





FOR CIOs, CPOs & PROCUREMENT LEADERS

# You Don't Lack Vendor Data. You Lack Leverage.

Your vendors' account teams work your account all year – tracking your usage, renewals, and every relationship. Your team sees it once, in a spreadsheet, weeks before the renewal. **The evidence to negotiate is scattered – across contracts, spend, usage, benchmarks, and the relationships themselves – in systems no one reconciles.** XOPS continuously assembles it into a position of leverage across every vendor and category – software, services, labor, facilities, logistics, and telecom alike – so you walk into every negotiation with the evidence already built.

- Strategic spend spans **software, professional services, contingent labor, facilities, logistics, telecom, and hardware** – in different systems, owned by different teams, with no single view of relationship, risk, or leverage
- Renewals fire on the **vendor's calendar** – you assemble a position weeks before, from last year's assumptions
- Relationships go **orphaned** when people leave, spend **concentrates** unnoticed, and benchmark prices **drift** against you

## THE FOUR CHALLENGES IT SOLVES

 <p><b>You negotiate from behind</b> Renewals arrive on the vendor's schedule. Without assembled evidence – usage, benchmarks, alternatives – you negotiate from last year's numbers while their account team has worked your account all year.</p>	 <p><b>Orphaned relationships</b> When a category manager or vendor contact leaves, the relationship goes dark. Tier-1 executive coverage lapses, escalation paths break, and no one notices until a renewal goes sideways.</p>
 <p><b>Concentration &amp; spend-at-risk</b> Spend quietly concentrates in a handful of vendors, and category overlap means you pay several of them for the same capability. No one sees the portfolio view until budget season.</p>	 <p><b>Benchmark drift</b> List prices, discounts, and market rates move constantly. Without continuous benchmarking, you discover you're overpaying only when the next renewal quote lands on the table.</p>

## WHERE XOPS STARTS

Renewal leverage	Concentration risk	Benchmark drift	Relationship coverage	Category overlap
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PROVEN IN PRODUCTION AT ENTERPRISE SCALE

<p><b>10–30%</b></p> <p>leverage captured on renewals</p>	<p><b>\$50M+</b></p> <p>indirect spend continuously benchmarked</p>	<p><b>Zero</b></p> <p>renewals entered unprepared</p>
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*“We were about to buy a \$750K vendor-management module – then we saw XOPS was already doing it, continuously.”*

– VP, Procurement · Fortune 100 technology

See where your renewal leverage and concentration risk are hiding.

A 15-minute working session – no prep required.

[Request a demo →](#)

# Most Teams Prepare Once a Year. XOPS Prepares Continuously.

Your vendors' account teams track your spend, usage, and renewals all year — and arrive prepared. XOPS does the same for you: **continuously reconciling relationship health, benchmark pricing, renewal leverage, and concentration risk** across every vendor — so the evidence is built long before the renewal, and the negotiation is yours to win.

Most teams assemble a position the week before a renewal. XOPS **builds it continuously — evidence ready before the vendor calls.**

XOPS · Vendor Intelligence
always evaluating · 0 surprises

**DECLARED OUTCOME**  
Enter every renewal with leverage · no overpay · no concentration surprise · no orphaned relationships.

**CONTINUOUSLY RECONCILED — SPEND · USAGE · MARKET · RELATIONSHIPS**  
Microsoft renewal in 120 days · **\$5.8M** · the vendor opens at **+7%** · the market benchmark says **-5%** · 22% of E5 features unused · Tier-1 contact departed 30 days ago

**XOPS OPTIMIZES**  
Builds the counter — **right-size the unused E5 mix, claim the -5% benchmark, rebalance concentration** — and re-establishes Tier-1 coverage with a warm introduction

**EXCEPTION RESOLVED — COMPETING CONSTRAINTS BALANCED**  
An **Azure commit minimum** and a co-term with the EA complicate the cut. XOPS holds the commit floor, aligns the co-term, and still models a **14% reduction**

**XOPS HANDS OFF — EVIDENCE TO THE NEGOTIATOR**  
Assembles the briefing — usage, benchmarks, alternatives, concentration map, and contact plan — into procurement's hands. **The negotiation stays human; the leverage is already built.**

**OUTCOME ACHIEVED**

**RENEWAL LANDED**  
**-14%**  
vs the vendor's +7% ask — a 21-pt swing

**SAVED**  
**\$0.8M**  
on this renewal alone

**CONCENTRATION**  
**Rebalanced**  
single-vendor risk reduced

**POSITION**  
**Ready**  
evidence-backed, before the call

*Illustrative example — details shown to demonstrate the operating model, not a live result.*

## CONNECTS TO YOUR STACK

Coupa

SAP Ariba

ServiceNow

Workday

Flexera

DocuSign

Carriers

+ 200 more

**Across every category:** software ELAs · hardware & DaaS · carriers · networking · managed services · SOWs — UNSPSC-normalized into one procurement graph.

**CERTIFIED & COMPLIANT**

**ISO 27001:2022**  
**CERTIFIED**  
Information Security

**ISO 27018**  
**CERTIFIED**  
Cloud Privacy

**ISO/IEC 42001:2023**  
**CERTIFIED**  
AI Management

**SOC 2 Type II**  
**CERTIFIED**  
Security & Availability

**GDPR**  
**COMPLIANT**  
Data Protection

**Not another procurement system — the operating layer above the ones you already own.** Your source-to-pay, contract, and spend tools store contracts, POs, and suppliers; XOPS continuously reconciles relationship health, benchmarks, renewal leverage, and concentration risk across them — and hands your team the evidence to negotiate. **The negotiation stays yours; the leverage is already built.**