

EUNAVERSE

Where Artificial Intelligence Meets Real- World Impact

Euna Procurement



Ryan Baker

Product Director (Source-to-Contract)



Ira Golden

Product Director (Procure-to-Pay)



Ben Vaught

Product Director (Euna Supplier Network)

AI VISON

AI that reduces manual work, strengthens transparency, and empowers public sector teams to focus on what matters most: serving their communities.



Efficiency & Automation

- Eliminate repetitive, manual tasks
- Free up staff time for higher-value work



Insights & Decision Support

- Surface trends, insights, and risk earlier
- Support more informed, confident decisions



Transparency & Trust

- Make information easier to understand and share
- Build trust through clarity and accessibility

AI VISION

AI tools that take the manual burden out of procurement, delivers clearer insights, and makes optimizations that directly benefit your communities.



Smarter Efficiency

- Automate manual steps
- Reduce the time and effort



Clearer Insights

- Highlight trends, risks, and forecasts earlier in the process



Transparent Communication

- Make public-facing information more accessible for communities

Procurement: Marketplace and Invoicing

AI in Use Today

Savings Advisor

- Matching of identical items across suppliers

Product Comparison (5)

	 <p>Sharpie® Gel Highlighters, Bullet Tip, Assorted Colors, 5 Count</p> <p>\$13.79 / ST</p> <p>Office DEPOT</p>	 <p>Sharpie Gel Stick Highlighter, Bullet Tip, Assorted, 5/Pack (1803277)</p> <p>\$7.01 / PK Save \$6.78 (49%)</p> <p>Suggested Item</p> <p>Replace</p>
Unit Price	5 per Set \$2.758	5 per Pack \$1.402
Supplier	Office DEPOT	STAPLES Business Advantage
Cooperative	1GPA	
Supplier Part #	383494	343884
Manufacturer	SANFORD LP	SHARPIE
Manufacturer Part #	SAN1803277	1803277

Invoicing Pro

- OCR data extraction from PDFs

PO Information
PO Number: #EQL000467
Supplier: Acme Supplies

Sold To Address
Main Office
7529 Standish Pl
Rockville, MD 20855

Remit To Address
Remittance Address
123 Main St
Rockville, MD 20855

#	PO Line	Item	Part #
1	1	Sherpa Desk Reference System, Gray - LOM Quantity: 1 - UNSPSC: 44111512 - Manufacturer: Durable Office Products - Manufacturer Part #: #DBLS54210	442405
2	2	MMF Industries Wire Desk Organizer, Black - LOM Quantity: 1 - UNSPSC: 44111503 - Manufacturer: MMF Industries - Manufacturer Part #: #MMF2649012BK	595364

```
{
  "invoice_field_values": {
    "supplier_name": "ACME",
    "po_number": "#EQL000467",
    "number": "100042",
    "invoice_date": "2024-10-01",
    "payment_term": {
      "net_due_days": "30"
    },
    "amount_due": "1064.19",
    "sold_to_address": {
      "street1": "7529 Standish Pl",
      "city": "Rockville",
      "state": "MD",
      "postal_code": "20855",
    },
    "bill_to_address": {
      "street1": "123 Payment St",
      "city": "Rockville",
      "state": "MD",
      "postal_code": "20878",
    },
  },
}
```

Invoice - #101109

Export to PDF

PO Information	Invoice Information
PO Source: Marketplace PO	Invoice Type: Invoice
PO Number: #TEST907930	Invoice Number: 101109
Supplier: Test Supplier (0001)	Invoice Date: 06/05/2023
Order Date: 05/26/2023	Amount Due: \$18.80
Ordered By: Test Shopper	Payment Terms: Payment due in 30 days (net30)
	Due Date: 07/05/2023
	Status: Paid
	Payment Date: 08/09/2023

Invoice Detail | History | Source Data Detail

Sold To Address	Bill To Address	Remit To Address
Test Shipping Address (MD) 1543 Germantown Rd Suite 330 Germantown, MD 20876	Test Billing Address (MD) Accounting 15767 Old Georgetown Rd Suite 201 Bethesda, MD 20810	Remit Address 1 - 12345 Accounts Payable 96 Laughlin Lane Suite 330 Germantown, MD 20876

