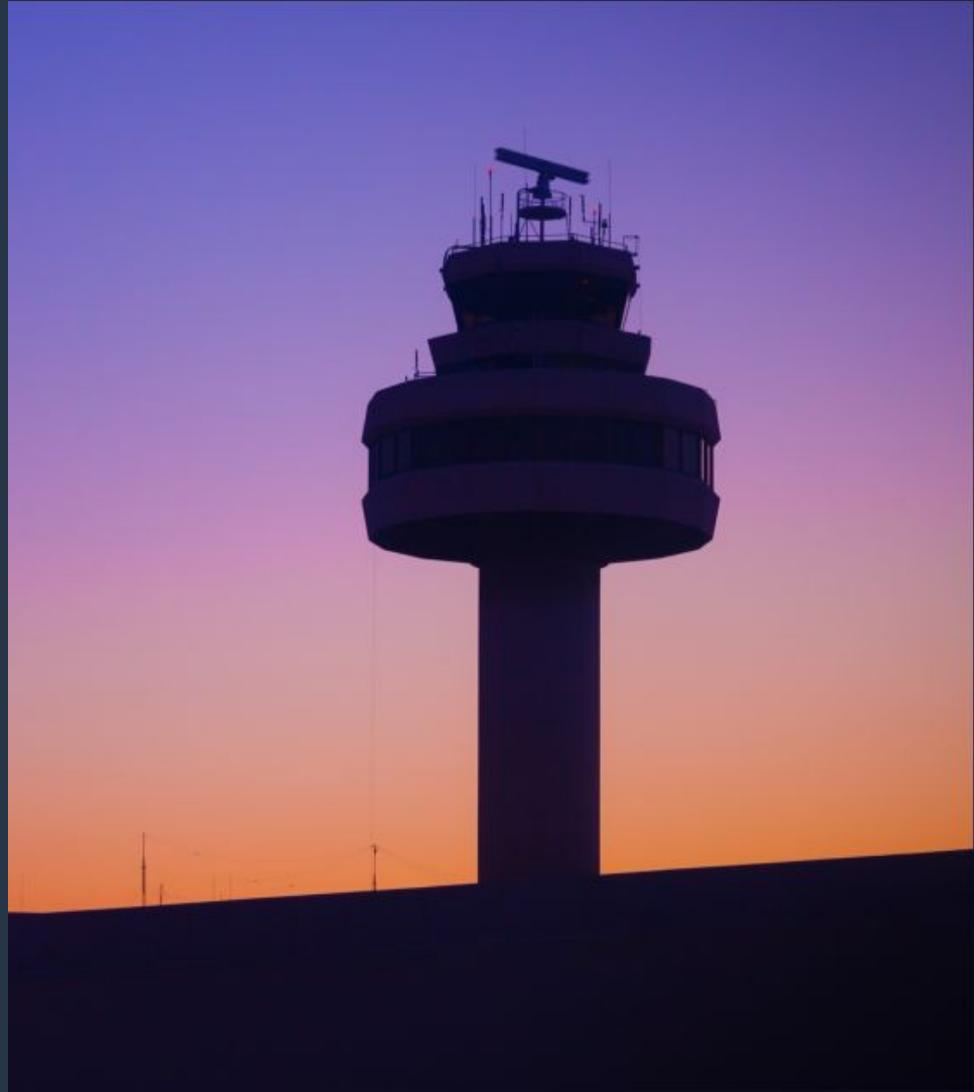


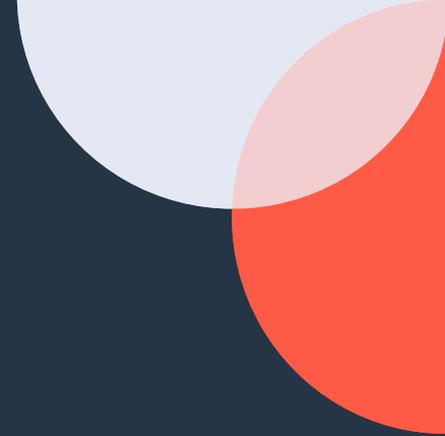
Leverage

How to use the latest AI
advancements to increase
supplier response rates



Agenda for today

- **Status quo**
- **How can AI help**
- **How to move forward**



**Buying teams cannot answer
the fundamental question:**

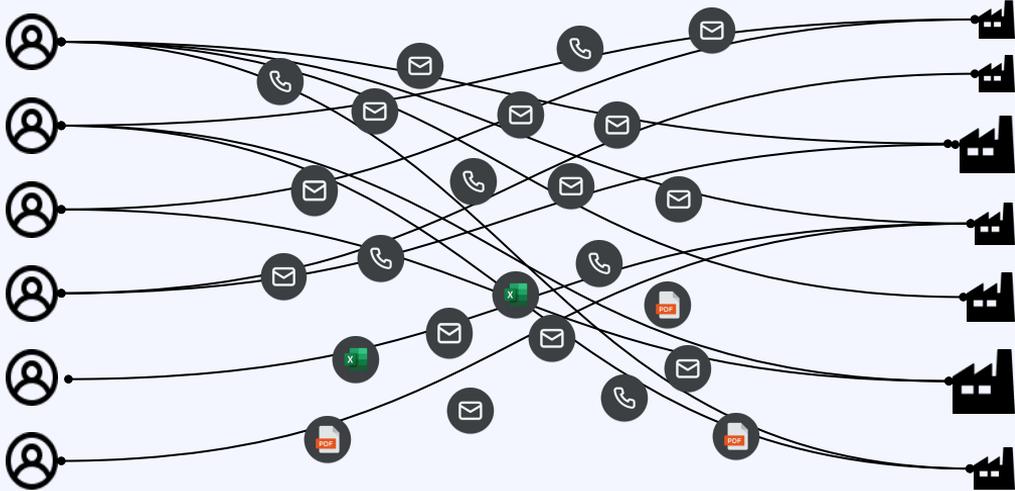
Where's my Stuff?

Today: Manually Collecting PO Updates

Buyers **spend >50%** of their time manually chasing down PO statuses, handling exceptions, and writing back to their ERP

BUYERS

SUPPLIERS



Challenges with Manually Collecting PO Updates

Hundreds of thousands being spent to process and track POs

The current PO management process requires **6 people doing 6 hours of manual work per day to manage suppliers and track POs**. Automating this manual busywork will give companies months worth of time back every single year.

Productivity

Admins will increase their productivity by 45% through the power of automation. This will save them time they spend today on tedious tasks and enable them to operate more efficiently and strategically.

Visibility of Exceptions and Issues

A **manual PO and inventory management system is inherently reactive and riddled with blind spots**. A lack of visibility is not only frustrating to the supply chain, but production, customer service and sales all also feel the pain when order and shipment info is not available in real-time and items stock-out.

Report on Critical KPIs in Real-Time

Reporting today is a manual process that inherently lags behind real-time. With AI, you can gather statuses instantly and report on the PO-level data we gather automatically. Just like your PO statuses, **you'll get live reports and alerts delivered to your fingertips such as OTIF, unit cost and more**.

