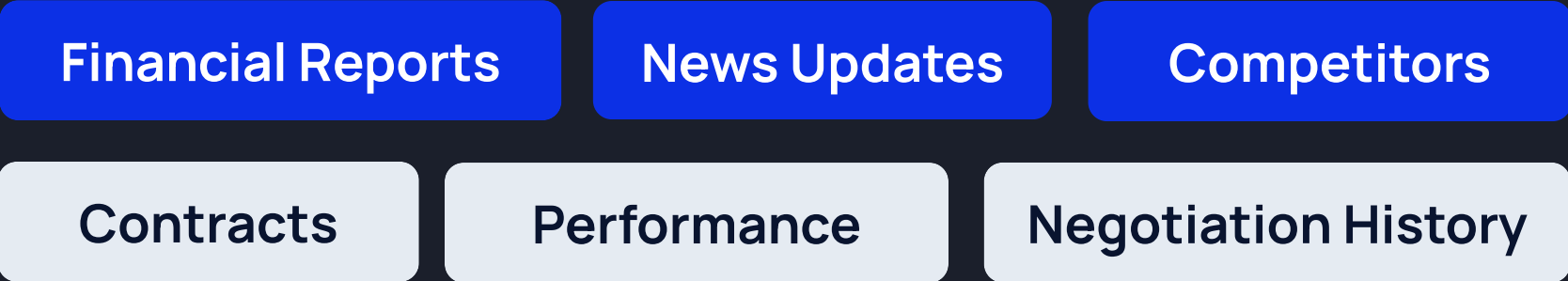


# The Only AI-Native Procurement Intelligence Agent

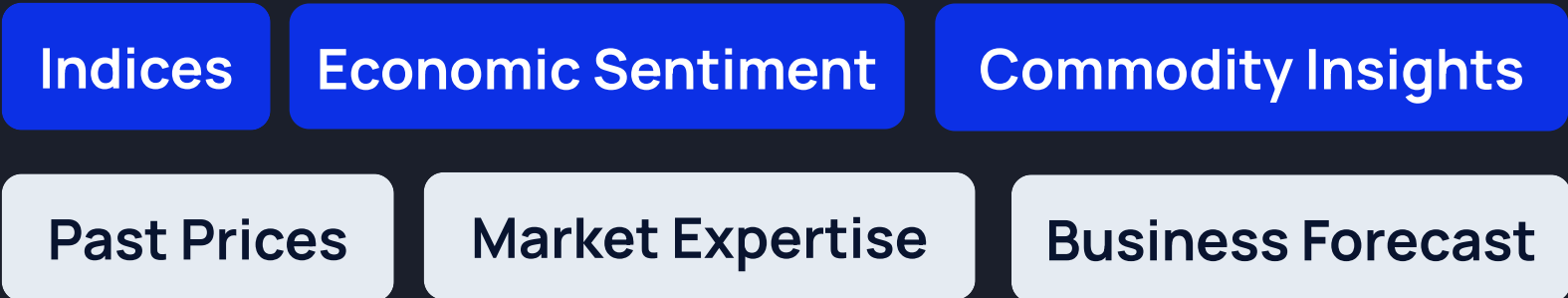
→ Helping buyers save time, gain leverage, and unlock EBIT.

# Buyers are drowning in data – and still flying blind.

## Supplier Intelligence



## Category Intelligence



- External Knowledge Extraction
- Internal Knowledge Codification

# Buyers are drowning in data – and still flying blind.

## Supplier Intelligence

Financial Reports

News Updates

Competitors

Contracts

Performance

Negotiation History

## Category Intelligence

Indices

Economic Sentiment

Commodity Insights

Past Prices

Market Expertise

Business Forecast



- External Knowledge Extraction
- Internal Knowledge Codification

# AI turns fragmented data into strategic insights.

## Supplier Intelligence

Financial Reports

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## Category Intelligence

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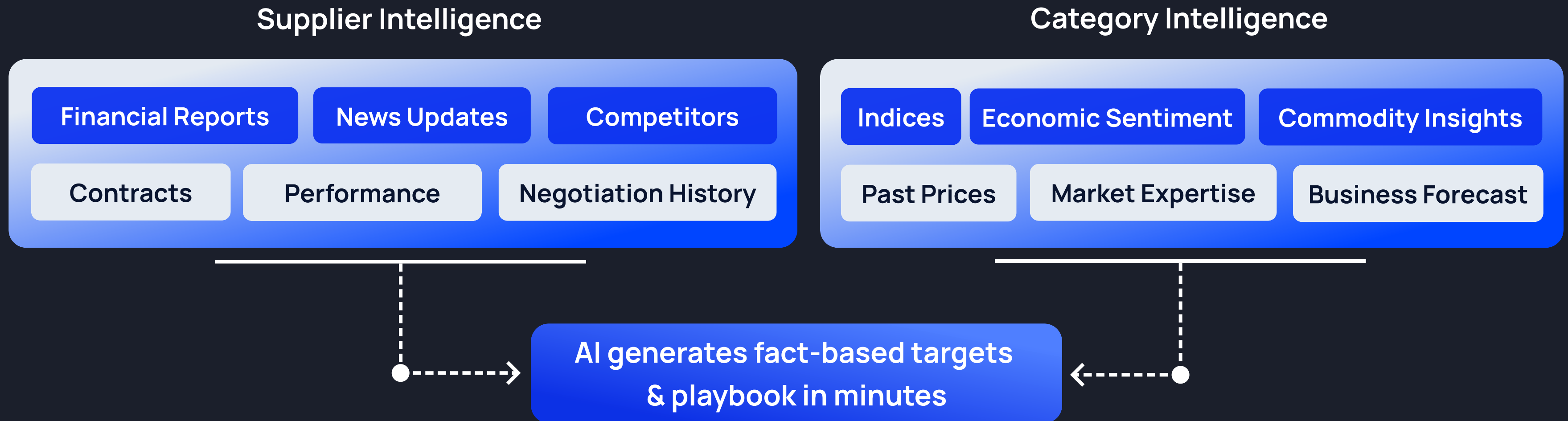
Market Expertise

