

The smartest procurement brain for your AI tech stack today and tomorrow

Heta Pirttijärvi

SVP Product



🌸 Back at it, Heta

Create a presentation for my team meeting on Monday ba

+ Chat Cowork

Project or folder Manual

**More
decisions
(better &
faster)**

Heta's workspace

+ New task

Search

Inbox

Scheduled

AI market briefing

running

Monday competitor briefing Mon 06:30

Calendar booking sweep 1st, 08:00

Team health check needs you

Pipeline and win-loss digest Fri 15:00

Customer health watch daily 08:00

Inbox triage and reply drafts daily 17:30

Monthly progress review monthly

Board pack refresh paused

Personal

Taivallahti tennis court openings 2 slots

Heubel at Amsterdam Dan... daily 09:00

Olivia Dean Europe Tour weekly

Recents

Better decisions, faster

AI market briefing

Scheduled · daily 07:00

run 128 · started 07:00

Edit schedule

Started automatically · today 07:00

Every morning, read what moved in AI over the last 24 hours — model releases, pricing and licensing changes, regulation, enterprise adoption data, agent tooling. Keep only what changes how we build or price, rank it, and add anything major to the Monday briefing.

Working · 1 m 48 s · 4 tools

- › Searched the web · research feeds, vendor docs, regulator sites · 34 pages
- › Compared against earlier runs · 27 duplicates dropped, 10 kept
- › Scored against our roadmap · 3 high, 7 low

[Editing Monday briefing draft](#)

Three items matter this morning. The rest is launch posts and reposted coverage.

Usage-based pricing is becoming the norm for agent products — three enterprise software vendors moved off per-seat pricing for agent features this week, charging per completed task instead.

Our agent features need a pricing answer, not only a capability answer.

New guidance on documenting AI systems in regulated procurement — buyers will start asking for model provenance and human-review evidence in RFPs.

We can answer this today. Worth making explicit in the security and compliance pack.

Connector standards for agent tool use are consolidating around one open protocol. Two more data platforms shipped support this week.

The pricing shift is the only item that needs a decision from you. Want me to draft a one-page position on how we price agent features and hold 30 minutes with product and commercial on Tuesday?

Draft it and book the slot

Just the draft

Skip

Existing data
**gathered, classified
& harmonized
correctly**



All relevant
context: our
strategy, my team
composition etc



Heta's workspace

+ New task

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Scheduled11

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Connections to
my **execution**
systems

Confidential © Sievo

3

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Connections to
cution
ems

MISSING

Getting rid of irrelevant data & hallucinations – I need to be able to **trust the data**

MISSING

Best practices and peer benchmarks – am I even focusing on the right things?

MISSING

A systemized way of seeing if what I'm doing actually makes any **impact**

All
context: our
strategy, my team
composition etc

Sievo 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



Sievo will become the **procurement brain** behind every tool enterprises already use for *more & better results*

Sievo's responsibility

All internal data

Azure, Coupa, Basware, Zycus, SAP, Google Cloud, GEP, Icertis, Ivalua, AWS, Microsoft Dynamics, Jaggaer, Oracle, Agiloft, Etc.

External data

Context & market data, Commodities, Sustainability, Diversity, Risk, Etc.