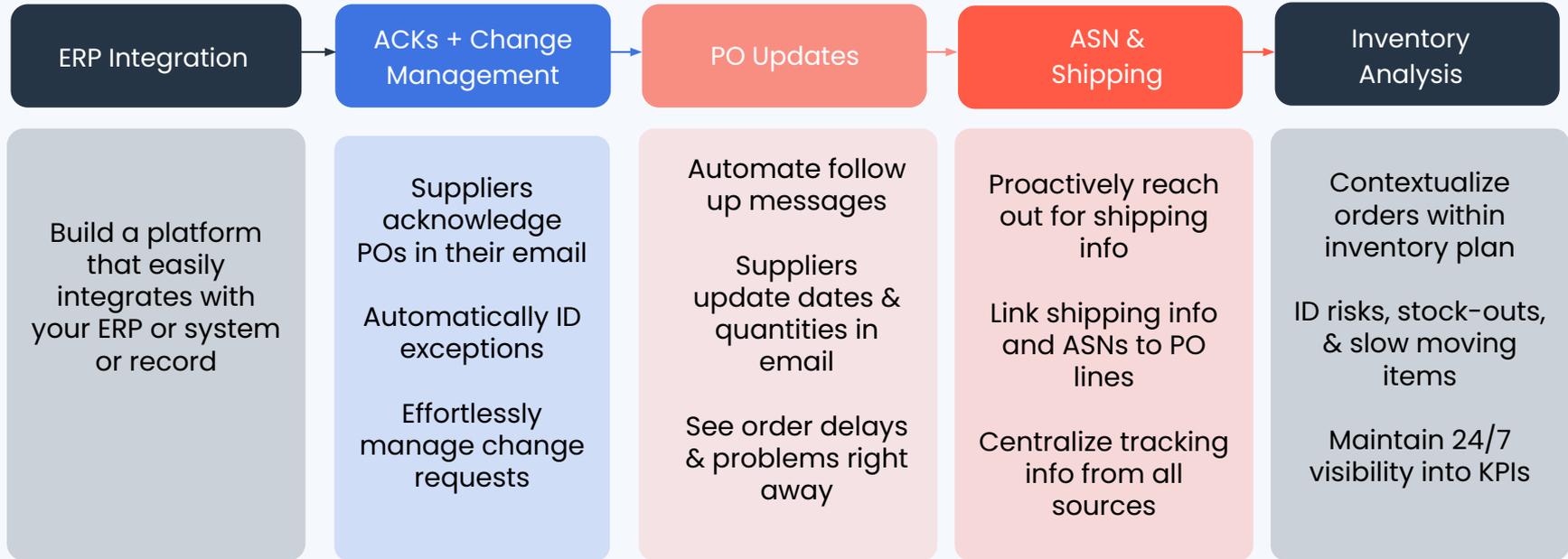
How can AI help

How AI helps buying teams

1. **Visibility:** Build a platform to increase visibility to key metrics
2. **Supplier Comms:** Automate Purchase Order acknowledgements and follow ups
3. **OCR for POs:** Digitally read and write critical information from PDFs to your ERP
4. **Notifications and Scorecards:** Create actionable notifications with your system of record and live scorecards

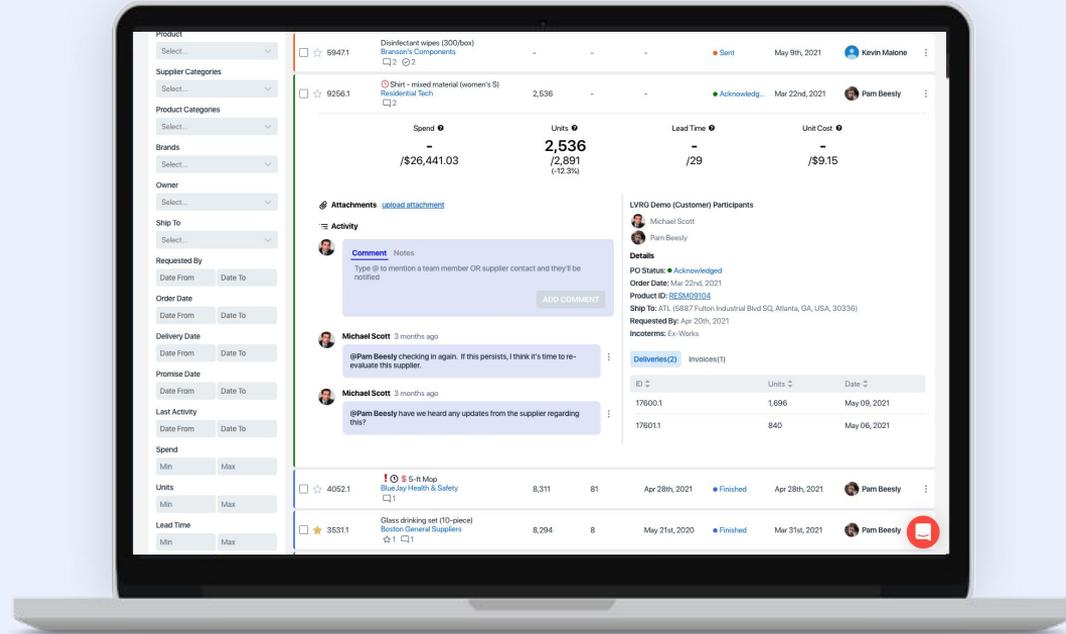
1. Visibility for the entire PO lifecycle

