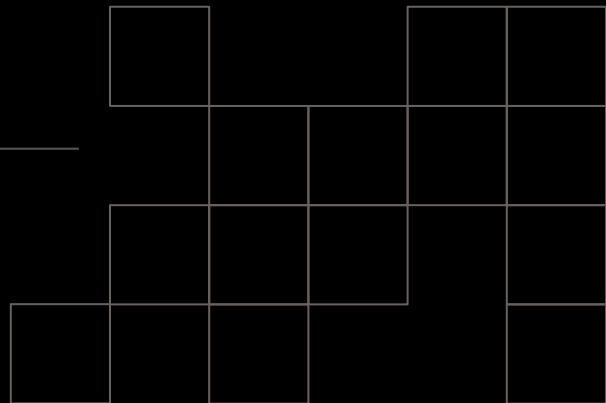




The Leading AI-Powered
Procurement Orchestration Platform For the Enterprise

From Intake to Autonomous Sourcing: Building the Right Agentic Handoffs

Smart workflows · Good data · Better decisions built for **Everyone**



Introductions



Lance Younger

EVP, EMEA GM and Global
Alliances



James Tickle

Director, Global Partnerships



Stephan Knauf

Business Development Director,
DACH

Introduction to ORO and Orchestration

Workshop Scenario Set-Up

Designing an Agent Handoff Canvas

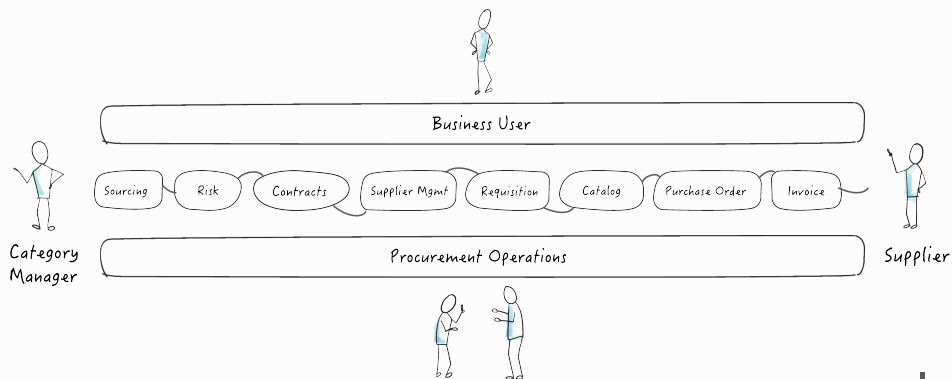
Group Debrief & Surfacing Patterns

Wrap-up & Take Away Framework

Imagine a world...

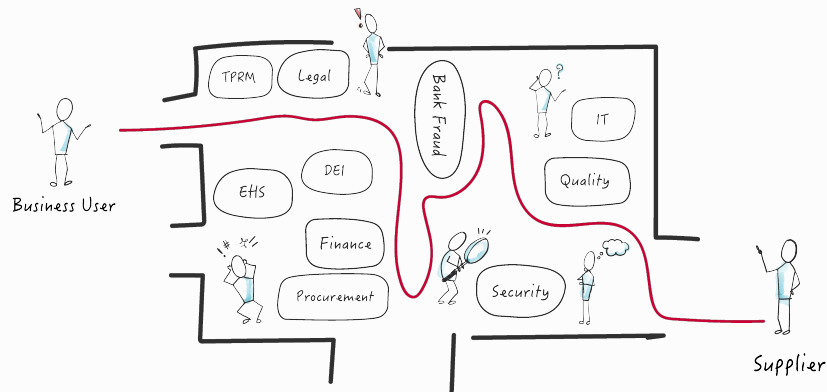
Where every approval, every supplier query, every contract negotiation, every risk flag in your organisation could be handled without a human touching it.

