



Spend Matters® | SolutionMap

Fall 2022

Procure-to-Pay (P2P): Medius' Scoring Summary

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Procure-to-Pay (P2P)

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

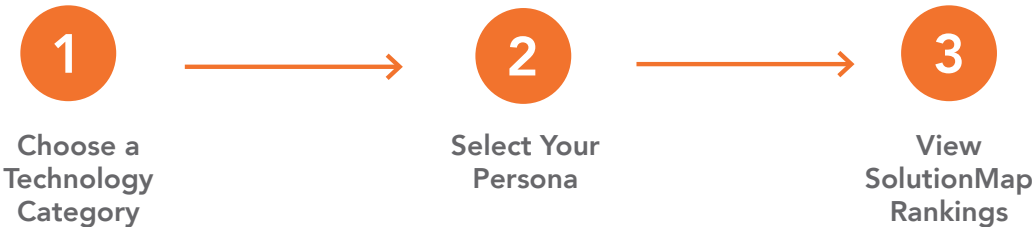
You need to stay on top of technology advancements and understand how they can work to streamline your function. Unfortunately, many traditional analyst frameworks to compare solution provider capabilities and create provider shortlists are static and take a 'one-fits-all' approach.

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:



Procure-to-Pay (P2P)

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

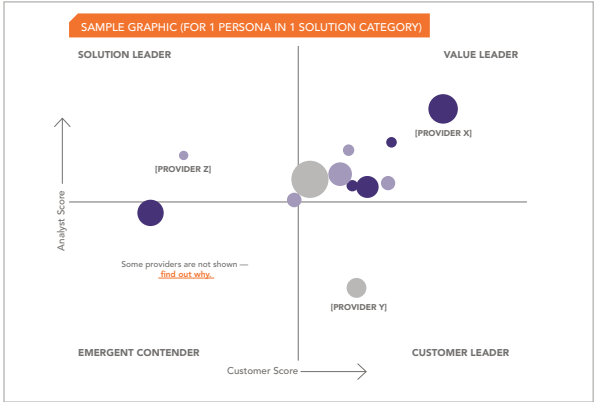
Solutions for large/MNC enterprises (revenues >\$1B/yr)
Typically advanced functionality, complex deployment and global services and support

Procure-to-Pay (P2P)

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.



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MID Persona

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LARGE Persona

Solutions for large/MNC enterprises (revenues >\$1B/year). Typically advanced functionality, complex deployment and global services and support.

| | SME Persona | MID Persona | LARGE Persona |
|----------------------------|---|---|---|
| Value Leaders | Basware, Medius , Vroozi | Coupa, GEP, Ivalua, Jaggaer ONE (Standard), Medius | Coupa, GEP, Ivalua, Jaggaer ONE (Standard), Medius |
| Solution Leaders | N/A | Oracle, SAP Ariba | Oracle, SAP Ariba |
| Customer Leaders | Onventis | Basware, Onventis | Basware, Onventis |
| Emergent Contenders | Corcentric Platform, OpusCapita, Tradeshift | Corcentric Platform, OpusCapita, Tradeshift, Vroozi | Corcentric Platform, OpusCapita, Tradeshift, Vroozi |

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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



