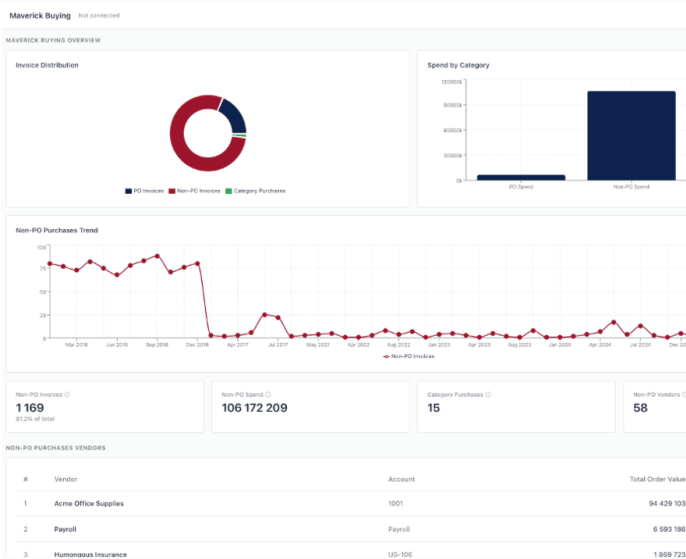


Accelerate Strategic Procurement with AI-Driven Insights for Dynamics 365FO



Risk Analysis Not connected

Run Risk Analysis

Risk analysis uses both D365FO data and external sources. Only public sources are used, to get a more adequate risk analysis you should also consider local sources like Credit ratings etc.

[Run Risk Analysis](#)

Risk Matrix (PO vendors)

Vendor	Geographical	Financial	Dependency
Acme Office Supplies	Low	Medium	High
Payroll	Low	Medium	High
Centoso Asia	Medium	Medium	Medium
Humongous Insurance	Low	Low	Medium
City-wide Advertising	Low	Medium	Low
Fabrikam Electronics	Medium	Medium	Medium
Property Management	Low	Medium	Medium
Ade Supply Company	Low	Medium	Low
CompanyCC	Low	Medium	Low
Talpin Parts	Low	Medium	Low
Fabrikam Supplier	Low	Medium	Low
Benjamin Martin	Low	Medium	Low
Perrille Sorensen	Low	Medium	Low
TobiiDynamix LLC	Low	Low	Low

Procurement AI Analyzer

Procurement AI Analyzer delivers a rapid, data-driven assessment of an organization's procurement performance by connecting directly to Dynamics 365FO and transforming raw ERP data into actionable insights within minutes.

By combining advanced analytics with AI-driven recommendations, Procurement AI Analyzer accelerates decision-making, strengthens governance, and supports a more predictable, compliant, and strategically aligned procurement function. It provides a fast, low-effort way for executives to understand the current state, identify strategic gaps, and drive measurable improvements across the supply base.

Key Features

1. Spend Analytics

Spend Analytics gives procurement leaders a complete, data-driven understanding of where money is spent, with whom, and how spending patterns evolve over time.

- Overview of purchases by vendor. Without a clear spend baseline, no improvement initiative can be prioritized or measured.
- Pareto analysis and trends over time - identifying the top 20% of suppliers that represent 80% of spend helps focus negotiation efforts where they matter most.
- Spend by group and top vendors by spend
- AI-based vendor risk analysis (financial, geographic, market, dependency) - spend is not only about volume; it's about exposure. Combining spend with risk gives a more complete picture for category strategies.
- Vendor payment performance – how well vendors are paid on time. Understanding how well the organization pays suppliers supports better negotiations and reduces supply chain friction.

The screenshot displays the 'Vendors and Spend' interface in the Dynapro system. A sidebar on the left contains navigation links for Procurement KPIs, Vendors and Spend, Maverick Buying, Contract Compliance, Delivery On-Time, Risk Analysis, Purchase Price Variance (PPV), Feature Utilization D365, Potential Savings, AI Summary, FAQ & Help, Support, Settings, and Administration. The main content area is titled 'Top Vendors by Spend' and shows a table with columns for Rank, Vendor ID, Spend, % of Total, and Actions. A pop-up window titled 'AI Risk Analysis: Fabrikam Electronics' is overlaid on the table, displaying a 'High Risk' status and a detailed analysis of the vendor's financial and operational risks. The analysis includes a disclaimer, a company overview, and specific risk indicators and recommendations.