Items

#	PO Line	Description	Part #	Price	UOM	Order Quantity	Invoice Quantity	Item Total	
+	1	1	Acrylic Markers	555794	\$12.00	DZ	1	\$12.00	
+	2	2	Art Construction Paper, 9" X 12", Assorted Colors, Pack Of 96	572139	\$1.81	PK	1	\$1.81	
								Subtotal	\$13.81
								Shipping	\$4.99
								Amount Due	\$18.80

Procurement: Marketplace and Invoicing

Approach for Future Use of AI

Desirable Use-Cases

- Content generation
- Suggestions
- Support
- Efficiency improvements

Undesirable Use-Cases

- Completing a purchase
- Automated approval
- Final decision making

EUNAVERSE

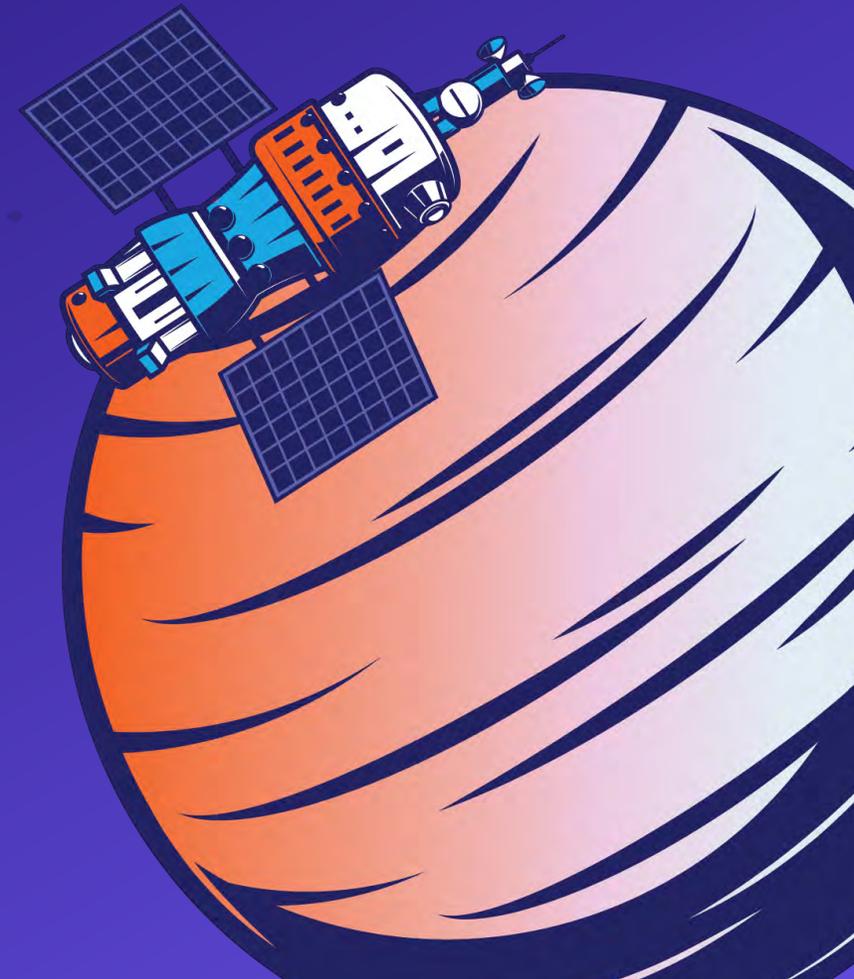
Shaping the Future Together

Your chance to shape where Euna takes AI
— both for your teams and your communities.



Where would automation or AI assistance make the biggest impact?

