

# Future-Proof Finance & Procurement: Winning with AI-Driven Hybrid Teams

William McNeill  
VP, Market Intelligence  
apexanalytix





“Fear is the mind  
killer.”

-- Lady Jessica

# Why?

Fear and other strong emotions interfere with our ability to reason.

Our ability to reason is a divine gift and we have the duty to exercise it.

Exercising our reason will make life tolerable.



Marcus Aurelius

Be honest...



# Agenda

- 1. The Scary Side of AI**
- 2. The Helpful Side of AI**
- 3. How Leaders Create Winning Hybrid Teams**

Which of the following represents your biggest concern about the use of AI?



- 1. Undetected bias or errors in decision making**
- 2. Data security and privacy issues**
- 3. Inability to explain AI decisions**

NEWS

# Are **streaming** Algorithms Biased Against Female Artists?



By **Holly Oizumi** on January 4, 2018

Once again, **random site's** most-streamed artists of the year were all men. Although female artists have their moment in the spotlight, they only substantially appear on the “most-streamed female artists” list, for obvious reasons.

TECH & GAMING

# Finance worker pays out \$25 million after video call with deepfake 'chief financial officer'



Matrix Report February 7, 2024



# INVOICE

4567 Boulevard St.  
Greenfield, MN 55399

INVOICE NO. 3987  
INVOICE DATE 04/01/2024  
DUE DATE 04/15/2024

**BILL TO**  
apexanalytix LLC  
1501 Highwoods Blvd.  
Suite 200  
Greensboro, NC 27410

DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
Consulting Services	1	12.500.00	12.500.00

**SUBTOTAL** 12.500.00  
**TAX** 0.00  

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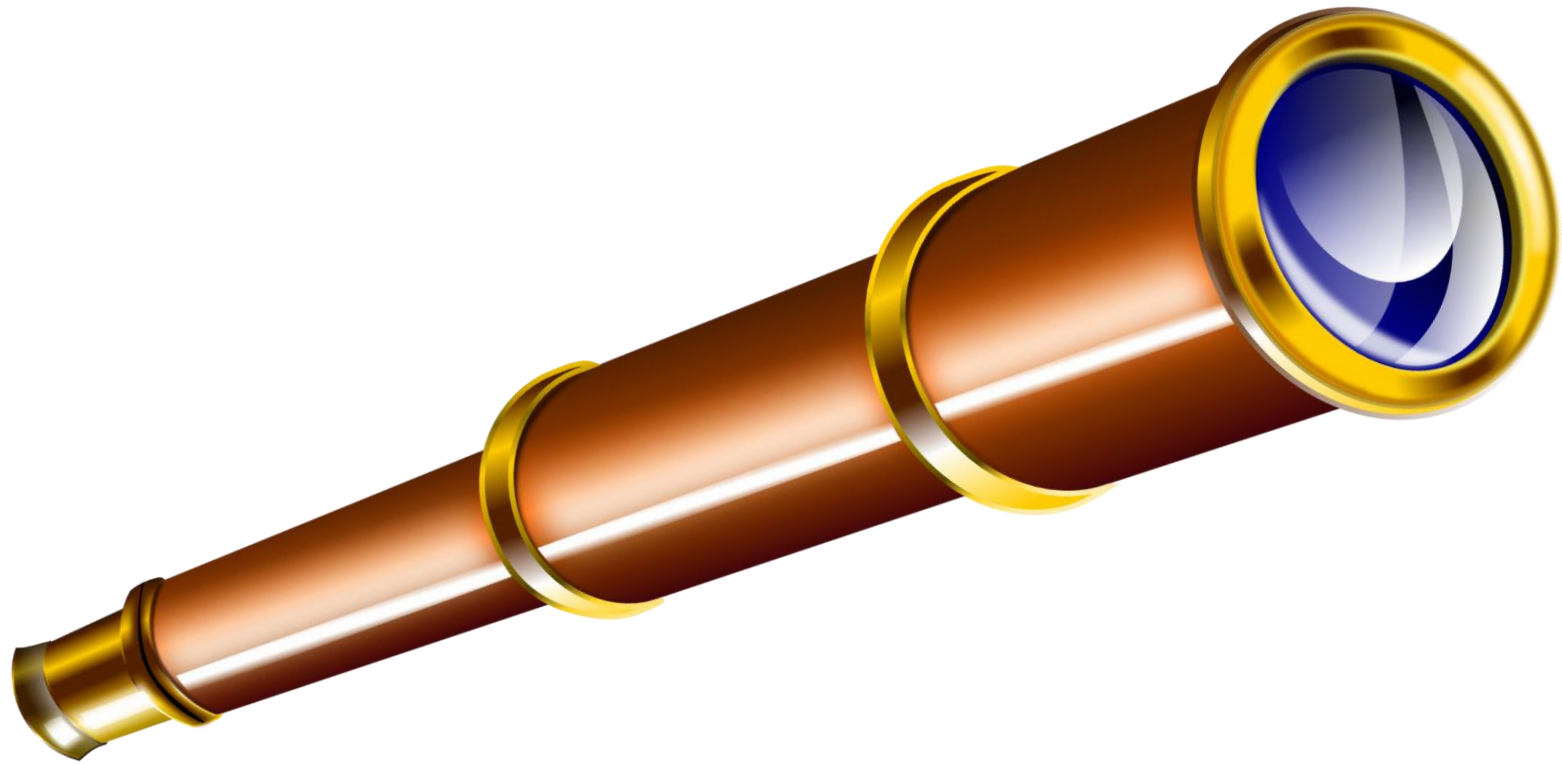
**TOTAL** 12.500.00