Existing digital systems are designed for



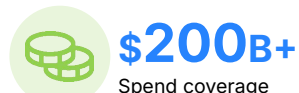
In reality, the processes are like this

- **More than one tool** involved in the process
- Leading to **poor** business user experience
- Causing **high demand** on **manual procurement** operations
- End result - Procurement **struggles** to **realize it's strategies** and respond to changing business needs



About ORO

Intelligent orchestration platform for procurement, finance & supply chain



Global brands powered by ORO

**WELLS
FARGO**

THE *Coca-Cola* COMPANY

Pfizer

**Goldman
Sachs**

Allianz

NOVARTIS

GSK

**SIEMENS
energy**



BAT

Lonza

REGENERON

millennium

MERCK

kyndryl



**Liberty
blume**

ENBRIDGE

Booking.com

**Bristol Myers
Squibb**

DANONE
ONE PLANET. ONE HEALTH

**ThermoFisher
SCIENTIFIC**

HALEON

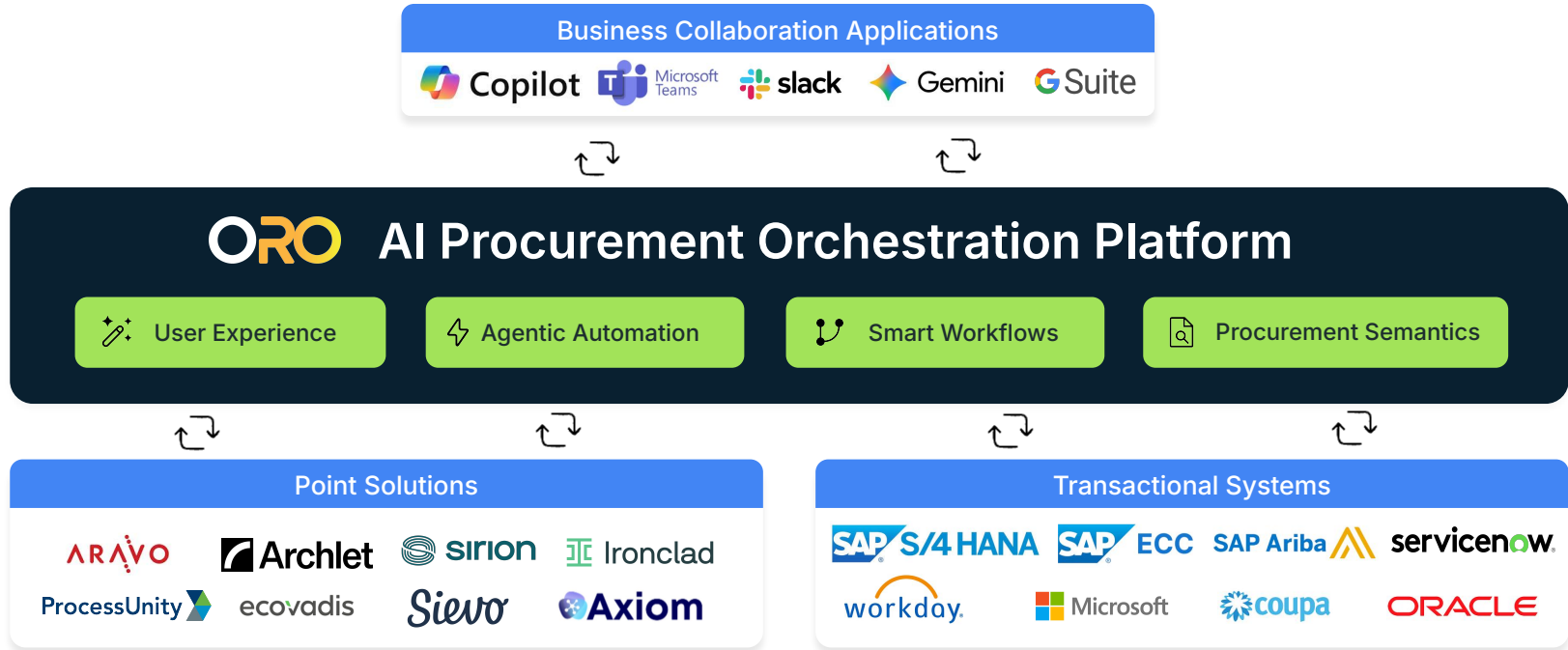
GILEAD

Opella.

