Cledara Unveils World's First Al-powered SaaS Procurement Co-Pilot

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London, November 15, 2023 - Cledara, the leading provider of SaaS management solutions, is thrilled to announce the launch of its groundbreaking feature - the world's first Al-powered SaaS Procurement co-pilot. This revolutionary addition to Cledara's platform will be officially unveiled at Web Summit 2023 on November 15, 2023.

Introducing the World's First Al-powered SaaS Procurement Co-Pilot

Cledara's Al-powered SaaS Procurement co-pilot is set to transform the way businesses make SaaS purchasing decisions. Leveraging the power of artificial intelligence, this innovative feature provides invaluable guidance to help businesses optimize their SaaS procurement process.

"We're thrilled to unveil our AI co-pilot, which truly sets us apart from competitors still reliant on manual processes or expensive external consultants," said Cristina Vila, CEO and co-founder of Cledara. "This innovation reflects our commitment to enabling frictionless SaaS management, putting the power of expert procurement in the hands of every team."

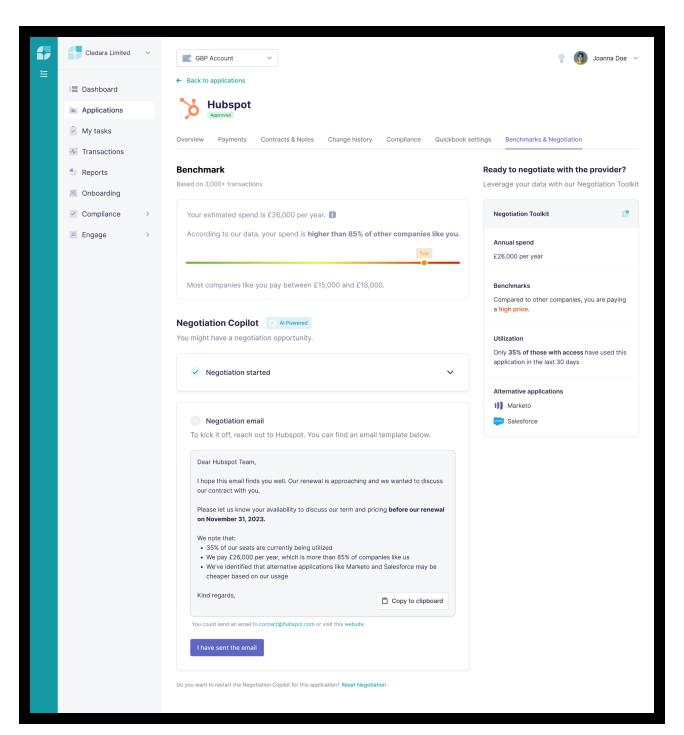
The co-pilot is free for Cledara Plus and Pro customers. It's an extension of Cledara's existing automation capabilities, providing the guidance businesses need to confidently optimize SaaS investments.

"With Al-driven insights, Cledara customers can make data-backed decisions on their subscriptions to save substantially on renewals, and ensure budgets align to business needs," added Vila. "It's the future of SaaS management, and we're proud to spearhead this transformation."

Key Features and Capabilities

- Everyone is now a Procurement Officer: According to research by Cledara, 65% of all SaaS is bought directly by business users without the involvement of IT, finance or procurement. With this new feature, these business users can now negotiate with the skill of a seasoned SaaS procurement veteran.
- **Data-Driven Insights:** By analyzing Cledara's extensive data set, comprising over 250,000 SaaS purchases and renewals from H1 2023 alone, the co-pilot determines fair

- pricing for SaaS subscriptions. This enables businesses to make informed decisions and negotiate better deals.
- Renewal Optimization: The co-pilot proactively identifies negotiation talking points ahead of the Al-predicted renewal date. It even goes a step further by drafting emails for renegotiations, saving businesses time and effort.
- Cost Optimization: With the ability to compare plans against thousands of other
 renewals of the same product, the co-pilot calculates the cost per seat, identifies
 potential savings from inactive seats, and provides insights into the cost of alternative
 substitute products. This empowers businesses to optimize their SaaS spend and
 achieve maximum value.



Media Contact

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Cledara is excited to present the Al-powered SaaS Procurement co-pilot, revolutionizing SaaS procurement for businesses. This feature represents our commitment to providing innovative solutions that simplify and optimize the SaaS management experience.

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About Cledara

Cledara is the leading provider of SaaS management solutions, helping businesses take control of their SaaS spending, streamline processes, and optimize procurement. With a focus on automation, data-driven insights, and industry expertise, Cledara empowers businesses to unlock the full potential of their SaaS investments. For more information, please visit www.cledara.com.