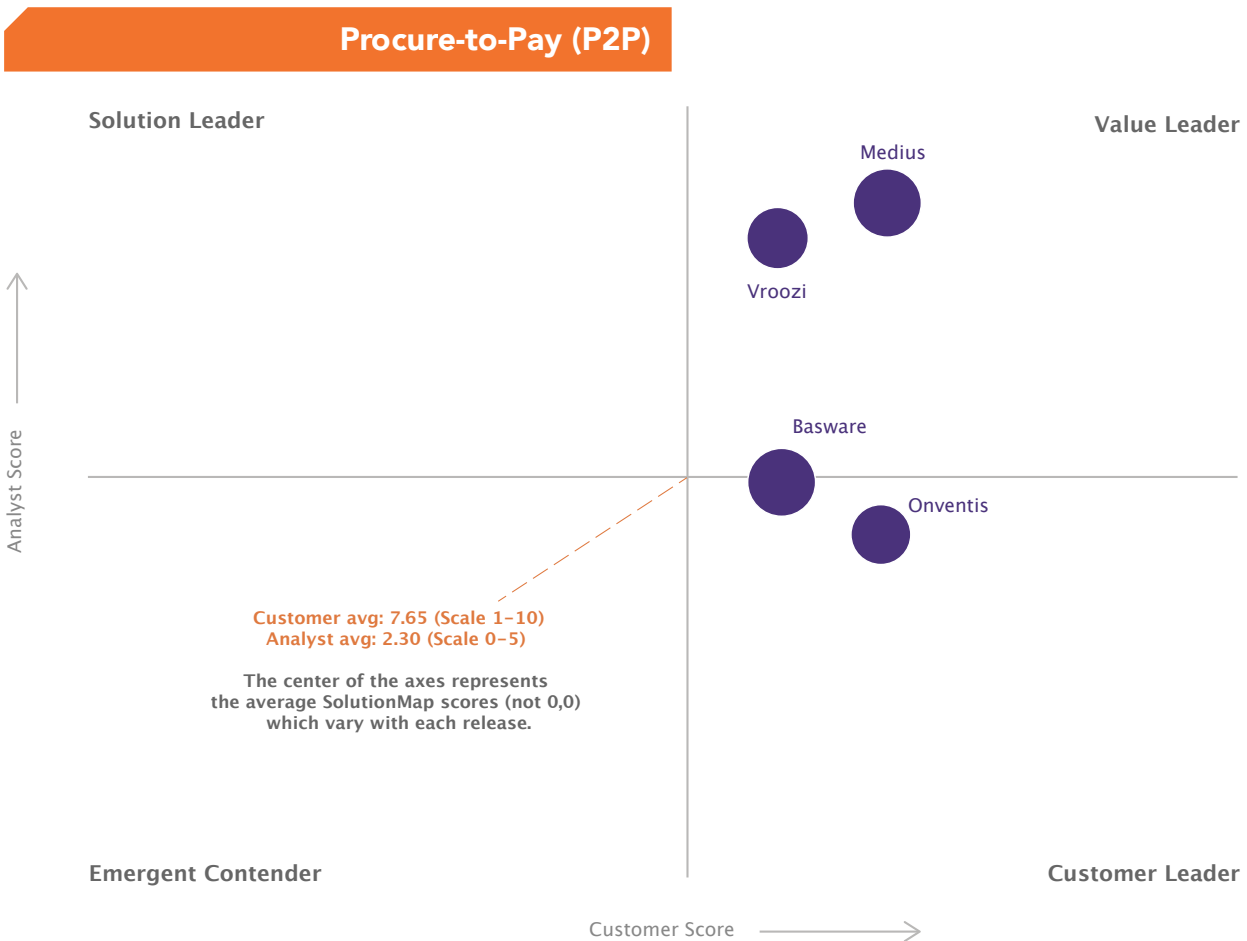
KEY

| | |
|--------------------|-----------------|
| Solution Leader | Value Leader |
| Emergent Contender | Customer Leader |

- Analyst Score +

- 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.