BASF
We create chemistry

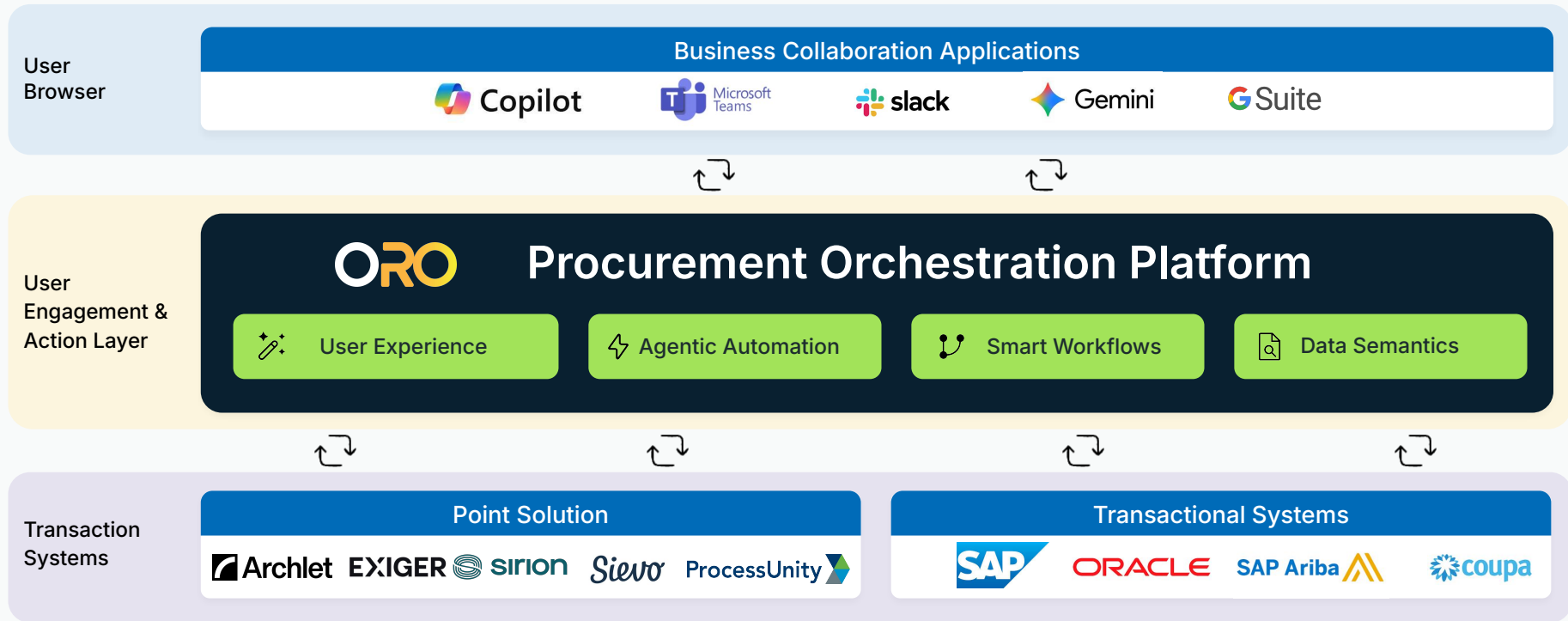
jamf

ORO orchestrates across ... process, systems, intelligence, agents and teams



Idea-to-Pay: Orchestrating the Full Value Lifecycle

Move beyond the limitations of the "Source to Pay" system of record and start to capture value from the moment an idea is born.



Agentic AI helps you orchestrate with confidence



ORO's Agentic Ecosystem

Available Now

ORO is built on a fundamentally agentic operating system using AI to deliver a compliant, self-service experience.

ORO leverages Agentic workflows to reduce manual operations, curate & interpret data for better decisions and to ultimately increase speed.

Custom Agents are built on ORO.

confidential

Ask ORO AI (OOTB)	Intake Agents	Workflow Agents	Intelligence
 Detect Intent	 Custom Doc Extraction	 PR/PO Review	 Knowledge & Policy Agents
 Category Recommendation	 Demand Review	 Vendor Ops Review	 Tarriff Agent
 Proposal/SoW Extraction	 Rate Card Validation	 AP Fraud Review	 Executive Summary Generation
 Supplier Recommendation	 Identify Savings Opportunity	 Contract Risk Identification	 Item Master Matching
 Buying Channels	 Assess Third Party Risk Score	 Autonomous Negotiation	Build your Own Agents
 Status Queries	 Narrative Coaching	 MRO Agent	 Limitless Possibilities!
 Knowledge Query	 Software Asset Matching	 SOW/NDA Generation	
	 Payment Term Identification	 RFP Generation	
		 Invoice Matching/Extraction	

Common Use Cases for Orchestration



How can we help you today?

Describe your business need...