**BREAKING** | BUSINESS

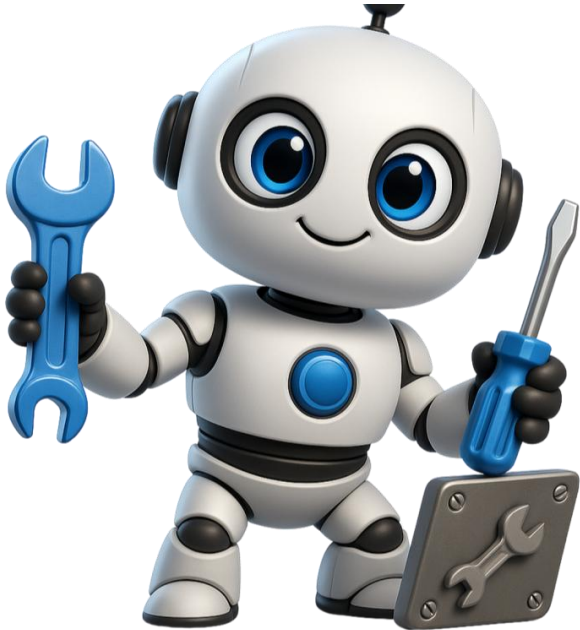
# Lawyer Used ChatGPT In Court—And Cited Fake Cases. A Judge Is Considering Sanctions

By [Molly Bohannon](#), Former Staff. Molly Bohannon has been a Forbes news reporter since 2023.

Published Jun 08, 2023 at 02:06pm EDT, Updated Jun 08, 2023 at 03:42pm EDT



Where do you expect AI to deliver the biggest positive impact in your organization over the next two years?



- 1. Automating routine procurement transactions**
- 2. Enhancing stakeholder collaboration**
- 3. Accelerating onboarding**

## Automating routine procurement transactions

- 1. Bank account validation**
- 2. Duplicate, overpayment, fraudulent payments**
- 3. Purchase order creation**
- 4. Contract review**

# Bank account validation

Before...

“Hi, this is Will from apexanalytix. Is Tres Mal the rightful owner of the bank account 1-2-3-4-5? Thanks!”

5 minutes

After with automated bank validation checks...

- Date of opening
- Time of opening
- Other accounts
- Bank red flags
- Account / account owner on watchlists
- Account under investigation
- Suspicious activity
- Overdraft abuse

71

High Risk  
Supplier

Composite  
Fraud Score



## Enhancing stakeholder collaboration

- 1. Real-time alerts and notifications**
- 2. Workflow orchestration**
- 3. Consolidated due diligence**