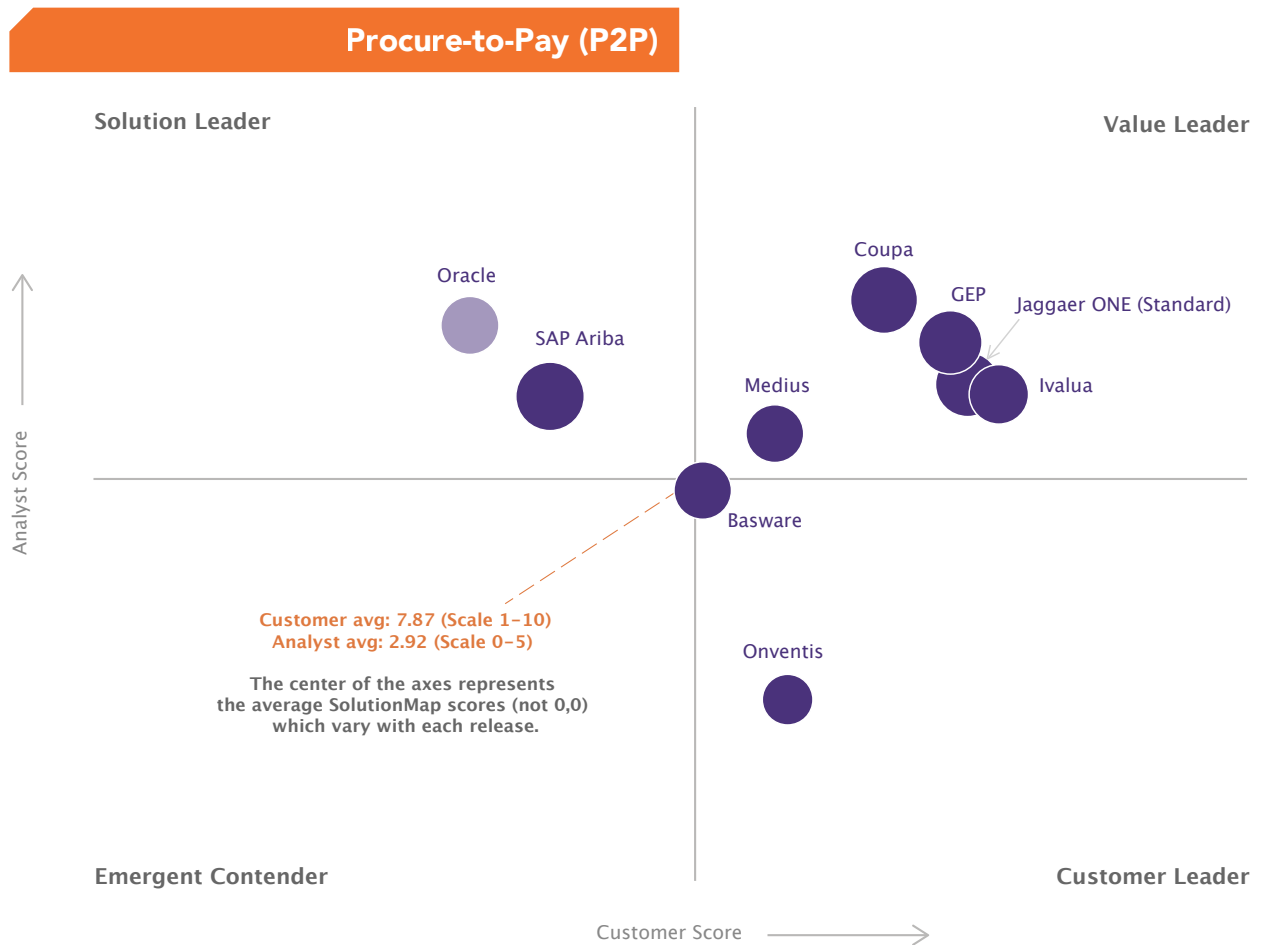
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SME Persona

