTION

Procurement intelligence tools



200K
USD

PROCUREMENT TEAM

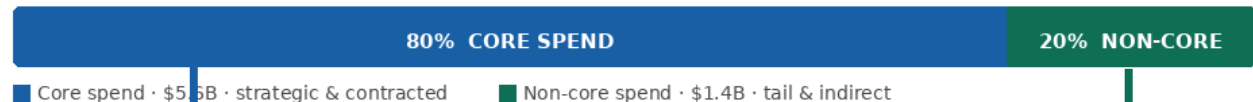
Salaries, operations & overhead



20M
USD

PURCHASED GOODS & SERVICES

Total addressable spend base



7B
USD TOTAL

AI and benchmarking data can help humans do better decisions, and faster, on core spend

Agentic AI and benchmarking data can now impact ALL spend, especially tail spend, MUCH more effectively

Getting 1% marginal value = USD **70M impact**

AI is ...



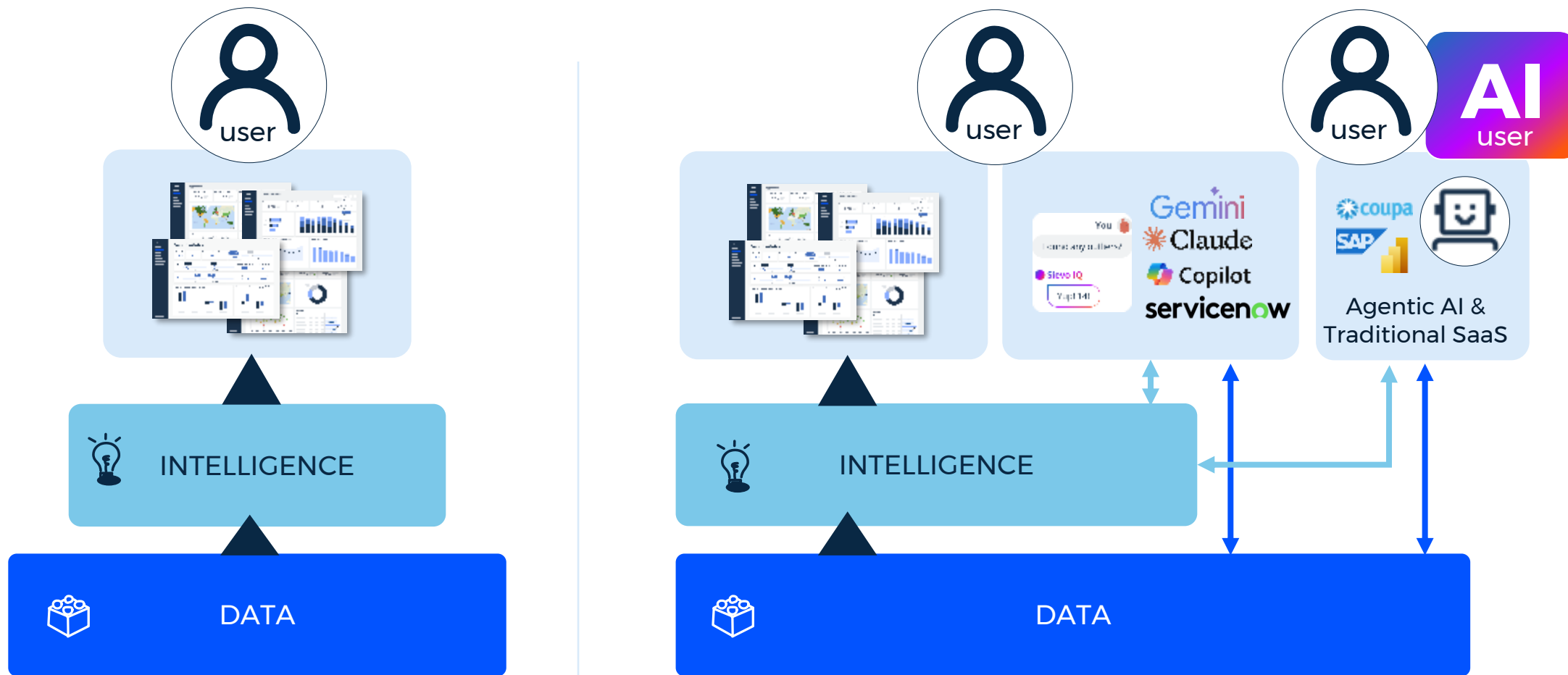
AI is the best thing that
ever happened to
procurement – and
Sievo



Value of data is no longer ... constrained by human attention.



