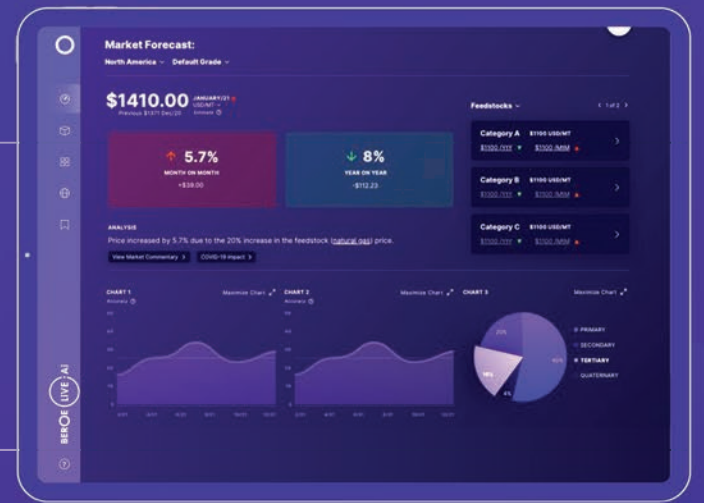


# Beroe Capability Statement

Beroe has been on procurement's leading edge since the company's founding in 2005, bringing a world of insights forward. The unique combination of Beroe's expertise, AI-powered platform, and vast amounts of data, enable organizations to make **smarter, faster, better procurement decisions**.

Not tomorrow, not today, but **NOW**.

Beroe helps thousands of organizations sift through the data noise, mitigate risk, face fewer surprises, and ultimately gain a competitive edge.



## Core Competencies

### Market Intelligence

- ✓ Deep Dive Category Reports
- ✓ Industry Best Practices
- ✓ Best Cost Sourcing
- ✓ Forecasting 170+ products
- ✓ Should Cost Models (Make vs. Buy) & TCO Analysis

### Supplier Intelligence

- ✓ Deep Dive Supplier risk
- ✓ Supplier Identification
- ✓ Supplier Innovation Tracking
- ✓ Momentum scores and ESG initiatives

### Sourcing Support

- ✓ Supplier Management
- ✓ Sourcing Enablement
- ✓ Business Performance
- ✓ MI Enablement
- ✓ Contract and Demand Management

### Opportunity Assessment

- ✓ Procurement Benchmarks
- ✓ Category Maturity Assessments
- ✓ Cost Savings Potential Identification

### Supply Chain Intelligence

- ✓ Multi-Tier Supply Chain Mapping
- ✓ Holistic Value Chain Risk Assessments
- ✓ Supply Chain Constraints & Disruptions

## Beroe's Differentiators

- ✓ Data and intelligence that enables procurement to deliver on their strategic priorities (cost reduction, risk management, etc.)
- ✓ Reduced time-to-insight, increased speed to value
- ✓ Democratizing access to intelligence – organizations of all sizes, globally dispersed teams
- ✓ Data availability at the point of decision making

## Core Offerings

### Beroe LiVE.Ai,

an AI-powered data and insights platform enabling procurement organizations to make smarter, faster decisions

- ✓ Discovering Market Information
- ✓ Getting Proactive Category Alerts
- ✓ Managing Supplier Risk
- ✓ Finding Right-fit Suppliers
- ✓ Tracking Category Cost & Prices
- ✓ Measuring Category Performance
- ✓ Monitoring Supplier ESG Scores

### Abi,

an AI-powered digital procurement assistant which integrates with business messaging systems like MS Teams, Slack or Email

### Pre-built APIs,

that allow integration of XXX with enterprise applications like Coupa, SAP, Jaggaer and Cirtuo

### Turnkey solutions,

that enable a procurement team's strategic priorities including:

- ✓ Inflation Management
- ✓ Risk Mitigation
- ✓ Nearshoring
- ✓ Category Strategy Development

## Awards and Recognitions



### NAICS Codes

- 513210 Software Publishers
- 541611 Administrative Management and General Management Consulting Services

## General Company Information

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Corporation type: Private Company  
Year of incorporation - 2005