# Enable every stakeholder

One single pane of glass

Security / IT

Procurement

Finance

**apexanalytix | Portal**

Compliance / Risk

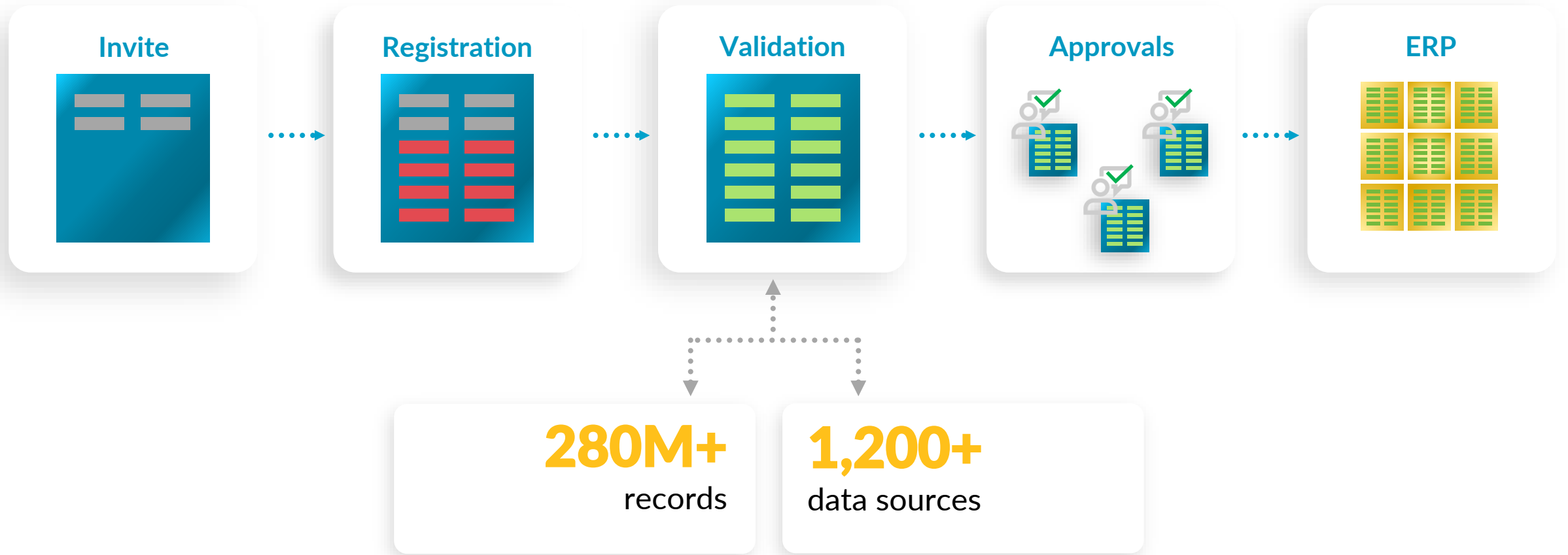
Audit

Supply Chain

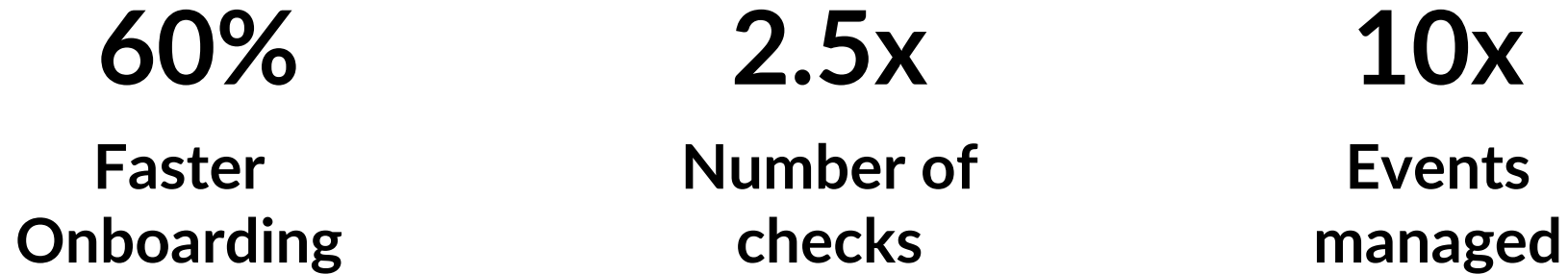
## Accelerating onboarding

- 1. Faster processing time**
- 2. More compliance checks**
- 3. Better fraud prevention**

