

Overview

- Our brand
- The platform
- On mobile
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- Who we are
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- Compliance
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- Invoicing & AP
- Recipe & Menu
- Inventory
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- From request to ERP
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PROCURE TO PAY FOR HOSPITALITY

# The smarter way to buy, for hotels

Buy, approve, invoice, and control spend across every property, in one platform built for hospitality.



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SOFTWARE WITH SERVICE

# AI-powered, end-to-end procurement for hospitality

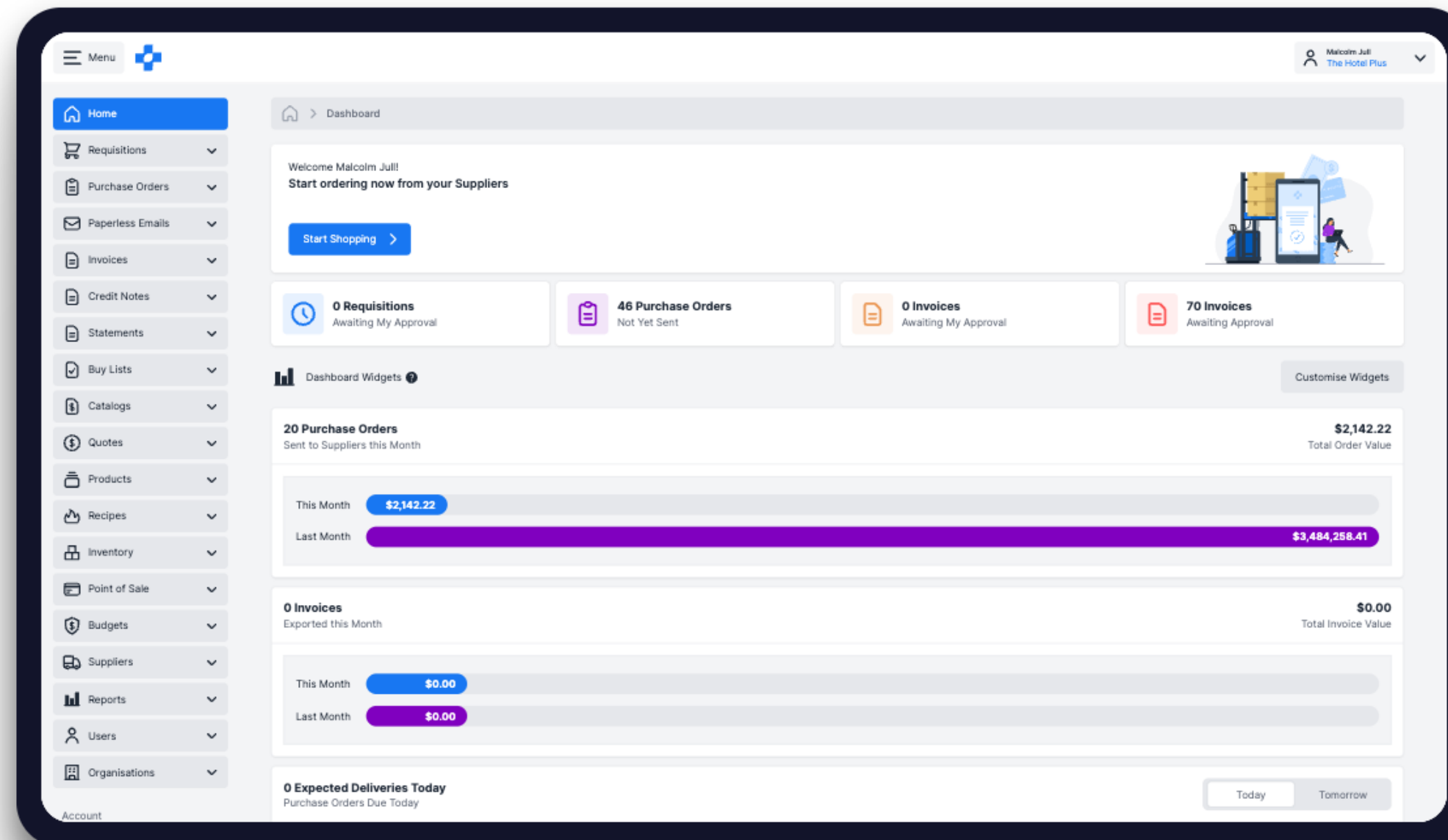
The Right Product, from The Right Supplier, at The Right Price.

Connecting buyers and suppliers across the world, end to end.