AI Unlocks the value of the data



Speed of supply chains
... is less constrained by
human attention.

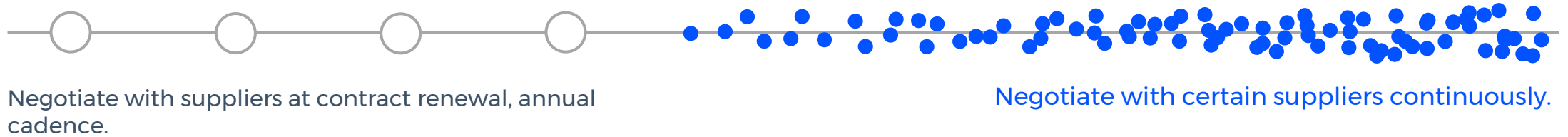


Your supply chain moves at human speed

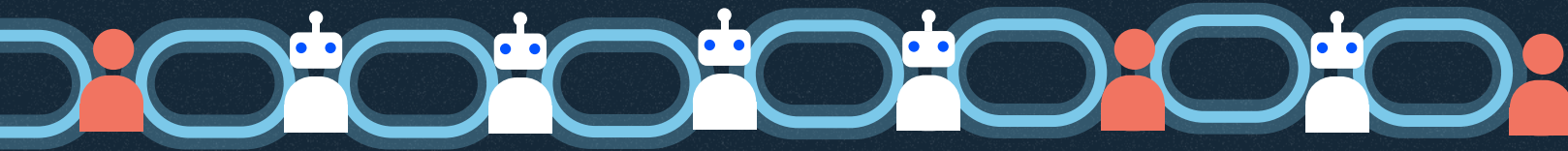


Keep the savings

Change the pace