Rank	Vendor ID	Spend	% of Total	Actions
1	1001	97 296 867	86.2%	AI Risk Analysis
2	Payro11	6 593 186	5.8%	AI Risk Analysis
3	CH-061	1 886 649	1.7%	AI Risk Analysis
4	US-186	1 869 723	1.7%	AI Risk Analysis
5	US-118	1 008 851	0.9%	AI Risk Analysis
6	US-181	977 972	0.9%	AI Risk Analysis
7	US-189	492 000	0.4%	AI Risk Analysis
8	1003	461 159	0.4%	AI Risk Analysis
9	Company CC	447 659	0.4%	AI Risk Analysis
10	US-182	348 228	0.3%	AI Risk Analysis
11	US-184	318 126	0.3%	AI Risk Analysis
12	000135	175 962	0.2%	AI Risk Analysis
13	000144	165 740	0.1%	AI Risk Analysis
14	000133	111 796	0.1%	AI Risk Analysis
15	TestDE-018	100 000	0.1%	AI Risk Analysis
16	US-188	87 600	0.1%	AI Risk Analysis
17	000177	86 556	0.1%	AI Risk Analysis
18	000182	65 518	0.1%	AI Risk Analysis
19	CH-061	48 962	0.0%	AI Risk Analysis

AI Risk Analysis: Fabrikam Electronics

High Risk

As a Procurement Analyst, I will analyze the financial and operational risks associated with Fabrikam Electronics.

Vendor Risk Analysis: Fabrikam Electronics

Public Information Disclaimer:

Detailed financial and operational information for private companies like "Fabrikam Electronics" is often not publicly available, especially regarding specific revenue trends, credit ratings, or detailed operational metrics. Therefore, this analysis will rely on general industry knowledge, the provided spend data, and assumptions where specific data is absent.

1. Company Overview

Fabrikam Electronics is a generic name often used in Microsoft examples, suggesting it might be a component supplier or an electronics manufacturer/distributor. Given its address in Guadalajara, Mexico, it likely operates within the electronics manufacturing, assembly, or distribution sector, potentially serving nearshoring supply chains due to Mexico's proximity to the US market. The electronics industry is characterized by rapid technological change, global supply chains, and significant competitive pressures.