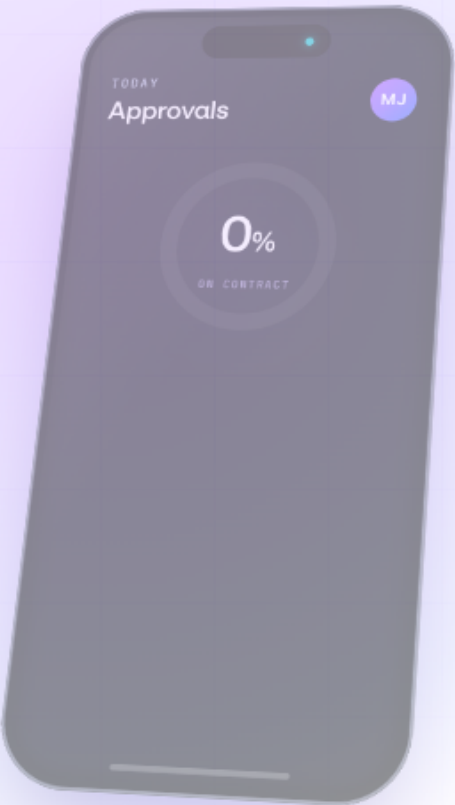


# Every dollar, **visible** the moment it moves

From food and beverage to cleaning supplies, kitchen hardware to IT, and full engineering services. If your property buys it, we manage it. Get one single, real-time view across purchasing, approvals, invoicing, and total spend.



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OUR PROMISE

Better procurement. Better hospitality.



WE LISTEN

to operators

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## WHO WE ARE

# Built by hospitality, for **hospitality**

Since 1997 we have built software that makes buying easy, with the reliability of a large organisation and the pace of a modern technology company.

1997

Founded

40M+ invoices a year

100+

People worldwide

50,000+ suppliers connected

50+

Countries

5 regions worldwide



## Where it began

1997

Tired of buying by fax

Nathan Gyaneshwar and Joe Ward set out to replace paper and fax hotel purchasing with buying online. The journey began.



1997



1999



2010



2022



2024



2026



OUR LEADERSHIP

# The people behind PurchasePlus



**Malcolm Jull**  
Chief Executive Officer

United States

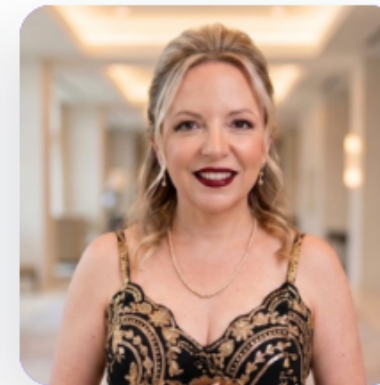
Sets the strategy and drives commercial growth across global markets, leading PurchasePlus into its next chapter of autonomous commerce for hospitality.



**Karny Dhah**  
Chief Financial Officer

Canada

Leads finance, partnerships and investor relationships, keeping the business disciplined, well-capitalised and ready to scale into new markets.



**Sandi Tognolini**  
Head of Service and Operations

Australia

Runs service and operations, keeping onboarding smooth, support fast and every property live and seeing real value quickly.



**Mitch Hulst**  
Chief Product Officer

Australia

Drives product excellence across the platform, customer success and delivery, making sure every property gets to value quickly and keeps it.



**Stephen Sazdanoff-Haynes**  
Chief Technology Officer

Australia

Leads engineering and platform architecture, the secure, reliable foundation behind millions of invoices and thousands of suppliers.



**Nathan Broadhead**  
Head of Account Management

Australia

Heads account management, making sure every hospitality group keeps getting measurable value from PurchasePlus long after go-live.



**Drew Nixon**  
Head of Implementations

Australia

Leads implementations and onboarding, getting every property live on PurchasePlus quickly and making sure the platform delivers real value from day one.



**Aquila Nolasco**  
Head of Marketing, Global

Australia

Leads global go-to-market: brand, demand generation, communications and revenue growth, building an AI-powered marketing engine for new markets.



**Karen O'Neill**  
SVP Revenue

United States

Drives revenue across the group, uniting sales, partnerships and growth so more hospitality operators discover what smarter procurement can do.



**Natalie Colden**  
Commercial Director

United Kingdom

Leads the commercial engine, structuring the deals and supplier relationships that make the marketplace work for buyers and suppliers alike.

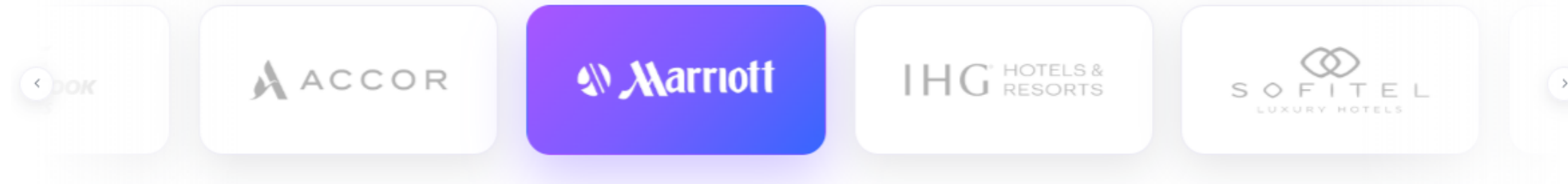
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TRUSTED ACROSS HOSPITALITY

800 properties. 50,000 suppliers. 50+ countries.