Auto-generate your purchase order statuses to get visibility from the moment it's planned to moment it's sold, by meeting suppliers where they are



ERP Integration

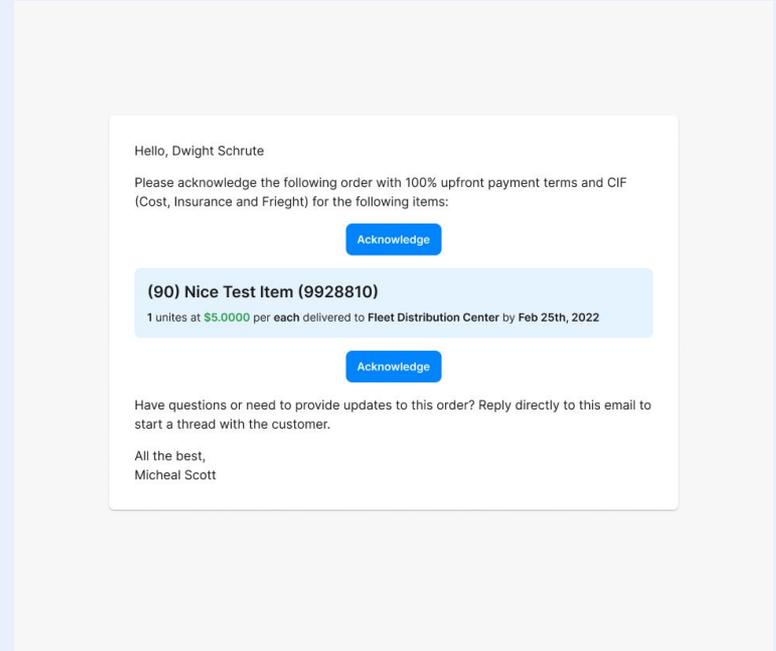
- Able to both pull in POs as they are created within your ERP and write data back as your PO platform automatically collects it from vendors'
- Changes or deviations from expectations on POs are detected and the appropriate individual is alerted to address
- Your ERP is maintained as a more accurate and real-time "source of truth", and orders are available for management and analysis in Leverage



2. Automated Supplier Communications

Increase supplier response rate

- Purchase order statuses are generated and written to your ERP automatically with pre-configured interactive outreach
- Configure automatic messages to follow up with unresponsive vendors and collect crucial PO data
- Proactive notifications surface risks and non-responses as they occur, so your team has the time to strategically problem-solve
- The intuitive and low-lift interface was built in collaboration with hundreds of vendors to maximize responsiveness and ease of use



PO Acknowledgement with Changes - Supplier View

Purchase Order Acknowledgement

Awesome Supplier
Submitting as jerry@awesome.supplier

Customer Purchase Order #7221

Order Date:	Nov 16, 2021	Buyer:	Michael Scott michael@acme.com
Incoterm:	FCA - Free Carrier (named place of delivery)	Invoice To:	1725 Slough Avenue in Scranton, PA.
Payment Terms:	Net 60		

Line	ID	Name	Promise	Ship To	UOM	Quantity	Unit Cost	Ext Cost
1	6	WWMN-R01-SWBQI	11/08/2021	DFW	each	200	\$20.0000	\$4000.00
Comment for 6 Leave an update...								
2	7	WWMN-R01-SWBQI				200	\$20.0000	\$4000.00
Comment for 7 Leave an update...								