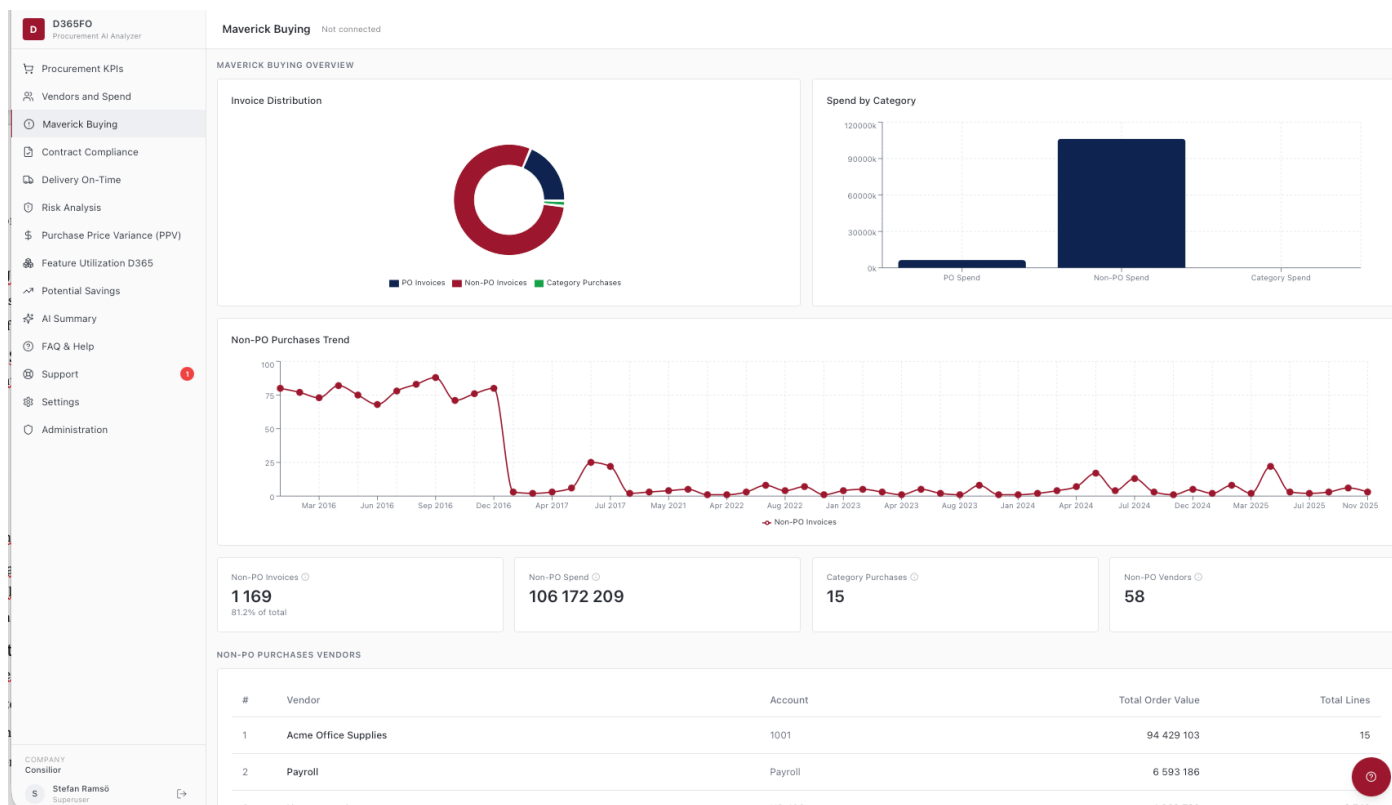
2. Financial Stability

- **Credit Risk Indicators & Revenue Trends:**
- **Limited Public Information:** Without access to specific financial statements, credit ratings, or detailed revenue reports for "Fabrikam Electronics," it is impossible to provide a direct assessment of its financial stability.
- **Assumptions:** For a company operating in the electronics sector, financial stability is crucial due to high capital expenditure requirements, inventory management challenges, and susceptibility to market fluctuations.
- **Recommendation:**
- **Actionable Insight:** Request financial statements (e.g., last two years of audited balance sheets and income statements) directly from Fabrikam Electronics.
- **Actionable Insight:** Utilize third-party credit rating services (e.g., Dun & Bradstreet, Experian) to obtain a credit report and payment history for Fabrikam Electronics.
- **Actionable Insight:** Monitor for any news regarding changes in ownership, significant new contracts, or signs of financial distress in their public communications or industry news.

2. Maverick Buying

Maverick Buying identifies purchases made outside established procurement processes or without a purchase order.

- Identification of purchases without purchase orders - off-contract purchases dilute negotiated savings and weaken supplier relationships.
- Process deviations signal training or system gaps — high maverick levels often indicate unclear policies or insufficient system adoption.
- Spend per vendor and category
- Basis for reducing off-contract spend and increasing supplier loyalty — when buyers follow the process, procurement can forecast spend and manage budgets more effectively.
- Reduced administrative effort — fewer exceptions mean fewer manual corrections, fewer disputes, and smoother invoice matching.
- Improved negotiation power — consolidating spend with preferred suppliers strengthens the organization's position in future tenders.



3. Contract Compliance

Contract Compliance measures how well the organization purchases according to existing supplier agreements.

- Fulfilment per vendor (quantity and value) — negotiated contracts only deliver savings if they are actually used.
- Non-compliance highlights leakage — identifying suppliers or categories where off-contract buying occurs helps recover lost value.
- Quick overview of contract adherence

D365FO

Procurement AI Analyzer

Procurement KPIs

Vendors and Spend

Maverick Buying

Contract Compliance

Delivery On-Time

Risk Analysis

Purchase Price Variance (PPV)

Feature Utilization D365

Potential Savings

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Support

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S

Stefan Ramsö

Superuser

Contract Compliance

Not connected

CONTRACT COMPLIANCE OVERVIEW

Vendors with Purchase Agreements

(18 Items)

#	Vendor	Account	Qty Fulfillment	Amount Fulfillment
1	NVE test vendor	000113	7 / 2100%	2 500,00 / 10 000,0025%
2	Fabrikam Supplier	US-104	16 484 / 100100%	1 200,00 / 1 200,00100%
3	Retail Vendor	1010	525 / 00%	106,25 / 1 100 000,000%
4	Ade Supply Company	1003	1 164 / 1 003100%	0,00 / 0,000%
5	Acme Office Supplies	1001	53 874 / 8 044100%	0,00 / 0,000%
6	Lande Packaging Supplies	1002	27 / 1 0003%	0,00 / 0,000%
7	Ideal machining Corp	US-802	0 / 100 0000%	0,00 / 0,000%
8	LTL Vendor	LTL Vendor	1 / 10 0000%	0,00 / 0,000%
9	LH vendor 1	LHvendor1	0 / 1000%	0,00 / 0,000%
10	Tallspin Parts	US-102	7 317 / 1 000100%	0,00 / 0,000%
11	Test	250000	0 / 1 1000%	0,00 / 0,000%
12	Lundgren	Lundgren2022	24 / 15016%	0,00 / 0,000%
13	Fabrikam Electronics	US-101	20 694 / 1 250100%	0,00 / 0,000%
14	WIPRO	123	0 / 1000%	0,00 / 0,000%
15	NVE Vendor Collaboration kreditor	000121	0 / 00%	0,00 / 100 000,000%

4. Delivery On-Time by Vendor

This feature provides a detailed view of supplier delivery performance, including on-time percentage, number of order lines, and average delay.