Sievo

The single source of truth & best-trained procurement brain

SIEVO DATA

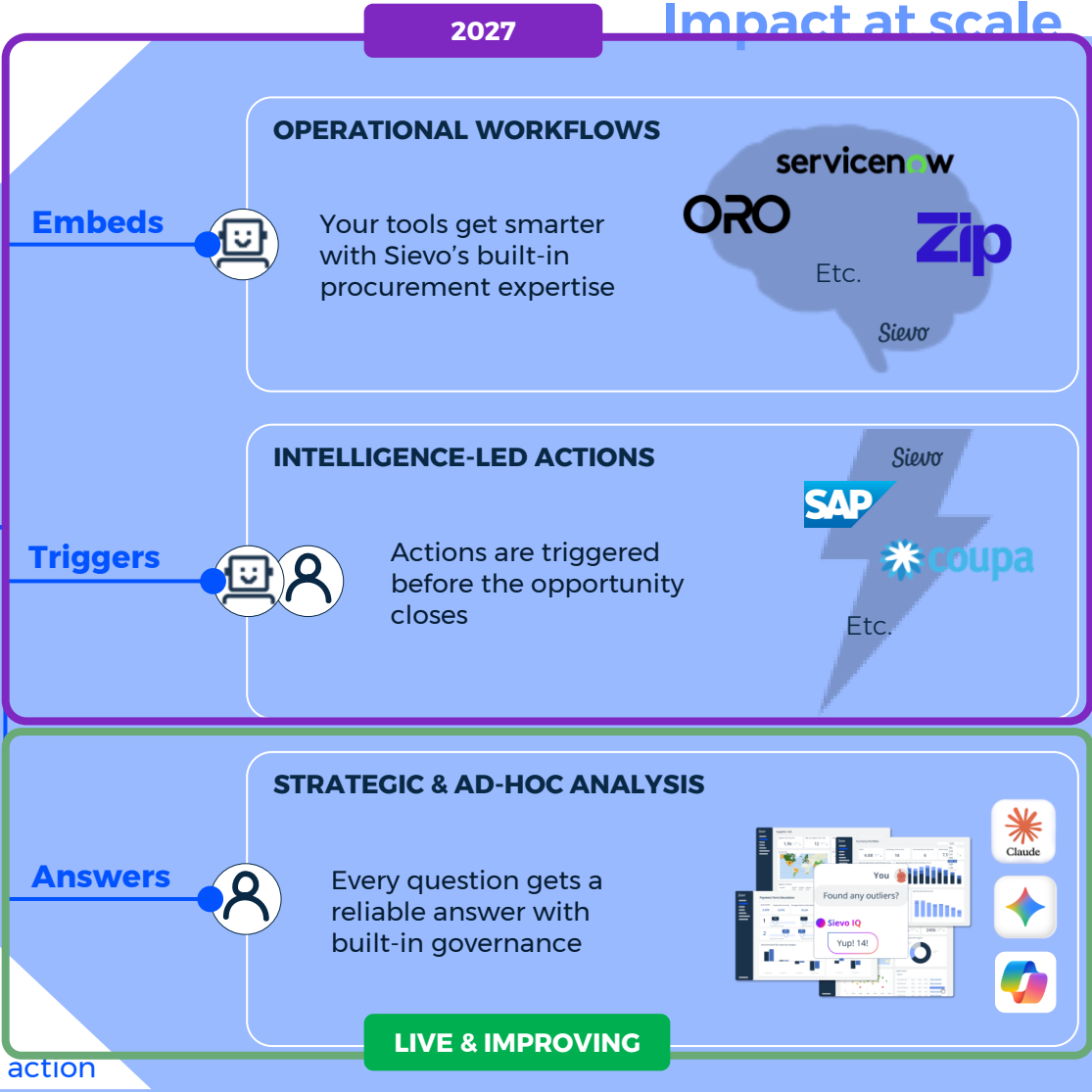
Community Data
Curated Public Data

INTELLIGENCE

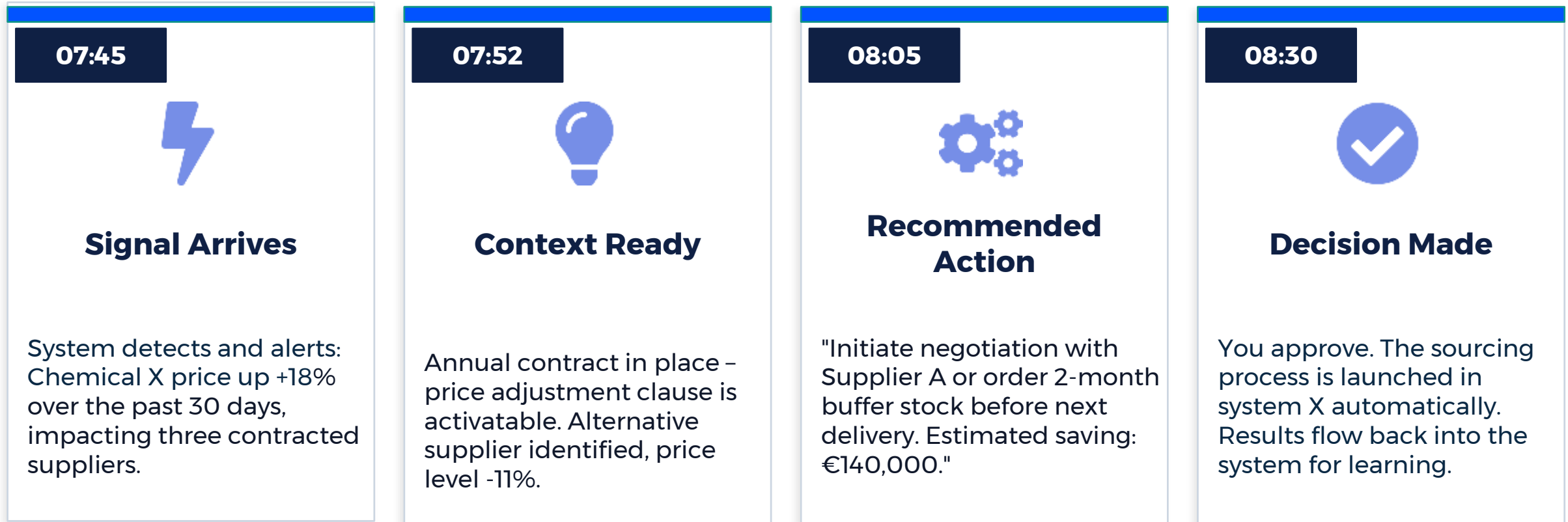
Insights & benchmarks from best-in-class procurement orgs

Industry's **highest data quality**
Fueled by 2%+ global GDP annually

Impact at scale



An example of the (near) future in practice: a category manager's Monday morning



45 minutes from data detection to taken action – for more and faster results.

The new future is impacting **procurement roles**

AI in use

Most companies today

CPO

- Presents spend reports to board
- Reacts to stakeholder escalations
- Reviews savings targets quarterly

Category Manager

- Manually gathers data for analysis
- Runs supplier negotiations 1-on-1
- Tracks contracts in spreadsheets

AI-augmented

Leading companies today

CPO

- Chooses between strategic options
- Focuses on cross-functional alignment

Category Manager

- Steers AI-drafted negotiations
- Manages exceptions AI flags
- Spends more time on supplier relationships

AI-native

Future

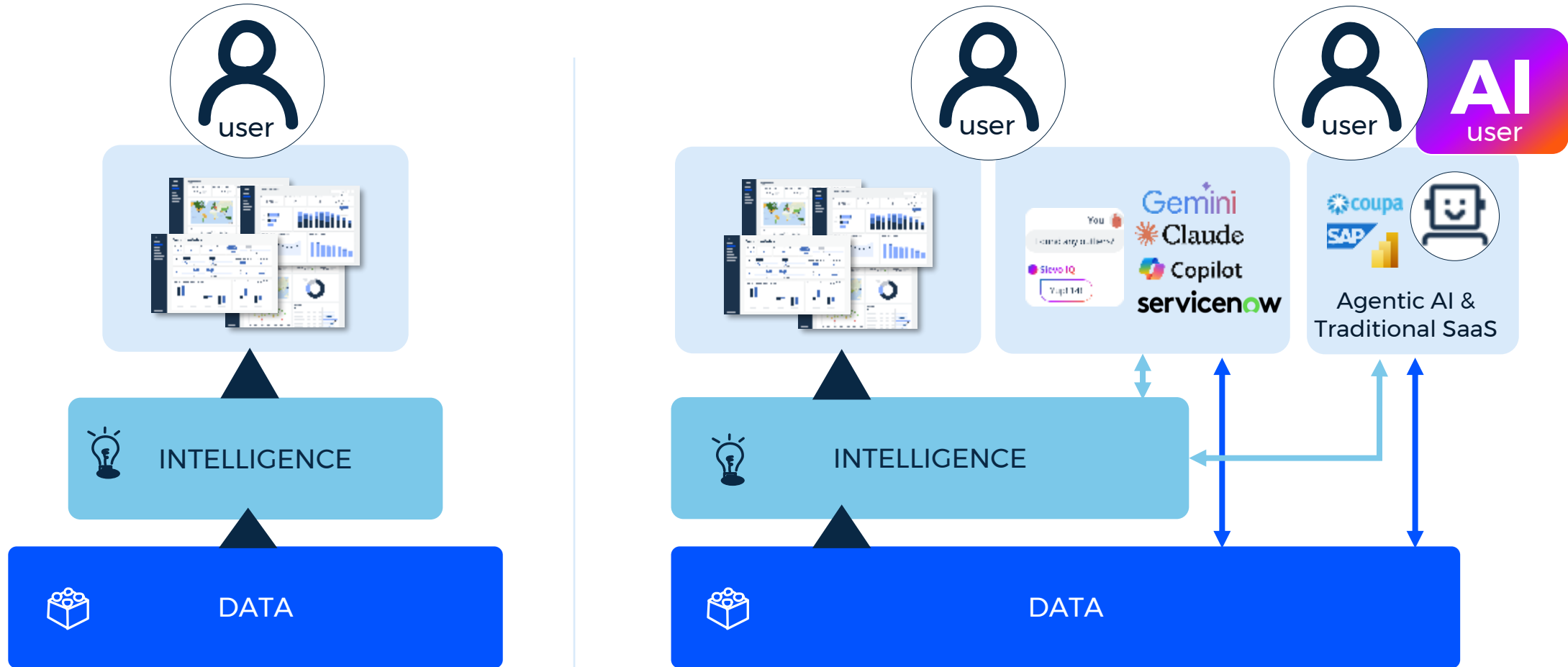
CPO

- Sets guardrails and strategic policy
- Oversees autonomous procurement ops

Category Manager

- Supervises AI agents running categories
- Intervenes only on high-risk decisions
- Focuses on innovation and new suppliers
- Becomes category strategist, not operator

