Spend Matters® | SolutionMap

E-Procurement: Medius' Scoring Summary

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E-Procurement

Fall 2022

Keep Up with Today's Procurement Technology Solutions
Use SolutionMap to:

Track market developments & disruptors

Assess provider capabilities based on your needs

Identify your best-fit provider shortlist

You need to stay on top of technology advancements and understand how they can work to streamline your function. Unfortunately, many traditional analyst frameworks to compare solution provider capabilities and create provider shortlists are static and take a 'one-fits-all' approach.

Access deep, tailored and current assessments of provider capabilities using SolutionMap - a new kind of solution provider ranking.

Each SolutionMap...
» Ranks a technology within the procurement and supply chain spectrum
» Comprises equal parts customer and analyst input
» Reflects different organizational needs through 'market personas'
» Gets updated semiannually to show market developments

Use SolutionMap on an ongoing basis to keep up with today's procurement and supply chain technology buying climate. Go to SpendMatters.com/SolutionMap and:

1
Choose a Technology Category

2
Select Your Persona

3
View SolutionMap Rankings

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Current SolutionMap Categories:

» AP Automation/Invoice-to-Pay

» Contract Lifecycle Management (CLM)

» E-Procurement

» Procure-to-Pay (P2P)

» Source-to-Contract (Sourcing, Analytics, CLM, SRM)

» Source-to-Pay (S2P)

» Sourcing

» Spend and Procurement Analytics

» Supplier Relationship Management and Risk (SRM)

» VMS (including SOW)

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SolutionMap Market Personas

Not all procurement organizations are equal. SolutionMap market personas reflect different organizational needs tied to the unique value propositions served by a provider.

Identify the market persona that most accurately reflects your organization below. SolutionMap provider rankings vary based on weighted requirements by persona. Keep the persona you've chosen in mind, and look for it among the persona-based SolutionMap ranking charts further below.

Before you review the SolutionMaps below, take a moment to decide what persona(s) best represent your procurement organization:

SME Persona
Solutions for SMEs (revenues < $100M/year) and/or "point" solutions
Typically lower cost & functionality, quick deployment and single region

MID Persona
Solutions for upper mid-market (revenues $100M-$1B/year)
Typically highly configurable functionality, enabled with content (i.e. templates, intelligence) and capability to support multiple regions

LARGE Persona
Solutions for large/MNC enterprises (revenues >$1B/yr)
Typically advanced functionality, complex deployment and global services and support

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Fall 2022 SolutionMap Scoring by Market Persona:
HOW PROVIDERS STACK UP

SolutionMap market personas reflect different organizational needs tied to the unique value propositions served by a provider. Provider rankings vary based on weighted requirements by persona. Identify the persona that most accurately reflects your organization below.

Key

- Analyst Score +

Solution Leader
Providers with strong analyst scores

Value Leader
Providers with both strong analyst and customer scores

Emergent Contender
Evolving providers

Customer Leader
Providers with strong customer scores

- Customer Score +

SAMPLE GRAPHIC (FOR 1 PERSONA IN 1 SOLUTION CATEGORY)

SOLUTION LEADER | VALUE LEADER

[PROVIDER X]

[PROVIDER Z]

Analyst Score

Some providers are not shown — find out why.

[PROVIDER Y]

