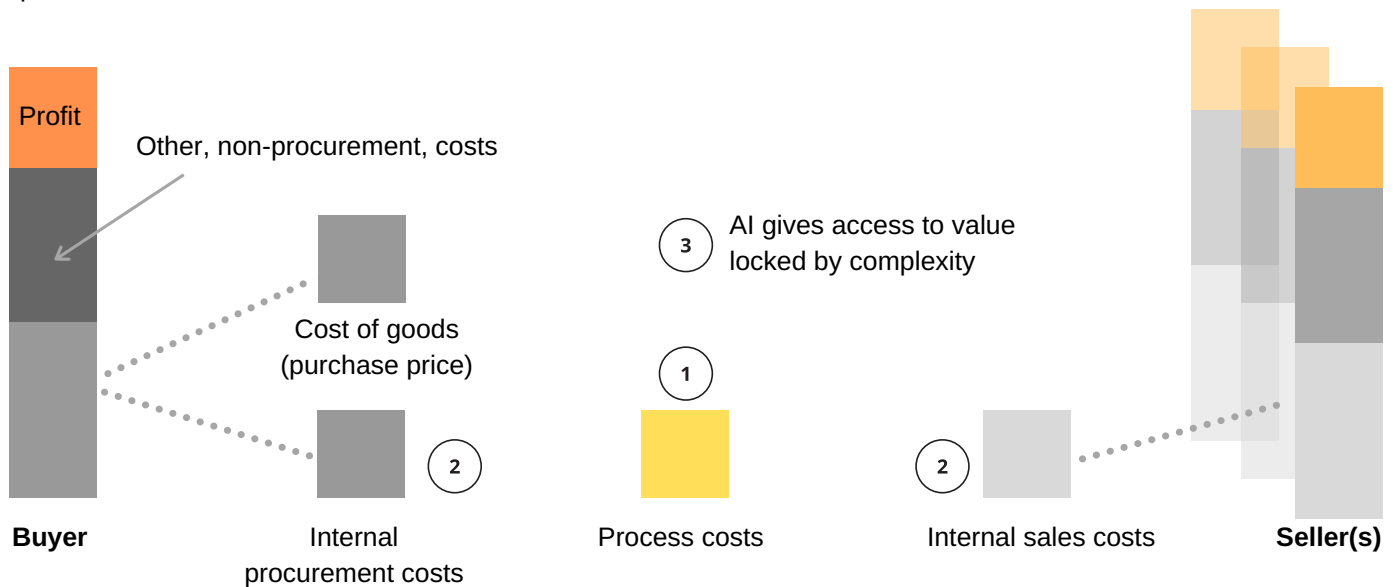


Negotiation & AI

Unlocking value

How **Acumex technologies** (Trade Management System, **TMS**, and Rational Assistant, **RA**) help you unlock additional profits from procurement activities. The steps can be taken progressively to ensure organizational learning and full implementation.



The progression of steps 1 to 3 with our services ensure a **step by step implementation** and an easier learning process for the organization. The progressive implementation also ensures **faster return on investment** and makes it easier and less risky to progress to the next level. Step 4 mentioned below refers to a full digital transformation of your processes where Acumex' services will play a role.

- 1 Remove friction - EFFICIENCY**
The process costs can be driven by old technology (email, spreadsheets), quality costs (errors) and double work. Remove friction costs by using our cloud-based trading technology, **TMS**.
- 2 Negotiate more value - EFFECT**
Next step is to negotiate more parameters than price with more than one supplier. Reducing cost drivers on both sides impacts the value of the deal positively. Some of the value will appear as a lower price for the products.
- 3 Negotiate deeper and better with AI - IMPACT**
The Rational Assistant, **RA**, unlocks value from the complexity emerging from dealing with multiple suppliers and larger product portfolios in real-time.
- 4 Hyper-connectivity with other algorithms - SYNERGY**
Grow profitability further by connecting more algorithms with each other to achieve optimal flow, analysis and action on data across the value chain.

