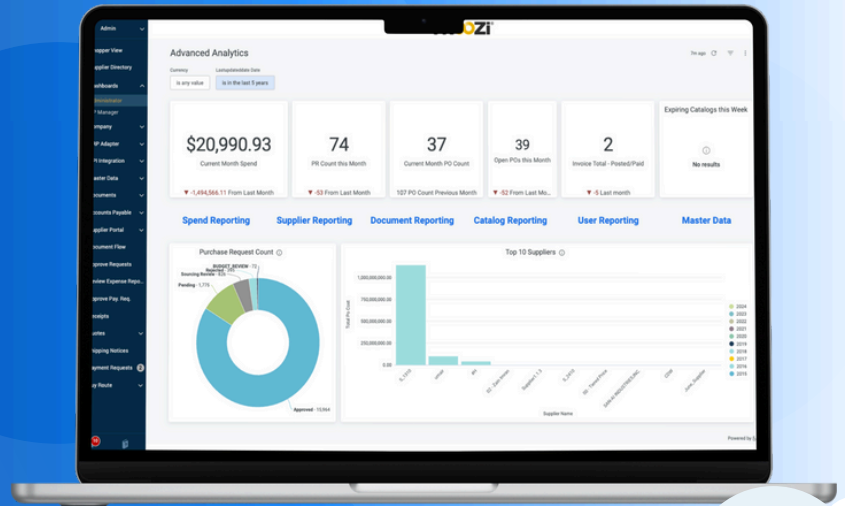




SPEND VISIBILITY AND
SAVINGS ESTIMATION

Uncover Hidden Savings in Your Indirect Spend



A fast, data-driven way to evaluate your current spend and find cost-saving opportunities in Deltek Costpoint.

PROBLEM WE SOLVE

Too much spending is happening off-contract or with non-preferred vendors—without visibility into unit prices or compliance. This leads to overspending, poor control, and missed savings.

THE VROOZI OFFER

A no-cost spend diagnostic for Deltek Costpoint users. We analyze your current vendor spend to identify opportunities to:

- ▶ Shift spend to preferred vendors
- ▶ Enforce contracted pricing
- ▶ Uncover off-contract purchases
- ▶ Highlight price variance across similar items
- ▶ Improve price visibility

WHAT YOU'LL GET



A quantified savings opportunity



A dynamic, editable savings estimation model



Visibility into where and why overspending occurs



An implementation roadmap to drive control and ROI



VROOZI FINANCIAL BENEFITS

Real Vroozi customers results

- 100% spend under management
- 15 – 30% savings on purchasing costs
- 10 – 20% consolidation on tail spend
- Increased financial control and visibility
- Increased remote operational efficiency
- Accelerated procurement cycle times, reducing cost-per-transaction

Deltek.

Marketplace Partner



HOW TO GET STARTED

Data required to get started:

- Supplier list with last year's spend

Optional (but recommended for deeper insight):

- AP transaction-level detail
- Procurement Card Spending
- PO level data
- List of preferred vendors
- List of vendors with contracts

GET STARTED

Vroozi.com | info@vroozi.com



Gain Better Control Over Spending

The fastest path to procurement ROI starts with identifying what's slipping through the cracks. Use these questions to zero in on gaps, inefficiencies, and missed opportunities within your current spend.

- 1 How much of your organization's spend is with non-preferred vendors?**
Redirecting spend to preferred vendors typically results in better pricing, terms, and compliance.
- 2 How much spend is occurring without a vendor contract in place?**
Buying from non-contracted vendors exposes your organization to inconsistent pricing and unmanaged risk.
- 3 How much off-contract spend could be shifted to contracted categories?**
If contracts already exist within a category, migrating spend can be quick and impactful.
- 4 Where is non-preferred or off-contract spend happening?**
To influence behavior, you need to know who's spending and where, whether it's at the department, cost center, or requisitioner level.
- 5 How much spend includes visible unit pricing?**
Catalogs and punchouts provide price transparency. Free-form POs often do not—making it difficult to detect price inflation or non-compliance.
- 6 When unit prices are visible, how much do they vary?**
Unauthorized price increases are a common source of overspending. Identifying price fluctuations helps you take action, whether it's correcting non-compliant purchases or negotiating better deals. And when prices decline, are savings being captured and reinforced across the organization?

How Vroozi Helps You Quantify—and Capture—Savings

Vroozi offers a dynamic savings estimation model tailored to your organization's real spending patterns. By analyzing your vendor data and applying benchmarks from similar Costpoint customers, Vroozi uncovers where you can gain better control and achieve measurable savings.

This model is fully customizable. You can adjust assumptions, exclude vendors, and fine-tune inputs to reflect your unique environment—resulting in a realistic, defensible ROI case.

WHAT DATA IS REQUIRED?

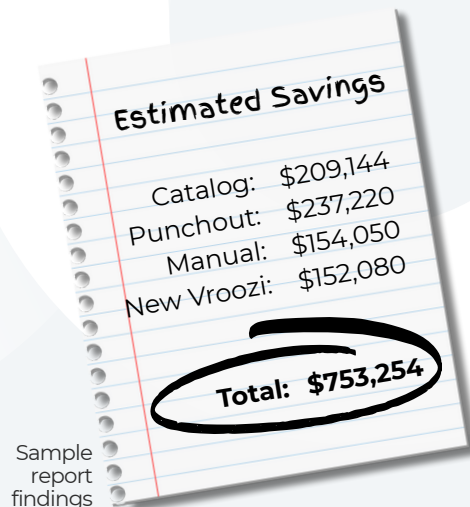
To get started, all you need is a list of suppliers with last year's spend.

For deeper insights, additional optional data can enhance the analysis:

- AP transaction-level detail (vendor, invoice, amount, date, GL account, cost center/WBS/IO, etc.)
- Procurement card data, if applicable
- PO-level data (vendor, PO number date, catalog part number, SKU, item description, UOM, unit, price, quantity)
- Contracted vendor list and available rate cards
- Preferred supplier list (which may differ from contract vendors)

➡ These reports are typically easy to export from Deltek Costpoint.

- ✓ **Fast Turnaround**
Initial results in just a few days
- ✓ **Fully Editable**
Refine assumptions in seconds
- ✓ **Backed by Data**
Model reflects real-world benchmarks and usage



GET STARTED

Vroozi.com | info@vroozi.com

VRoozi®