EMERGENT CONTENDER | CUSTOMER LEADER

Customer Score

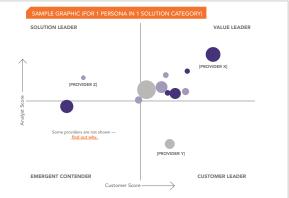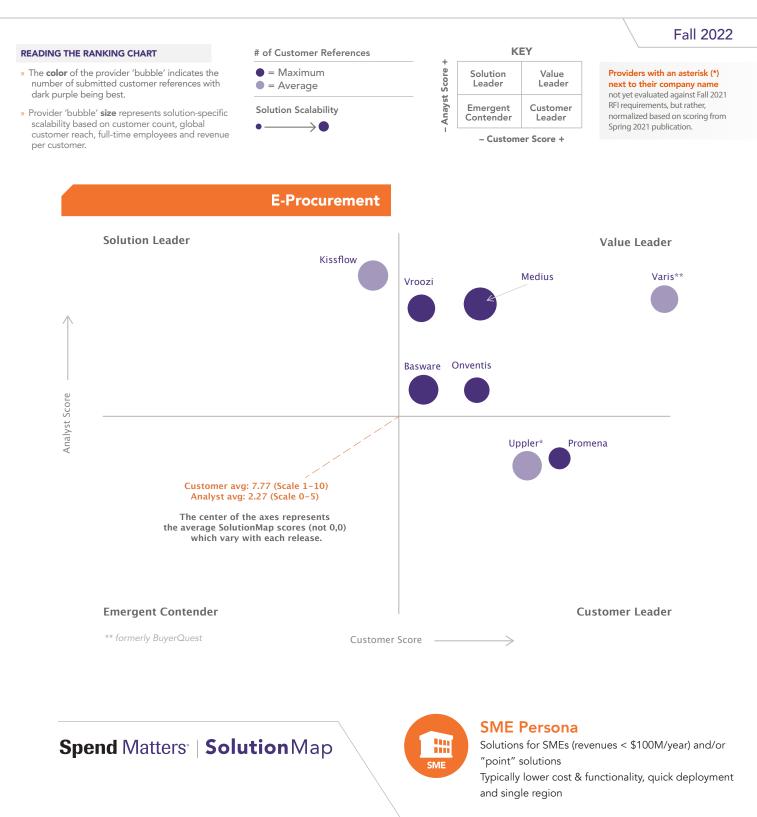|	**SME Persona** Solutions for SMEs (revenues < $100M/year) and/or "point" solutions Typically lower cost & functionality, quick deployment and single region	**MID Persona** Solutions for upper mid-market (revenues $100M-$1B/year) Typically highly configurable functionality, enabled with content (i.e. templates, intelligence) and capability to support multiple regions	**LARGE Persona** Solutions for large/MNC enterprises (revenues >$1B/year) Typically advanced functionality, complex deployment and global services and support
Value Leaders	Basware, **Medius**, Onventis, Varis**, Vroozi	Basware, Coupa, GEP, Ivalua, Jaggaer ONE (Standard), **Medius**	Basware, Coupa, GEP, Ivalua, Jaggaer ONE (Standard), **Medius**
Solution Leaders	Kissflow	Oracle, SAP Ariba, Vroozi	Oracle, SAP Ariba, Vroozi
Customer Leaders	Promena, Uppler*	Onventis, Promena, Uppler*, Varis**	Onventis, Promena, Uppler*, Varis**
Emergent Contenders	Corcentric Platform, Fraxion, OpusCapita, Tradeshift, VORTAL, Xeeva	Corcentric Platform, Fraxion, Kissflow, OpusCapita, Tradeshift, VORTAL, Xeeva	Corcentric Platform, Fraxion, Kissflow, OpusCapita, Tradeshift, VORTAL, Xeeva

*Not yet evaluated against Fall 2021 RFI requirements
**formerly BuyerQuest

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READING THE RANKING CHART

» The **color** of the provider 'bubble' indicates the number of submitted customer references with dark purple being best.

» Provider 'bubble' **size** represents solution-specific scalability based on customer count, global customer reach, full-time employees and revenue per customer.

# of Customer References

● = Maximum
● = Average

Solution Scalability

●————→ ●

KEY

– Anayst Score +

Solution Leader	Value Leader
Emergent Contender	Customer Leader

– Customer Score +

Providers with an asterisk (*) next to their company name not yet evaluated against Fall 2021 RFI requirements, but rather, normalized based on scoring from Spring 2021 publication.

