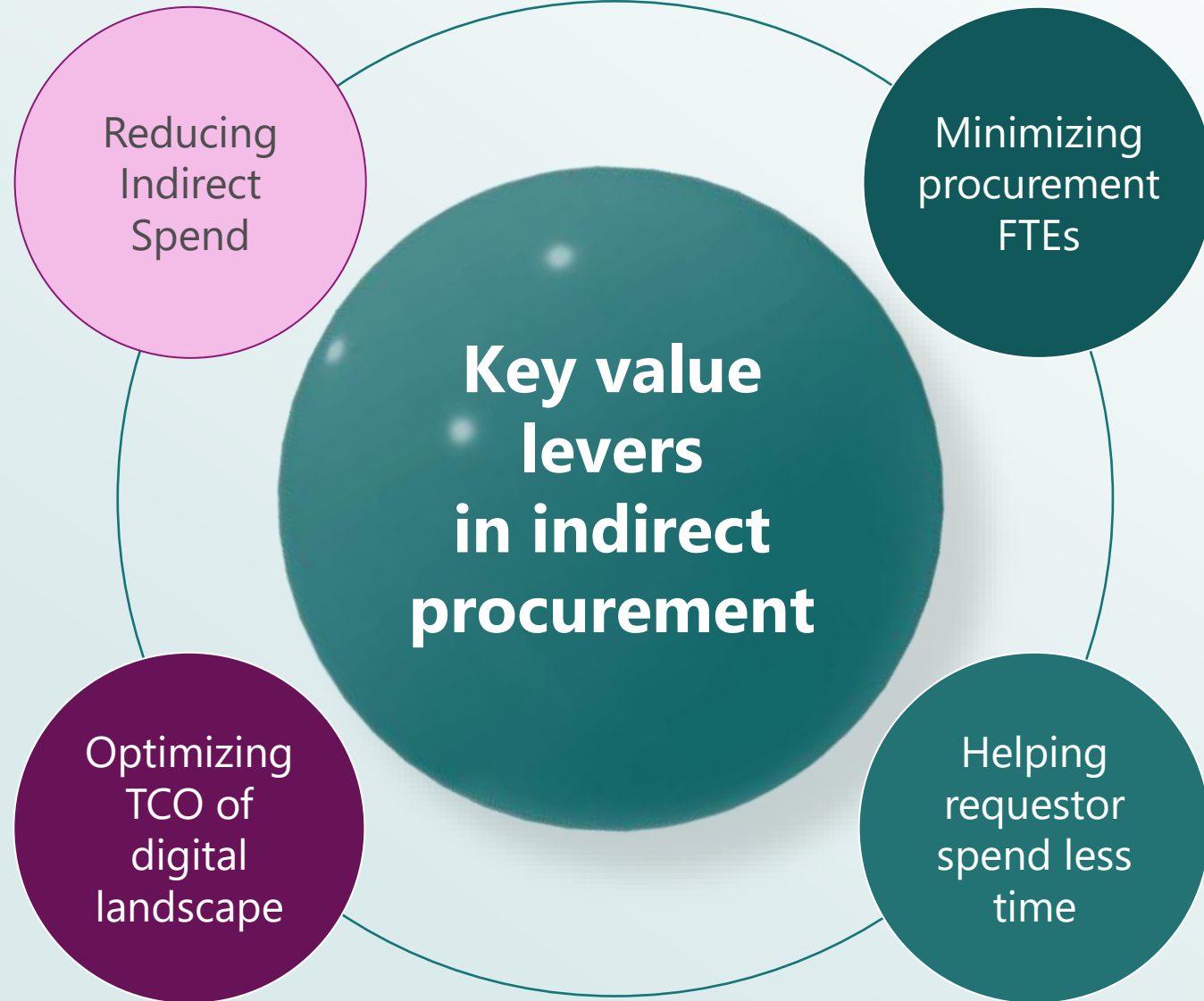


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Real Intake — or Intake for real?

