

WHY SWITCH

Why teams switch to Zeak.

What disconnected supplier decisions cost, what leading companies achieve, and how to move beyond spreadsheets, reports and point tools—without replacing the systems you run.

42%

see beyond tier-one suppliers

12–18%

lost per off-contract dollar

8–15%

savings at leading companies

The risk is real. **So is the margin you can protect.**

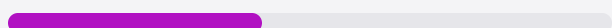
Supplier decisions touch cost, continuity, quality and margin at the same time—yet most companies still make them from disconnected data. This guide draws on recent research from McKinsey, BCG, Deloitte, Accenture and Gartner to show what that costs, what leading companies achieve, why most haven't captured it yet, and how Zeak Supplier Intelligence closes the gap alongside the systems you already run.

THE COST OF DOING NOTHING

See tier-one supplier risk **95%**



See tier two or beyond **42%**



McKinsey, Dec 2025

VALUE IS LEAKING NOW

12–18%

drained from every last-minute off-contract dollar.

Accenture, Feb 2026, citing third-party research

WHAT LEADING COMPANIES ACHIEVE

8–15%

cost savings

+5–15 pts

OTIF

–30–60%

sourcing cycle time

60%

buyer capacity freed

BCG, 2026

WHY MOST HAVEN'T CAPTURED IT

19%

deploy AI at scale in the supply chain

36%

of CPOs are very confident they can redesign for AI

McKinsey, Dec 2025 · Gartner, May 2026

Not every supplier problem needs AI. Many need connected data, clear rules and an accountable owner. Zeak uses AI where it improves investigation, document review and recommendations—and keeps consequential decisions under human approval.

In this guide

- 01 The cost of standing still
- 02 What leading companies achieve
- 03 What actually works
- 04 Why most haven't captured the value
- 05 Six shifts
- 06 Full comparison
- 07 Keep your suite
- 08 Start with one problem
- 09 How to engage
- 10 Evaluation checklist and sources
- 11 One-page business case

Disruption is a recurring cost, **not a rare event**.

45%

of one year's profits
lost to supply
disruption over a
decade

McKinsey Global Institute

3.7 yrs

between
disruptions lasting a
month or longer

McKinsey Global Institute

82%

of companies say
new tariffs affect
their supply chains

McKinsey, Dec 2025

45%

of tariff costs
passed through on
average (weighted)

McKinsey, Dec 2025

Tariffs have made it immediate

In McKinsey's 2025 survey of supply chain leaders, new tariffs touched **20–40%** of supply chain activity and **39%** saw supplier and material cost increases. With only about **45%** of tariff costs passed through, most of the impact is absorbed or must be mitigated. The most common responses were familiar ones: **45%** increased inventories and **39%** pursued dual sourcing.

The risk you can't see is the risk that stops you

95% of companies see tier-one supplier risk, but only **42%** see tier two or beyond.

Value leaks after the contract is signed

Accenture reports that contract inefficiencies—fragmented clauses, unseen risky terms, manual reviews and auto-renewals—can erode **nearly 9% of annual revenue**, and that last-minute off-contract buying drains **12–18% from every off-contract dollar** (both citing third-party research).

Waiting isn't neutral. Each quarter without a connected supplier view is a quarter of exposure and leakage you can't measure.

The results are real **when the work is redesigned.**



BCG is explicit about where these results come from: **redesigning procurement workflows around AI agents**, not adding tools to existing, people-centric processes.

The strategies CPOs rate highest **are the ones Zeak is built around.**

Deloitte's 2025 survey of more than 250 CPOs across 40 countries ranked the most effective risk-mitigation strategies.