The new future is impacting **how you use data**



The new future is impacting **how important good data is**

GREAT (AND MORE) ACTION – FASTER

GREAT INTELLIGENCE

GREAT DATA

= complete + reliable + consistent + accurate + harmonized + up-to-date

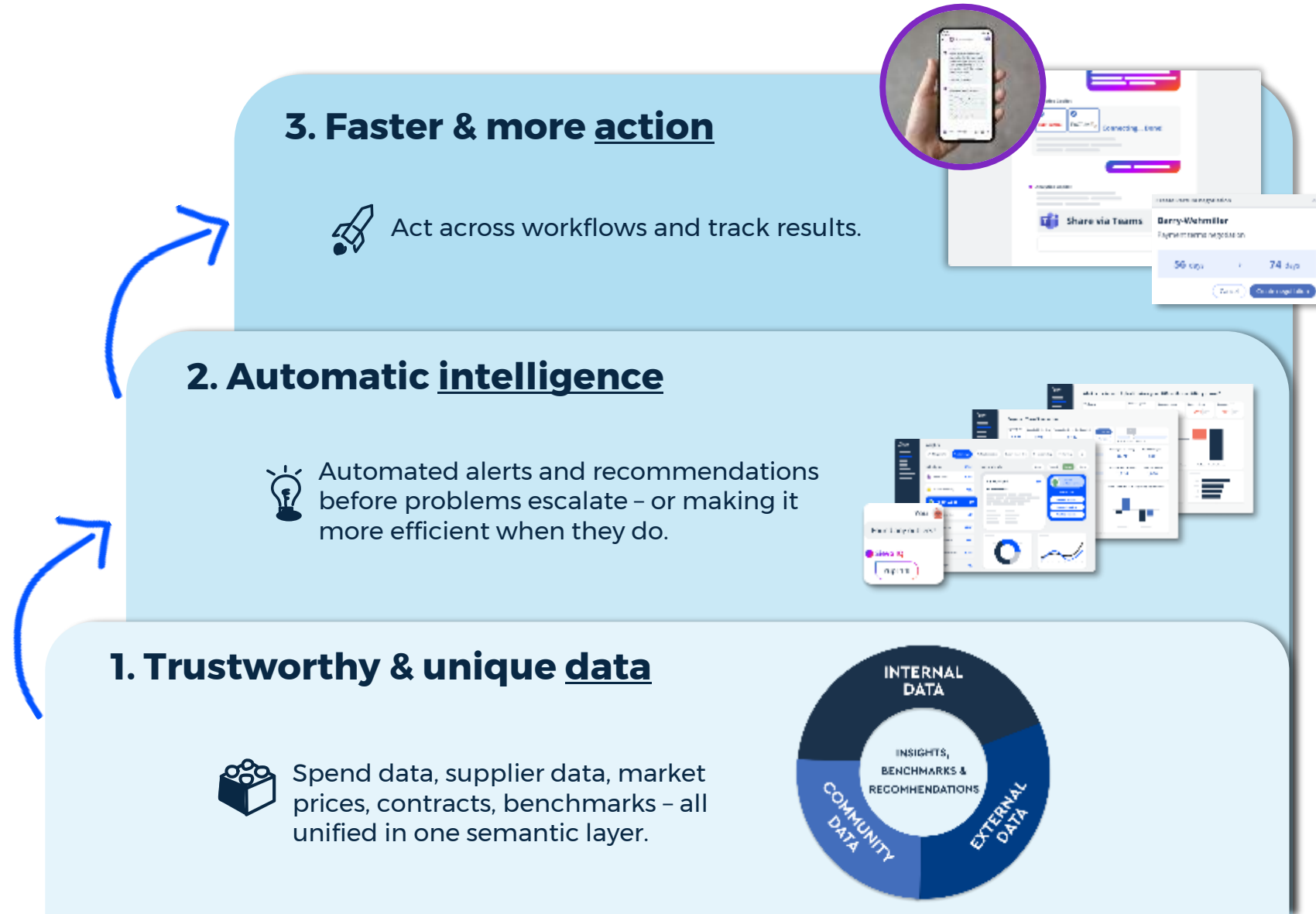
Your data

(Un)structured; all sources

Benchmarking data

Public data

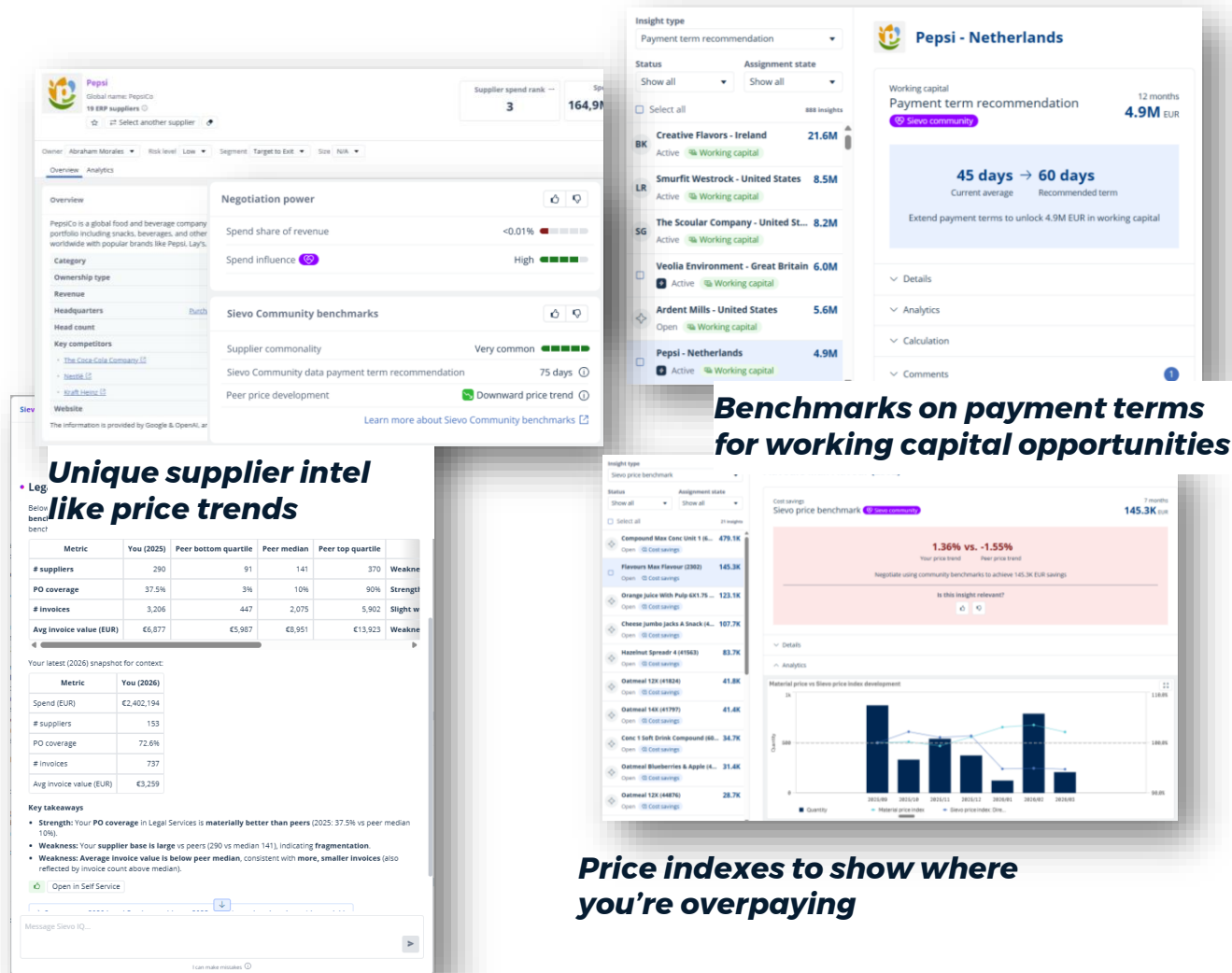
The three layers to reach impact



Data



Bottom-up Community Data benchmarks are already generating unique impact



3300+
Price indexes in Sievo

~€1,6B

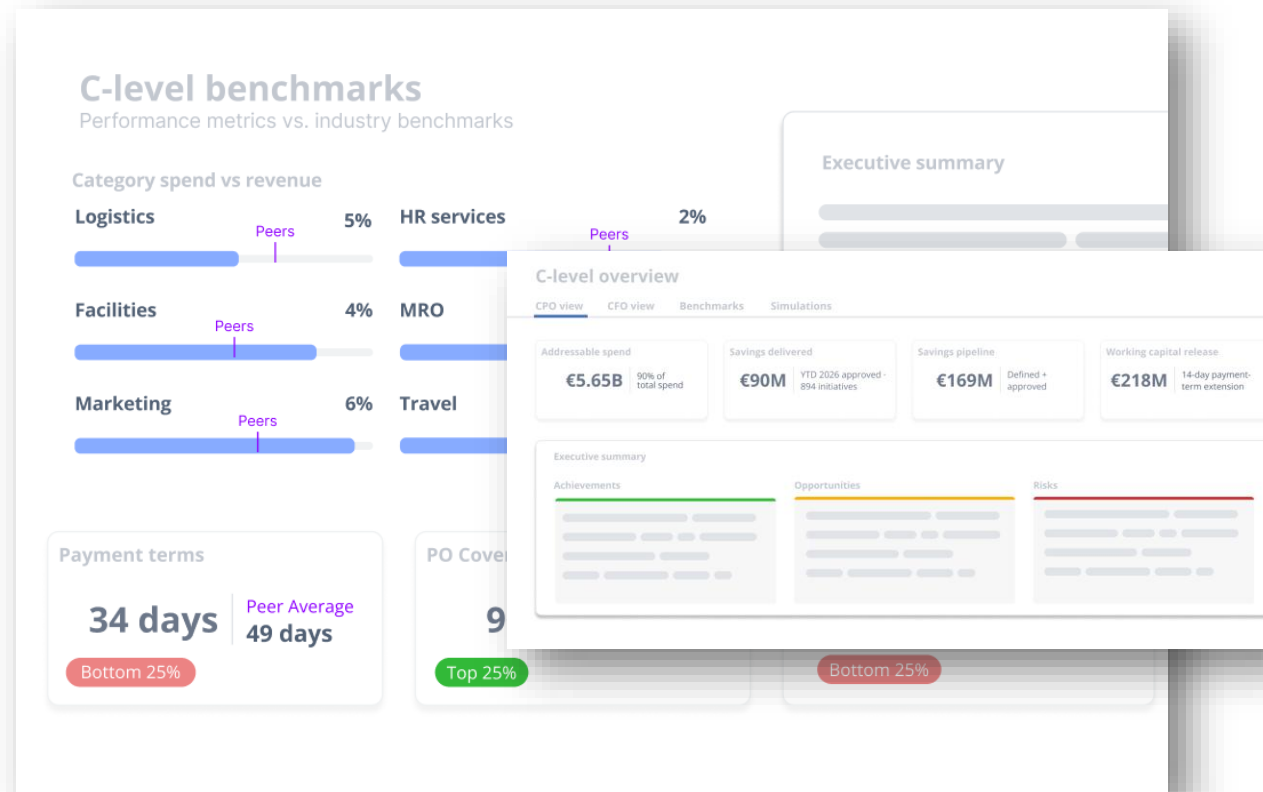
savings identified across subscribers from Community Data-powered insights

~€40M

savings already acted upon from those

Top-down benchmarking cockpits surfacing strategic guidance for procurement executives

Know where you're doing well – and what you could do differently



Top-down direction

A strategic, top-down view that points where to focus – sharpening prioritization

Find out your real strengths

Clear signal on the categories and other areas where you're already performing well