INDUSTRY LEADERS



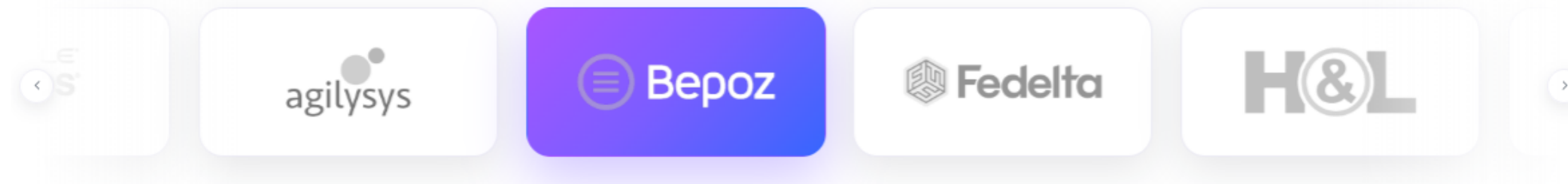
TOP-TIER SUPPLIERS



ACCOUNTS PAYABLE



POINT OF SALE



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## COMPLIANCE

# Compliant everywhere you operate



ISO 27001  
CERTIFIED



SOC 2 Type 2  
CERTIFIED



GDPR  
COMPLIANT



APP  
AUSTRALIAN PRIVACY



PEPPOL  
E-INVOICING NETWORK

Certifications are a security passport: months of IT audits, skipped.



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WHAT WE SOLVE

# Margins die in the dark

Day 10

When you learn the month is already lost

30 days

Before actuals ever reach your ERP

15+ hrs

Lost per property, every single week

3-7%

Of orders quietly bypass contracted rates

GP% = ?

Menus priced on numbers months out of date

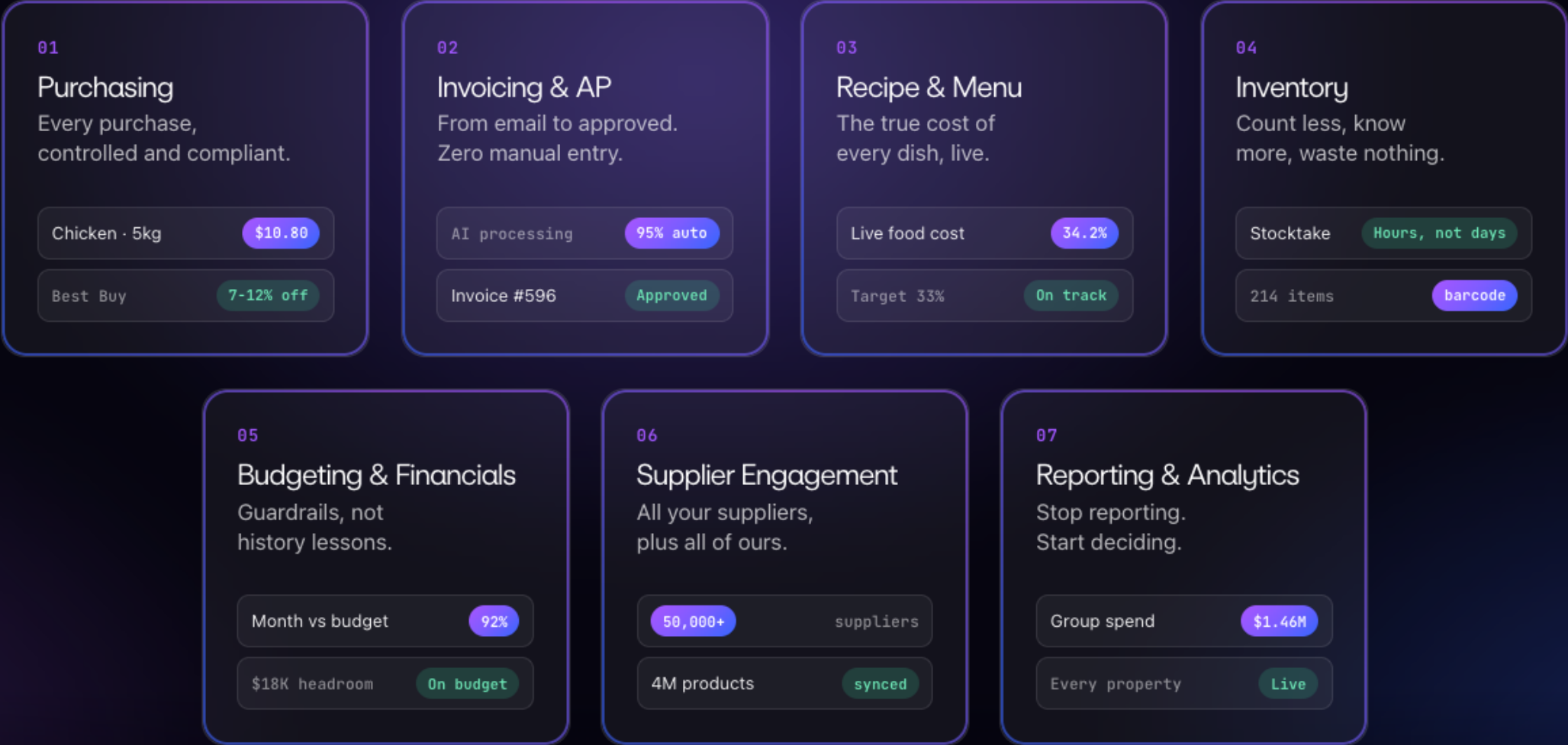
Hospitality has lost \$195 to manual processing since you opened this slide.