← March 2022 →

Mon	Tue	Wed	Thu	Fri	Sat	Sun
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Acknowledge

Reject

Open Order Reports and Reminders

The screenshot shows a Gmail interface with a sidebar on the left containing 'Compose', 'Mail' (with sub-items: Inbox 2,712, Starred, Snoozed, Sent, Drafts 1, More), 'Chat' (No conversations, Start a chat), 'Spaces' (No spaces yet, Create or find a space), and 'Meet'. The main content area displays an email from Michael Scott via Leverage with the subject 'Status Update Request for Customer PO #190 from Acme.' The email body features the Acme. logo and a message asking for updates on delivery dates for several orders. A 'Provide Updates' button is visible, along with a link 'All orders on track'. The orders listed are:

- (174.1) Nice Test Item [750012312]**
1 units at \$5.00 per each delivered to Fleet Distribution Center by Jul 4th, 2022
- (189.1) Fitting Assy - Door [143A6134-1]**
100 units at \$50.00 per each delivered to Lansdale Warehouse Co. Inc. by Jun 12th, 2023
- (190.1) Nice Test Item [750012312]**
1 units at \$5.00 per each delivered to Fleet Distribution Center by Jul 18th, 2022

ASN Request Page – Supplier View

Advanced Shipment Notice

Submitting as jerry@awesome.supplier

Shipment ID *	Transportation Method *	Shipped Date *	Ship To *
<input type="text" value="SHP55226"/>	<input type="text" value="Zeppelin"/>	<input type="text" value="February 4, 2022"/>	<input type="text" value="Combined Warehouse"/>
Scheduled Delivery *	BOL Number *	Pro Tracking Number	
<input type="text" value="February 10, 2022"/>	<input type="text" value="BOL5523"/>	<input type="text" value="DHL55863"/>	

Packages

[Add Package](#)

No.	Type *	Weight *	Weight UOM *	Volume *	Volume UOM *	Weight Qualifier *	Lading Quantity *
1	<input type="text" value="Mixed Containers"/>	<input type="text" value="100"/>	<input type="text" value="Kilogram"/>	<input type="text" value="10"/>	<input type="text" value="Cubic meter"/>	<input type="text" value="Gross"/>	<input type="text" value="1"/>

Purchase Orders

[Add Purchase Orders](#)

PO	Line	ID	Description	Quantity
10001	5	LVRG-P-5	Impression Material Polyther	<input type="text" value="50"/> each <input type="text" value=""/>
10001	4	LVRG-P-4	FUTURO™ Wrap Around Ankle Support	<input type="text" value="40"/> each <input type="text" value=""/>