Act on the gaps

Pinpoints the risks and action areas where you could be doing differently

Interested in already testing it out? Let your Sievo representative know to get access.

Data accuracy continues to be central – multiple AI classification improvements

Released: AI Classification for tail spend, expanding coverage without compromising quality

~5%

of total spend covered by AI classification for tail spend

<1%

of spend left unclassified on average

Coming next: Better system learning to ensure feedback on classification is reflected more accurately

Reclassify spend

Supplier	Category	Time	Spend
Plastic Oy	Paper cup	L12	105 K

Correct classification

Direct > Packaging > Plastic

Reclassify

Pilots with the first group of customers ongoing, full release expected in Q4

Sievo Supplier 360 continues to expand as the one-stop-shop for supplier data

Recent release highlights

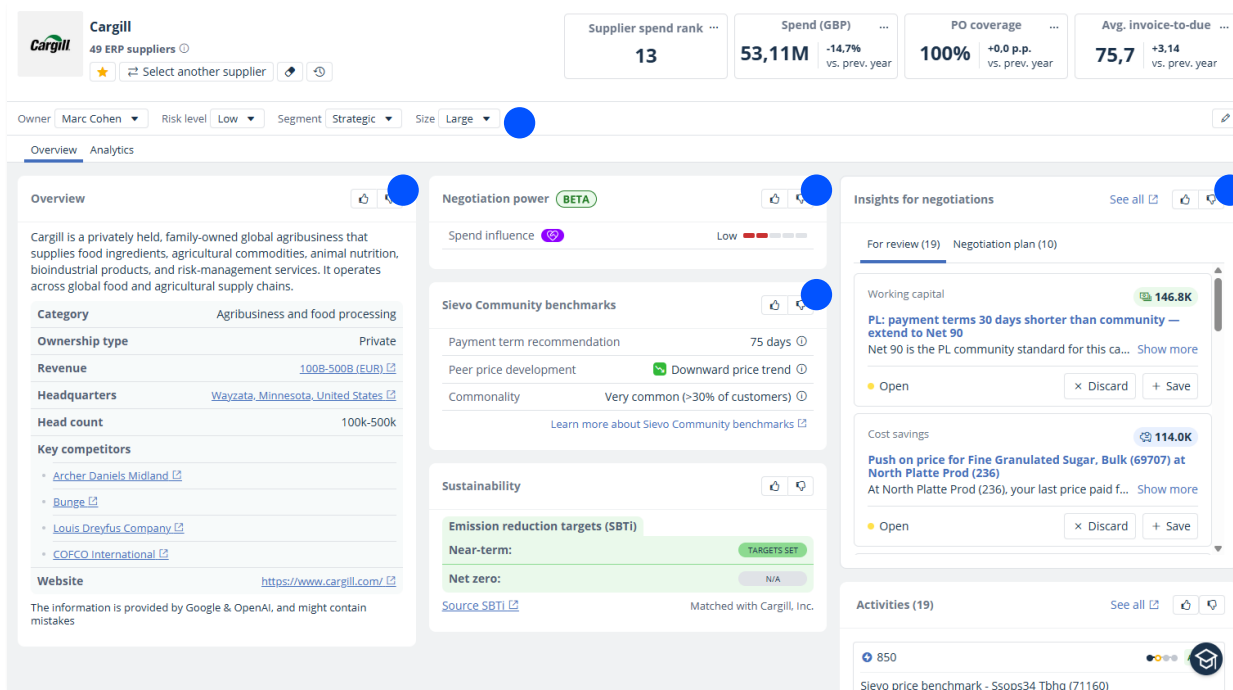
Supplier attributes enables adding your unique business context all in one place.