Business Forecast

 External Knowledge Extraction

 Internal Knowledge Codification

# AI turns fragmented data into strategic insights.



- External Knowledge Extraction
- Internal Knowledge Codification

# From 5 hours to 5 minutes of preparation.

Home

> Category: Composite Materials

> Supplier: VERTEX COMPOSITES

VERTEX COMPOSITES

★ Active

VERTEX COMPOSITES is a manufacturer of advanced composite materials for aerospace, automotive, and renewable energy applications. The company specializes in proprietary carbon fiber reinforced polymers and operates manufacturing facilities in the United States and Germany.

Headquarters

US

Sourcing Regions

US DE JP

Responsible Buyer

Erik Oberländer

Key Insights

News & Events

Financials

Cost & Spend

Negotiations

Key Insights

Consolidated insights from news, financial, and cost analysis to leverage in negotiations

Filter

Sort

Add Custom

#	Impact	Recommendation	Source	Category	Actions
<input checked="" type="checkbox"/>	High	<b>Demand full 12% price reduction based on raw material costs</b> Carbon fiber precursor costs have decreased by 12% (\$4.25/kg to \$3.74/kg) in the last quarter. Vertex's margins have increased by an estimated 8.3% while maintaining pricing. DEMAND a full 12% price reduction, which would save us \$1.87M annually.	Cost Analysis	Price	<div><div></div><div></div><div></div></div>
<input checked="" type="checkbox"/>	Med	<b>Address cash flow crisis through payment terms</b> Vertex's Days Sales Outstanding increased from 45 to 78 days, and their current ratio dropped to 0.92, indicating severe cash flow issues. Offer improved payment terms (net 30 vs. current net 60) in exchange for 11% price reduction, yielding \$1.72M annual savings while addressing their liquidity concerns.	Financial	Payment	<div><div></div><div></div><div></div></div>
<input checked="" type="checkbox"/>	Med	<b>Leverage inventory overstock situation</b> Vertex's inventory has ballooned to \$78.5M (up 42% YoY), with 4.2 months of finished goods. Propose immediate bulk purchase of 85 tons at 12% discount (\$1.02M savings) to help clear their excess stock. with option for additional 120 tons within 6 months at same discount if	Financial	Inventory	<div><div></div><div></div><div></div></div>

6

# Delvo gives you clear visibility into market dynamics.

Cost Categories

Total: 100%

Labor (0/5)

0%

Energy (0/5)

0%

Raw Materials (1/5)

20

Selected Indices (1/5)

Total: 100%

Global price of Iron Ore

100

×

Transportation (0/5)

0%

Services (1/5)

10

Products (4/5)

70

Available Indices

Search indices...