- Total on-time % for the company — late deliveries can halt production, delay projects, or impact customer satisfaction.
- Vendor-level summary of order lines, timely deliveries, and average delay
- Ideal for monitoring and supplier negotiations — objective delivery data strengthens discussions around penalties, service levels, or contract renewals.

D365FO

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Delivery On-Time

Not connected

DELIVERY PERFORMANCE OVERVIEW

Vendors Tracked

37

Total PO Lines

695

On-Time Lines

670

Overall On-Time %

96.4%

Delivery On-Time by Vendor

(37 items)

#	Vendor	Account	Total PO Lines	On-Time Lines	On-Time %	Avg Late Days
1	Contoso Chemicals Japan	JP-001	142	142	100.0%	—
2	Fabrikam Electronics	US-101	139	136	97.8%	40.0 days
3	Acme Office Supplies	1001	122	112	91.8%	145.6 days
4	Contoso Asia	CN-001	39	38	97.4%	2.0 days
5	Fabrikam Supplier	US-104	29	29	100.0%	—
6	Ade Supply Company	1003	22	17	77.3%	5.0 days
7	Tailspin Parts	US-102	18	18	100.0%	—
8	Best Supplier - Europe	104	18	16	88.9%	1312.0 days
9	Datum Receivers	US-105	16	16	100.0%	—
10	Lundgren	Lundgren2022	14	14	100.0%	—
11	Air Cargo Carrier	AirCarrier	13	13	100.0%	—
12	ILVA DK in ILVA SE	10000	12	12	100.0%	—
13	Software products	000102	10	9	90.0%	45819.0 days
14	IC NVE vendor	000154	10	10	100.0%	—
15	Dain Electronics	110-100	0	0	0.0%	978.0 days

5. Risk Analysis (AI-Driven)

The AI-driven risk module evaluates each supplier across financial, geographic, and dependency dimensions, combining internal spend data with external signals.

- Consolidated risk assessment per vendor — financial instability, geopolitical events, or over-reliance on a single supplier can be identified before they become critical. Risk dashboards provide leadership with a clear view of vulnerabilities and recommended actions.
- Financial, geographic, and dependency risks — risk insights help buyers diversify suppliers, adjust sourcing strategies, or renegotiate terms.
- Recommendations for risk mitigation

D365FO

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Risk Analysis

Not connected

Run Risk Analysis

Risk analysis uses both D365FO data and external sources. Only public sources are used, to get a more adequate risk analysis you should also consider local sources like Credit ratings etc.

Run Risk Analysis

Risk Matrix

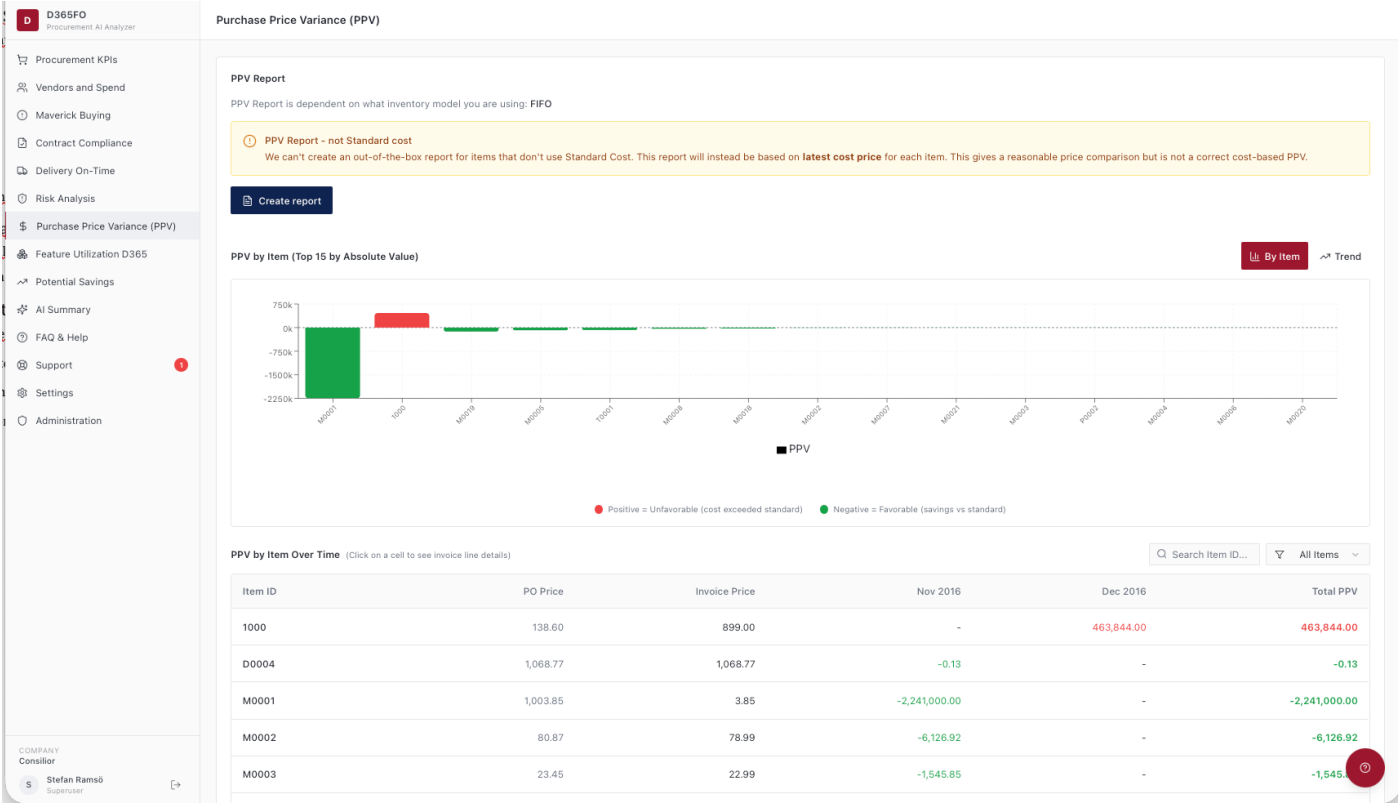
(50 vendors)