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Solution Leader — Kissflow, Vroozi, Medius

Value Leader — Varis**

Basware, Onventis

Customer avg: 7.77 (Scale 1–10)
Analyst avg: 2.27 (Scale 0–5)

The center of the axes represents the average SolutionMap scores (not 0,0) which vary with each release.

Uppler*, Promena

Emergent Contender

** formerly BuyerQuest

Customer Score →

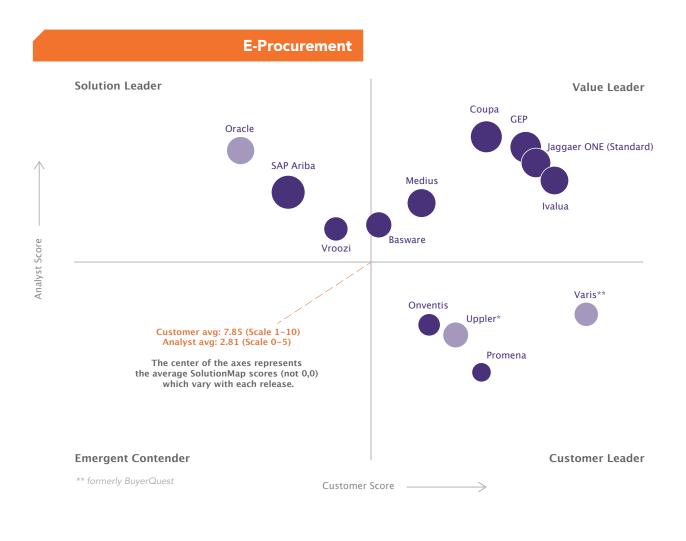Customer Leader

Analyst Score

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SME Persona

Solutions for SMEs (revenues < $100M/year) and/or "point" solutions
Typically lower cost & functionality, quick deployment and single region

SME

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Solution Leader

Value Leader

Oracle

Coupa

GEP

Jaggaer ONE (Standard)

SAP Ariba

Medius

Ivalua

Analyst Score

Vroozi

Basware

Customer avg: 7.85 (Scale 1–10)
Analyst avg: 2.81 (Scale 0–5)

The center of the axes represents
the average SolutionMap scores (not 0,0)
which vary with each release.

Varis**

Onventis

Uppler*

Promena

Emergent Contender

Customer Leader

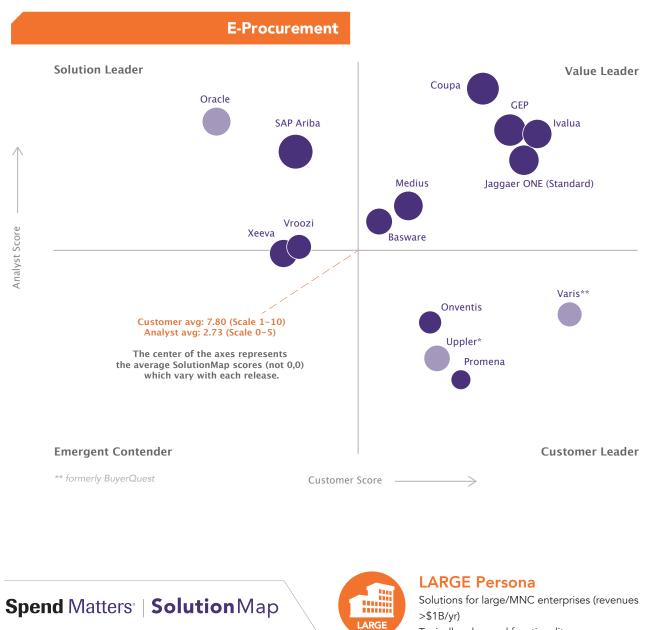** formerly BuyerQuest

Customer Score

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MID

MID Persona

Solutions for upper mid-market (revenues
$100M-$1B/year)
Typically highly configurable
functionality, enabled with content
(i.e. templates, intelligence) and capability to
support multiple regions

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Solution Leader

Value Leader

Oracle

Coupa

GEP

SAP Ariba

Ivalua

Medius

Jaggaer ONE (Standard)

Analyst Score

Vroozi

Xeeva

Basware

Customer avg: 7.80 (Scale 1–10)
Analyst avg: 2.73 (Scale 0–5)

Varis**

Onventis

The center of the axes represents
the average SolutionMap scores (not 0,0)
which vary with each release.