2	<input type="text" value="Pallet"/>	<input type="text" value="100"/>	<input type="text" value="Kilogram"/>	<input type="text" value="10"/>	<input type="text" value="Cubic meter"/>	<input type="text" value="Gross"/>	<input type="text" value="1"/>
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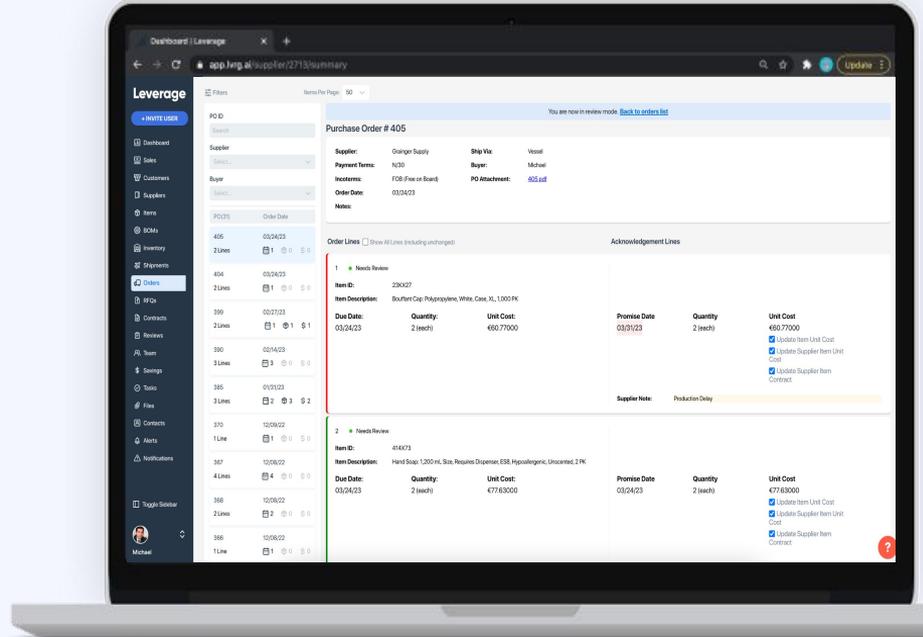
Purchase Orders

[Add Purchase Orders](#)

PO	Line	ID	Description	Quantity
10001	5	LVRG-P-5	Impression Material Polyther	<input type="text" value="50"/> each <input type="text" value=""/>
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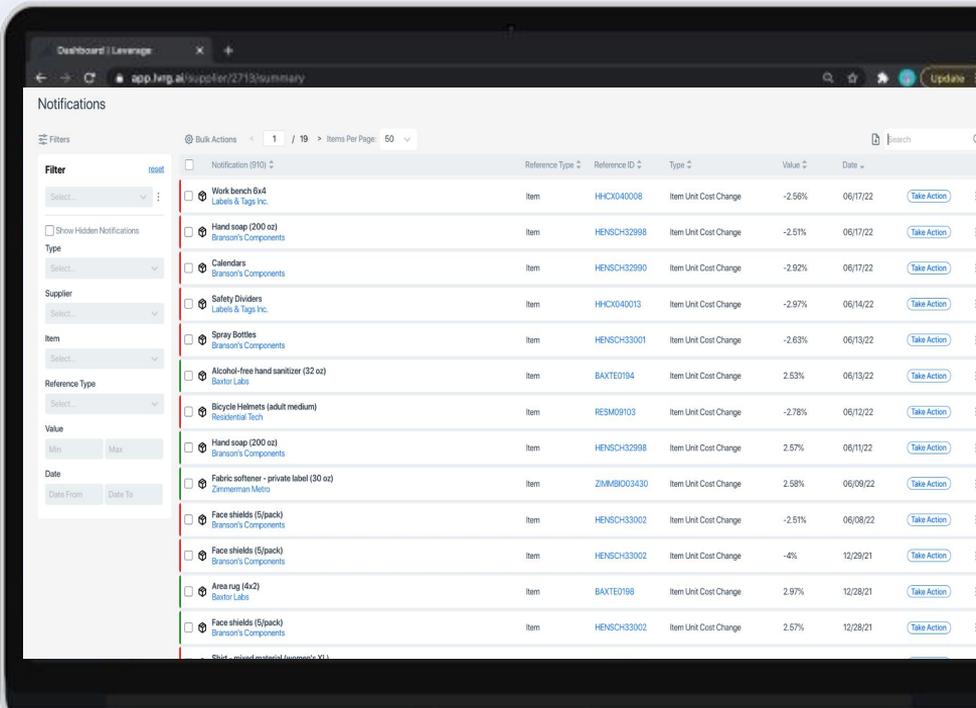
3. OCR for PDF Parsing

- **Works with any PO:** Suppliers can send over PO acks just as they do today, regardless of format
- **Supercharged team:** let your team spend their time solving strategic problems, not data entry. As your POs scale, your headcount won't need to.
- **100% Supplier Adoption:** AI-driven PDF parsing technology operates in the background, you get 100% supplier adoption, without any behavior or workflow changes on their end.



