

# Negotiation & AI

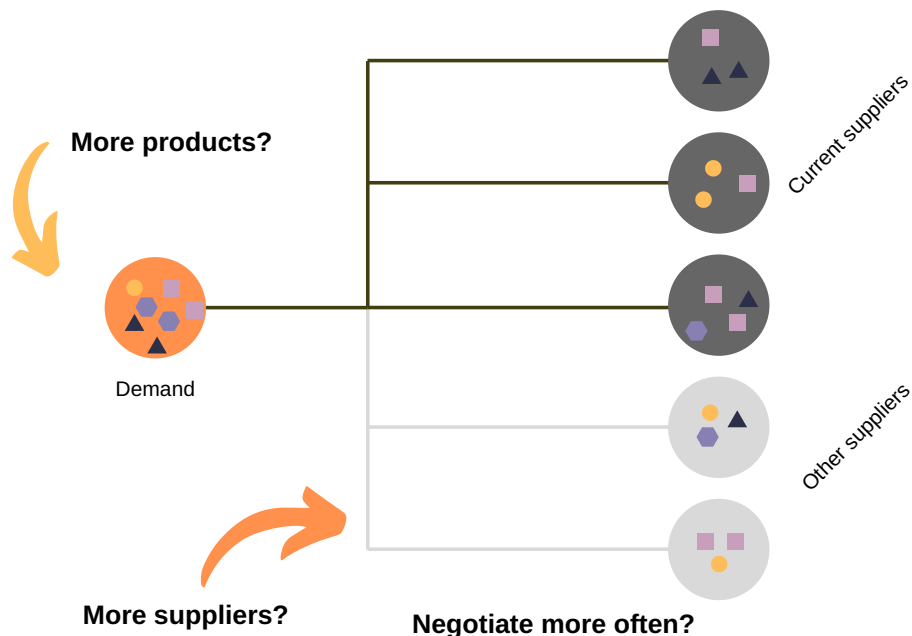
## Leverage complexity

Life in procurement is full of complex dilemmas. Henry Ford knew what he was talking about, when he offered clients: "You can have any color, you like, as long as it's black". The impact and lessons learned from Covid-19 have not made life less complex. It is easier to work with only one supplier, but how do you keep prices competitive and how do you ensure resilience against supply shortages caused by force majeure events - like a pandemic. Furthermore, more suppliers offer more opportunities to obtain better prices as there are more ways to bundle products.

And what about the product range? Fewer variations (only black) in the SKUs will simplify procurement, but may negatively impact quality and innovation.

Short-tailing, cutting down on the number of suppliers, reducing frequency of negotiating, auctions are all simplifying strategies, which come with a trade-off in hidden costs, missed opportunities or both.

More suppliers, more products, more frequent negotiations give more opportunities and more complexity. Which direction should you go?



Acumex' **Rational Assistant** AI-technology helps you **leverage the complexity** instead of trying to fight it. Strengthen supply resilience and explore opportunities for better product mixes from a larger choice of suppliers. Strengthen relationships with suppliers with 1 to 1 negotiations, even if you are a team of procurement people.

With advanced AI algorithms you can find the value hidden in complexity.