INSIDE THE PLATFORM

# One platform, seven modules

The whole spend cycle, connected and live.



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# Every purchase. Controlled.

## Compliant. Connected.



Approved buy lists,  
Best Buy pricing  
Elite suppliers compete  
on every line. 7-12% off,  
no contract negotiation.



One requisition,  
many supplier POs  
Approval routing by role, spend  
level, and hierarchy. Maverick  
spend blocked at source.

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Paperless Emails

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Purchase Orders

View All

All Purchase Orders

View All Purchase Orders

View All

Not Sent

Sent

Closed

Cancelled

Advanced Search

Search Purchase Orders

20 Rows per Page

Page 1

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Manage Columns

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| <input type="checkbox"/> | Purchase Order | Reference | Supplier            | Expense Account | Requisition | Status | Delivery Date | GR Notes | Invoices |
|--------------------------|----------------|-----------|---------------------|-----------------|-------------|--------|---------------|----------|----------|
| <input type="checkbox"/> | PO00266        | Test      | Zeus Wholesale      | Beverage 206001 | PR00234     | Closed | 07 Aug 2026   | 15       | 2        |
| <input type="checkbox"/> | PO02624        | reference | Malcolm's Mushrooms | Food 301010     | PR03335     | Sent   | 20 Jul 2026   | 1        |          |
| <input type="checkbox"/> | PO02622        | --        | Zeus Wholesale      | Food 301010     | PR03334     | Sent   | 16 Jul 2026   |          |          |
| <input type="checkbox"/> | PO02623        | --        | Malcolm's Mushrooms | Food 301010     | PR03334     | Sent   | 16 Jul 2026   |          |          |

Malcolm Jull  
The Hotel Plus

# From email to approved invoice. Zero manual entry.

🕒 95% processed within 24 hours  
AI reads every line, matches PO and receipt, and routes only the exceptions.

✅ 90% straight-through, no human touch  
Over 99% accuracy on clean scans. 80% less manual handling.

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Budgets

Invoices > View All

All Invoices

View All Invoices

View All

Open

Awaiting Approval

Reconciled

Export Ready

Exported

Cancelled

Parked

Advanced Search

Search Invoices

20 Rows per Page

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|                          | Invoice Number           | Reference      | Supplier            | Expense Account                                                         | Purchase Order | Status            | GR Notes | PDF Copy | Invoice |
|--------------------------|--------------------------|----------------|---------------------|-------------------------------------------------------------------------|----------------|-------------------|----------|----------|---------|
| <input type="checkbox"/> | INV-PROD-20260707-150451 | Weekly produce | Brad's Booze        | Food & Beverage<br>1002025 - F&B - Beverage Cost of Goods               | PO02564        | Awaiting Approval |          |          | 07 Jul  |
| <input type="checkbox"/> | PO02564                  | reference      | Malcolm's Mushrooms | Food<br>301010 - Cost of Food                                           | PO02564        | Reconciled        | 2        | --       | 26 Jun  |
| <input type="checkbox"/> | INV-4471                 | reference      | Malcolm's Mushrooms | Rooms Division<br>690945 - Pest Control → 4035900 - Miscellaneous - F&B | PO02564        | Awaiting Approval | 2        |          | 26 Jun  |
| <input type="checkbox"/> | PO02572                  | Bar restock    | Brad's Booze        | Beverage<br>302010 - Cost of Beverage                                   | PO02572        | Awaiting Approval | 1        | --       | 19 Jun  |