4. Actionable Notifications and Scorecards

- When a change request is made
- Lead time changes
- Impacts to sales
- Demand targets are at risk
- Scorecards ie;
 - OTIF
 - Unit Cost Drift
 - Response Rate



The screenshot displays a 'Notifications' dashboard with a table of items and their unit cost changes. The table includes columns for Reference Type, Reference ID, Type, Value, and Date. Each row has a 'Take Action' button. The items listed include Work bench 6x4, Hand soap (200 oz), Calendars, Safety Dividers, Spray bottles, Alcohol-free hand sanitizer (32 oz), Bicycle Helmets (adult medium), Hand soap (200 oz), Fabric softener - private label (30 oz), Face shields (5/pack), and Area rug (4x2).

Notification (9/0)	Reference Type	Reference ID	Type	Value	Date	Action
<input type="checkbox"/> Work bench 6x4 Labels & Tags Inc.	Item	HHCX040008	Item Unit Cost Change	-2.56%	06/17/22	Take Action
<input type="checkbox"/> Hand soap (200 oz) Branson's Components	Item	HENSCH32988	Item Unit Cost Change	-2.51%	06/17/22	Take Action
<input type="checkbox"/> Calendars Branson's Components	Item	HENSCH32990	Item Unit Cost Change	-2.92%	06/17/22	Take Action
<input type="checkbox"/> Safety Dividers Labels & Tags Inc.	Item	HHCX040013	Item Unit Cost Change	-2.97%	06/14/22	Take Action
<input type="checkbox"/> Spray bottles Branson's Components	Item	HENSCH33001	Item Unit Cost Change	-2.63%	06/13/22	Take Action
<input type="checkbox"/> Alcohol-free hand sanitizer (32 oz) Baxter Labs	Item	BAXTE0194	Item Unit Cost Change	2.53%	06/13/22	Take Action
<input type="checkbox"/> Bicycle Helmets (adult medium) Residential Tech	Item	RESM09103	Item Unit Cost Change	-2.78%	06/12/22	Take Action
<input type="checkbox"/> Hand soap (200 oz) Branson's Components	Item	HENSCH32988	Item Unit Cost Change	2.57%	06/11/22	Take Action
<input type="checkbox"/> Fabric softener - private label (30 oz) Zimmanman Mens	Item	ZMVB003430	Item Unit Cost Change	2.58%	06/09/22	Take Action
<input type="checkbox"/> Face shields (5/pack) Branson's Components	Item	HENSCH33002	Item Unit Cost Change	-2.51%	06/08/22	Take Action
<input type="checkbox"/> Face shields (5/pack) Branson's Components	Item	HENSCH33002	Item Unit Cost Change	-4%	12/29/21	Take Action
<input type="checkbox"/> Area rug (4x2) Baxter Labs	Item	BAXTE0198	Item Unit Cost Change	2.97%	12/28/21	Take Action
<input type="checkbox"/> Face shields (5/pack) Branson's Components	Item	HENSCH33002	Item Unit Cost Change	2.57%	12/28/21	Take Action

Recap: How AI helps buying teams

1. **Visibility:** Build a platform to increase visibility to key metrics
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Getting started

Getting Started



Build it internally

Working with your internal IT teams, you can bolster your ERPs current abilities. This is costly and takes internal resources and buy in