Agents compress the time between supply chain interactions



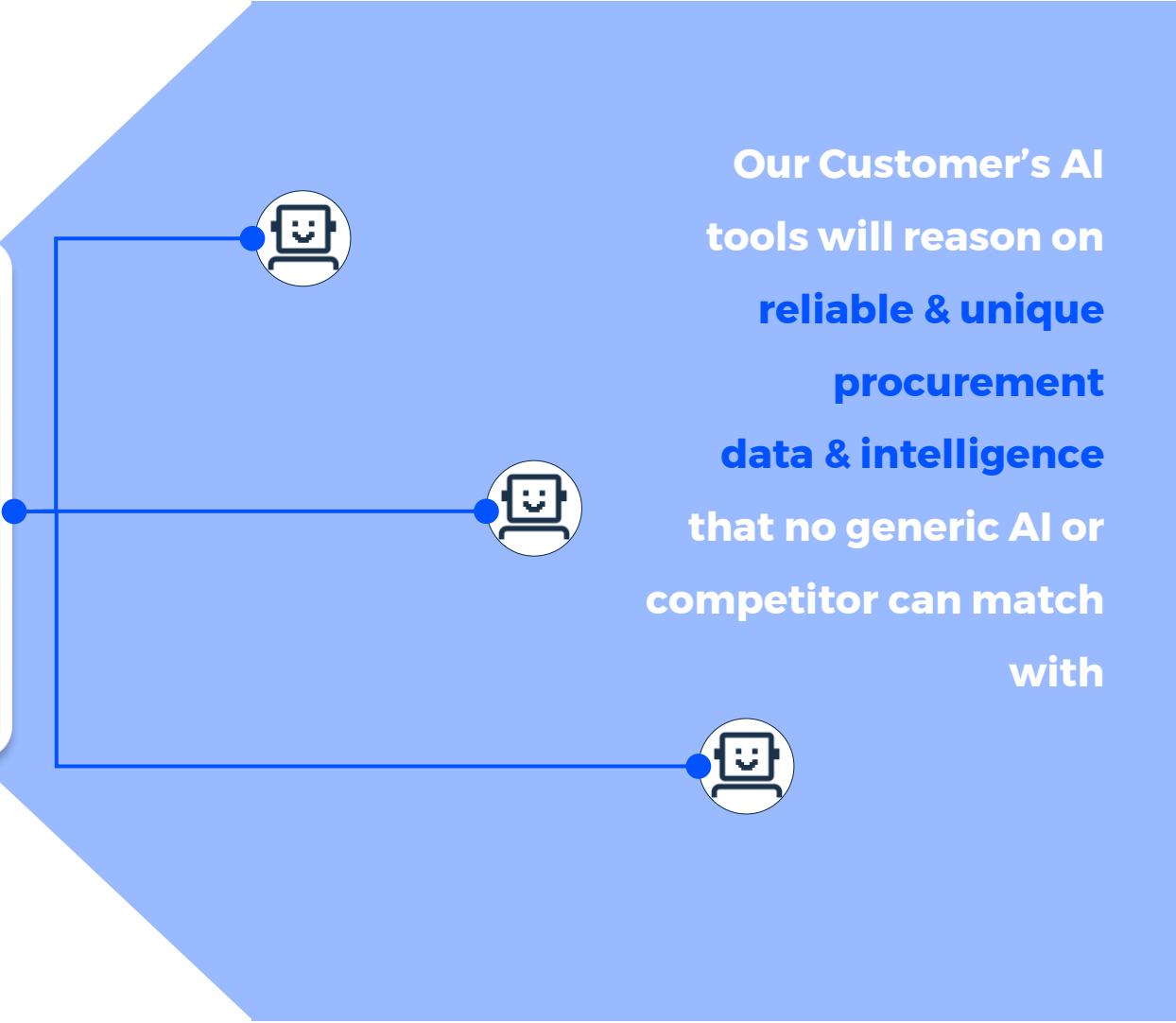
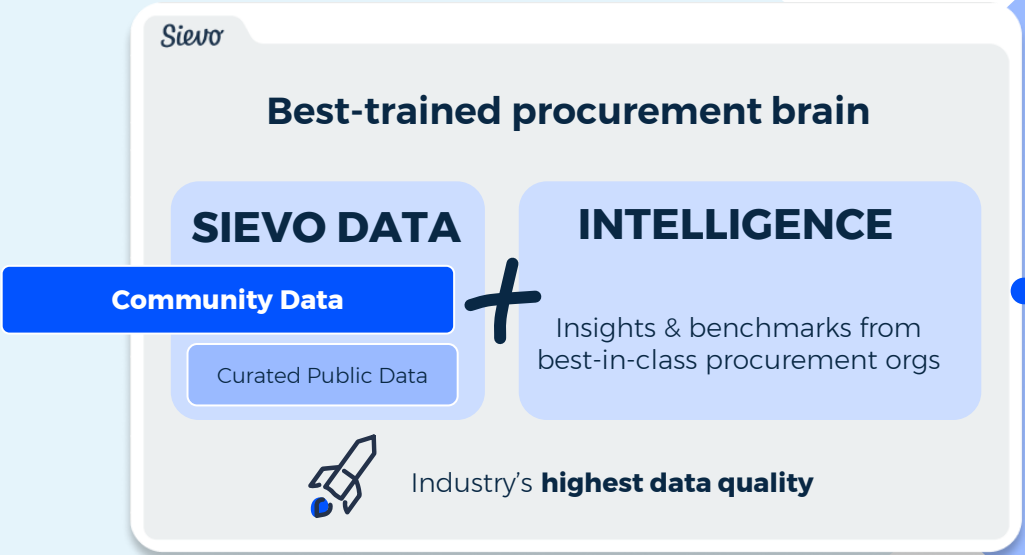
Everybody in
procutech space is
building agents...
...except Sievo



Sievo will not build agents. We power them.