Vendor	Geographical	Financial	Dependency	Overall
Acme Office Supplies	Low	Medium	High	High
Payroll	Low	Medium	High	High
Contoso Asia	Medium	Medium	Medium	Medium
Humongous Insurance	Low	Low	Medium	Medium
City-wide Advertising	Low	Medium	Low	Low
Fabrikam Electronics	Medium	Medium	Medium	Medium
Property Management	Low	Medium	Medium	Medium
Ade Supply Company	Low	Medium	Low	Low
CompanyCC	Low	Medium	Low	Medium
Tailspin Parts	Low	Medium	Low	Low
Fabrikam Supplier	Low	Medium	Low	Low
Benjamin Martin	Low	Medium	Low	Low
Pernille Sørensen	Low	Medium	Low	Medium
TobiDynavox LLC	Low	Low	Low	Low

6. Purchase Price Variation (PPV)

PPV analyzes price fluctuations per item over time and highlights deviations from expected cost levels.

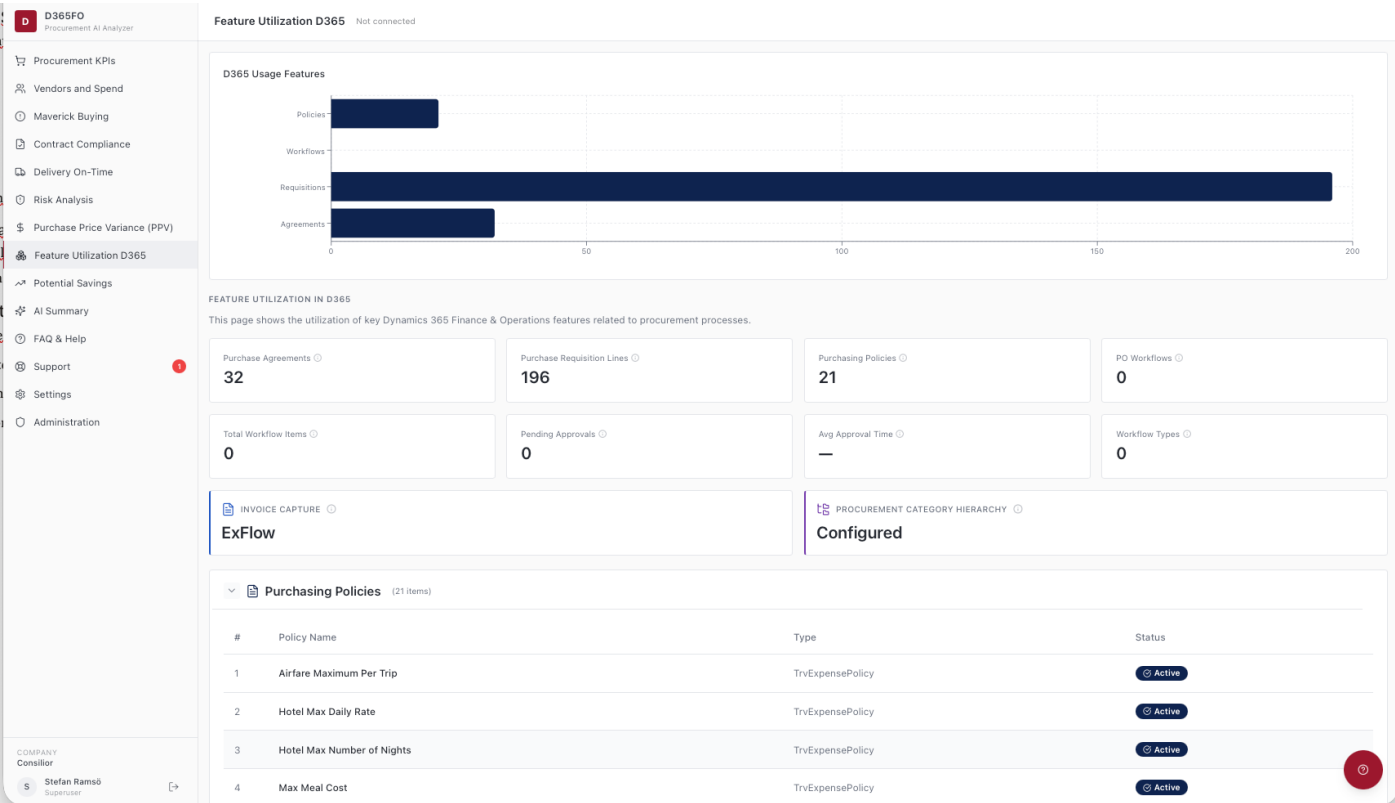
- Price variation per item over selected period — understanding price trends helps finance and procurement plan more accurately.
- Supports Standard Cost, FIFO, and Weighted Average
- Graph + list + drill-down to transactions — buyers can validate whether changes are due to market conditions, internal processes, or supplier behavior.