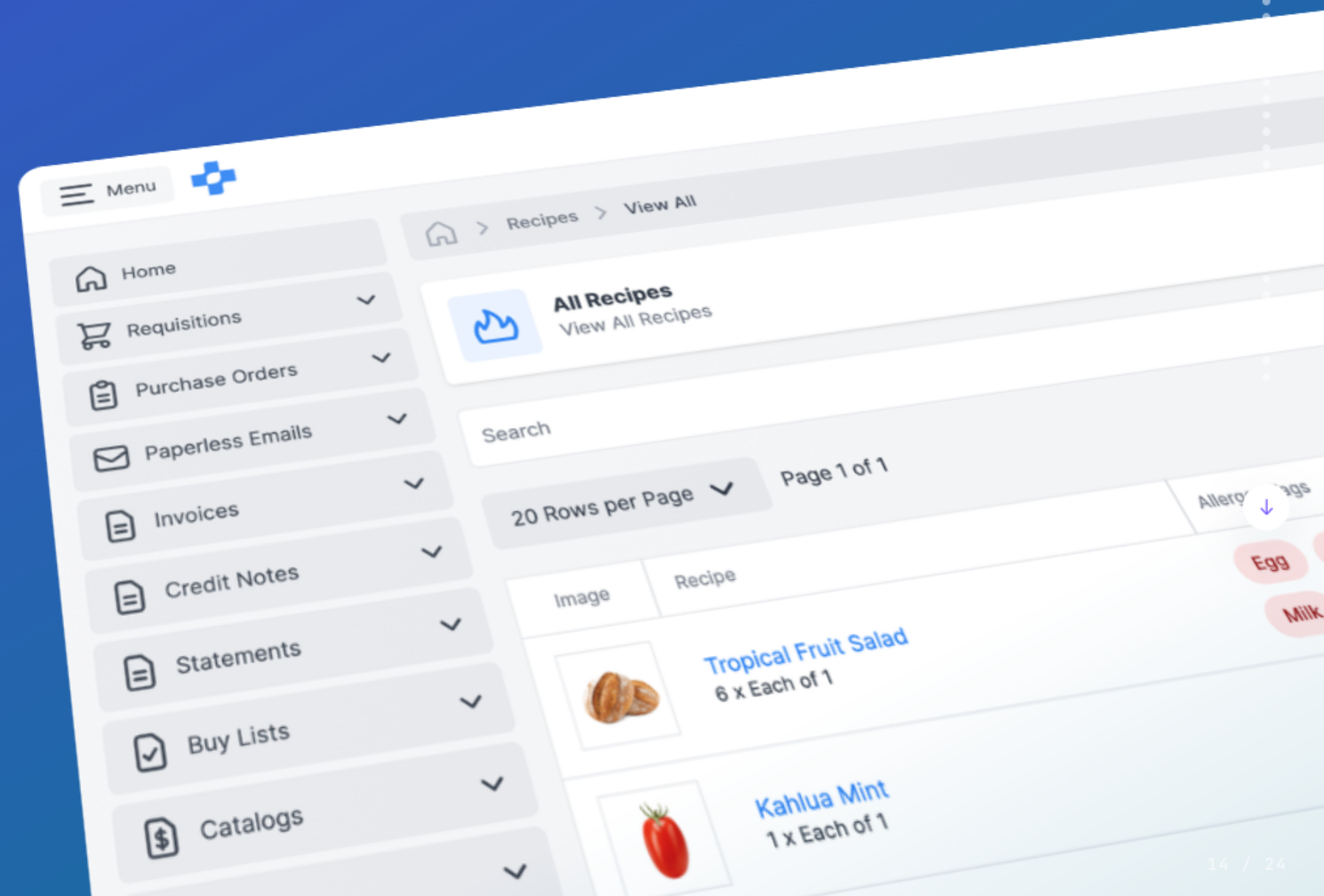


## RECIPE &amp; MENU MANAGEMENT

# The true cost of every dish. In real time.

- Recipes costed live  
Linked to live supplier prices. Every dish recalculates the moment a cost moves.
- POS-synced GP%  
Sales decrement stock in real time. Your P&L is a live number, not a month-old guess.

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# Count less. Know more. Waste nothing.

 Blind stocktakes, barcode scanning  
Counting drops from days to hours. Par levels trigger replenishment before you run out.

 Weighted average cost on every unit  
Finance-grade stock-on-hand you can trust, with offline counts for the cellar.

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Point of Sale

Inventory > Stocktakes > View All

Stocktakes

View All Stocktakes

View All

In Progress

Closed

Advanced Search

Search by Stock Location

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| <input type="checkbox"/> | Stock Location      | Status      | Count Status   | Period    | Started On         | Closed On | Blind | More |
|--------------------------|---------------------|-------------|----------------|-----------|--------------------|-----------|-------|------|
| <input type="checkbox"/> | Housekeeping Linen  | In Progress | Partly Counted | July 2026 | 17 Jun 2026 9:00am | --        | Yes   |      |
| <input type="checkbox"/> | Market Bar Beverage | In Progress | Not Counted    | July 2026 | 17 Jun 2026 9:00am | --        | Yes   |      |