Contract / Proposal / Invoice



Intake Management

Procurement Intake Management
Buying Channel Compliance
Business Self-service
Operational Triage

New supplier onboarding

1. Business Needs ✓
2. Supplier Identification ✓
3. Requester Based Supplier Details 📧
4. Accounting and Purchasing Data
5. Request Details
6. Purchasing Data

Supplier Management

Supplier Onboarding
Supplier Extension & Management
Supplier Updates
Bank Fraud Detection

Pending

Bank Callback

Continue

Overall Risk Level

High

OVERALL SCORE

Source

Trust Score

Custom Risk Model

2.5/5

EMAIL VERIFICATION

Risk & Compliance

Third-Party Risk Management
Contract Tracking
Assessments
Sustainable Procurement

From Demand to Decision to Execution



How demand flows from intake to sourcing decision to execution.

How can we help you today?

Describe your business need...

Contract / Proposal / Invoice

AI-Powered Intake & Buying Guidance

Users submit requests via ORO Front Door. ORO will:

- Understands intent
- Recommends category
- Applies policy & budget checks
- Identifies sourcing requirement

Set your project details

Please be aware that this information will be shared with suppliers.

Project name displayed to suppliers
TEST PROJECT XYZ a

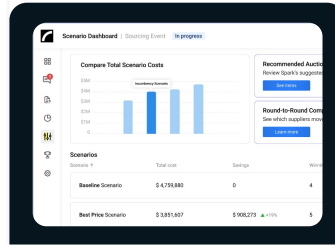
Web contact
Email: admin@company.com

Event description (Optional)
B Z [Icons] [Search]

Write any high-level information on your project structure and purpose that you would like to communicate to your suppliers.

Automated Sourcing Creation

- Qualified requests are routed into Archlet as sourcing events
- Structured data passed automatically
- Category, spend, requirements, timelines
- No manual setup or re-keying



Intelligent Sourcing Execution

- RFx launched rapidly with structured inputs
- Negotiate with guidance from Archlet Spark
- Bid analysis and comparison
- Scenario modeling - cost, capacity, risk
- Procurement selects best-value award scenario

ID	Project name	Project status
PRJ-16	SCENARIO: LIMITED COVERAGE	IN PROGRESS
PRJ-14	Project W	PLANNED
PRJ-13	eAuction [DEMO]	IN PROGRESS
PRJ-12	Project A	IN PROGRESS
PRJ-11	Outlier detection: Precision data	IN PROGRESS
PRJ-10	Test project	PLANNED
PRJ-9	Test project XYZ	COMPLETED

Real-Time Visibility Across Platforms

- ORO synchronises event status from ORO to provide requester's end-to-end visibility in one platform
- When sourcing event is awarded, Archlet pushes award data to ORO: Suppliers, pricing, allocations

New supplier onboarding

1. Business Need ✓
2. Supplier Identification ✓
3. Requester Based supplier Details
4. Accounting and Purchasing Data

Execution & Compliance

- If a new supplier is awarded, ORO triggers onboarding and risk checks, ensuring compliance before purchasing
- Continue to drive execution through contracting and PO creation

Introduction to ORO and Orchestration

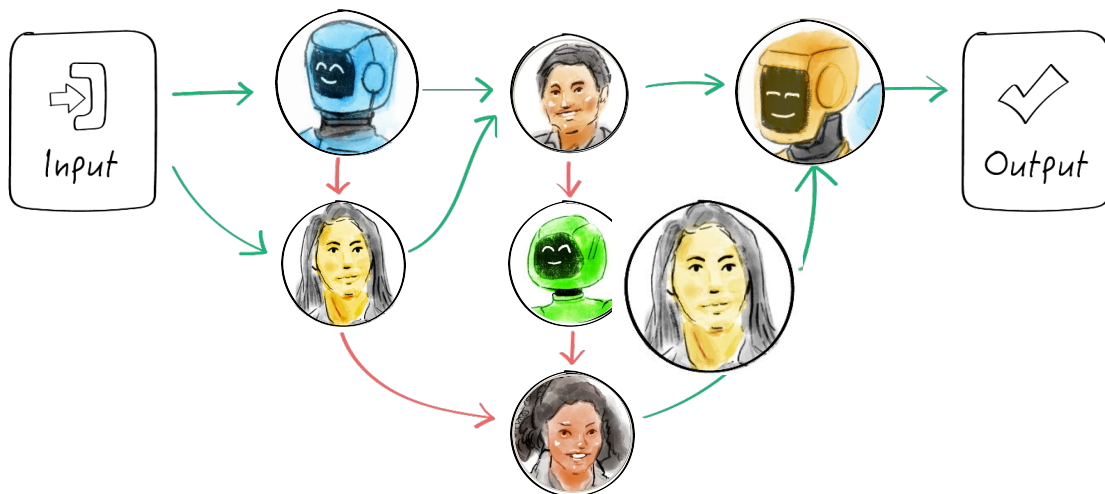
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What are "ORO Agentic Workflows"?