# AI-enabled onboarding

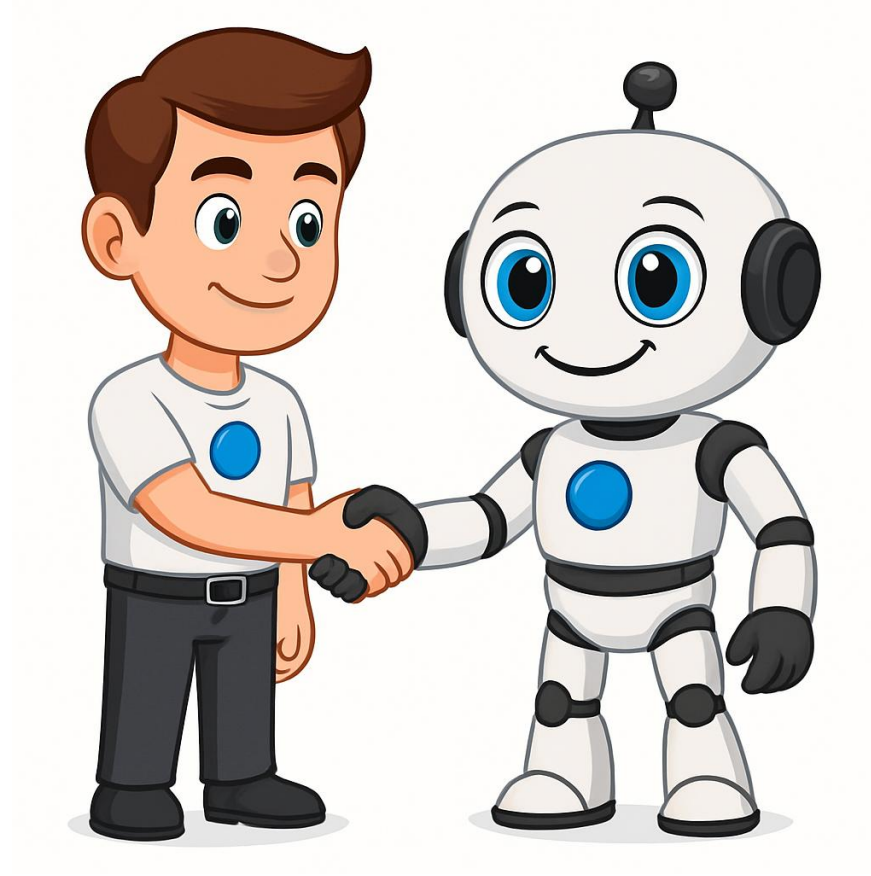


# The benefits of AI-enabled onboarding



**Coming Soon: 2-Minute Onboarding!**

# What does good look like?



## Leaders identify and categorize use cases

1. More of the same
2. New responsibilities
3. Shift roles

# Leaders identify and categorize use cases

## More of the Same

- Faster onboarding
- Increase number of suppliers onboarded
- Increased number of compliance checks
- Faster PO creation
- Faster three-way matching
- Faster bank validation
- Faster supplier inquiries



# Leaders identify and categorize use cases

## New Responsibilities

- Proactive issue management
- Supplier risk analysis
- Supplier discovery
- Contract compliance analysis
- Contract risk analysis
- Supplier development
- Supplier performance management / collaboration



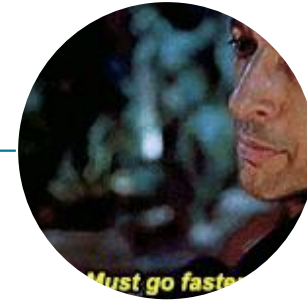
# Leaders identify and categorize use cases

## Shift Roles

- Category manager
- Sourcing analyst
- Supplier relationship manager
- Automation lead
- Procurement technology lead
- Business process specialist



# Leaders combine all three



More  
of the  
same



New  
responsibilities



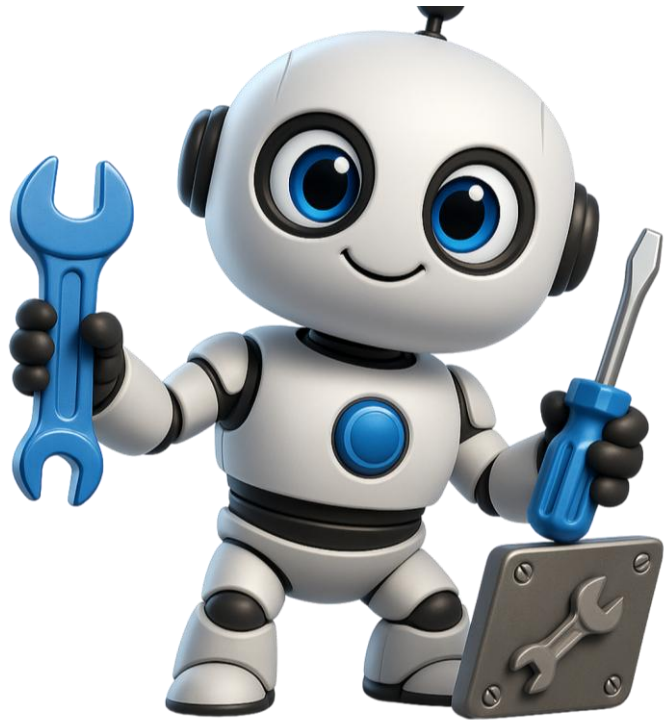
Shift  
Roles

# Job Description: Procurement Specialist

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## Position Summary

The Procurement Specialist is responsible for sourcing, negotiating, and purchasing goods and services to support organizational operations. This role ensures cost efficiency, quality standards, and timely delivery while maintaining strong vendor relationships. The ideal candidate is detail-oriented, analytical, and comfortable leveraging modern technologies, including AI-driven tools, to optimize procurement processes.



