



SIMFONI FOR PRIVATE EQUITY AND HOLDING COMPANIES

POWERFUL PORTFOLIOS



WHY PRIVATE EQUITY NEEDS SPEND INTELLIGENCE

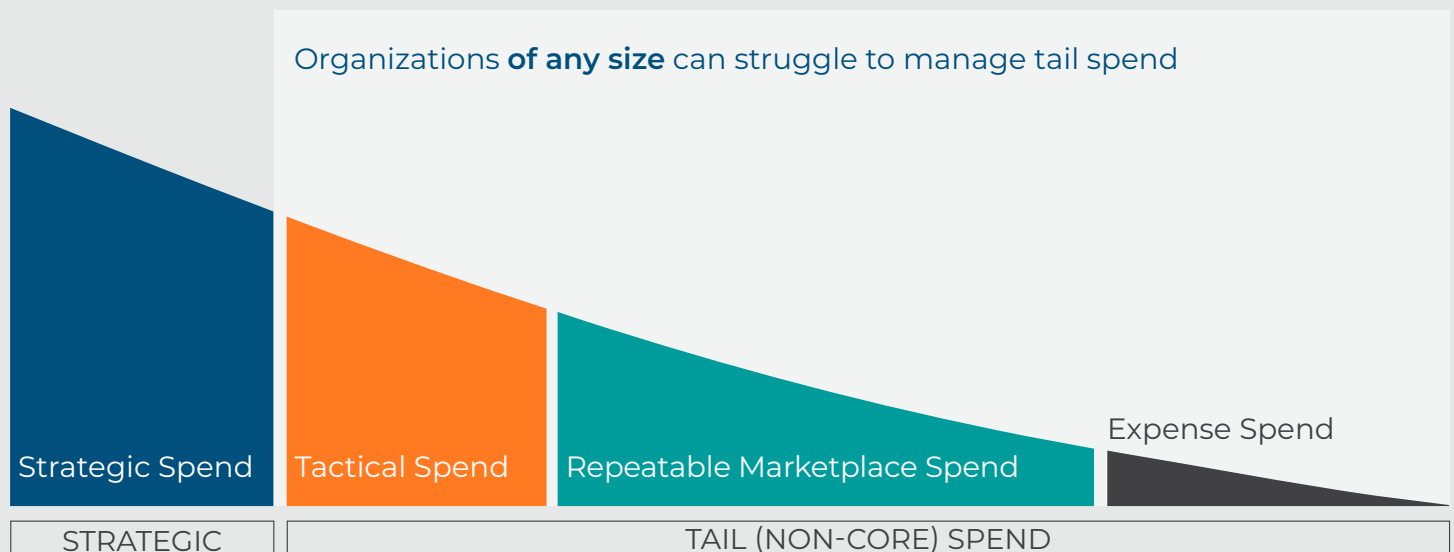
Today's businesses are in uncharted territory, dealing with a stormy combination of general market volatility, inflation, unpredictable labor markets, commodity and supply chain challenges, and various regulations across traceability, diversity, and ESG - all while trying to optimize, digitize, and automate.

When the bottom line matters most, especially during times of uncertainty, investment firms need to know where their portfolio companies' dollars are being spent. And they are doing the best they can to help guide not just a single entity's spend, but get a full view across the entire portfolio.

"Letting the dollars talk" beyond a one-time quality of earnings exercise can be an incredible lever to pull across a company's entire journey with a portfolio, from sourcing

to exit. Most firms recognize the importance of detailed spend analysis for savings opportunities and value creation, but few actually know how to find all of the relevant data, aggregate it, cleanse it, normalize it, and make it continuously reveal meaningful, actionable insights.

The good news? An influx of sophisticated spend intelligence technology can handle this optimization, digitization, and automation, quickly and securely.



We are given a full view of corporate spend which enables us to recognize cost reduction opportunities. We have identified significant synergies across the entities which make up Dubai Holding. Plus, Simfoni is easy to use and easy to work with.

Cory Thwaites, Executive Director Procurement, TECOM GROUP



HOW SPEND INTELLIGENCE WORKS

THE SPEND CUBE, CUBED

A clean, clear view of total portfolio spend can open doors around strategic sourcing, aggregated cross-portfolio blanket agreements, and standardization and streamlining of buying across assets (with a side of cost savings). Private equity firms that prioritize spend intelligence have increased cost optimization and compliance, can take advantage of cross-portfolio buying power, and can take category-level spend strategy to a new level. Best practice spend management and buying practices trickles down into organizational culture, ensuring ongoing value creation well beyond savings.

PORTFOLIO COMPANY OPERATIONAL EXCELLENCE

By leveraging spend data, best in class organizations can drive 5-15% cost reduction from their total addressable spend. With Simfoni's AI-powered solution, all spend is accurately classified and interrogated. Companies gain real-time visibility across all categories, as well as actionable insights to identify new opportunities and hidden savings. Simfoni's technology, content and deep expertise allows procurement departments to be proactive, strategic and in control of all spend.

THE CSR FACTOR

Many investors are increasingly paying attention to their dollars actively improving the environment or cultivating and growing a diverse supply base. Simfoni's Impact Assessment tool can measure a supply chain's environmental impact and not only track and report on supplier diversity metrics, but also look at historical data to improve upon past year's performance without costly changes in supply chain (or even additional costs). Procurement with a purpose is (and should be) done without additional fees.

SOURCING + DUE DILIGENCE: MOVE FASTER BASED ON FACTS

PE firms seek quick-win opportunities, and a company's spend reveals a lot about their health, habits and future opportunities. Simfoni's spend intelligence tool takes messy, uncategorized, and siloed data and turns it into an organized tell-all during the due diligence process, helping firms make informed (and fast) decisions on go/no go.

SPEND INTELLIGENCE AS A SELLING POINT

Your investment in meaningful measurement can be a differentiator and trust-building factor with portfolio companies, showing that you care about their ongoing success. For smaller companies that haven't invested in procure-to-pay software or don't have a procurement department, this kind of insight is a game-changer that not every firm will offer them.



WHY SIMFONI?



SPEED

Simfoni has cracked the AI code to make your spend intelligence journey as quick and accurate as possible. Our machines do the work, your expertise layers on top for quick time to value. Put your effort where it matters.



VALUE CREATION

Simfoni's Opportunity Assessment and predictive analytics identify cost savings that already exist and allow valuable resources to be focused on results, not number crunching.



MEASURED

Because the old adage is true: what isn't measured, isn't managed. The critical bottom line is only as strong as controlling a dollar's journey from the top.

SIMFONI SOLUTIONS FOR PRIVATE EQUITY

HOLDING COMPANY	<ul style="list-style-type: none">◆ Cube of Cubes◆ Rapid Due Diligence
LARGE ENTERPRISE	<ul style="list-style-type: none">◆ Spend Intelligence◆ Tail Spend Management
MEDIUM ENTERPRISE	<ul style="list-style-type: none">◆ Analytics and Opportunity Assessment◆ Spend Automation (for indirect spend)
SMALLER GROWTH COMPANIES	<ul style="list-style-type: none">◆ Spend Analytics◆ Marketplace and BuyDesk

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