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## BUDGETING & FINANCIALS

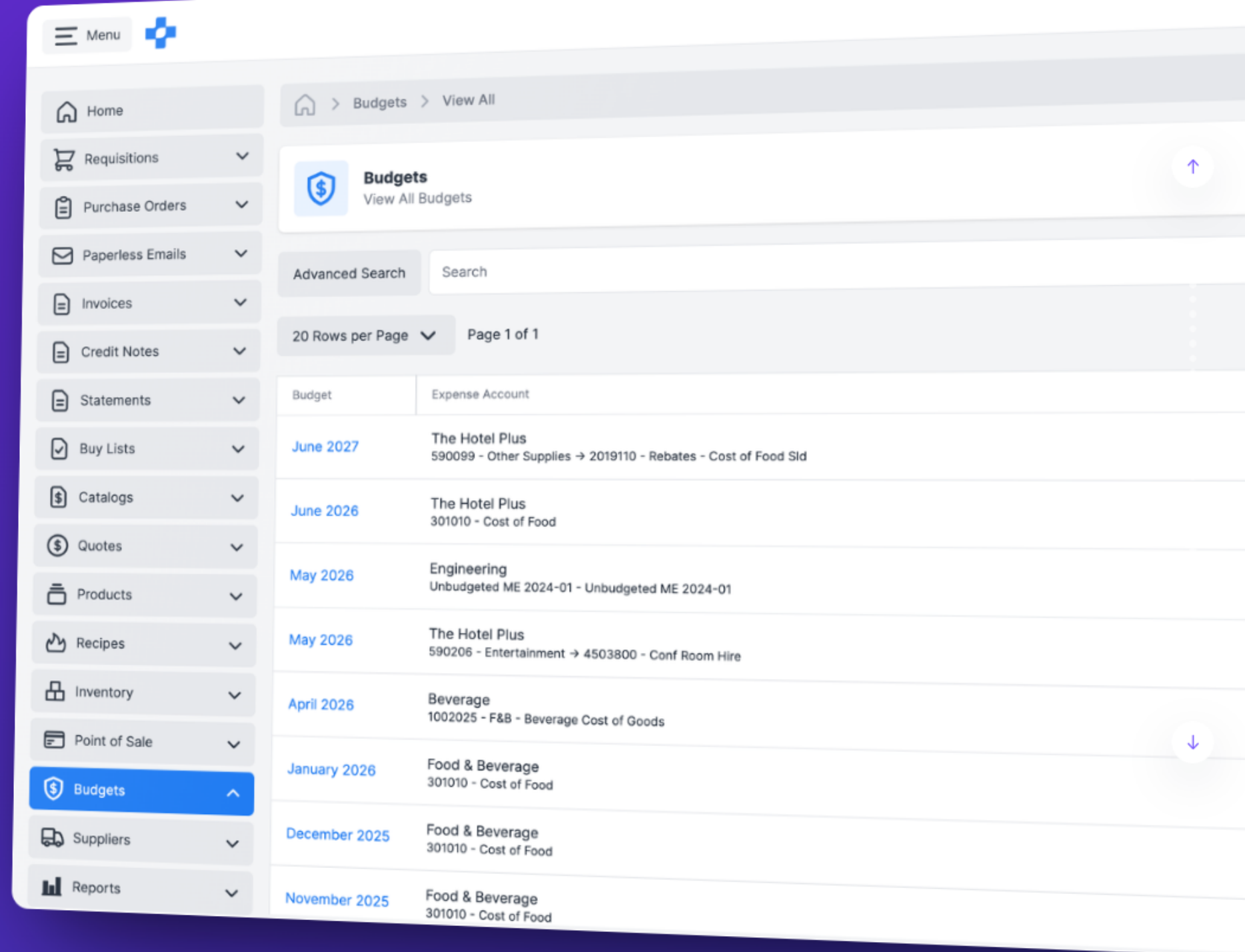
# Budgets become guardrails, not history lessons



Budget checks at the order point  
Spend is validated against the right  
cost centre before it is ever committed.



Live variance, close in days  
Finance sees the month as it  
happens, across every property.



The screenshot shows the PurchasePlus web application interface for the 'Budgets' section. The left sidebar contains a menu with various options, including 'Budgets' which is currently selected. The main content area displays a list of budgets with columns for 'Budget' and 'Expense Account'. The interface includes a search bar, a table with budget details, and navigation controls like 'View All Budgets' and 'Advanced Search'.

| Budget        | Expense Account                                                                  |
|---------------|----------------------------------------------------------------------------------|
| June 2027     | The Hotel Plus<br>590099 - Other Supplies → 2019110 - Rebates - Cost of Food Sld |
| June 2026     | The Hotel Plus<br>301010 - Cost of Food                                          |
| May 2026      | Engineering<br>Unbudgeted ME 2024-01 - Unbudgeted ME 2024-01                     |
| May 2026      | The Hotel Plus<br>590206 - Entertainment → 4503800 - Conf Room Hire              |
| April 2026    | Beverage<br>1002025 - F&B - Beverage Cost of Goods                               |
| January 2026  | Food & Beverage<br>301010 - Cost of Food                                         |
| December 2025 | Food & Beverage<br>301010 - Cost of Food                                         |
| November 2025 | Food & Beverage<br>301010 - Cost of Food                                         |

SUPPLIER ENGAGEMENT

# All your suppliers, plus all of ours

50,000+ suppliers, 4M products  
Onboard the ones you  
already buy from, then  
reach the ones you don't.

