

Beyond Recovery: How Pay-for-Performance Partnerships Are Funding P2P Automation

Presented by: Osama Sabbah – CEO/Founder, Bedrock

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Special Guest: Bo Senu-Hodo - Astellas

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Bedrock | Astellas Pharma | IOFM 2026 – Las Vegas



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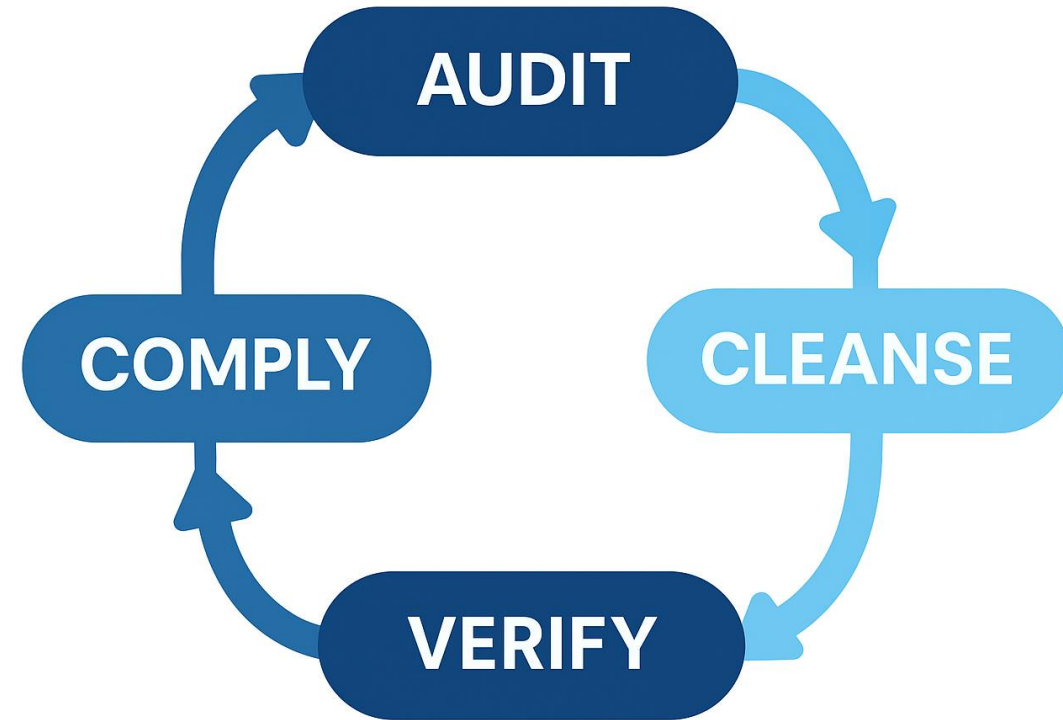
BEDROCK

Powerful Procurement.

Full Suite: Services + Software

Software Powered. Our AI powered platform enables the orchestration of human effort to take action from claims identification to resolution. Our software protects, cleanses and audits your vendor data with full automation of the vendor lifecycle.

Services Delivery. Our global centers of excellence contain trained and certified auditors and claims management specialists. Sometimes the software cannot automate everything, therefore a human touch is required to cleanse vendor contact information, capture statements, and claim related communications with vendors.