(e.g., preparing reports, drafting documents, identifying trends, surfacing contracts, spotting risks early)



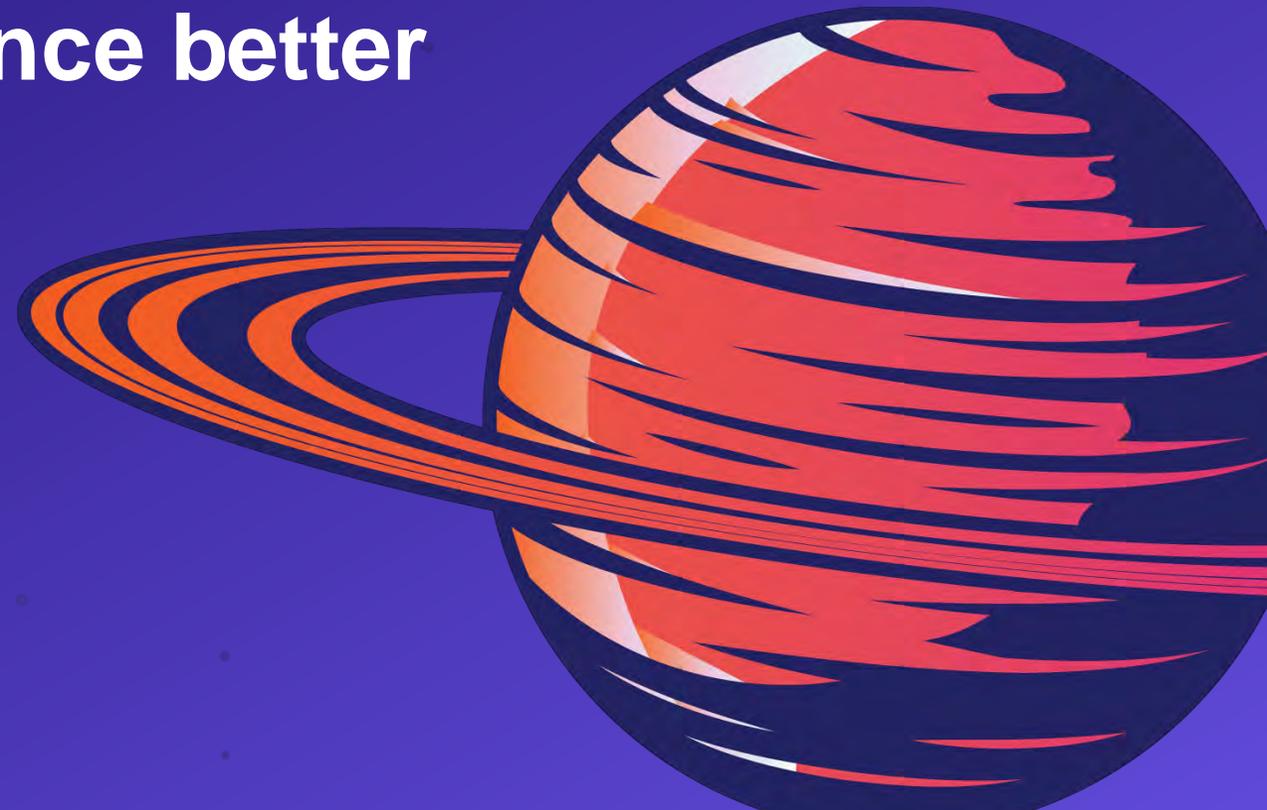
What procurement task takes up the most manual effort today?

(e.g., data entry, reconciliations, pulling reports)



How could AI or automation make the procurement experience better for your stakeholders?

(e.g., easier-to-assess solicitations, faster answers to FAQs, better opportunity discovery, surfacing purchasing vehicles, etc.)





What's the most challenging part about making increasing supplier participation?

(e.g., finding relevant suppliers, understanding where suppliers drop-off, communicating with suppliers, etc.)



Which part of the procurement cycle frustrates you the most?

(e.g., aggregating requests, analyzing data, getting approvals, monitoring spend)



How do you currently use data or benchmarks — and where is it hardest?

(e.g., comparing to past years, benchmarking against peers, turning raw data into insights, communicating value, etc.)

