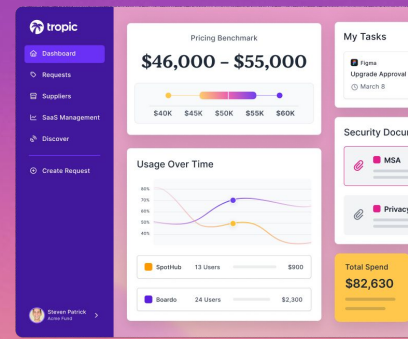


# Your bottom line is our top priority



Tropic is an automated way to **cut costs and control all purchasing decisions**

**400% ROI**

Forrester Total Economic Impact™ Study

**23%**

Average savings seen on negotiations

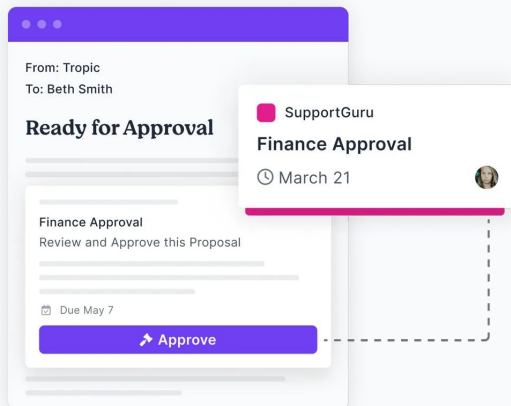
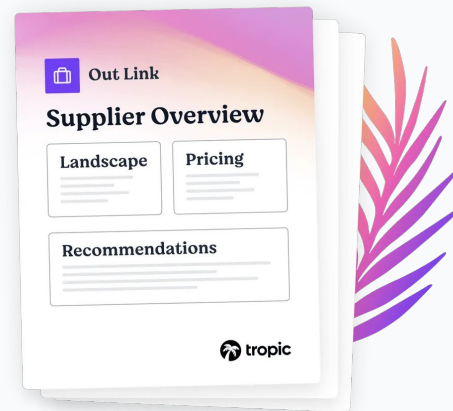
**400+**

Average hours saved using Tropic platform

## Discover

### Tap into our bias-free SaaS sourcing database

- ✓ **Sourcing Intelligence:** Get pricing benchmarks for thousands of suppliers
- ✓ **Pre-Negotiated Deals:** Access SaaS discounts exclusive for Tropic customers
- ✓ **Intelligent Intake Forms:** Streamline requests for all purchasing categories in one place

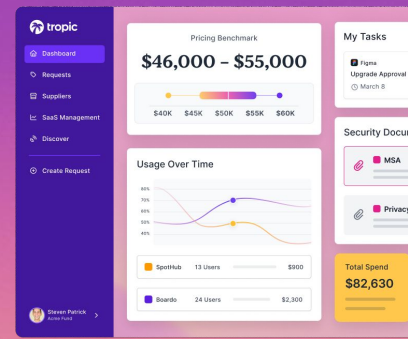


## Approve

### Reduce manual work to approve purchases

- ✓ **Approval Workflows:** Purchase faster with dynamic routing of purchasing requests
- ✓ **Team Collaboration:** Improve visibility by centralizing communications around purchases
- ✓ **Financial Controls:** Gather required documents and set rules for each purchase

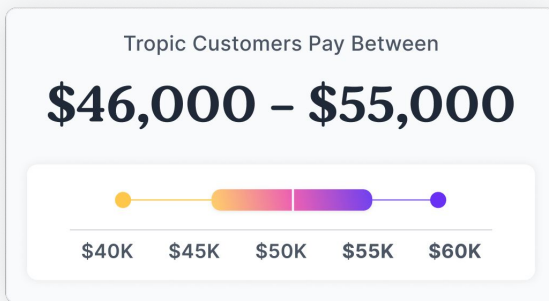
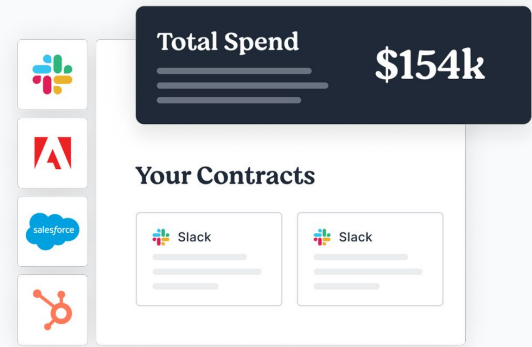
# Power responsible spending with Tropic



## Manage

### A 360° view for usage, spend, and contract data

- ✓ **Supplier Management:** Build a central renewal calendar to never miss a beat
- ✓ **Accounting Automation:** Reconcile expenses and monitor contracted vs actual costs
- ✓ **SaaS Management:** Track usage so you can uncover savings and rightsize contracts



## Save

### Identify opportunities to save and take action

- ✓ **Spend Optimization:** Uncover unused licenses and tools that weren't vetted
- ✓ **Expert Advisory:** Prepare for upcoming negotiations with pricing insights and playbooks
- ✓ **Assisted Purchasing:** Save time and energy by bringing us in to negotiate on your behalf

**“Tropic has been one of the highest ROI initiatives we’ve ever deployed on the finance team at Zapier. They are true partners to us, and it’s been amazing watching them release better and better technology to help Zapier save money.”**

Ryan Roccon, VP of Finance @ Zapier

You're in good company