Supplier overview has relevant context all in one place: revenue & headquarter information, competitors...

Negotiation insights frame each insights as negotiation levers — what to push & why it matters.

Spend influence shows your negotiation power relative to peers — especially useful for private suppliers.

Community benchmarks on peer price development and payment terms for unique leverage in negotiations.



Next in Supplier360: your best friend to getting more impact in your supplier negotiations

Contract renewal as a negotiation trigger

Insights for negotiations [See all](#)  

Your contract with this supplier expires on 30 Nov 2026  74 days

Review 6 active insights with negotiation levers below and add them to your negotiation plan

For review (6) Negotiation plan (0)

Working capital  134.2K

DK: payment terms 14 days shorter than community — extend to Net 60

Net 60 is the DK community standard for this category ... [Show more](#)

● Open × Discard + Save

Trends and alerts  1.3M

Spend with this supplier increased — was this planned?

Over 3 months, spend with this supplier increased over [Show more](#)

Negotiation power enhanced with supplier revenue

Negotiation power

Spend share of revenue <5% 

Spend influence  Very high 

Based on Sievo Community benchmarks

Sievo Community benchmarks

Very high: Your spend with this supplier is among the highest compared to other community members - this may indicate very strong negotiation leverage.

Alternative suppliers intel from Community Data

Alternative suppliers **Community** [See all 6 >](#)

€8.4M combined opportunity / yr

	Suez 92% fit · 184 peers · In ERP	€4.2M switch
	Waste Management, Inc. 71% fit · 122 peers	€1.9M switch
	Republic Services 66% fit · 78 peers	€900k switch

New frontier of data: unstructured contract & invoice analysis being piloted for new insights

What are my top 3 suppliers by total spend this year and when does their contract expire?

Used Sievo integration, loaded tools >

Top 3 suppliers by 2026 YTD spend and contract expirations:

#	Supplier	2026 Spend (EUR)	Contract	Effective	Expires	Auto-renew
1	Ball Corporation	€78.3M	Annual Supply Contract HF-BALLCO-CO-2025-9941 (Metal Packaging)	2025-07-20	2026-07-20	No
2	Smurfit Westrock	€54.9M	Master Fibre-Based Packaging Supply Agreement HF-SMURFI-FA-2024-3478	2024-10-01	2026-09-30 (initial term)	Yes — 12-month renewals, 90-day notice
3	Ardagh Group	€51.1M	Master Glass Packaging Supply Agreement HF-ARDAGH-FA-2023-2204	2023-12-10	2026-12-10	No

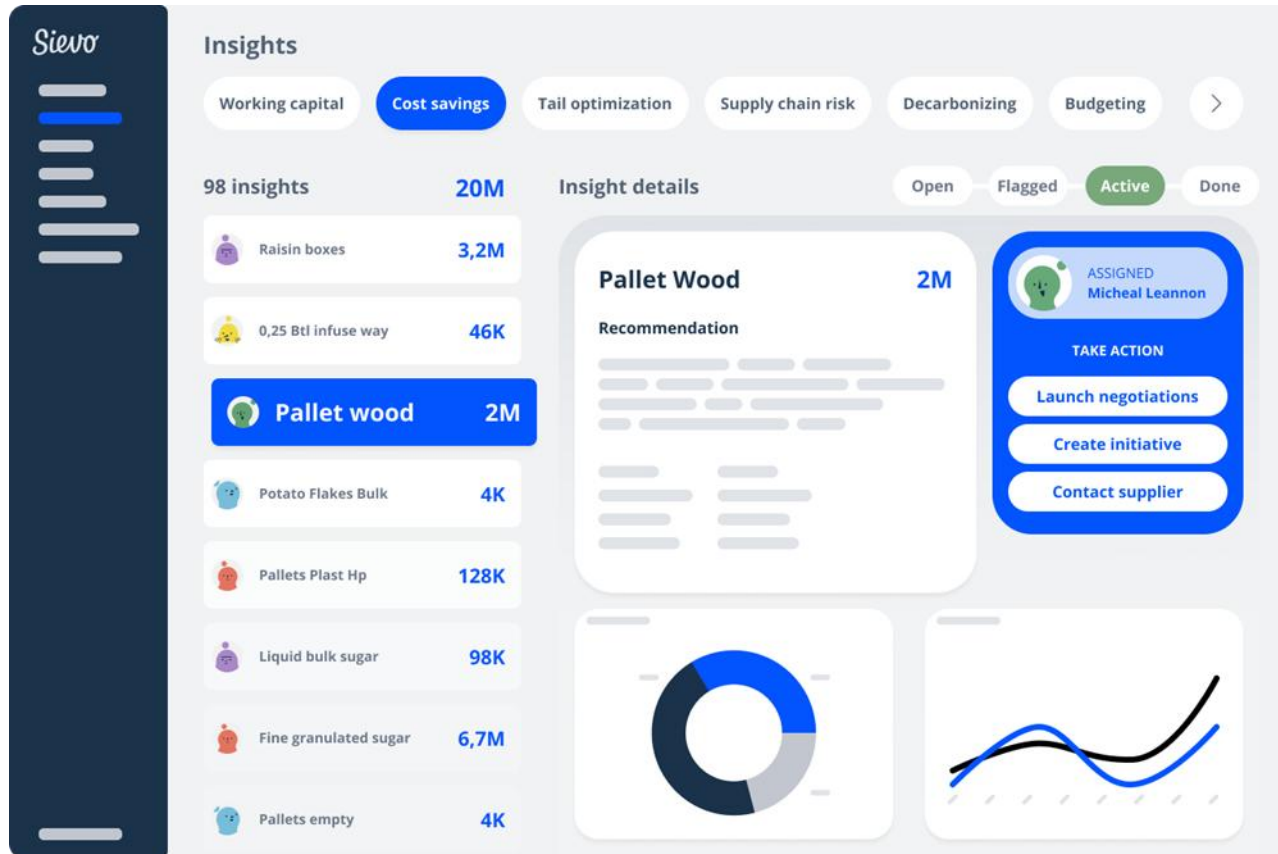
- Sievo connects to your contracts and invoices
- Build needed strategies and find new opportunities from unstructured data not previously available
- Already seeing first new opportunities with the pilot customer

Available in preview through Sievo MCP, let us know if you're interested in joining the test group!

