

THE TRUTH

**Companies
Don't Lose Money
in Negotiations.
They Lose it
in Execution.**

**Contract
versus
Operations**



SuppEQ

THE CHALLENGE

The Invisible Problem

**Contracts
are
Static**



**Delivery
is
Dynamic**



**The Gap
is
Unmanaged**

THE STATS

Companies lose up to 33% of negotiated value after signing contracts

Dynamic Margin Erosion

Value leaks post-contract
without active management

Fragile Supply Chains

Unprepared for disruptions
in geopolitics, climate, cyber

Operational Blind Spots

Dashboards lack real-world
context and relationship data

Low Customer Status

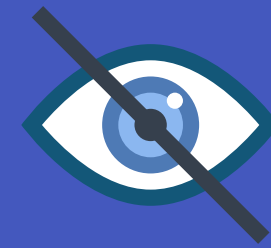
Suppliers deprioritise
disengaged customers

THE VALUE

Breakthrough



**THE DELTA
IS MEASURED
IN MILLIONS**



**UNTIL NOW
IT WAS
INVISIBLE**

THE PROFIT PROTECTOR

We Solved It



**SuppEQ extracts
obligations from
contracts**



**and continuously
correlates them with
live operations**

THE FACTS

The Clever Part

**Contracts tell
you what
should
happen**



**Operations
tell you what
happened**



**SuppEQ
measures the
difference**



**Then tells
you how to
fix it**

SuppEQ Use-Case (steps)

THE ENABLER

Operational SRM Makes This Possible

DATA

COMMENTARY

KPIs

EVIDENCE

PERFORMANCE

At a Glance - But Happy to Double Click



THE POSITIONING

Suppeco is MORE than SRM.

It closes what we call

The Value Bermuda Triangle.

**... where contract obligations and
live operations meet - and value
stops disappearing.**

Get in touch

SCAN ME



www.suppeco.com

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