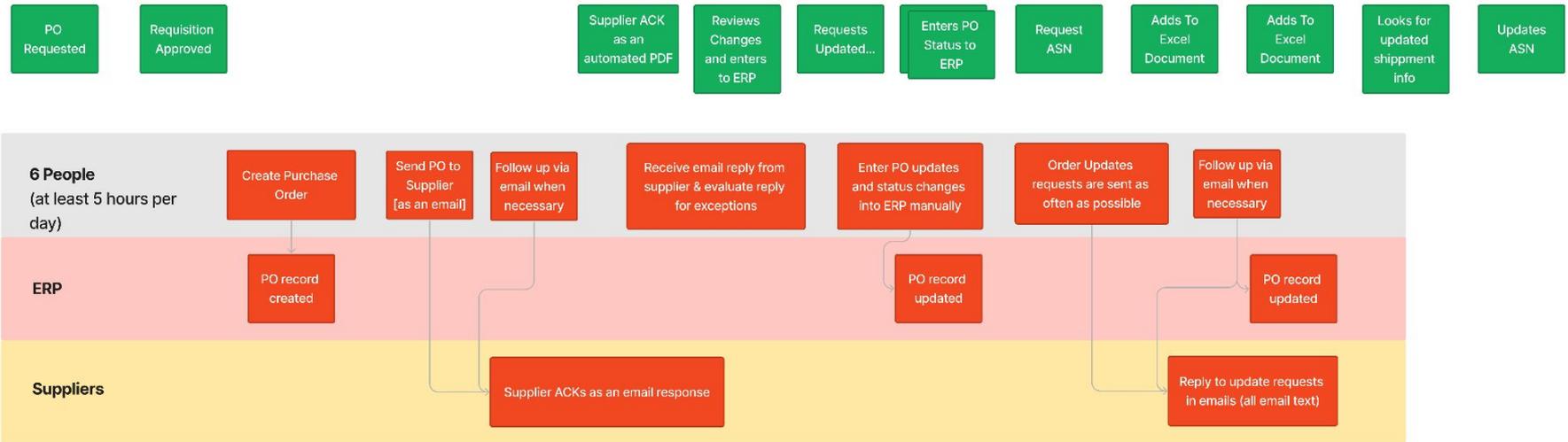


Leverage

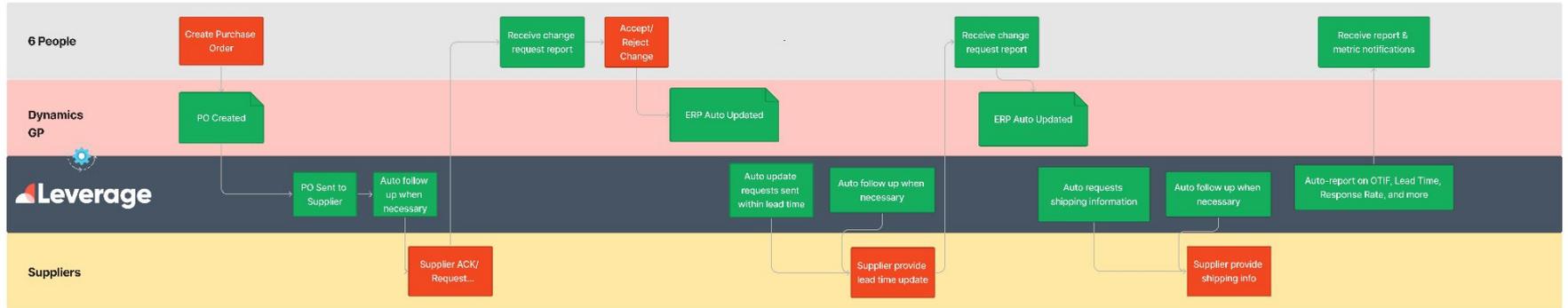
Our team provides a low IT, implementation as a service, so your IT team only needs to advise. We do all the heavy lifting so you can reap the benefits

Map your current process

Current Workflow



Map how you want your process to look



Have more questions?

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(203)-543-2688
TryLeverage.ai