Intelligence



Automatic insights continue to surface actionable value with automatic recommendations



1B €

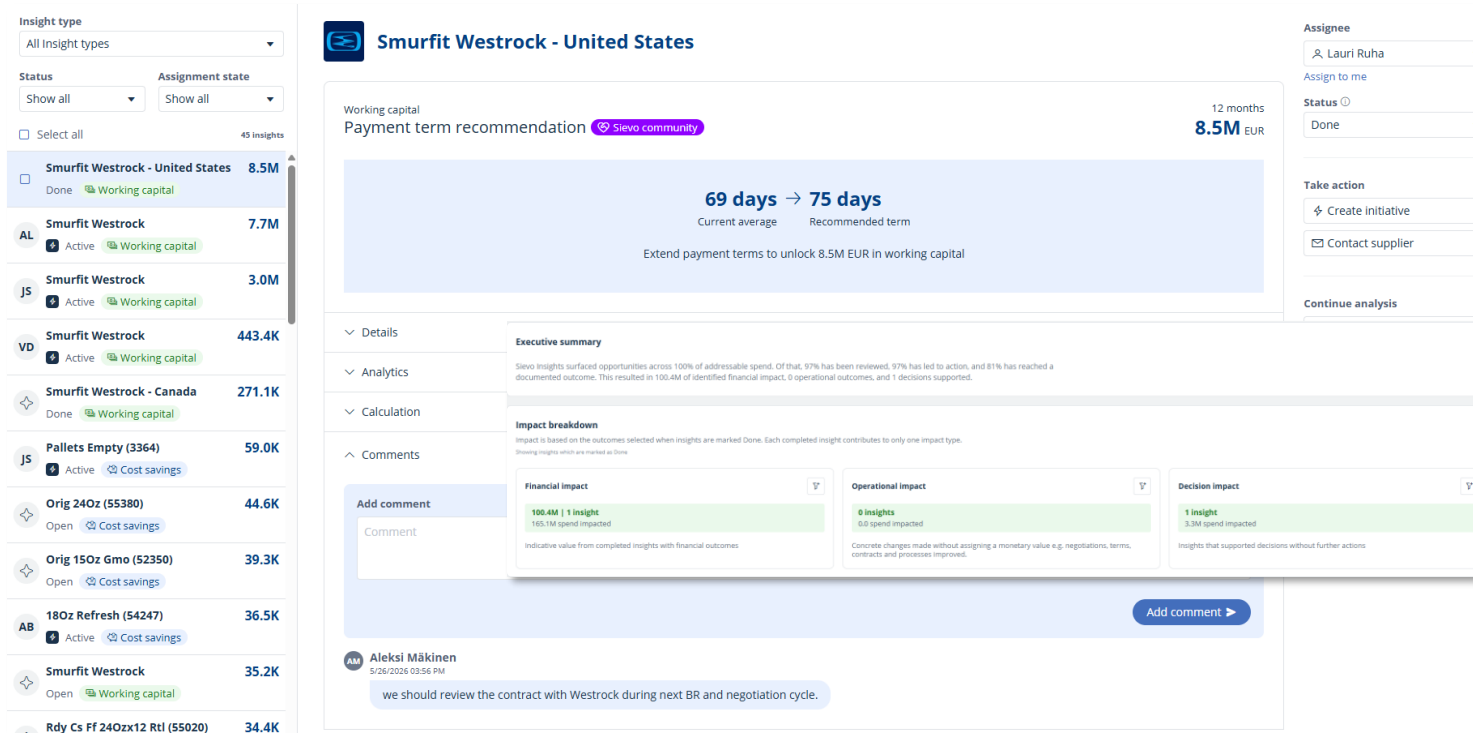
In expected Sievo-identified savings actioned by our customers

...of which

40 M €

in P/L Savings through Community Data Benchmark insights

Recent improvements make Insights sharper and turn opportunities into outcomes



Recent release highlights

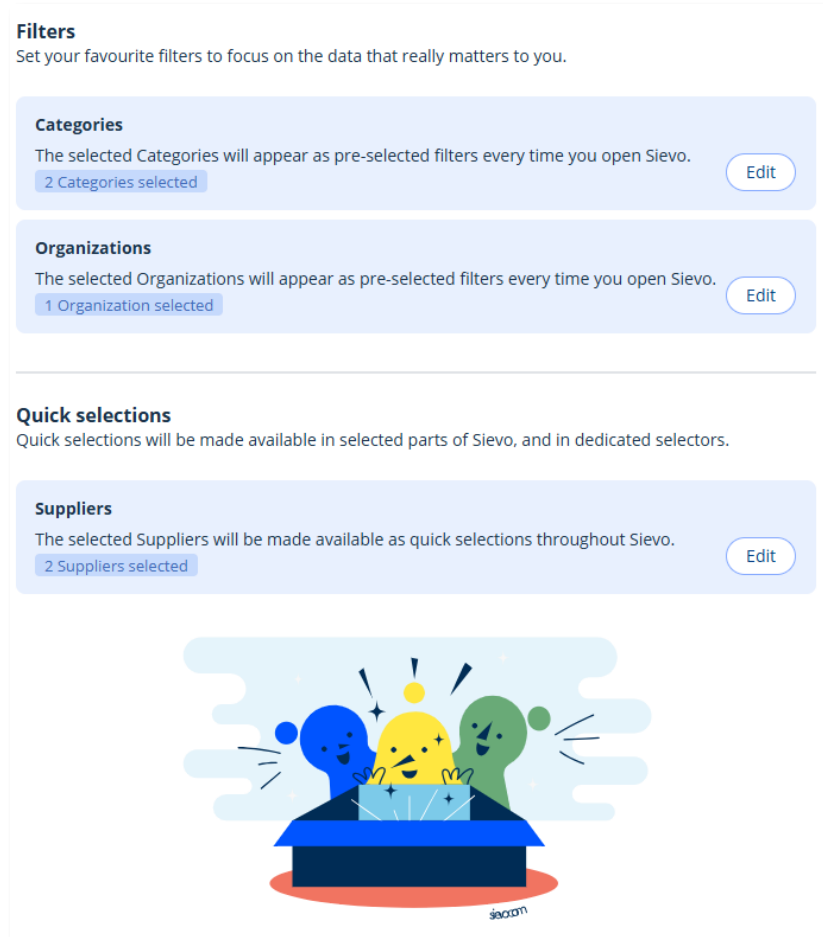
Supplier specific insights — Make impact in your negotiation with supplier level insights on prices and payment terms

Notifications and trigger — get notified on relevant insights, and focus on those where contract renewal is approaching

NEXT

Price & contract intelligence — even deeper intelligence to ensure you're paying the best possible prices!