7. Feature Utilization (D365FO)

This module evaluates which procurement-related features in D365FO are actively used by the customer.

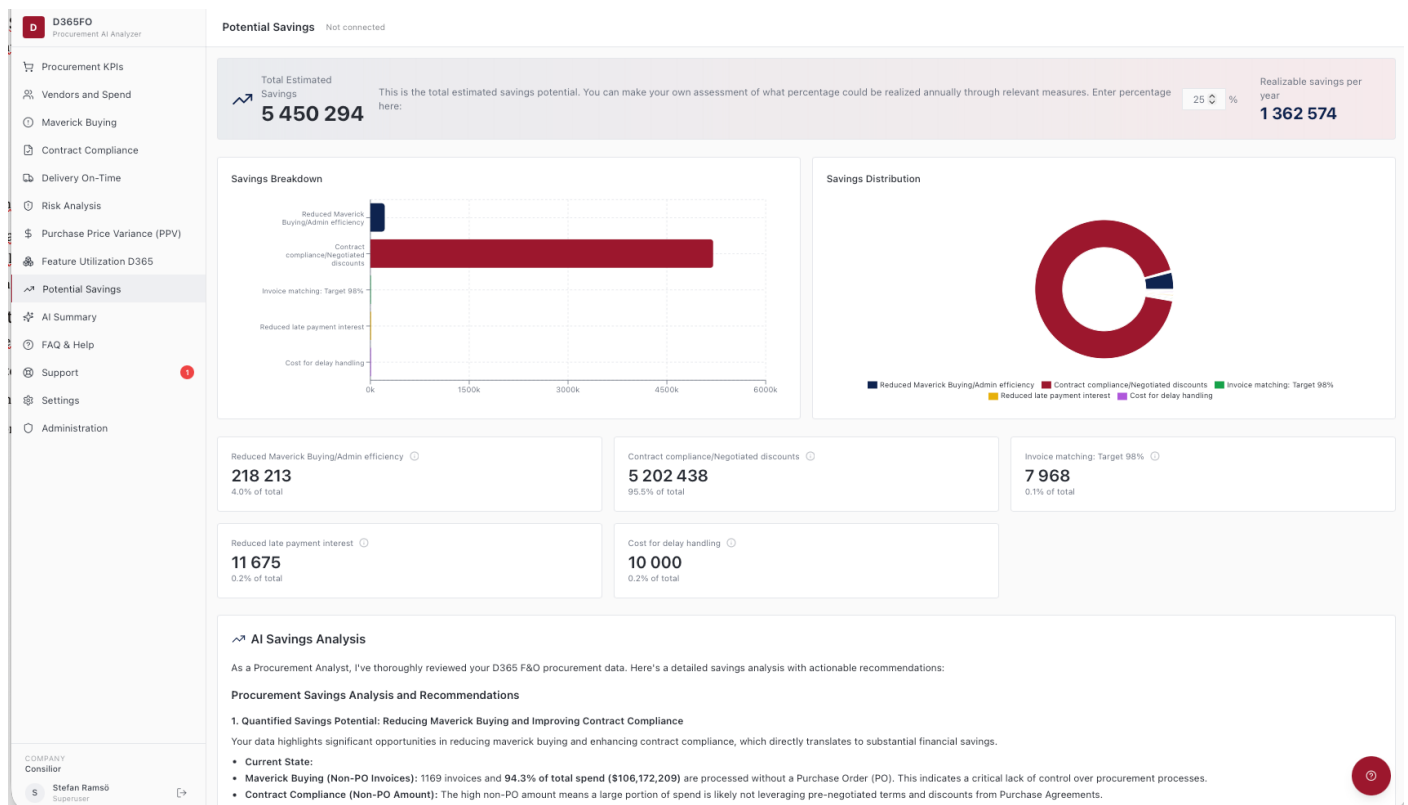
- Process maturity becomes visible — unused features often correlate with inefficiencies, manual work, or compliance issues.
- Identifies improvement potential — procurement can prioritize training or system enhancements that deliver the highest impact.
- Supports digital transformation — understanding current usage is the first step toward automation and process optimization.
- Strengthens collaboration with IT — clear insights help align procurement and system owners around improvement initiatives.