Catalogues sync automatically  
Prices update as often as hourly.  
Statements reconcile in minutes.

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Malcolm Jull  
The Hotel Plus

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My Suppliers > View All

My Suppliers

View All of Your Suppliers

View All

Enabled

Not Enabled

Advanced Search

Search by Supplier Name

20 Rows per Page

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Download as CSV

Manage Columns

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| Supplier               | Supplier Number | Business Number | Phone Number               | Email Address             | Enabled     | Self Manag |
|------------------------|-----------------|-----------------|----------------------------|---------------------------|-------------|------------|
| 101 Print House Co Ltd | 101P            | 51 824 753 556  | +61 2 8296 4100            | internal@marketboomer.com | Not Enabled | No         |
| 108 Creation Co Ltd    | 111122          | 83 914 571 002  | +662-1011681, 061 952 9228 | internal@marketboomer.com | Enabled     | No         |
| 108 Foods Co Ltd       | 1721            | 29 601 447 158  | +66817893464               | internal@marketboomer.com | Enabled     | No         |
| 111 Shop               | 454646          | 74 336 209 881  | +66 76 376 585             | internal@marketboomer.com | Enabled     | No         |
| 111 Veggies            | 9921            | 46 118 502 774  | +65 6208 8000              | internal@marketboomer.com | Enabled     | No         |

# Stop reporting. Start deciding.

 Live spend, every property  
One dashboard across  
properties, suppliers, and  
categories. No spreadsheets.

 GP%, food cost, and variance  
Clean, coded data exports  
straight to your ERP.

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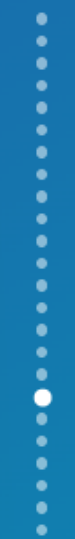
Other

Search Reports

20 Rows per Page

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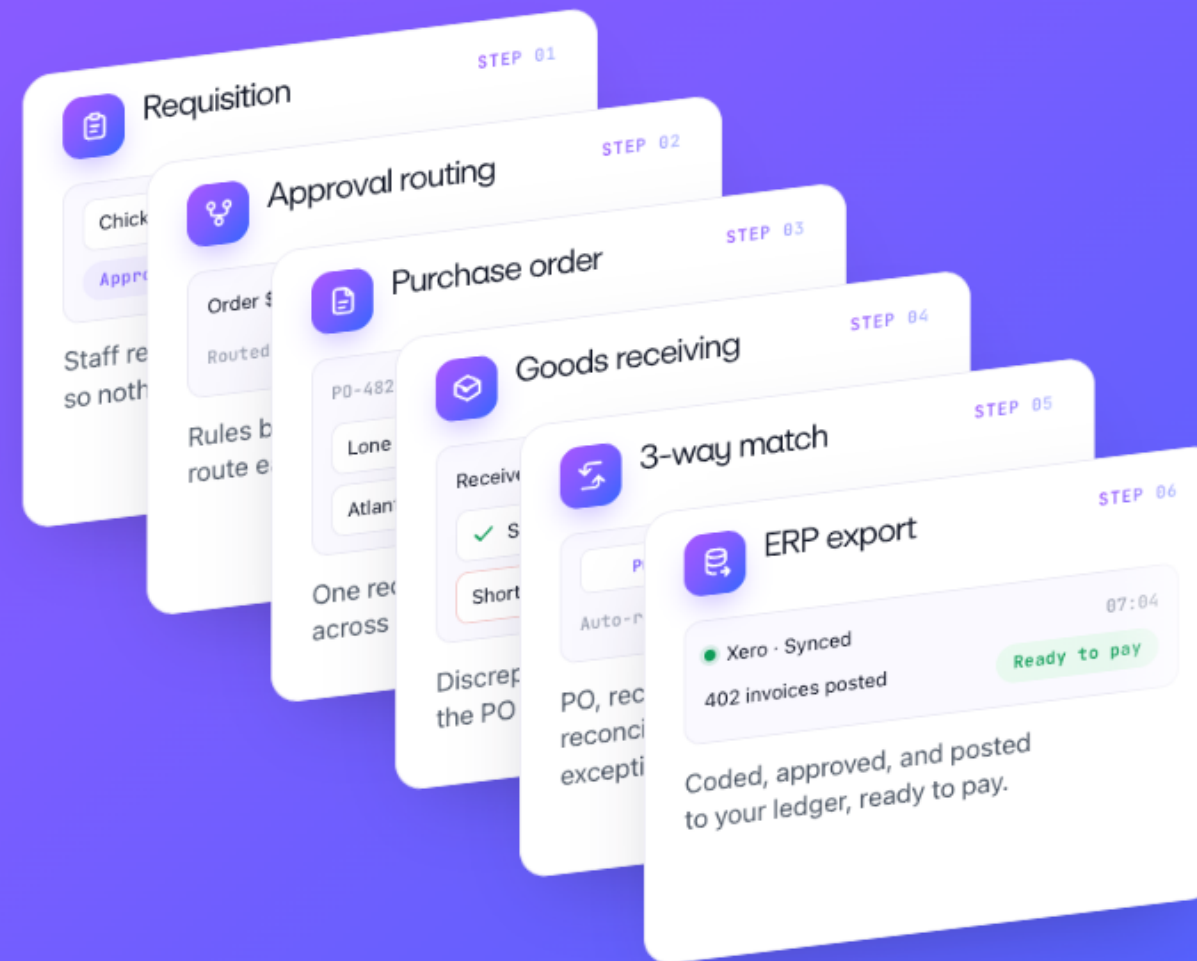
| Report                                               | Description                                                                                                                            | Category   | Data Availability | More |
|------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|------------|-------------------|------|
| <a href="#">Approval Workflows Report</a>            | Report showing all Approval Workflows with Ranks and Approvers                                                                         | Other      | Real Time         |      |
| <a href="#">Budget Export Report</a>                 | Summary of spend against budget for the selected period.                                                                               | Financial  | Delayed           |      |
| <a href="#">Cost of Goods Sold Report</a>            | Report identifying the Opening, Transfer, Closing balance, and Cost of Goods Sold for a Stock Location for a specific Stocktake period | Inventory  | Real Time         |      |
| <a href="#">Goods Receiving Notes Report</a>         | Summary report based on Goods Receiving data                                                                                           | Purchasing | Real Time         |      |
| <a href="#">Invoice and Credit Note Lines Report</a> | Detailed report based on Invoice and Purchase Order data, data range defined by the Invoice Date                                       | Financial  | Real Time         |      |
| <a href="#">Invoice and Credit Notes Report</a>      | Summary report based on Invoice and Credit Note data                                                                                   | Financial  | Real Time         |      |