Victoria Folbigg, CEO, Folbigg Consulting
Natalia Parmenova, Chief Revenue Officer, BeNeering



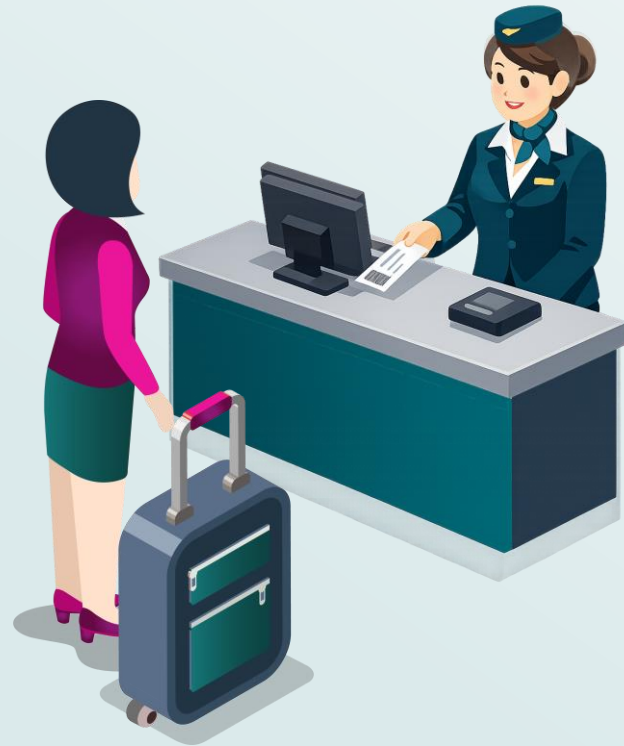


Requestor-driven self-services — however you call it





“Over the counter” Intake vs. Guided Buying



Intuitive entry point for requestors — still, high volume of manual work for procurement

Objective:
up to
90%
of no touch POs



Intuitive entry point + self-services

- automated prioritisation of standard buying channels
- AI support for data entry
- automated compliance checks
- seamless document flow with ERP



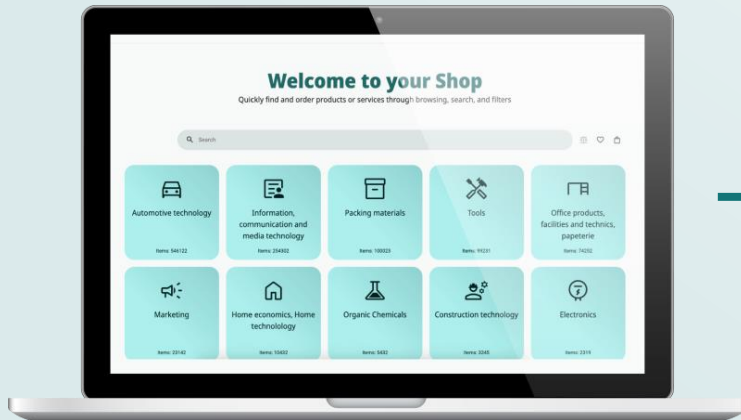
Priority — to pre-negotiated content

Up to
90%
of no touch POs

Ask

Search

Select



- One field or chatbot
- Natural language search
- Fuzzy search/ error tolerance

Supplier-managed catalogs

Buyer-managed (internal) catalogs

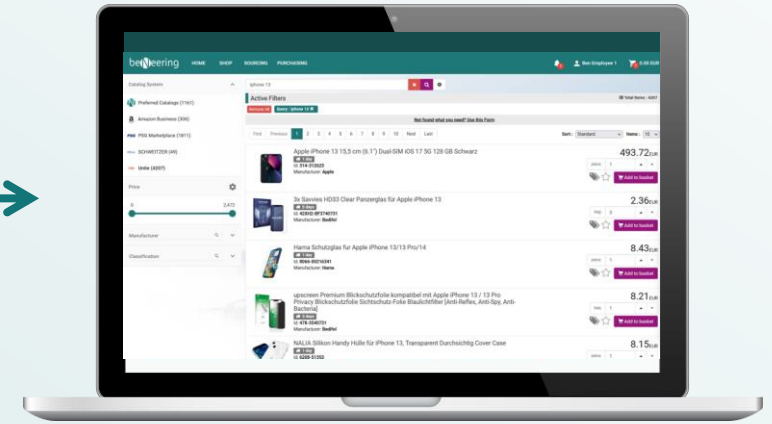
Integrated marketplaces

Requests from own stock

Requests to preferred suppliers

Requests from operational contracts

- Pre-negotiated content prioritisation
- Content cleaning and enhancing



- Always same look for the requestor
- Multi-channel shopping cart
- Pre-filled data for PR creation
- Automated compliance checks
- Approval workflows