Bedrock – By the Numbers

\$10B

Spend Error
Prevention

1M

Vendors
Cleansed

60M

Compliance
Checks

\$2B

Audit
Recovery

99%

Vendor
Validity Rate

100M

Invoices
Processed

Key Trends and Why it Matters



Cambridge Research Group 2025 Trend Report

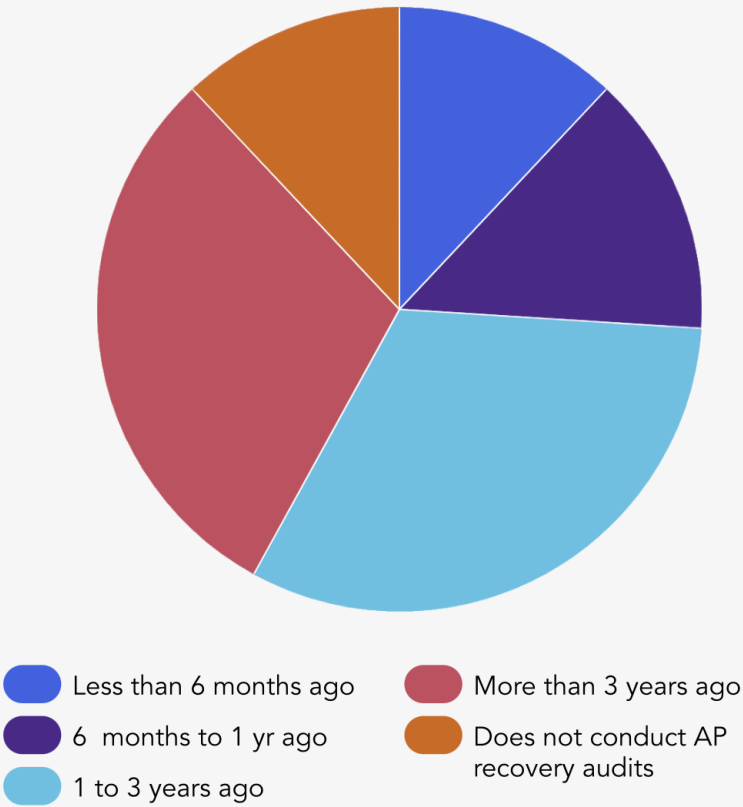
Key Insights and Actions

- The Current State of Supplier Management
- The Role of AI in Supplier Data Management
- Emerging Technologies For AP and Procurement

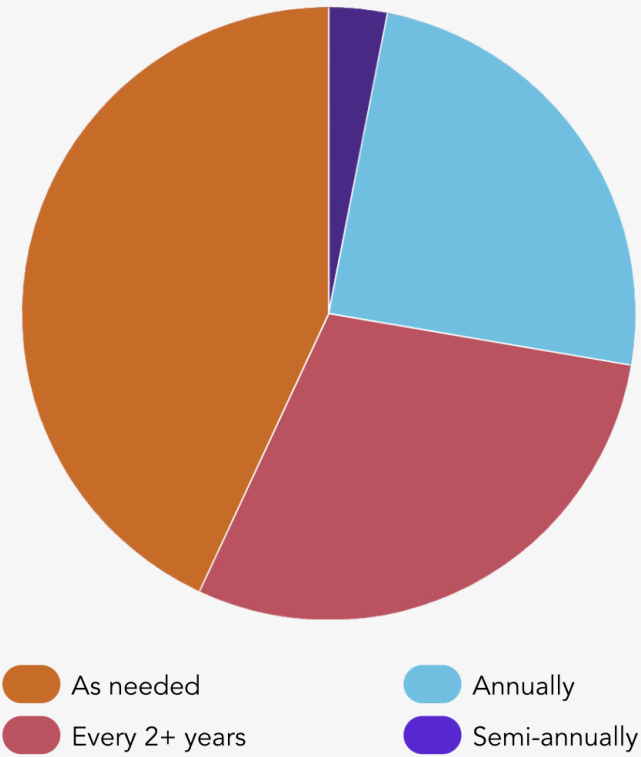


Trend 1: AP Recovery Audits

When did you last conduct an AP recovery audit?



How often do you conduct AP recovery audits?