STRATEGY RATED MOST EFFECTIVE	SHARE OF CPOS	HOW ZEAK SUPPORTS IT
Maintaining active alternative sources	74%	Qualified alternate readiness by material, site, specification and capacity; time to recover vs. time to survive
Greater visibility into the supply chain	64%	Supplier 360, dependency chain from supplier to customer order, multi-tier mapping
Supplier information sharing and collaboration	61%	Shared record for documents, confirmations, consignment, scorecards and corrective actions

The barriers are organizational, **not technical.**

BARRIER	FINDING	SOURCE
Siloed ways of working	57% of CPOs rank it a top barrier to value; competing priorities 46%, execution capability 40%, talent gap 34%	Deloitte, 2025
Pilots that don't scale	Only 19% deploy AI tools at scale in the supply chain; plans for major digital investment fell from 47% to 25% in a year	McKinsey, Dec 2025
Redesign confidence	Only 36% of CPOs are very confident they can redesign roles and processes around AI	Gartner, May 2026
Where the effort goes	About 70% of the effort in a typical AI project is people, organization and process redesign	BCG, 2026

What this means for your decision: the hard part isn't buying software—it's connecting data across functions, redesigning the decision and proving value. That's the work Zeak takes on.

SILOS

One supplier record and one decision view shared by Procurement, Finance, Operations, Quality and IT.

PILOTS THAT DON'T SCALE

Production-ready from day one. Start with one decision and expand on validated value.

REDESIGN RISK

Zeak owns the completed process—configured, validated and released through a governed path.

PEOPLE AND PROCESS EFFORT

Delivered by a team with 25+ years each in SAP, Oracle and Microsoft Dynamics programs in regulated industries.

Six shifts. **One connected supplier decision.**

SUPPLIER VIEW

01

FROM

Extracts, reports and alerts that each show one slice

↓ TO

One supplier record connected to materials, plants, orders, quality and margin

DECISIONS

02

FROM

Spreadsheets and email; the decision trail is lost

↓ TO

Impact, options, owner and approval in one decision view

VALUE

03

FROM

Savings claimed, rarely validated

↓ TO

Negotiated, implemented and Finance-validated value kept separate

TEAMS

04

FROM

Each function works from its own data

↓ TO

Procurement, Finance, Operations, Quality and IT on one picture

YOUR PROCESS

05

FROM

Workarounds, or costly customization

↓ TO

Extended rapidly on the Zeak platform to fit how you work

TIME TO VALUE

06

FROM

Long implementations, or no system at all

↓ TO

Production-ready from day one. Live in days to weeks.

How Zeak compares **with what you use today.**

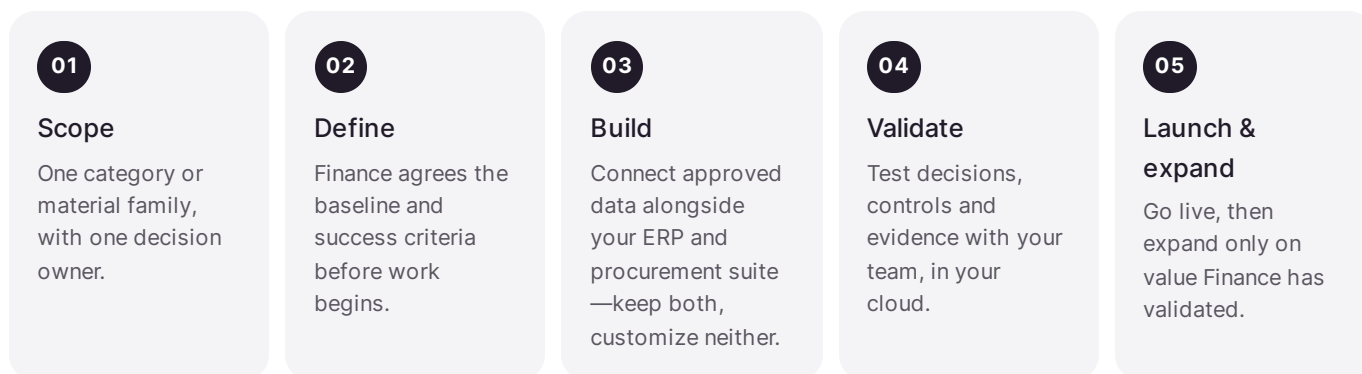
Common approaches are described in general terms. Individual tools and implementations vary.