Data Source Table

Commodity Prices

Region

GLOBAL

☐ Global price of Coal, Australia  
PCOALAUUSDM

+

☐ Global price of Cocoa  
PCOCOUSD

+

☐ Global price of Coffee, Other Mild Arabica  
PCOFFOTMUSD

+

☐ Global price of Coffee, Robustas  
PCOFFROBUSDM

+

☐ Global price of Copper  
PCOPPUSDM

+

☐ Global price of Cotton  
PCOTTINDUSD

+

☐ Global price of Food and beverage index  
PFANDBINDEXM

+

☐ Global price of Fish Meal  
PFISHUSD

+

☐ Global price of Food index  
PFOODINDEXM

+

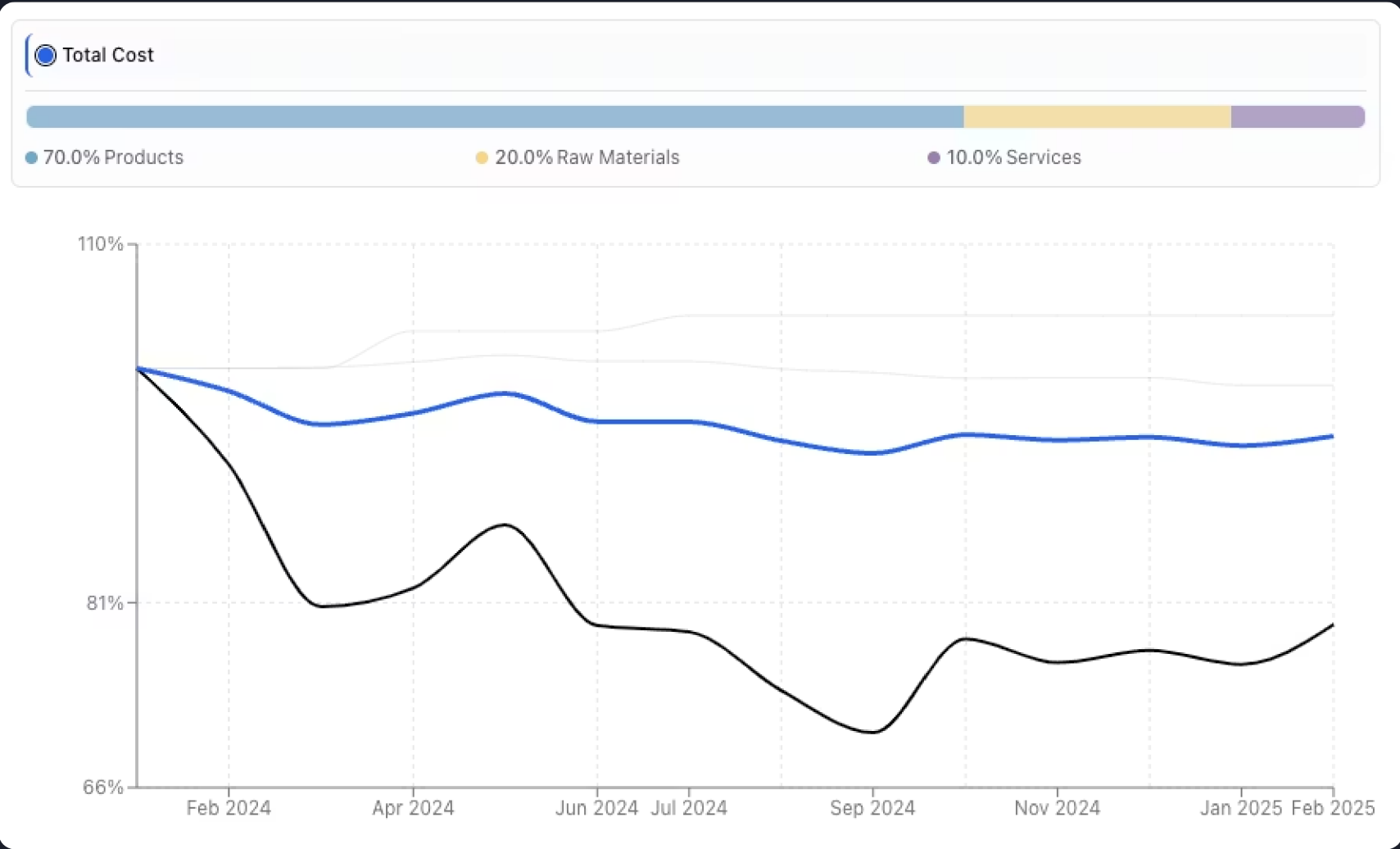
☐ Global price of Groundnuts

+

Cancel

Update Cost Structure

## Automated Cost Driver Benchmarking







with You and 2 others



**Maria Dorner** • 1st  
Senior Expert Sustainable Procurement & ...  
4d •



🎮 Leveling Up Procurement: OMV + Delvo = Game On

Procurement just got a major upgrade.

With Delvo, our AI-native Procurement Intelligence Agent, we're unlocking smarter plays, faster decisions, and new strategic capabilities, at scale.

👤 Think of Delvo as our AI-powered copilot: It helps us navigate complex supplier ecosystems with precision and speed.

- 💡 What's in our new power-up toolkit?
- Real-time, AI-generated negotiation playbooks
  - Deep supplier intelligence in minutes: financials, risks, trends
  - Smart strategy suggestions and counterarguments to stay ahead
  - Live price benchmarking across global indices to spot savings instantly

Today, we met for a joint workshop together with **Erik Oberländer** to align current negotiations and the roadmap ahead.

For us this is not just a system rollout, it's a new mindset. And we're only getting started.

🎯 Our Procurement Credo with Delvo  
Procurement should be proactive, not reactive. Data-first. Strategy-led. AI-enabled.

#OMVgroup #Delvo #AlinProcurement #AINative



# It's a proven business case.

*"Delvo maximizes  
negotiation impact!"*



**Dr. Jacek Drozak**  
Partner & Author  
PwC Procurement Advisory

*"We exceeded our  
savings target."*



**Daniel Bruchatz**  
Head of Indirect Procurement  
Baumer Group

Want to unlock  
hidden savings?  
Scan for a live demo.

