

Sievo Excellence Breakout Track

Fireside chat with Emmi: Archlet x Sievo



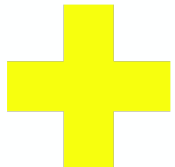
Lukas Wawrla

Co-Founder

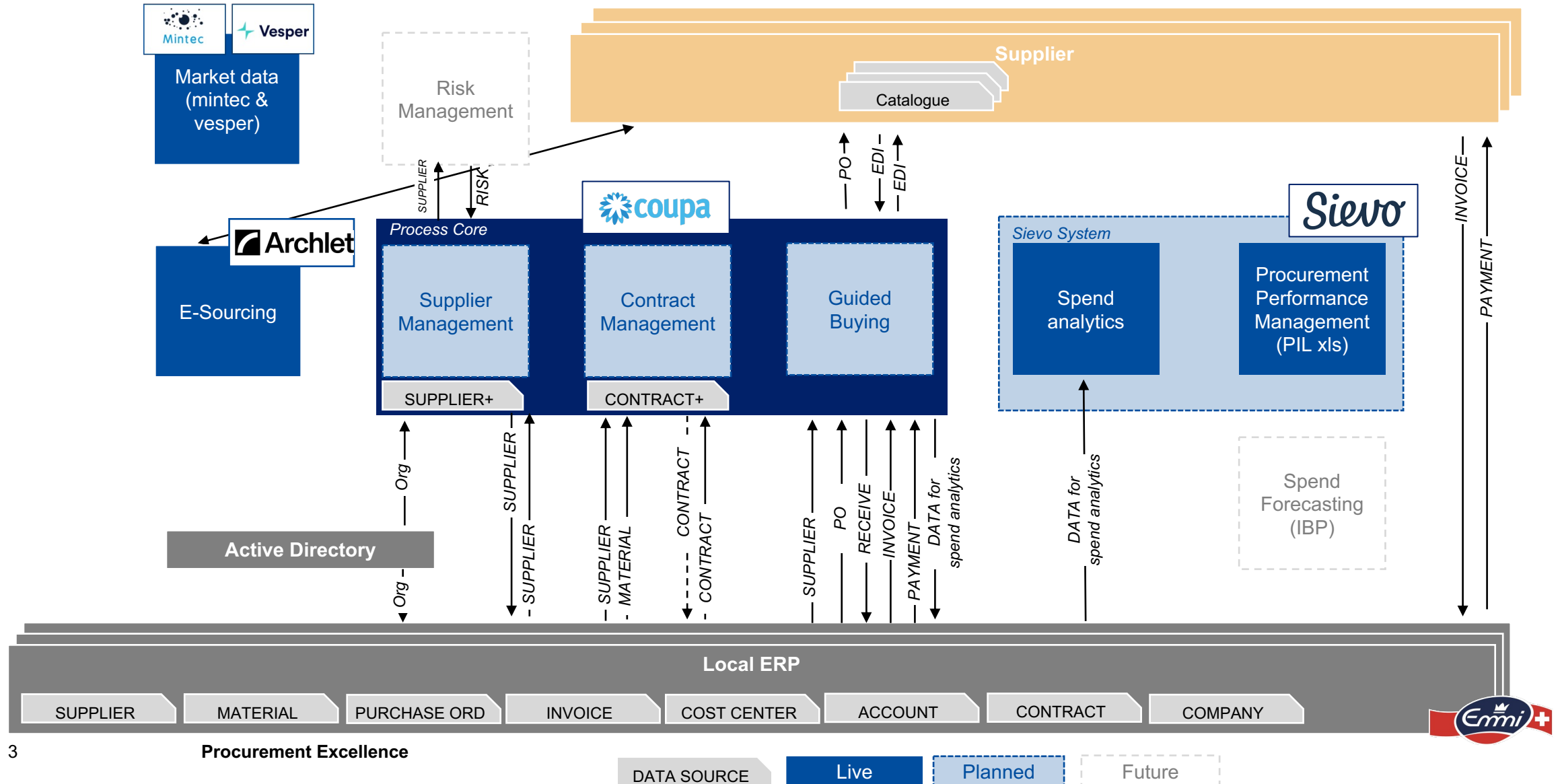


Martin Ballmer

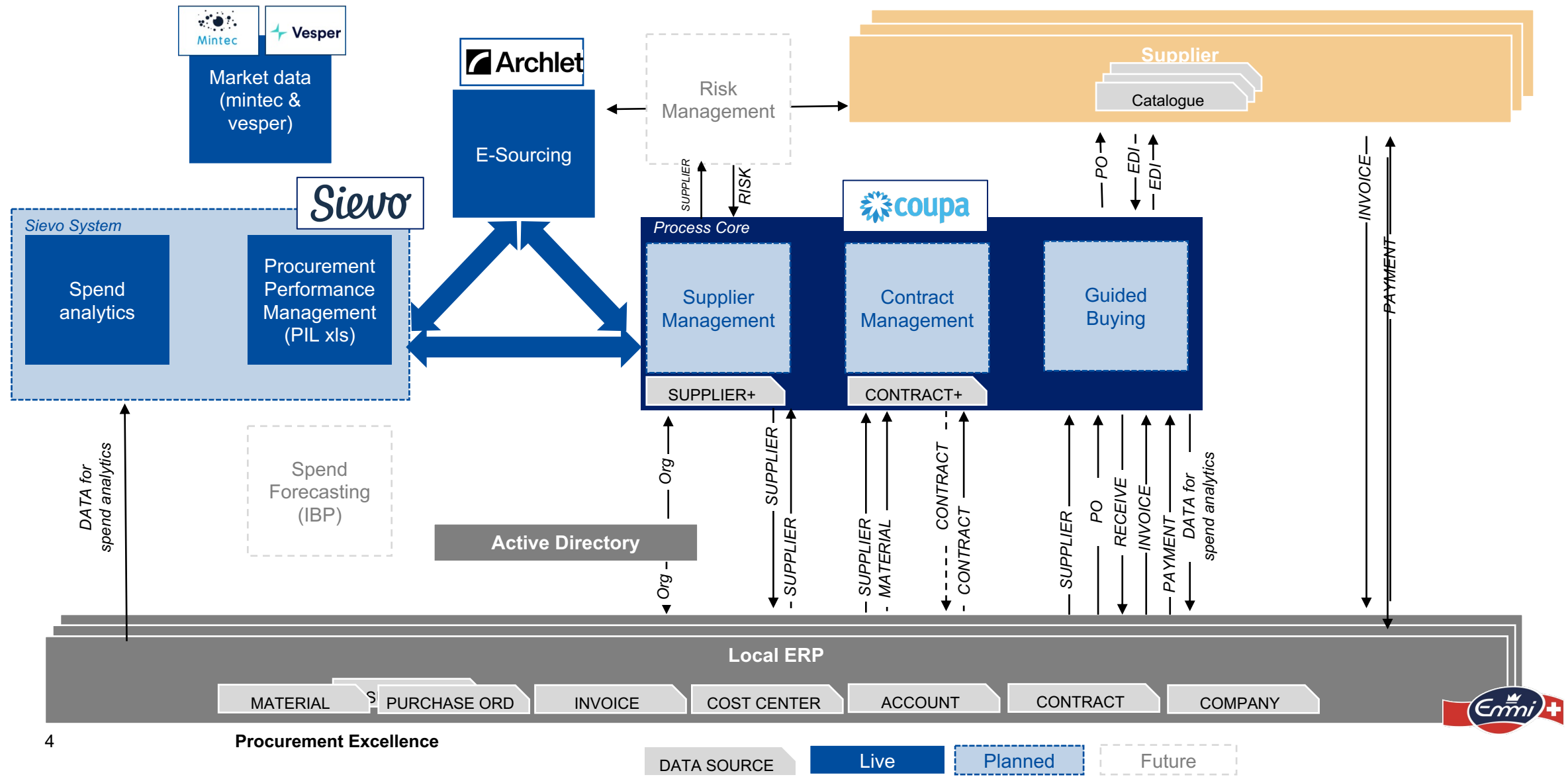
Head of Purchasing
Systems and Processes