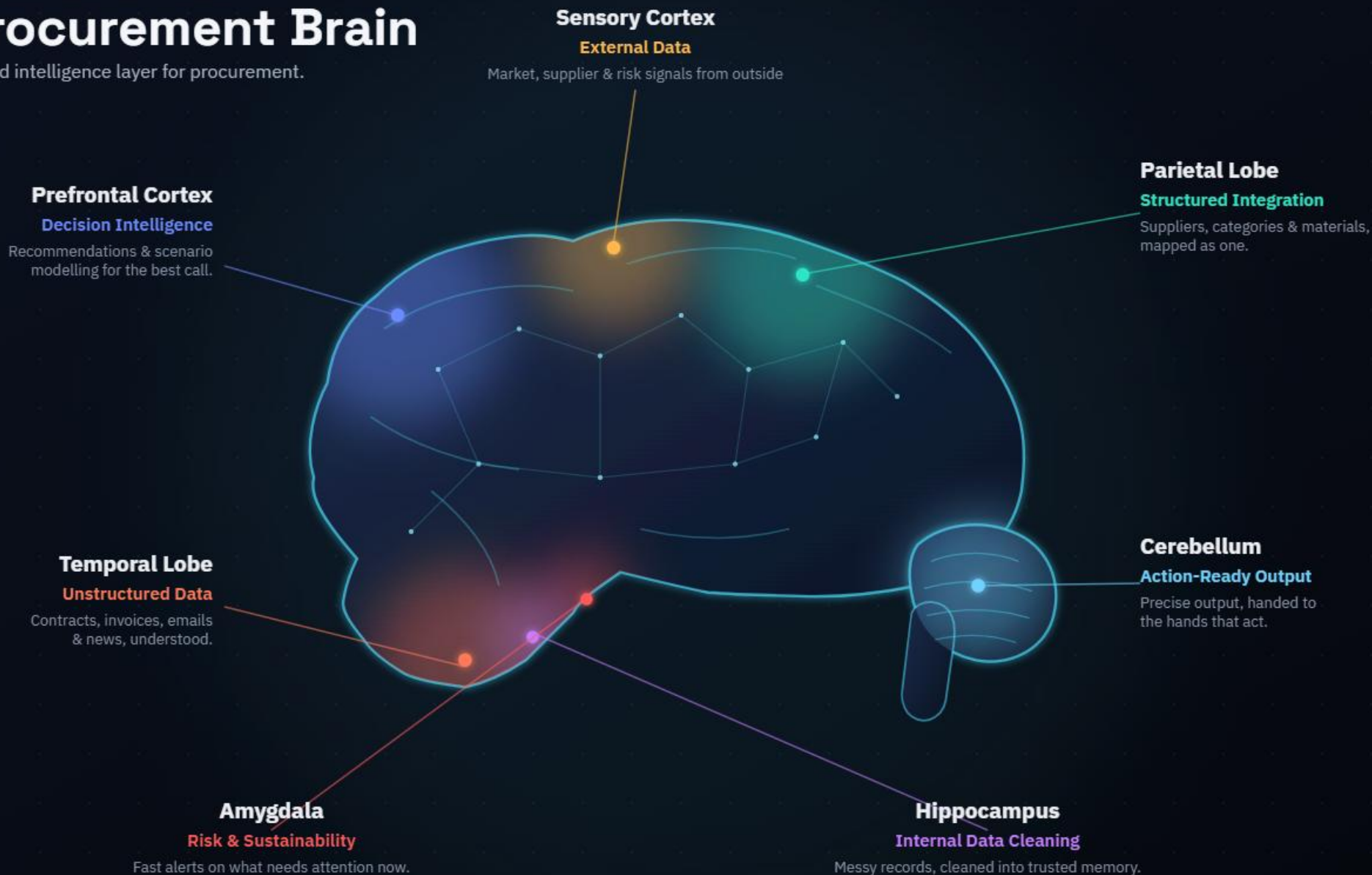
2%+
Global GDP
annually

Worth of
anonymized
peer insights &
benchmarks
sync'd to
customer's
performance



The Procurement Brain

Sievo: the data and intelligence layer for procurement.



