

FOR FINANCE &amp; THE CFO

# The business case

A return model grounded in an independent benchmark, indicative pricing, and a working spreadsheet you can run with your own figures.

## BUSINESS CASE

## The business case

Structured supplier management drives measurable procurement savings. The model below is grounded in an independent benchmark, and a working spreadsheet accompanies this pack.

**2-5%**

Reduction in addressable spend from structured supplier management (McKinsey CPO Executive Forum, 2025)

**~46x**

Return ratio against the annual budget (€50M spend, 3% reduction)

**~€32K**

Total annual budget for 300 suppliers, all three products

### The annual budget, built up

| Budget line                | Basis                                    | Annual         |
|----------------------------|------------------------------------------|----------------|
| EvaluationsHub (Evaluate)  | 300 × €2.00 / mo                         | €7,200         |
| InitiativesHub (Initiate)  | 300 × €2.00 / mo                         | €7,200         |
| Eva AI (add-on)            | 300 × €5.00 / mo                         | €18,000        |
| <b>Total annual budget</b> | <b>300 suppliers, all three products</b> | <b>€32,400</b> |

At the 251 to 500 supplier tier (€2.00 / supplier / month per product); volume discounts apply automatically as you scale. Internal and supplier users are always free. Enterprise (500+) adds a platform fee from €900 / month. Source: [evaluationshub.com/pricing](https://evaluationshub.com/pricing).

#### Who delivers the savings

The platform does not cut costs on its own. Your procurement team does. EvaluationsHub gives them the structure, data, and workflows to capture value that is currently spread across spreadsheets and email.

### Build the budget with your own numbers

This pack includes **EvaluationsHub\_Budget\_and\_ROI.xlsx**. Enter your supplier count and spend under management: it applies the correct volume tier, builds the annual budget line by line, and shows the return against it. Every input cell is marked; every result is a live formula.

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