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## Leaders explore AI safely

- Consult with IT and InfoSec
- Use approved tools
- Understand the S-BOM
- Insert AI-related questions into your RFIs
- Prioritize transparency, security, and privacy
- Embed requirements into supplier agreements and contracts





**Privacy & Security**



**Accountability**



**Reliability & Safety**



**Transparency**



**Fairness**

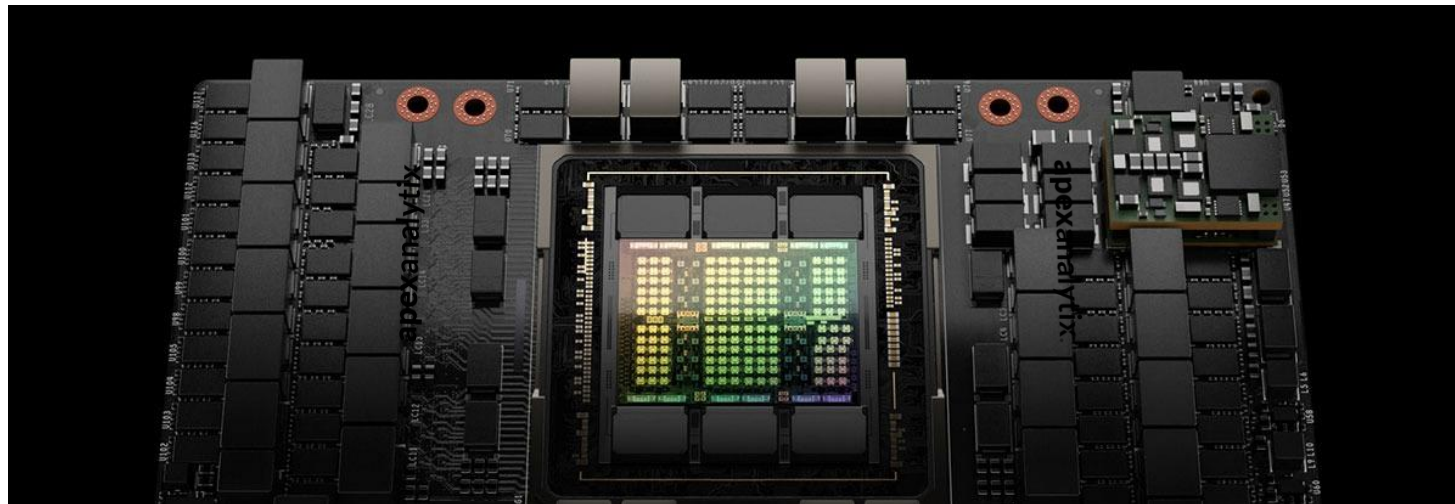


**Inclusiveness**



# apexanalytix private AI centers

- NVIDIA H100 Tensor Core GPU
- Trained on Llama 3.1 70B (Meta)
- Trained on apexanalytix knowledgebase
- Ring-fenced per client
- Trained on client policies, procedures, help desk tickets, data, supplier interactions





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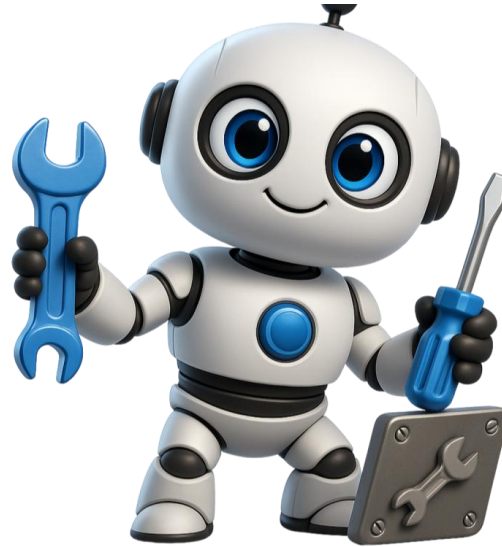
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**60%**  
Faster  
Onboarding

**2.5x**  
Number of  
checks

**10x**  
Events  
managed



President, P2P Solutions

Akhilesh Agarwal



Chief Solutions Officer

Danny Thompson



Genius Bar

1. How often does the thing I fear not happen at all?
2. How often does the thing I fear happen, but it's not as bad as I imagined?
3. How often does the thing I fear happen, but it teaches me something or makes me a better person?

Marcus Aurelius





“I will face my fear. I will permit it to pass over and through me.”

-- Lady Jessica

# Thank You!

William McNeill

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