	SPREADSHEETS & ERP REPORTS	STANDALONE RISK FEEDS	PROCUREMENT SUITE MODULES	ZEAK SUPPLIER INTELLIGENCE
Supplier view	Point-in-time extracts, one team's view	External signals without your orders, BOMs or margin	Strong inside procurement; operations, quality and margin often sit elsewhere	One supplier record connected to materials, plants, orders, quality and margin
Signal to decision	Manual analysis and email	An alert, without impact or options	Workflow inside the module	Impact, options, owner and approval in one decision view
Value tracking	Savings claimed, rarely validated	Not measured	Negotiated savings tracked; realized value often reconciled separately	Negotiated, implemented and Finance-validated value kept separate
Who it serves	One analyst or team	Risk team	Procurement	Procurement, Finance, Operations, Quality and IT
Data freshness	As fresh as the last extract	External data is current; internal context is not	Current within the suite	Synced from your systems, with source freshness visible
Explainable numbers	Formulas buried in workbooks	Vendor scores, often opaque	Varies by module	Published formulas and source evidence behind every score
Approvals and audit	Email threads	Not applicable	Within procurement workflows	Governed approvals across functions; no self-approval; full history
Multiple ERPs and entities	Manual consolidation	Not applicable	Usually one platform	Connects any system; consolidates entities and acquisitions
Consignment	Separate trackers	Not covered	Varies	Stock visibility, consumption-based settlement and reconciliation
Supplier collaboration	Email and attachments	Not covered	Supplier portals within the suite	Shared record for documents, confirmations, scorecards and corrective actions
AI governance	Not applicable	Vendor-defined	Varies	Administrators set observe, recommend or execute; consequential decisions need approval
Fits your process	Manual workarounds	Fixed product	Configuration within suite limits; customization is costly	Extended rapidly on the Zeak platform, without ERP customization
Deployment and security	Local files	Vendor cloud	Vendor or customer environment	Your cloud and identity; SOC 2 and ISO 27001 controls; GDPR-aligned
Time to value	Immediate, but doesn't scale	Fast to subscribe, slow to act on	Long implementations are common	Production-ready from day one. Live in days to weeks.

Already have a procurement suite? **Keep it.**

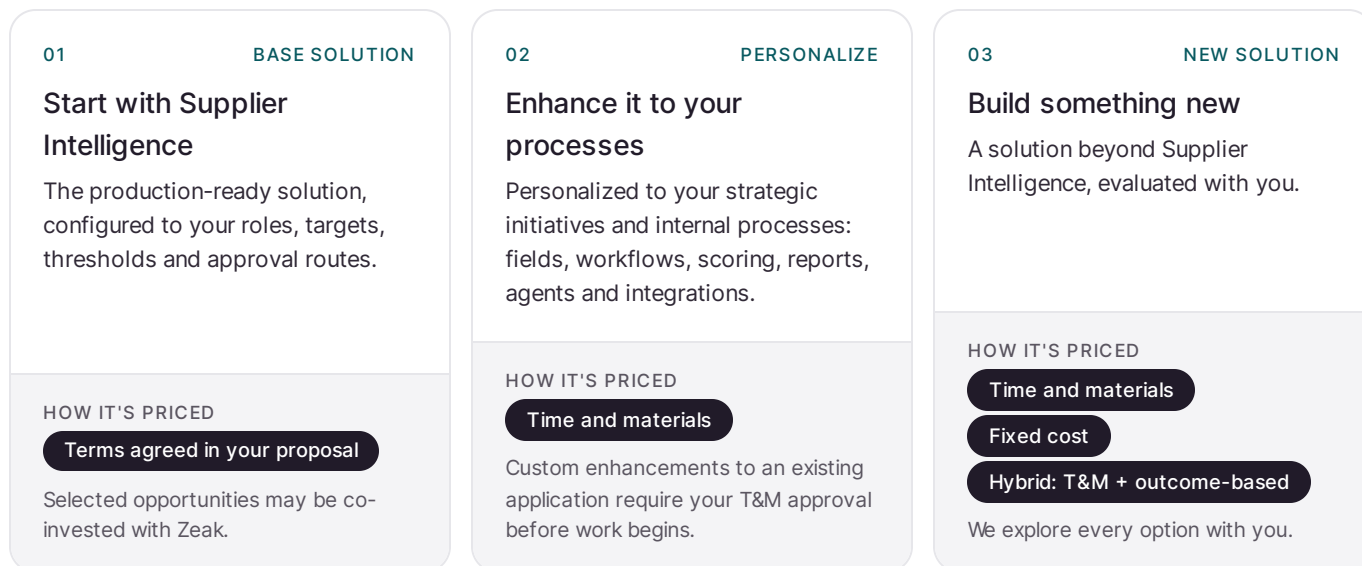
Zeak runs alongside your ERP and procurement tools. It reads approved data from them, connects it to the operational and financial context they don't hold, and supports the decisions that cross procurement, operations, quality and finance. Your systems of record stay the systems of record; write-back is scoped and confirmed separately.