Personalization is even more key in today's world, which is what the new My Preferences allows for



71%

of customers have already set and are benefitting from personalised recommendations from “My Preferences”

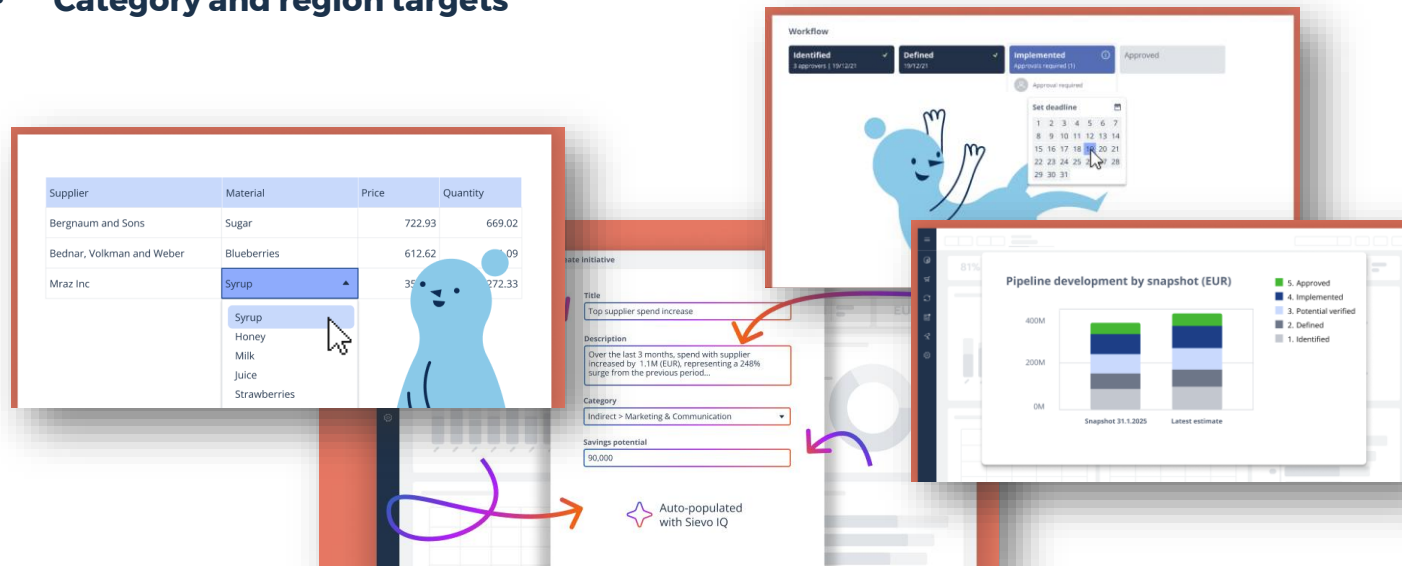
Action & Impact



Initiative Management has become an even more powerful engine for savings delivery

The new capabilities make it easier than ever for teams to act, stay on track, and drive results:

- Savings change tracking with snapshots
- AI-powered initiative form filling from insights
- Granular master data connectivity
- Due dates with proactive notifications
- Category and region targets



€10B

Value of total savings captured
YTD
+50% vs. prev. year

79,7k

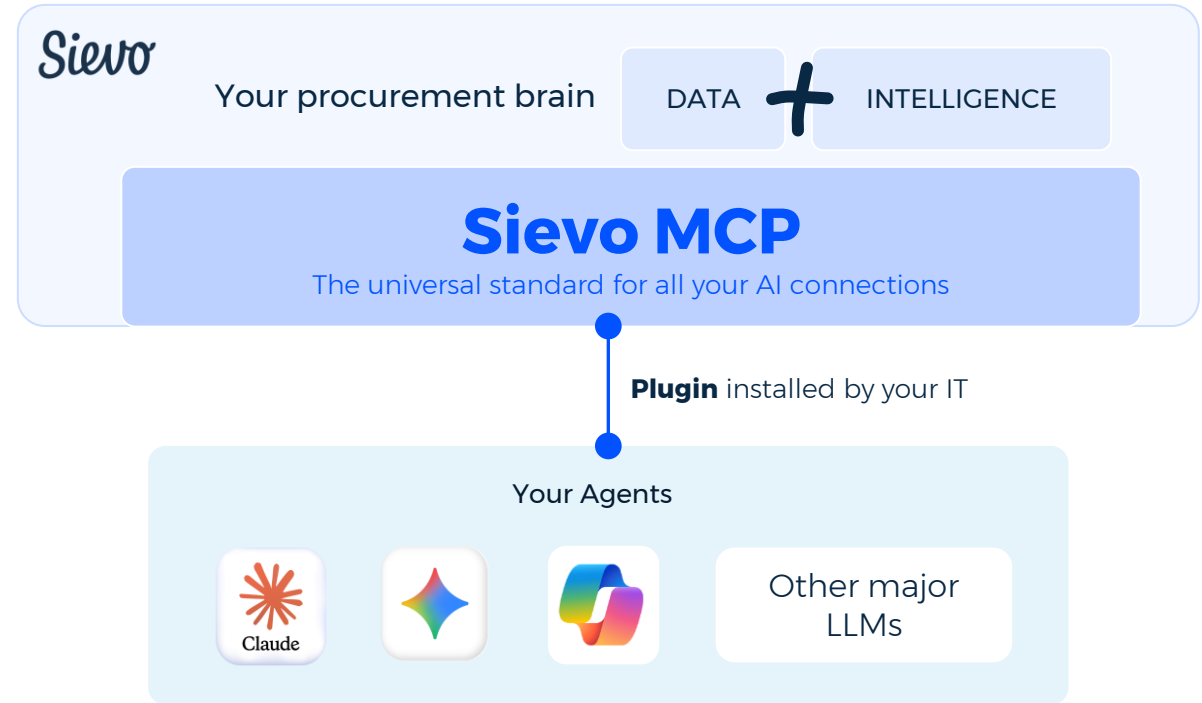
Amount of total savings activities
captured YTD
+20.1% vs. prev. year

Values: savings activities initiated in that timeframe

Turning agents into a procurement skilled & market-aware partner for your team



Closed Beta starting in 2 weeks –
join the waiting list!



- ✓ Live Spend Analytics access
- ✓ Reasoning on real, reliable data
- ✓ Plain-language answers
- ✓ With procurement context & skills to prevent general AI hallucinations

Ok perfect thanks. I'll go and meet surfit westrock tomorrow. Create me a negotiation deck with the supplier (basically a packaging category review session with them)



Reply... I



Haiku 4.5 ▾



Ok perfect thanks. I'll go and meet surfit westrock tomorrow. Create me a negotiation deck with the supplier (basically a packaging category review session with them)

Used a skill >

I'll create a strategic negotiation deck for your Surfit Westrock meeting. This will position you for a strong partnership conversation while leveraging the market dynamics we discussed.