Sievo community data benefits take new shapes

Tomorrow

Today

Today

Yesterday

ISOLATED SPEND VISIBILITY

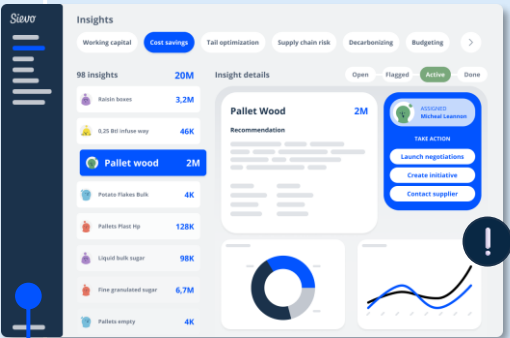
CURATED EXTERNAL DATA

BENCHMARKS

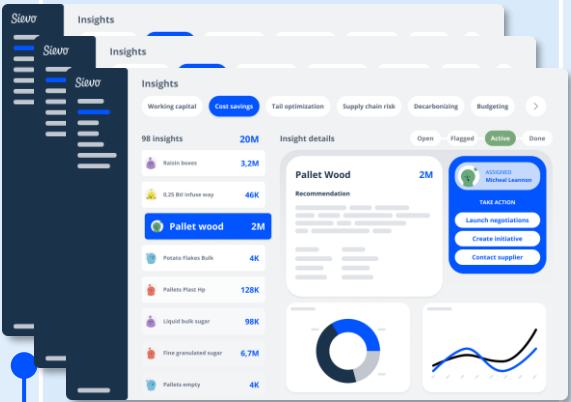
COLLECTIVE LEARNING ON OUTCOMES



Each customer having their own spend visibility



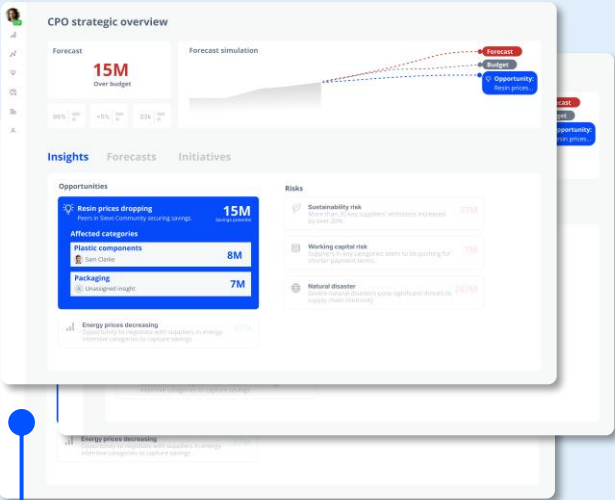
Sievo curates external data across customers for suppliers and categories.



Sievo enables anonymized cross-

You can now benchmark your own spend/performance against 700 bUSD of your peer spend.

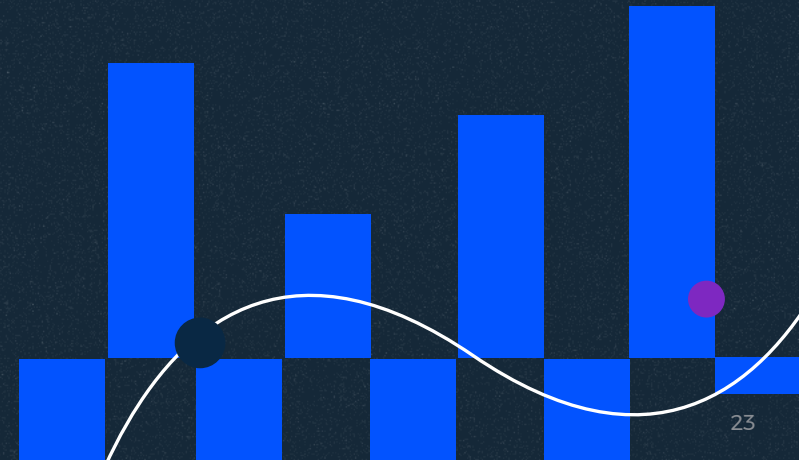
Q: What do you want to know?



Based on procurement outcomes across customers, community can collectively learn most effective action patterns