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

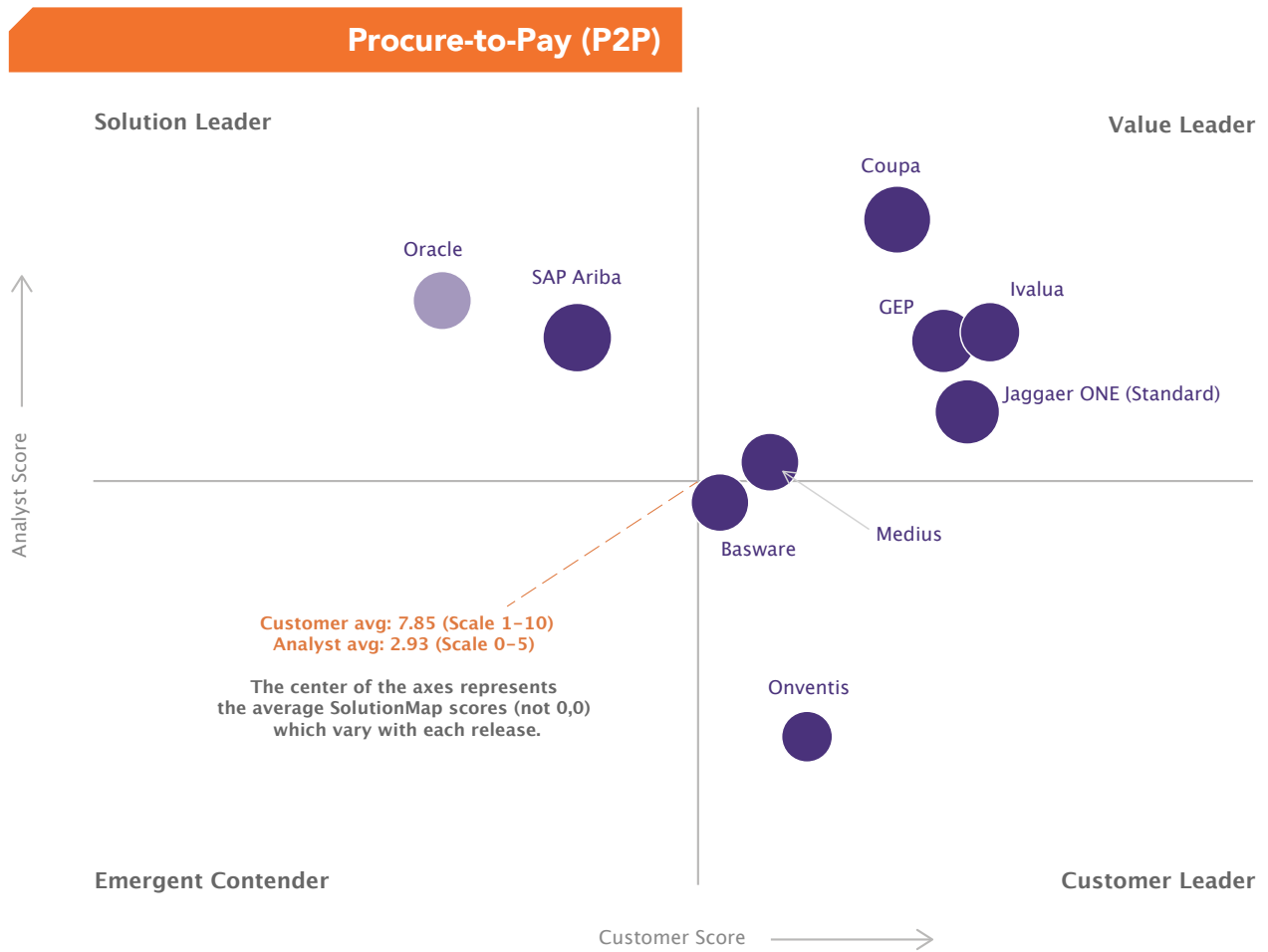
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MID Persona

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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LARGE Persona

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

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

PROCURE-TO-PAY SUMMARY SOLUTION SCORING: Fall 2022

| Key | Bottom Tier | Middle Tier | Top Tier |
|-----|-------------|-------------|----------|
|-----|-------------|-------------|----------|

ANALYST SOLUTION SCORING

CORE P2P FUNCTIONALITY

e-Procurement Functionality

| | | | |
|--|--|--|--|
| Supplier Onboarding & Information Management | | | |
| Catalog Management | | | |
| Requisitioning | | | |
| Ordering | | | |
| Receiving | | | |
| e-Procurement Analytics | | | |

AP Automation/Invoice-to-Pay Functionality

| | | | |
|---|--|--|--|
| Supplier Onboarding & Information Management | | | |
| Invoicing Creation/Capturing/Submission | | | |
| Invoice Compliance | | | |
| Invoice Validation/Approvals/Collaboration | | | |
| Financial Accounting, Services & Contract Invoicing | | | |
| Early Pay/Dynamic Discounting | | | |
| Supply Chain Financing | | | |
| Payments Processing | | | |
| Payment Cards | | | |
| Invoicing/Payments/Financing Analytics | | | |

UNDERLYING PLATFORM TECHNOLOGY

| | | | |
|--|--|--|--|
| Data Management, Metrics & Reporting | | | |
| Configurability | | | |
| Supplier Portal & Information Management | | | |
| Architecture, Security & Integration | | | |
| User Experience & Automation | | | |

SERVICES

| | | | |
|---|--|--|--|
| General Solution Implementation & Support | | | |
| P2P Services | | | |

CUSTOMER SURVEY OVERALL

| | | | |
|----------------------------------|--|--|--|
| 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 midmarket and upper mid-market organizations in their 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' fully developed Cloud-based integration gateway, Medius Connect, gives them the ability to perform "any to any" connections with numerous finance and ERP systems and 3rd party data providers helping to enhance P2P process functionalities.
- Medius continues to invest in its AP Automation capabilities, adding ML capabilities to increase process accuracy and confidence.
- Medius Pay integrates with multiple payment providers to deliver complete control of the payments process for both domestic and cross-border suppliers globally.

Procure-to-Pay (P2P)

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.
