

6 WAYS TO WOW YOUR CFO THIS YEAR

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1 REALIGN WITH YOUR CFO'S PRIORITIES

56% of CFOs rank achieving enterprise-wide cost optimization targets in their top five priorities for 2026, while 51% of respondents rank improving financial forecast accuracy and quality in their top five.

Make your CFO's life easier by syncing your strategies to match.

Focus on cost optimization improve procurement data, embedding ESG criteria, and quantifying procurement's impact on profitability. Schedule regular check-ins: share dashboards on savings, risks averted, and how you're supporting growth.

Speak the CFO's language: dollars, resilience, and strategy, and watch that relationship flourish.

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2 EMBRACE THE POWER OF AI IN PROCUREMENT

Leverage large language models (LLMs) to draft clearer RFPs, summarize supplier proposals, generate negotiation scripts, or create stakeholder reports.

These tools can reduce administrative time significantly while improving consistency and quality.

AI agents that can manage every aspect of the sourcing cycle from identifying potential suppliers and conducting initial outreach to analyzing responses and supporting contract drafting.

Your CFO will appreciate the tangible impact on efficiency and the bottom line. Begin with targeted pilots to demonstrate value and build momentum for broader adoption.

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3 PROVE YOU CAN DO MORE THAN A ROBOT

Lean into AI, but keep procurement human!

AI can handle the grunt work but don't let it make you look replaceable. CFOs want to know procurement brings that human edge: strategic thinking, relationship-building, and big-picture insights no algorithm can fully replicate yet.

Wow them by using AI as your sidekick to dive deeper into supplier innovation partnerships, negotiate like a boss, foster supplier collaborations, and align sourcing with company goals.

Get to know your stakeholders better, understands their priorities and pain points, and suggests procurement-led solutions. Prove you're the irreplaceable strategist turning data into dollars and resilience.

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4 LINE UP SOME QUICK PROCUREMENT WINS

Nothing reignites the spark like immediate results.

Quick wins are low-hanging fruit that deliver fast savings and build momentum.

This might involve renegotiating contracts, consolidating suppliers, automating administrative tasks, or tackling maverick spend.

Aim for 5-10% savings in a category within months. Track them, report them loudly to your CFO, and use the credibility to pitch bigger initiatives.

5 GET PROACTIVE

Ditch the reactive firefighting. Make 2026 about anticipating needs and risks before they bite.

Proactive procurement means forecasting demand, monitoring market trends for tariffs or shortages, building resilient supplier networks, and scenario-planning for disruptions.

Collaborate early with stakeholders on upcoming projects, lock in prices ahead of inflation spikes, and shift to regional sourcing for stability.

Your CFO will be thrilled when you prevent cost surges or supply hiccups instead of scrambling to fix them. Getting proactive in procurement means “growing up,” from order-taker to forward-thinking partner.

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6 UNLOCK 18-22% COST SAVINGS WITH A GPO

If you really want to drop a mic moment, tap into the power of group purchasing.

A GPO like Una pools buying power from its members to offer pre-negotiated deals you couldn't get solo across indirect categories (office supplies, shipping, facilities, IT, and more).

Members often see 18-22% average savings right out of the gate, with zero fees or commitments, ever.

Una is quick to join, frees your team from endless RFPs, and delivers immediate bottom-line impact. Show your CFO those numbers, and they'll be wondering why you didn't do this sooner.

Relationship saved... and upgraded.

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