8. Potential Savings

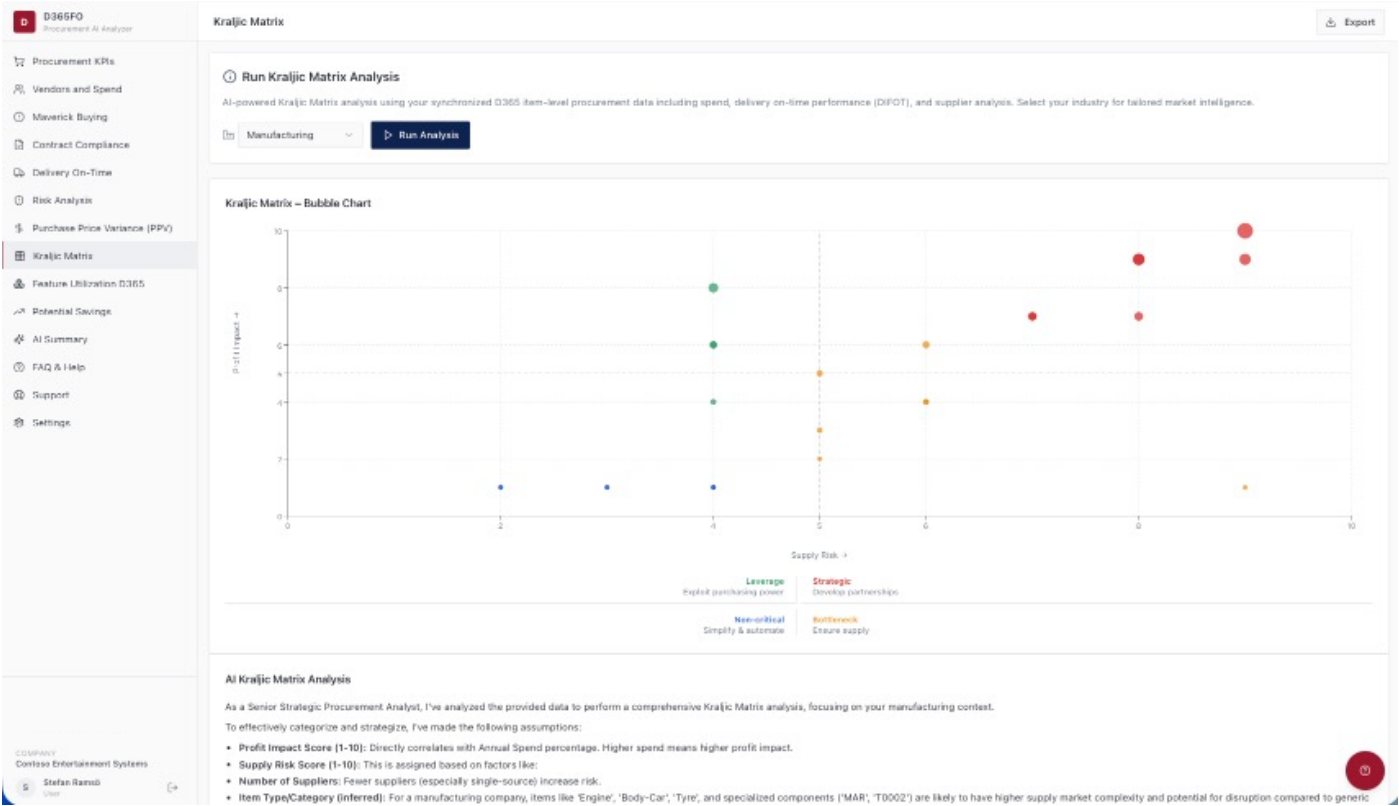
This feature quantifies savings potential across several dimensions, including maverick buying, contract compliance, administrative efficiency, interest costs, and delay handling

- Savings become tangible and defensible — procurement can present clear, data-driven business cases to leadership.
- Prioritization becomes easier — knowing where the largest savings lie helps allocate resources effectively.
- Supports continuous improvement — the analysis highlights both quick wins and long-term strategic opportunities.
- AI-generated recommendations accelerate action — buyers receive guidance on how to realize the identified savings.