Prove the economics. **Then expand.**



Deployment takes days to weeks; value is validated with Finance over the pilot.

Start with the solution. **Shape it to how you work.**



You see the scope, estimate and pricing model before anything is approved.

Questions worth asking **any vendor—including us.**

- ☐ **01** Can it show which **materials, plants, customer orders and margin** depend on a given supplier?
- ☐ **02** Does it see **beyond tier-one** suppliers, and how is that data maintained?
- ☐ **03** Can we **inspect the formula and source** behind every score and value figure?
- ☐ **04** Does it keep **negotiated, implemented and realized value separate**, with a baseline Finance agrees?
- ☐ **05** Can an alert become a **decision with an owner, options and an approval**, recorded for audit?
- ☐ **06** Does it work **alongside our ERP and procurement suite** without customizing them?
- ☐ **07** Can it connect **multiple ERPs, legal entities and acquisitions**?
- ☐ **08** Where is it **deployed**, whose identity provider does it use, and which **security controls** apply?
- ☐ **09** Who decides what **AI is allowed to do**, and which decisions always require a person?
- ☐ **10** Who does the **process redesign and change work**—BCG puts it at about 70% of the effort—and is it included?
- ☐ **11** How quickly can we be **in production on one real decision**, and how are company-specific **enhancements** priced and approved?

SOURCES

McKinsey & Company, "Supply chain risk pulse 2025: Tariffs reshuffle global trade priorities," December 2, 2025 — tariff impact, pass-through, countermeasures, tier visibility, AI at scale, digital investment. mckinsey.com/capabilities/operations/our-insights/supply-chain-risk-survey

McKinsey Global Institute, "Risk, resilience, and rebalancing in global value chains," 2020 — 45% of one year's profits over a decade; month-long disruptions every 3.7 years (as summarized by McKinsey).

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Accenture, "A targeted AI approach to maximizing value in procurement," February 5, 2026 (contract and off-contract figures cite third-party research). accenture.com/en/blogs/supply-chain/maximize-value-ai-procurement

Gartner, "Gartner Survey Shows Just 36% of Chief Procurement Officers Are Very Confident in Ability to Redesign Function for AI," May 19, 2026.

External research benchmarks, not Zeak customer results or promised returns. Survey populations, methods and use cases differ.

Take the first step to Finance and leadership.

ITEM	YOUR ANSWER
Business problem	The supplier decision that is costing money or creating risk today _____
Why now	Cite the research that fits: tier-two visibility (McKinsey), off-contract leakage (Accenture), tariff exposure (McKinsey) _____
Scope of the first step	One category, material family or supplier group _____
Decision owner	Name and role _____
Finance contact	Name and role _____
Baseline	Current figure Finance agrees to, with period and source _____
Success measure	For example: leakage recovered, exposure reduced, OTIF, claims recovered _____
Systems and data needed	ERP, quality, contracts, other sources _____
Timing	Deployment in days to weeks; value validated with Finance over the pilot _____
How it's priced	Per proposal; co-investment if applicable _____
Decision to expand	What result would justify the next scope _____



START WITH ONE PROBLEM

Bring us your **supplier problem.**

Start with one decision, prove the economics with Finance, and expand on evidence. Production-ready from day one, in your cloud.

See the demo

Bring your supplier problem