















— Vendor Profiles: Analytics

	<p>Multi-tier visibility is moving from a theoretical capability to a required set of functionality to adhere to regulatory compliance. Transparency-One remains a vendor worth watching for its ability to truly support data collection beyond tiers 6/7 in global supply chains and its advanced visualization layer capable of overlaying multiple ESG criteria over supply base maps.</p>
	<p>Utmmost is building an advanced open-technology platform for managing the full extended workforce. The company is also taking a “worker-centric” approach, enabling efficient engagement workflows for external workers and delivering a set of enabling services to these often severely underserved workers.</p>
	<p>Enriched, valid supplier data is the digital gold of the 2020s. Scoutbee is vendor worth watching because it applies this invaluable dataset, combined with strong manufacturing experience, both to accelerating supplier discovery and tendering and to creating a stronger supplier data foundation, including for risk and ESG criteria.</p>
	<p>With governments placing increasing scrutiny on global supply chains, developing multi-tier visibility into supplier practices is becoming a must-have. SupplyShift does this and more for its customers by developing industry and material-specific content on its platform for assessing the risk and ESG impacts of supplier activities.</p>
	<p>Simfoni's extensive suite of out-of-the-box reports, which can be tailored on setup to each customer, provide an average customer with everything they need to start their spend analysis journey. Plus, it consistently improves its DiY analytics capabilities and makes it easy to turn insights into events with the integration of EC Sourcing into its product suite.</p>

— Vendor Profiles: Analytics

	<p>Sievo, as one of the oldest standalone vendors in the spend analysis space, is expert at data categorization and cube building across categories, including complex direct and service categories where complex Bill of Material or project structures need to be supported. Its ability to ingest and process multiple data sources in a single workspace, including community and market data, gives it the ability to do fine-grained predictive analytics on prices, trends and other KPIs.</p>
	<p>Rosslyn, as one of the oldest standalone vendors in the spend analysis space, is expert at multi-data source integration across multiple, global, ERP instances where each instance could be a different ERP system or version. It is also just as adept at building cubes on process or operational data (inventory, logistics timeframes, returns, etc.) as it is on spend data.</p>
	<p>Spendata is the ultimate DiY of spend analysis. A user can create as many cubes in as many workspaces as they want, using as many derivations as they want, with or without inheritance and with or without cube federation. It's the most flexible DiY on the market, arguably the most secure, and the first to do 100% true cube reverse engineering via the generation of a deterministic rule set that can be 100% inspected and verified by a human (no black box AI).</p>
	<p>Anaplan is the sleeper vendor with the potential to shift the way organizations think about spend analysis. With its deep support for operational data across the board, out of the box integrations to hundreds of data sources, powerful hyperscalar technology for massive data set processing, and advanced predictive analytics in various operational areas, it allows a buyer not only to predict the impact of spend-related initiatives on budgets, but the potential impact across the entire organization.</p>
	<p>Brightfield's whopper Series A in 2019 firmly put the data provider on the map. It maintains its spot on the Know list by maintaining a highly relevant set of data for procurement organizations that have struggled to find to good intelligence on volatile labor rates in a difficult talent environment.</p>

— Vendor Profiles: Analytics






	<p>Orpheus (a McKinsey company) is one of the most advanced vendors in terms of automatic, multi-lingual, data classification for automatic cube construction (via its DataCategorizer Product) that also provides hundreds of key spend and process metrics, measures and KPIs out of the box across the Source-to-Pay process and related Finance requirements.</p>
	<p>SpendHQ's new Category Dashboards provide some of the deepest insights you'll find out-of-the-box in any spend management platform, period. The built-in comparison and what-if capabilities allow for actionable decisions to be made using the spend analysis application. Plus, the incorporation of constantly updated category averages and savings averages allow for the identification of the categories with the best, current, market opportunities for sourcing.</p>
	<p>Suplari is one of the leading AI/ML vendors focused on building a system that identifies opportunities and issues vs building traditional cubes and reports that users have to navigate and filter to identify potential opportunities and issues. Its goal is to alert the user with what they need to look at to increase analyst efficiency. As such, it is also extremely good at identifying outliers and automatically categorizing data (in identifiable formats and single language per cube).</p>
	<p>Ignite Procurement is on this list as its expertise in the metrics, methods and measures, that are meaningful to an average corporation as well as KPIs that tend to correlate to success, has enabled them to quickly build a spend analysis solution that is not only competitive with best in class, but that comes with a suite of out-of-the-box reports and analytics that allow a customer, that needs a service-oriented vendor, to hit the ground running. Plus, its Ignite Matrix that maps "share of wallet" vs EBIT margin is one of the best leading indicators of negotiation potential when there is no other data available.</p>

— Vendor Profiles: Analytics






The solution, [eFlow](#), is just one element of Efficio's broader value proposition. eFlow is, to some extent, the tip of the iceberg, and what keeps it afloat is the extensive experience that Efficio has accumulated over the years with its consultancy offering. eFlow is therefore the delivery mechanism of that knowledge. Also, for Efficio's customers, eFlow is the linchpin of the transformation it is going through and a means to materialize the outcome of consulting activities. The content and ongoing business support they benefit via eFlow is strongly related to and fed by consultancy.