Uppler*

Promena

Emergent Contender

Customer Leader

** formerly BuyerQuest

Customer Score

Spend Matters | **Solution**Map

LARGE Persona
Solutions for large/MNC enterprises (revenues
>$1B/yr)
Typically advanced functionality,
complex deployment and global services and
support

LARGE

Medius

COMPANY BACKGROUND

HQ (and support locations): HQ: Stockholm, Sweden; Support Locations: North America, Eastern Europe, Western & Southern Europe, Northern Europe, UK & Ireland and Australia
Total annual revenue: Not disclosed
Customers: 4420; not disclosed

Regions Served: North America, South America, Western & Southern Europe, Northern Europe, UK & Ireland, Eastern Europe, Russia, MENA, Central/South Asia, East/Southeast Asia, China and Australia
Available Modules: Sourcing, SXM, CLM, Analytics, eProcurement and AP/I2P
Latest Release Version: R106

E-PROCUREMENT SUMMARY SOLUTION SCORING: Fall 2022

Key

Bottom Tier	Middle Tier	Top Tier

ANALYST SOLUTION SCORING

CORE E-PROCUREMENT FUNCTIONALITY

	Bottom Tier	Middle Tier	Top Tier
Supplier Onboarding & Information Management			■
Catalog Management		■	
Requisitioning		■	
Ordering		■	
Receiving		■	
e-Procurement Analytics		■	

UNDERLYING PLATFORM TECHNOLOGY

	Bottom Tier	Middle Tier	Top Tier
Data Management, Metrics & Reporting		■	
Configurability		■	
Supplier Portal & Information Management		■	
Architecture, Security & Integration			■
User Experience & Automation		■	

SERVICES

	Bottom Tier	Middle Tier	Top Tier
General Solution Implementation & Support			■
P2P Services		■	

CUSTOMER SURVEY OVERALL

	Bottom Tier	Middle Tier	Top Tier
Recommend this provider		■	
Level of value perceived		■	
Meet the expectations		■	
Quick deployment		■	
ROI			■
TCO		■	
Business value		■	
Innovation		■	
Customer's Survey Average		■	

✳ CONSIDERATIONS

- See grid on page 5 for this provider's ranking position in each Market Persona.
- Medius' customer sweet spot is mid-market and upper mid-market organizations in its core territories who want to automate their procurement and finance functions and demand rapid time to value.
- Medius' key strengths are its highly configurable platform for a customized shopping UX and its proprietary EAI that facilitates integration with support systems for purchasing functions.
- Medius is a recommended platform for automating both complex and non-standard scenarios, and a recommended fit for those companies that require strong integration with Microsoft Environment.
- Medius (Wax Digital) has global operations, however, its market presence still is much higher in the U.K. and E.U. than the rest of the regions.
- Medius eProcurement roadmap is focused on: New API's for PO and GRN sync to ERP for a more accurate and efficient month end closure; Increased end user adoption with procurement enforced policies through enhanced guided buying; Enhanced representation of customer's organizational model to cater for increased efficiency and detailed control.

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Spend Matters™

Solution Intelligence for Procurement

Spend Matters started as the first blog and social media site in the procurement and supply chain sector and has since grown into the leading source for data-backed technology and solutions intelligence. Serving private and public sector organizations, consultants, private equity and services and solution providers, Spend Matters drives strategic technology purchasing decisions and superior marketing, product, sales and investment outcomes for clients. Spend Matters is the only tech-enabled, proprietary data platform with exclusive IP that serves the global procurement, finance, and supply chain technology ecosystem.