9. Kraljic Matrix

The purpose of the Kraljic Matrix is to help organizations segment their suppliers and purchased materials based on risk and strategic importance. By doing so, it guides procurement teams in choosing the most effective sourcing strategies to reduce vulnerability and maximize value. Based on Procurement data and Vendor analysis, the Procurement Analyzer presents a Kraljic Matrix and detailed action plans for each quadrant.



10. AI Summary

The AI Summary consolidates insights from all modules and provides a prioritized list of actions and recommended D365FO features.

- Consolidated analysis across all areas — instead of isolated metrics, procurement receives a holistic, narrative-driven assessment.
- Action plan with suggested D365FO features to reach impact goals - the summary can be used directly in steering groups, budget meetings, or supplier reviews.

D365FOProcurement AI Analyzer

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Not connected

AI Summary

Disclaimer: The insights and recommendations presented in this analysis are generated based solely on the data provided from the connected systems, including but not limited to purchase orders, vendor records, agreements, and master data available in Dynamics 365 Finance & Operations. The absence, incompleteness, or inaccuracy of data in these systems may lead to conclusions that do not fully reflect actual business conditions, contractual relationships, or operational practices. This analysis does not verify the existence, validity, or status of any external agreements, commercial terms, or supplier commitments that may exist outside the system. All recommendations should therefore be interpreted as data-driven guidance rather than definitive assessments. Users are responsible for validating the results against internal policies, documented agreements, and business knowledge before taking action.

AI Procurement Analysis

As a Procurement Analyst, I've reviewed the provided data from Dynamics 365 F&O. Here's an expert analysis with actionable recommendations:

Procurement Analysis: Dynamics 365 F&O Review

1. Maverick Buying and Off-Contract Purchases

Analysis:

Alarmingly High Non-PO Activity:

The most striking finding is the extraordinarily high percentage of non-PO invoices, both by count (81.2%) and by amount (94.3%) of total spend. This indicates a severe lack of control over procurement processes and widespread maverick buying.

Significant Spend via Non-PO:

A staggering \$106,172,209 out of \$112,621,202 is spent without a purchase order. This represents a massive opportunity for cost savings and process improvement.

Top Offenders Dominate Non-PO Spend:

The "Top 10 Non-PO Vendors" list shows that a few vendors account for the vast majority of this off-contract spend. Acme Office Supplies alone accounts for over \$94 million in non-PO purchases. Payroll, Humongous Insurance, and City-wide Advertising also contribute significantly.

Limited Non-PO Trend Data:

The monthly non-PO trend data is sparse and doesn't provide a clear, consistent pattern. However, even with limited data, the high overall percentages confirm that this is a systemic rather than episodic issue.

Calculated Savings Opportunity:

The estimated potential savings from reducing maverick buying/admin efficiency are \$218,213, and from contract compliance/negotiated discounts (due to non-PO amounts) are a massive \$5,202,438. This highlights the financial impact of this issue.

Recommendations:

Implement Mandatory PO Policy:

Procurement Process:

Establish and enforce a strict company-wide policy that "all" purchases above a nominal threshold require a purchase order. Communicate this policy clearly to all employees involved in purchasing.

D365 Configuration:

Configure Dynamics 365 to block invoice processing for non-PO items or vendors, except for pre-defined, small-dollar exceptions (e.g., petty cash, utilities). This may require customizing invoice matching rules.

Prioritize System Integration & Training for Key Non-PO Vendors:

Procurement Process:

Engage with "Acme Office Supplies," "Payroll," "Humongous Insurance," and "City-wide Advertising" to understand why such high volumes of spend are occurring outside the PO process. For Acme Office Supplies, given the high spend of \$94M, investigate whether an e-procurement catalog or PunchOut integration with D365 could streamline ordering and ensure PO linkage.

D365 Configuration:

Set up vendor catalogs or purchase agreements for these high-spend non-PO vendors within D365 to facilitate PO creation for recurring purchases.

Automate Low-Value POs:

For frequently purchased low-value items or services, explore automating PO creation through requisitions or blanket purchase orders to reduce the administrative burden often cited as a reason for non-PO purchases.

Employee Training & Awareness:

Conduct mandatory training for all employees on the procurement policy, the importance of POs, and how to create purchase requisitions/orders in D365. Emphasize the financial and operational benefits.

2. Contract Compliance & Trade Agreement Utilization