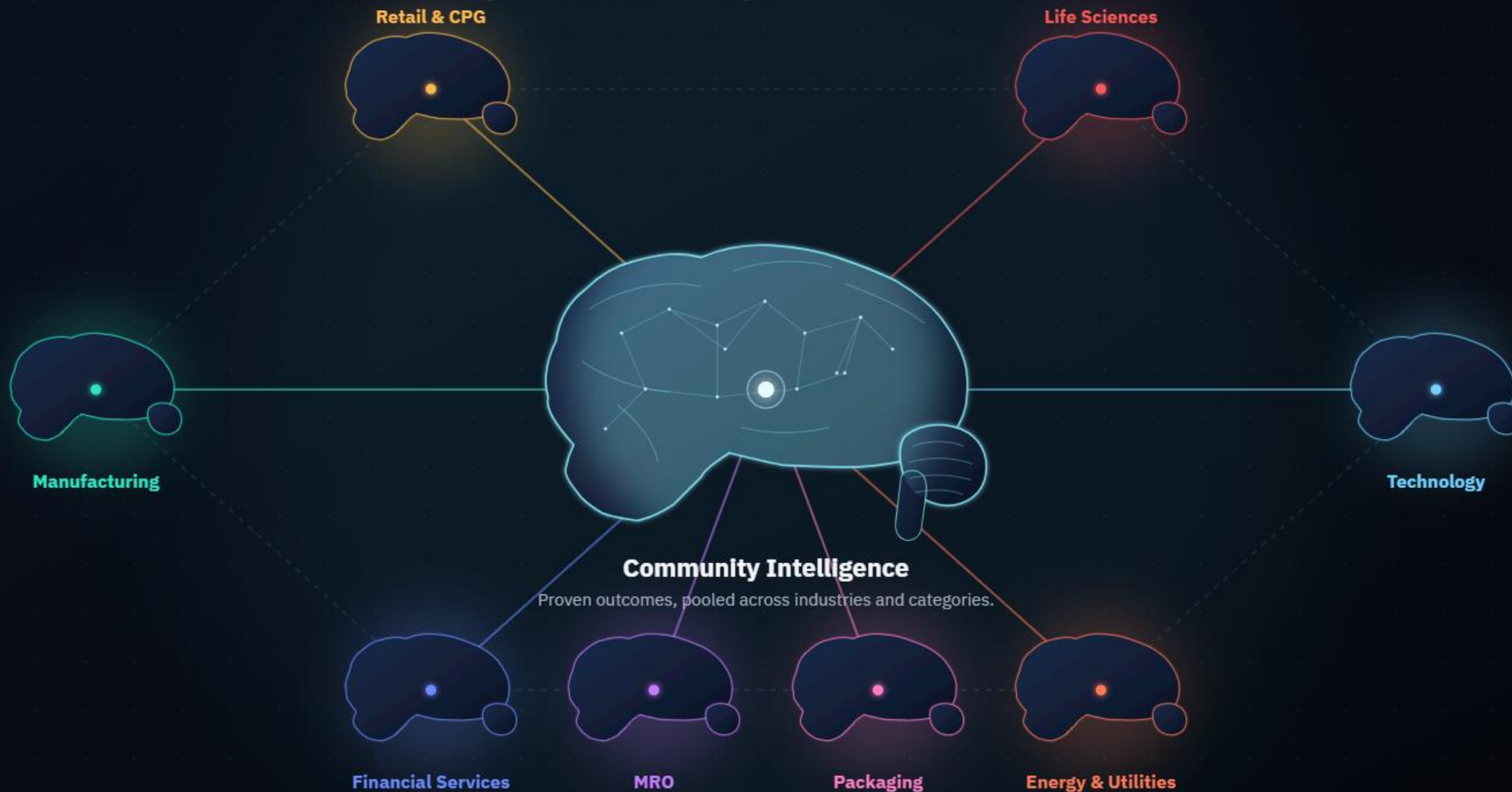
Understanding what procurement actions create best outcomes will be increasingly data (and not human) mediated.

With our shared 2% of global GDP, and outcomes that we can track, we will create a learning community – one that creates competitive advantage for all of us.



Connected Brains

Community data links customer brains across industries and categories into one collective intelligence.



Each brain stays independent. Together, they see more than any one alone.

Sievo provides the **software, services and data** to set you up for success

Analyze your spend & identify opportunities

Spend Analytics

- ❑ Spend Analytics, Payment Terms Analytics & Insights

Find more opportunities with full view of your data with add-ons:

Compliance

- ❑ Contract Compliance
- ❑ PO Analytics

ESG Analytics

- ❑ CO2 Analytics
- ❑ Supplier Sustainability*
- ❑ Supplier Diversity*
- ❑ SBTi: Supplier Emission Reduction Targets

Supply Chain Analytics

- ❑ Supplier Risk*
- ❑ Delivery Performance

Benchmarks

- ❑ Market Benchmarking

Sievo Community Data

- ❑ Payment Terms Benchmarks
- ❑ Sievo Price Indexes

Drive savings & impact

Procurement Performance Management

- ❑ Initiative Management
- ❑ Realized Savings Measurement & PPV
 - ❑ Market Impact