Ran 3 commands >

Perfect! Your negotiation deck is ready:

Presenting files >



Thinking...

Reply...



Haiku 4.5 ▾



↳ Queue

Your strong position: "We're consolidating from 44 suppliers to 12 strategic partners. You're in the top 5 by spend, which is why we're here. The question is: do we formalize this?"







☒ Record
 ☐ Present in Teams
 ☐ 
☐  Share

Claude

CONFIDENTIAL — Internal Use Only

Share of Packaging Wallet

Why your peers love it

Top 5 use cases

1

Spend visibility & ad-hoc analysis

e.g. "How has my spend with my top 10 suppliers developed in the past 3 months?"

2

Live dashboards & monitoring

e.g. "Set me up a weekly reporting of what is happening on the market and what that means for my category."

3

Reporting & finance decks

e.g., "Create a ppt presentation for our CFO to show how we are progressing against our targets for this year."

4

Tracking savings & initiatives

e.g., "How much savings have we gotten in the past year? Create a Gantt chart for me."

5

Getting the full picture faster: Sievo + other data

e.g., "Compare why these numbers in Sievo and my other reporting from business looks off. Create a comparison excel. "

“

This solution will **replace our hundreds of procurement BIs**
- Preview user

“

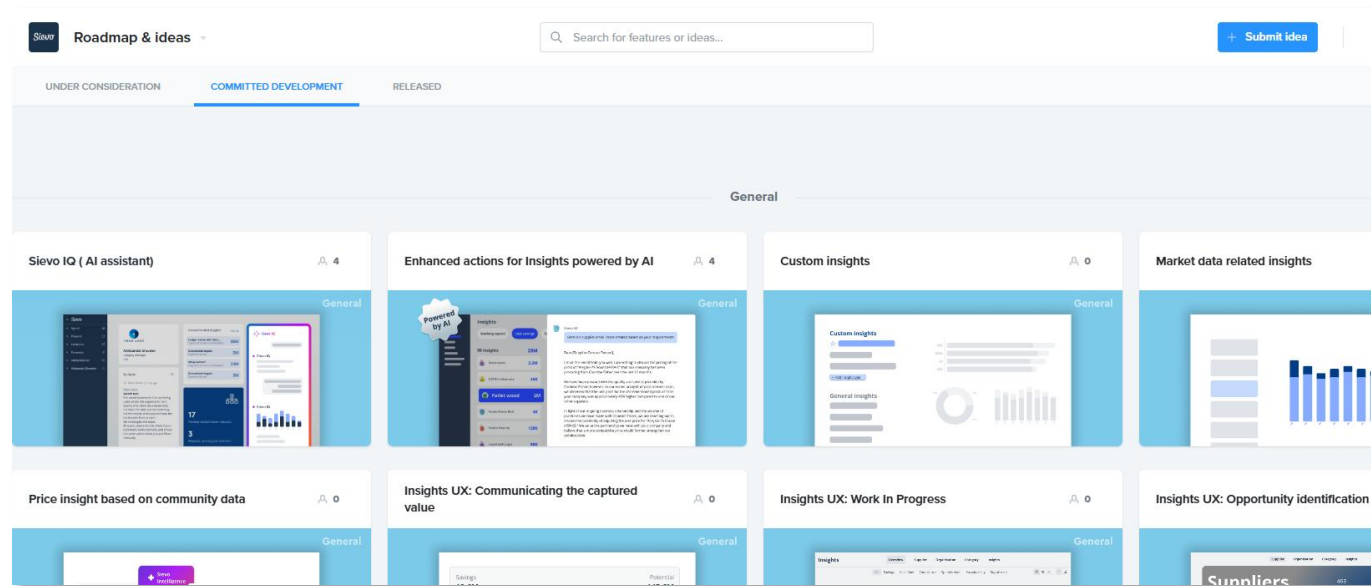
"No need to train Copilot – **Sievo MCP brings the procurement context** with it."
- Preview user

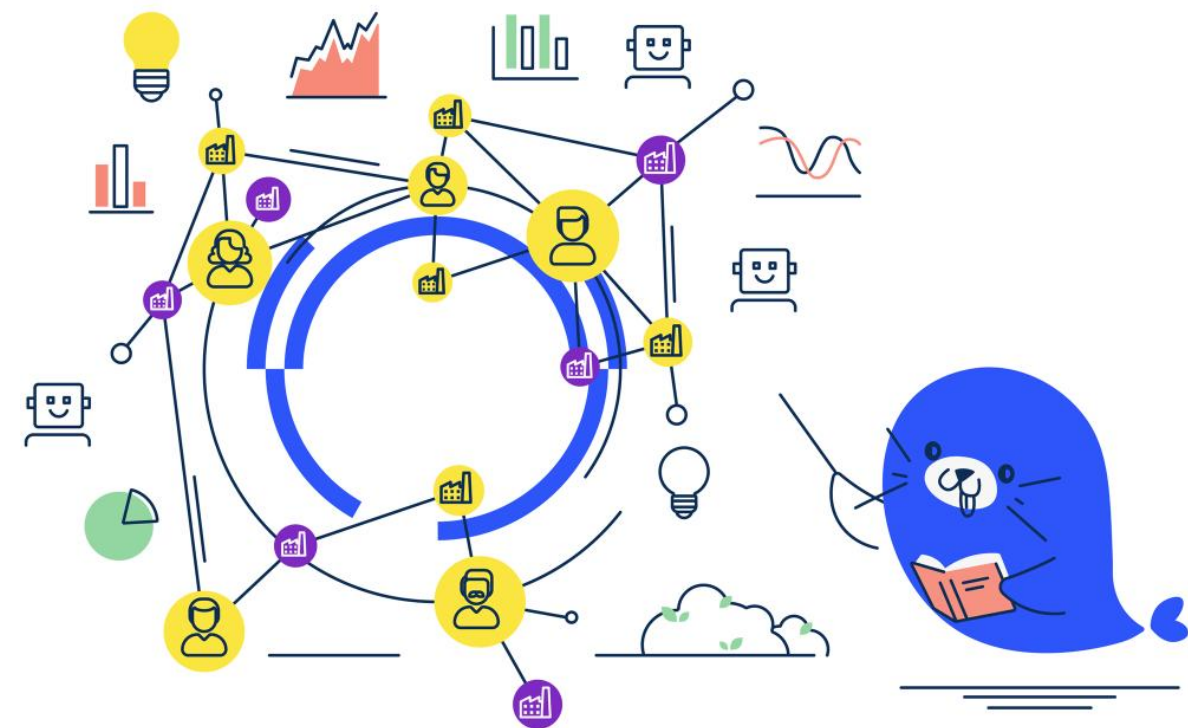
37+
prompts

on average per
user per week

60+ releases this year – all helping to turn your data into impact.

Check out each release from **ProductBoard**!





Thank you for shaping the future of procurement with us

Every new supplier, every dollar classified, every insight actioned on contributes to a smarter, shared AI foundation to make the most intelligent procurement brain on the planet.



Thank You!

Sievo