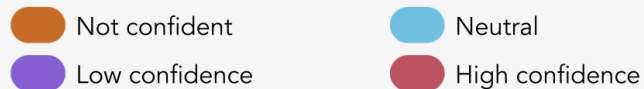
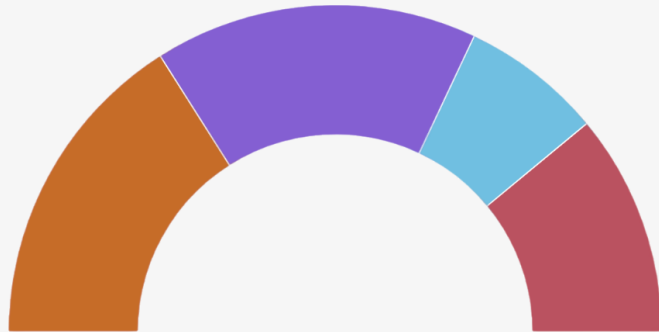


Key Takeaways

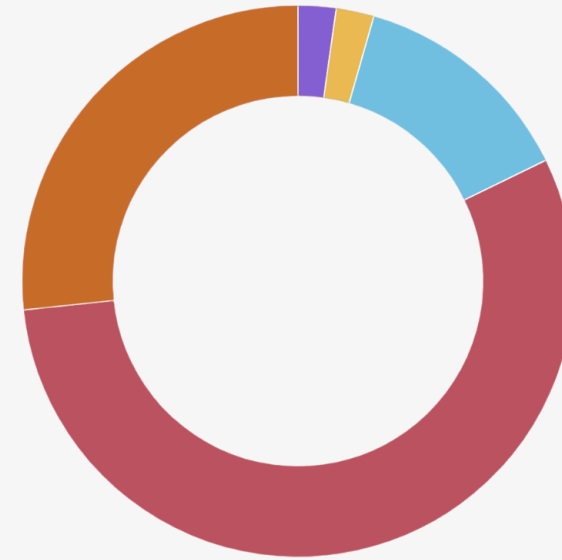
- 26% reported conducting an AP Recovery Audit in the last 12 months
- 13% perform audits regularly

Trend 2: Supplier Master Cleanse

How confident are you in the accuracy of your supplier master data?



How often do you run supplier risk and compliance checks?



Key Takeaways

- 74% reported low confidence in master data accuracy, 9% express high confidence
- 14% conduct supplier risk and compliance checks annually, 58% performing ad-hoc as needed

Trend 3: AI Adoption

How much are you utilizing AI in your current tech stack?

43% No Usage

AI is not currently incorporated into any processes, tools, or decision-making workflows.



40% Ad Hoc

AI is used occasionally or in isolated areas, such as specific reports or select automation tasks.



17% Fully Invested

AI is integrated across multiple workflows and tools



Key Takeaway

- 17% of Fully AI Invested enterprises leverage AI for Risk Assessment, Duplicate Payment Detection and Supplier Onboarding automation.

Download A Copy



**Where do I
find budget to drive
these initiatives?**

You are sitting on it.

Using **Recovery** as a Catalyst

Recovery isn't just about reclaiming lost funds — it's about revealing process insights across your entire vendor lifecycle.

- Find a partner willing to take “Gain Share” as a % of recovered revenue
- Ensure a **100% Pay for Performance Model** with no out-of-pocket costs
- No upfront costs, no hidden fees, no surprises
- Get full access to the entire P2P Platform Suite
 - **Zero Spend** for Vendor Master Cleanse
 - **Zero Spend** for Vendor Compliance Checks (W-8/W-9, 60+ Global 3rd Party Checks)
 - **Zero Spend** for Banking Verification
 - **Zero Spend** for Vendor Onboarding
 - **Zero Spend** for Connection to your ERP

Not only will you save money on IT costs, but you will have an infrastructure that helps **prevent future leakage, with guaranteed results.**





astellas

100% Pay-for-Performance Case Study

Recovery
Audit

Vendor
Master
Cleanse

Vendor
Compliance
Checks

Statement
Matching
Automation

**P2P Process
Initiatives**

Please tell us what you think!

- Please scan this QR code using your mobile to access a short feedback survey →
- Also accessible via the mobile app





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Powerful Procurement.

THANK YOU