Optimize your future spend

Financial Planning & Analysis

- ❑ Direct Materials Budgeting & Forecasting
 - ❑ Index-Based Price Forecasting
- ❑ What-if Scenario Simulation

* Needs subscription from the data providers

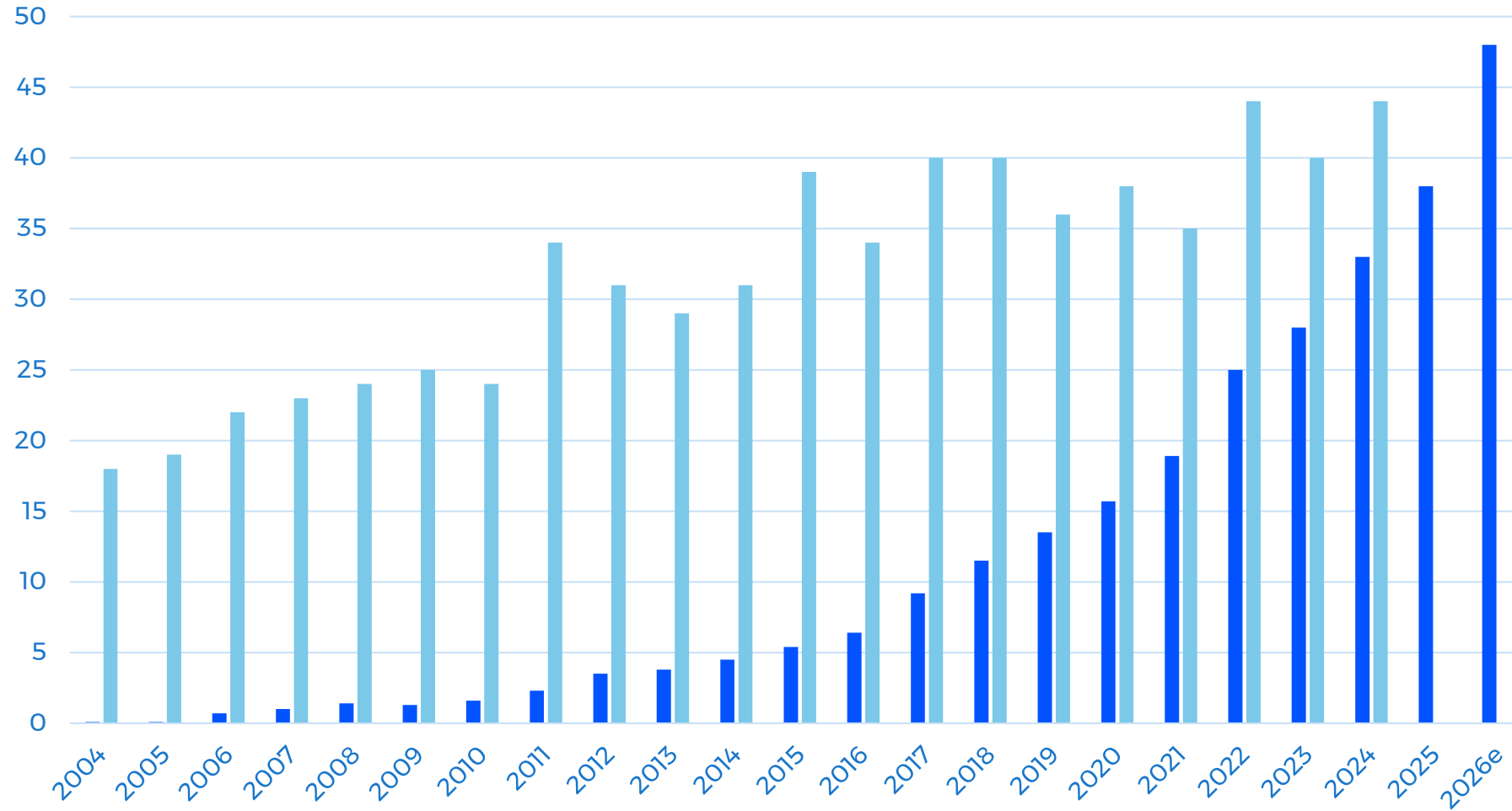


Reindeer farming?

or

Procurement & software?