Professional software solutions in procurement ensure an integrated control loop



Professional software solutions in procurement ensure an integrated control loop



Become the powered strategic powerhouse

Start shaping strategy with a reliable
single source of procurement data truth

Hreggviður S. Blöndal
Head of Sales & Business Development

Agenda

1. Sievo introduction – 10 min
2. Group discussion: Name your leak – 15 min
3. Share-back & close – 10 min

Sievo Global Leader in Procurement Analytics

Software, services & data for enterprise procurement

Average duration of customers' relationship with Sievo is **10+ years**



2%+ Global GDP
cleansed and managed annually

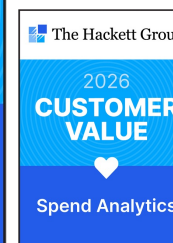


Enterprises  Sievo

#1 Procurement Technology



63x ROI
Resilient, Sustainable
and Diverse Supply



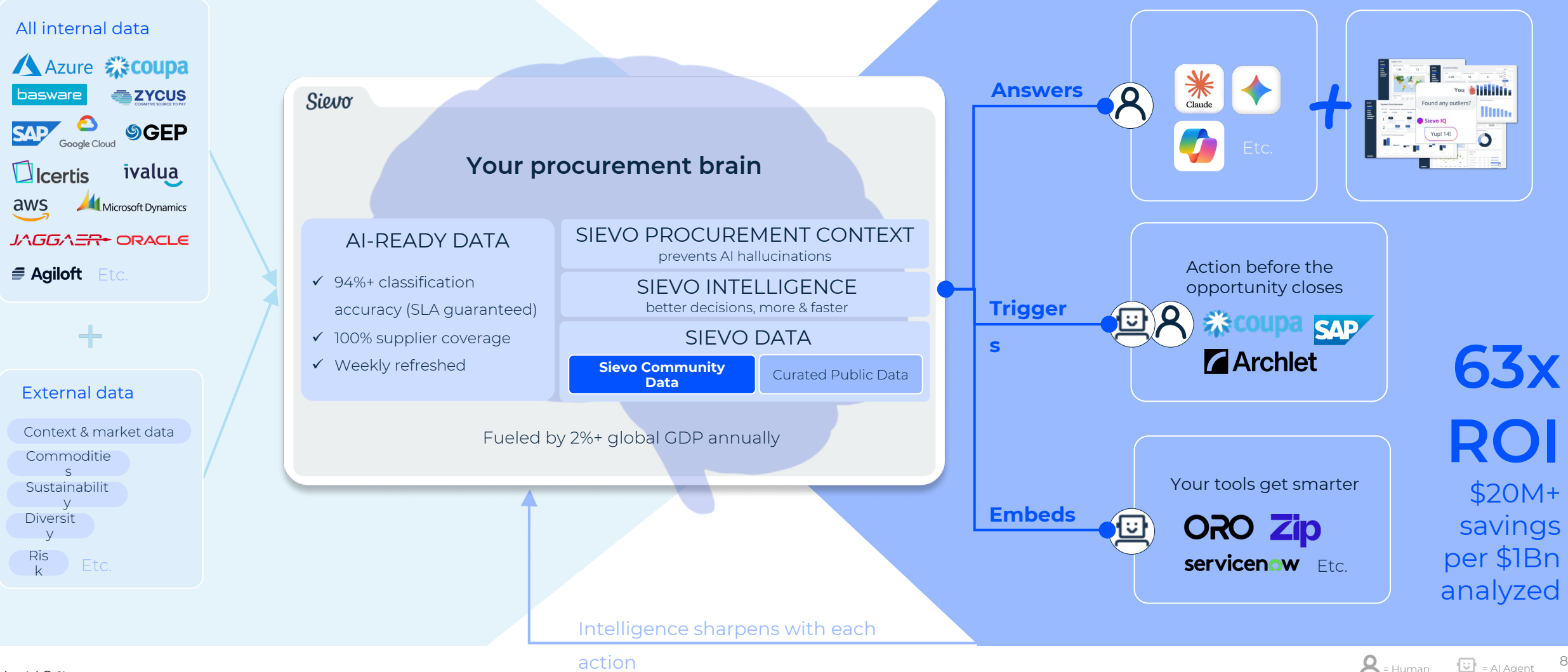
Trusted by top consultants & analysts

 Market leader for 20+ years

Your teams, AI agents, & tools fueled by the world's best-trained procurement brain

Sievo's responsibility

Impact at scale





A leading Swiss dairy company known for producing a wide range of dairy products, including cheese, yogurt, and milk, with a strong focus on quality and sustainability.



Key Success Factors

- Integrating data from multiple source systems and presenting the results through an intuitive user interface
- Sievo's capability to provide high-quality, accurate classifications from diverse and limited quality data
- Ability to connect spend with savings tracking enhanced by Sievo's best practice approach

Sievo modules in use:

Spend Analytics
Payment Terms
Initiative Management
Community Payment Terms

1 -5 billion € Annual Spend
5-10 data sources connected to Sievo
20-50 Users

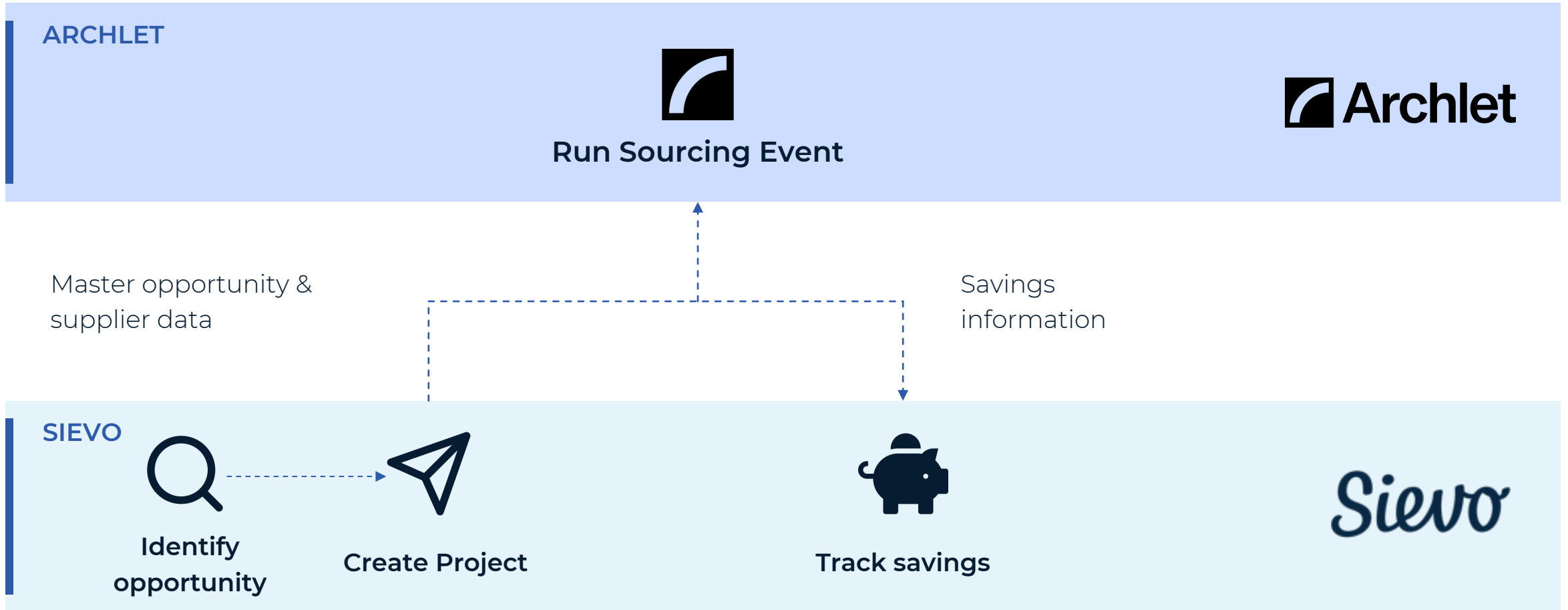


From insight to initiative with one click

Seamless process & data flow from creating and managing initiatives, to reporting and measuring bottom-line impact.



Sievo – Archlet



Closing the gap between identified opportunity and reported impact

Hreggviður S. Blöndal
Head of Sales & Business Development

The concept

Sievo + Archlet are built around one idea: identified opportunities should turn into reported impact. In practice, that's harder than it sounds — value leaks along the way.

- **Between the tools.** An opportunity found in analytics doesn't always become a sourcing action.
- **Between the teams.** What procurement pursues isn't always what finance sees land.
- **Between sourced and reported.** Savings agreed at the table don't always show up in the numbers.



Purpose of the activity

The goal is to learn from each other: where value leaks in your organization today, and how you're thinking about closing it.

- **Share your experience.** Where does the leak show up for you — in the data, the process, or the handoff between teams?
- **Pick up ideas from others.** Hear how peers across the room are approaching the same gap, and where they see the biggest opportunities.
- **Get inspired for what's next.** Leave with one concrete idea for closing your own leak.



Your task: Name your leak

THE SCENARIO

Identify the one leak you see most often in your own organization — where value most consistently slips away between spend analytics and sourcing execution. In groups of 5–6, discuss where it happens and what to do about it.

Think of areas such as opportunity identification, sourcing execution, contract capture, and savings reporting

01

Name the leak

Where does value most consistently slip away between spend analytics and sourcing execution?

Is it a data problem, a process problem, or a handoff between teams?

What does it cost you while it stays open?

02

Close it, or judge it

Should AI be closing this leak — flagging it and acting automatically?

Or does human judgment still need to be in the loop?

What would need to be true for you to trust an automated fix?

Sievo



Sievo & Archlet – Better together

Actionable procurement analytics support sourcing systems, bringing out the best in both

18.9.2026

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