Freetext — making this “last resort” more efficient

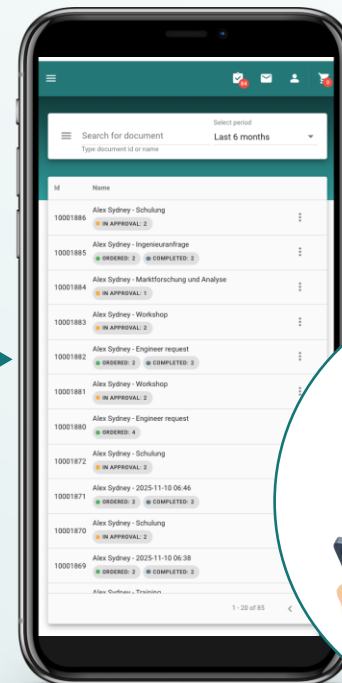
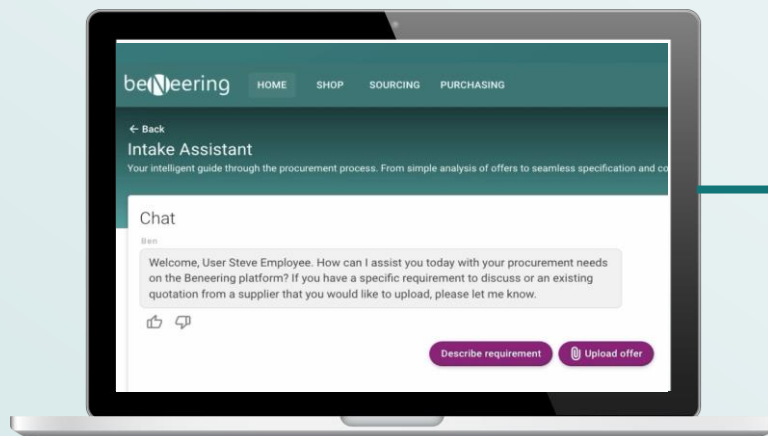


“I have some description of what I need but it is not in any catalog”



“I already received a proposal from my favorite agency”

- Chatbot or Dynamic Forms
- AI-driven data suggestions
- Automated compliance checks



- Well-completed request
- No re-checks in standard channels
- No need to re-do compliance checks
- Sourcing could be started from PR
- Chat with colleagues for additional data



Click [here](#) to start the video.

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AI Smart Sourcing Basket



BeNeering “Business Case+” framework

L1

ROI

What we will achieve in \$\$\$

L2

**Value
drivers**

Where these \$\$\$ will come from

L3

**Value
levers**

What will be done differently

L4

Functional enablers

Which digital capabilities
will play vital role

L5

Architectural contributors

What is supporting our
“business case pyramid”
on “physical” level

- Spend optimization
- FTE optimisation/re-focus
- Readiness for growth
- Requestor’s efficiency growth
- Employee satisfaction/attraction
- Compliance
- Optimal digital landscape TCO

BeNeering “Business Case+” framework: L4/L5

L1

ROI

What we will achieve in \$\$\$

L2

**Value
drivers**

Where these \$\$\$ will come from

L3

**Value
levers**

What will be done differently

L4

Functional enablers

1. One standard solution for all requestor processes – from search to status check
2. Universal search across all buying channels – from catalogs to operational contracts to marketplaces to stock
3. Realisation of complex scenarios leveraging custom-fields and data from SAP
4. Fast and easy creation of freetexts with AI-driven data suggestions from SAP and automated compliance checks in real time

L5

Architectural contributors

1. Robust and functionally rich Catalog & Content Management stack
2. BeNeering Dynamic Forms technology – manageable by the customer
3. BeNeering AI stack – leveraging all your data
4. Real time data/ documents exchange with SAP ERP
5. No limitation in data model – embracing your customised ERP
6. Strong workflow engine allowing high level of configuration



Please refer
to our materials
for more value use cases



BeNeering Selected
Use Cases

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