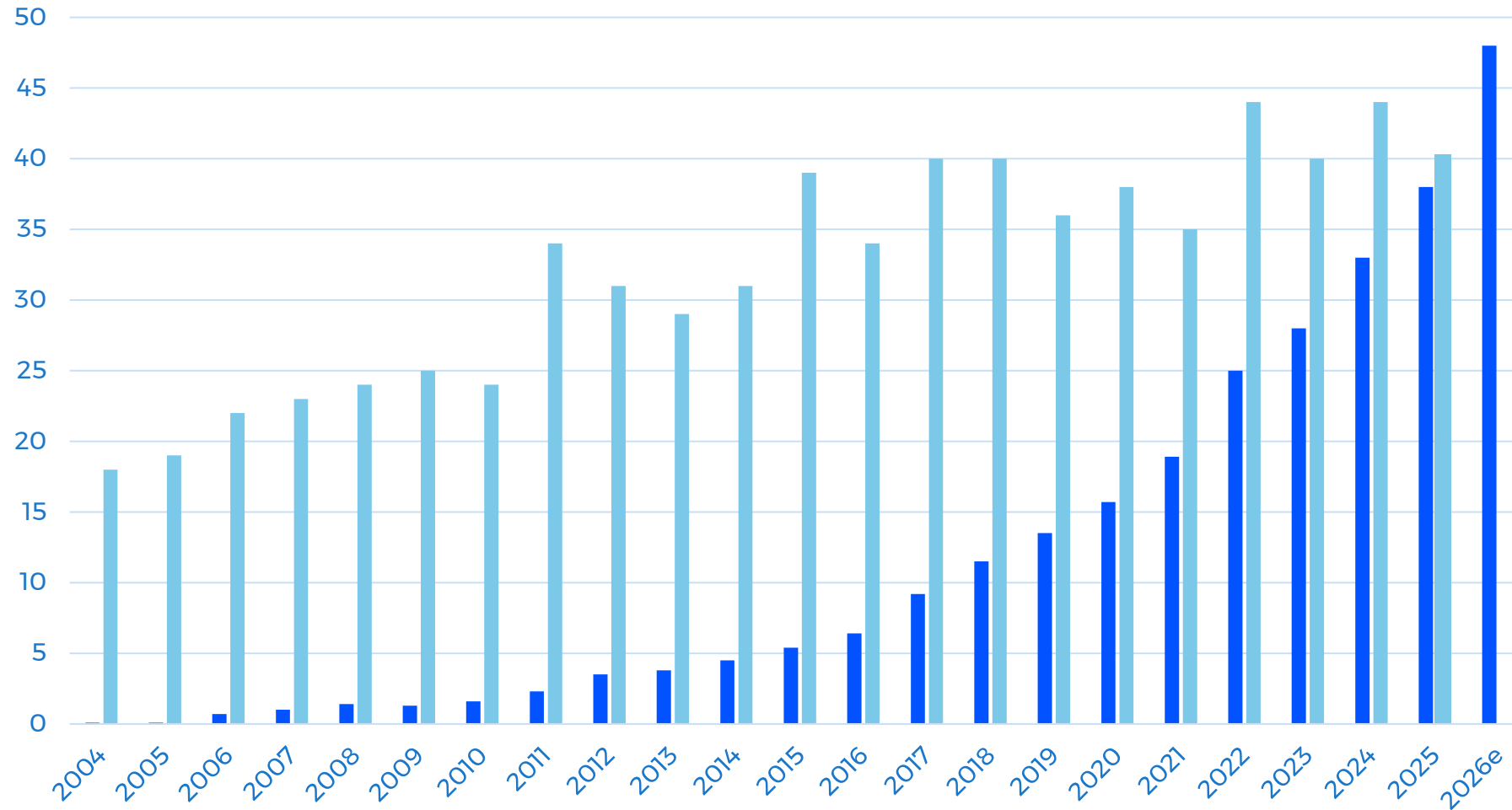
Q: What's the total revenue of
reindeer farming industry in Finland?



Sievo Revenue
(mEUR)

Total reindeer
farming industry in
Finland*

*<https://paliskunnat.fi/py/materiaalit/tilastot/>



Sievo Revenue
(mEUR)

Total reindeer
farming industry in
Finland*

*<https://paliskunnat.fi/py/materiaalit/tilastot/>

**Let's connect on
LinkedIn!**



Thank You!

Sievo