Game On



Anna, a Digital Marketing Leader, needs a new demand gen SaaS tool that handles customer data, with an estimated spend around \$250,000.

She already has a favoured vendor and quote, and wants to move quickly to raise a PO. However, policies stipulate that any SaaS tool with customer data and spend above 100k must go through a formal sourcing process, including risk and security reviews. The process is fragmented and manual.

Redesign the journey using humans, ORO agents, and Archlet Spark agents so that it's faster, more compliant, and scalable.

Intake & Qualification	Pre-Sourcing Orchestration	Sourcing Event Setup
Capture requests	Gather data, approvals, checks	Automate sourcing request creation
Execution & Negotiation	Evaluation & Award	Post-Award & Feedback
Run event & supplier interactions	Analyze, recommend, decide	Onboard, close loop, improve

For each stage, decide:

- Who leads?** Humans, ORO Agents, Archlet Spark Agents, or shared?
- What inputs are required?** Data, Policy, Thresholds, Supplier Information, Risk Signals
- What triggers the handoff?** Approval received, spend threshold met, event ready, exception raised
- Where is a human checkpoint mandatory?** High-risk, high-value, policy exception, final award

Keep the flow simple: humans decide what matters,
orchestration agents coordinate the path,
autonomous sourcing agents run repeatable work with defined rules.

Stage	Lead Actor	Inputs/Rules	Hand-off Trigger	Human Check
Intake & Qualification				
Pre-Sourcing Orchestration				
Sourcing Event Setup				
Execution & Negotiation				
Evaluation & Award				
Post-Award & Feedback				

Create:

- One proposed future state journey
- Clear hand-off triggers between 'actors'
- 2-3 non-negotiable human checkpoints
- One stage where autonomy adds the most value

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One connected platform spans the journey and learns continuously.

01 **IMAGINE** Design + value

02 **BUILD** Configure + deploy

03 **SCALE** Adopt + optimize

ORO Agentic Orchestration Platform

Every Intent, Understood

Workflows That Adapt

Compliance Built In

Every Execution Improves

ORO Enablers

CUSTOMER-FACING CAPABILITY FAMILY

Design Studio
Model the process

Value Studio
Prove the worth

Architect
Builds it in ORO

Simplify & SCALE
Pre-built standards

Academy
Training on demand

Catalyst
Fix + improve, 24/7

ORO Intelligence
Shared knowledge + reasoning

ORO's procurement
knowledge

Your organization's
context

ORO's implementation
playbooks

ORO Voice · how
you speak it

ORO Real World Results

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Real world results

- 9+ /10 Net Promoter Score
- 100% compliance with procurement policies
- 6%+ savings across supplier spend
- \$10M+ saved through bank fraud prevention
- 4x more suppliers screened for bank fraud per month
- Less than 30 seconds to verify a vendor's email and bank information with trusted data sources
- 35%+ touchless transactions
- 75% reduction in supplier onboarding time
- 98% reduction in the need for supplier callbacks



Overall Leader in Procurement Orchestration for the Enterprise



Gartner
Highlighted Intake and Orchestration Vendor

DPW
Growth Stage Winner



SOC 1 TYPE 2
Our system and controls have been comprehensively evaluated for their consistent operational effectiveness.



SOC 2 TYPE 2
Our system and controls have been tested for their effectiveness.



ISO 27001:2022
Our information security management system can manage risks and identify weaknesses proactively.



ISO/IEC 42001:2023
Our AI systems and related policies comply with stringent data privacy and security governance standards.



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Director, Global Partnerships

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ORO Imagine
29 September
Registration



Agentic
Orchestration
Value Calculator



2026 Procurement
Orchestration
Study Results



Re-imagine tomorrow with