HOW IT WORKS

# From request to ERP, in six steps

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## WHO WE SERVE

# Built for hospitality, and everyone it feeds



## Hotels & resorts

The core of the platform. Multi-property, multi-supplier, multi-currency, from boutique to the world's largest groups.



## Healthcare & aged care

Audit-ready procurement with budget guardrails, where compliance is not optional.



## Clubs & leisure

High-volume venues where big trading nights expose small process gaps.



## Cruise & travel

Provisioning at scale for operators like Captain Cook Cruises, Qantas, and Emirates.

And every role inside them sees exactly what matters

CF0 · close the month in days

Procurement · compliance without policing

Chef · cook more, type less

GM & Exec · one live view

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GETTING LIVE

# 90 days to a Procure-to-Pay transformation

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ACCOUNT SETUP AND PURCHASER TRAINING

## Invoicing & AP Integration

Supplier invoices processed and exported to your AP system for payment.

01

SUPPLIER ENGAGEMENT, TRAINING AND CATALOGUE COLLATION

## Purchasing

Approve requests, create receiving notes, and match POs to invoices with 3-way matching.

02

ESTABLISHMENT OF STOCK ITEMS, LOCATIONS AND LEVELS

## Inventory

Stock-level accuracy with stocktakes, receiving, and transfers between locations.

03

CREATION OF RECIPES AND MENUS

## Recipes

Engineer profitable menus and recipes with detailed costing and portioning.

04

INTEGRATION WITH EXTERNAL POS SYSTEM

## POS Integration

Stock is deducted automatically the moment a recipe sells.

05

DATA DISCOVERY AND DASHBOARD DESIGN

## Analytics

Turn insight into opportunity with bespoke dashboards and reports.

06



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## CLIENT RESULTS

# The numbers that matter to your CFO

40M+

Invoices processed  
for hospitality

90%

Straight-through  
processing, no  
human touch

75%

Cut from AP processing  
costs in year one

1 FTE

Saved per 2,000  
monthly invoices



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VOICES

# Operators keep saying it

“Hands down the best user interface on a purchasing system.”

**Tata Crocombe** · Hotelier, The Rarotongan

“A business without PurchasePlus is not one I’d consider.”

**Shane Kooli** · Operator

“The best platform I’ve ever worked with in 17 years in FMCG.”

**Carmel Barton** · Springhill Farm

Industry leaders demand the best.  
The best choose PurchasePlus.



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