ADDING BOUNDLESS VALUE TO PARTNERSHIPS

David Simmons, Procurement Director for **Arm Holdings**, opens up about the ways in which the business is using **Vertice's** procurement platform, and the many benefits that come with that

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Vertice is an intelligent procurement platform that aims to allow customers to see further into the future and act sooner. At a time when procurement and technology are both moving at a pace the world has never seen before, being able to predict the future is one of the most powerful tools at a procurement team's disposal. The strategic insight Vertice offers enables that foresight, allowing more accurate decision-making for the future of the business.





"IT'S IMPORTANT THAT THE PROCUREMENT TEAM IS HELPING THE BUSINESS DELIVER ON ITS PRIORITIES"

David Simmons, Procurement Director, Arm Holdings

At DPW Amsterdam this year we spoke to a customer of Vertice, Arm Holdings, about exactly what the business offers. Back in 2022, Arm's procurement function was in a position where it would have benefitted greatly from additional support. We spoke with Sean Park, VP Procurement, AP and Transformation at Arm, extensively about this in a recent issue of CPOstrategy. Since then, Arm has reinvented its procurement function, and this has been driven by invaluable partners like Vertice.

MANAGING THE ESTATE

The collaboration began as a means for Arm to optimise SaaS expenditures and modernise processes. As a huge semiconductor and software design business, Arm required support with its complex global buying operations. What Vertice offers is AI-driven spend management capabilities; improved, scalable processes; and negotiation support.

David Simmons is the Procurement Director for Arm, heading up all indirect procurement for the business. He's witnessed and benefitted from all the ways in which Vertice has added value to Arm during the last few years of this partnership.

"Vertice helps us manage our SaaS estate," Simmons told us during our conversation in Amsterdam. "So that's from using their platform to manage our SaaS contract pipeline, but also using their team of experts to advise us when we're working with suppliers. Some of their team actually go and execute and deliver on the negotiations on our behalf as well.

"The thing I've really noticed with Vertice is their commitment to post go-live support," Simmons continues. "The account management support we get is absolutely exceptional, and they really deliver on the ROI that was promised. I can't remember many vendors delivering on the original business case as quickly as Vertice does. We are just about 12 months into our relationship now, and at last count, we delivered a 10x return on investment. We're really happy with that."



AI WITHIN VERTICE

Within Vertice, AI is baked into every workflow. It's what enables that informed decision-making which makes the platform so helpful for procurement professionals looking to improve and refresh the way they operate. At a time when the benefits of AI are a major topic of conversation, businesses like Arm are benefitting from AI-rich platforms such as Vertice.

"We use their pricing intelligence and contracting intelligence," says Simmons. "We can go into the platform and use our natural language and conversation to ask questions about risk profiles in our contracts, to really understand what sits behind the higher data level."

Simmons believes that taking AI from the experimentation stage and into something that adds value and is fully integrated into an operating model is the number one challenge procurement leaders are facing today. That makes what Vertice does even more valuable for its customers.

"Addressing that challenge is really about understanding how you and your team adds value to the organisation," he adds. "It's about what your value proposition is and how you make that come to life as you start to operate."

With deep intelligence built into the platform, Vertice also offers intake workflow visibility, spend visibility, integrations, and beyond. All things that Arm finds extremely beneficial, but more than that, Vertice helps the business be more organised. That's vital when it comes to planning ahead.

"We really value the visibility that the pipelining gives us," says Simmons. "It helps us feel organised and means we've

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moved from reactive to the business telling us when we've got renewal coming up, to being proactive and being able to leverage our conversations well ahead of time when it suits us."

Overall, the value Arm has extracted from Vertice is immense. "One is savings, as I mentioned – they've really helped deliver that," says Simmons. "Another benefit, which is a softer benefit, is the development it has given my team. We've been able to take some of our brilliant category managers who don't have a huge amount of software experience, and take them to a point that might normally have taken two or three years worth of working in the category to get to that level of experience in six months or so."

A FOCUS ON STRATEGY

Procurement has more of a seat at the table than it ever has before. With Simmons heading up a procurement team that's now in a much stronger position, thanks to support from Vertice, the key moving forward is ensuring that it and the wider business are all following the same goal. Procurement has a key part to play here.

"I think your north star has to be your business strategy," says Simmons. "It's important that the procurement team is helping the business deliver on its priorities. Then it's down to the procurement leadership team to make a connection to that strategy through the procurement strategy, including how we measure success and how we show up every day to work with our teams and ourselves."

The sector is recoding all around us now. It's important because procurement has only had the spotlight on it for a few months. So while every function of a business needs the same benefits procurement gains from recoding, having that increased attention on what the sector does means that the very core of every business is no longer being relegated to a back-office function. It's receiving the evolution arc it deserves.

"It just gives us an amazing once-in-a-career opportunity to re-look at how we do everything," says Simmons. "So I look at it as more of taking advantage of the opportunity than procurement really needing something more than any other function.

"I think that procurement will be able to finally do all the things that we've talked about doing more of for the last however many years, and AI in particular really gives us an opportunity to do that. There'll be a lot less time doing manual transactional tasks – finding, gathering, cleansing data – and we'll spend much more time using that data to have conversations and help understand our business. That helps us make better decisions." /

Find out more about Vertice here

Find out more about Arm here