— Vendor Profiles: CLM

	<p>Agiloft is a CLM vendor the technical capabilities of which have long punched above its relative weight in terms of market recognition. Following fresh external investment and many key hires, however, the vendor has seen momentum acceleration and nascent expansions of its procurement product set beyond contract management into sourcing and supplier management.</p>
	<p>DocuSign has become an increasingly potent force in the CLM space ever since it acquired and integrated Seal Software with its CLM assets. As the firm's Agreement Cloud strategy appears to take on an increasing emphasis for enterprise growth, we're keen to see DocuSign dig even deeper into buy-side CLM support.</p>
	<p>Icertis on its own merits has maintained its pole position in the CLM space, but in 2022 it made a strategic move that put it on a different strategic path entirely: taking on a minority investment from SAP. A near-term IPO candidate (market conditions willing), Icertis is increasingly positioning itself as a central platform for unifying agreements in a manner similar to our framework for commercial value management (CVM).</p>
	<p>ContractAI first joined the Watch list for its inventive approach to streamlining contract negotiation processes. It continues to be worth watching as the vendor expands from its core contract analytics and negotiations use cases into a full lifecycle CLM system built on top of a powerful platform base.</p>
	<p>ContractPodAi is a CLM provider that has grown significantly in recent years, in part due to its smart repository and AI-based contracting. ContractPodAi also stands out in Spend Matters' CLM SolutionMap for its advanced search capabilities, contract reporting features and processes for approvals and workflow.</p>





— Vendor Profiles: CLM

 EVISORT	<p>Evisort is a CLM provider that, unlike many competitors, started as a contract analytics specialist and then expanded into full contracting lifecycle support. In addition to continued strong customer acquisition, Evisort stands out for extremely positive customer references in the CLM SolutionMap, emphasizing both its innovativeness and its ROI.</p>
 SirionLabs	<p>SirionLabs has for years in our SolutionMap evaluation demonstrated strong continuous improvement and a vision to advance the ability of customers to realize the full value of their agreements. In 2022 it maintained its position as a vendor to know through investments in its AI support across the contract lifecycle beyond contract data extraction, as well as its continued customer growth and partnerships.</p>
	<p>Conga, as a combined entity with Apttus, maintains a product ecosystem of enviable reach and scope. Its acquisition of Contract Wrangler in 2021 provides a needed boost of innovation for contract intelligence, a needed area where competitors also have been investing heavily.</p>





— Vendor Profiles: ESG

	<p>Kodiak Hub is a supplier management solution focused on supplier engagement and performance management that includes sustainability as a key KPI area. It offers a user-friendly enterprise supplier management software that includes SIM, supplier self-assessments, macro-risk insights, adverse media insights, financial rating insights, supplier audit management and SPM.</p>
	<p>Circulor tracks and traces materials starting at the mine and continuing to the OEM using reporting data and statistical process-control methodology to create a “digital twin” of products. It traces material flow downstream, watching the material change through the supply chain as value is added. It is a rule-based system, where customers define expected yields and outcomes such as location, elapsed time, mass balance calculations, quality assurance, responsible sourcing standards and energy use.</p>
	<p>EcoVadis runs surveys by industry, size and country that create a standardized scorecard across environmental sustainability, supplier ethics, labor and human rights ratings and sustainable procurement. The scorecards facilitate the production of industry-based peer benchmarks. It also offers deep insights into sustainability through its industry initiatives, as well as predictive intelligence on sustainability and associated risks. Judging by the number of solutions that integrate with EcoVadis as a data source for supplier-related ESG ratings, it can be considered a reference in the industry.</p>
	<p>FRDM uses multi-level predictive bill of materials and uses public and private data to assess where risk is, down to raw materials. It leverages deep industry knowledge and collects data come from a variety of third-party sources, customer data, web crawling, as well as both public and private databases. The web is continuously scraped/monitored for risk events. Customers can send assessments to suppliers to verify or mitigate risks, or just to get more information to increase the depth of analysis.</p>
	<p>Integrity Next provides a platform that displays compliance information, gathers certificates and monitors social media to qualify suppliers as sustainable and monitor adherence to sustainability, compliance and regulatory requirements. The solution is designed to be plugged into an organization’s supplier information, onboarding, risk management, R2P and sourcing solutions.</p>






— Vendor Profiles: Intelligence

	<p>Aera Technology addresses the decision-making process with a mix of analytics, AI, orchestration and configurability capabilities. Customers can develop actionable intelligence to automate and improve their decision-making processes by leveraging the solution's connectivity. Because it covers multiple business functions, it potentially allows customers to break silos and connect different parts of the organization. Actions can be automated, supervised or manual, and performed by internal users or suppliers.</p>
	<p>It provides critical market information and analysis that enables companies to make smarter sourcing decisions. Its AI-enables solution captures and analyzes signals from a variety of sources to provide recommendations, insights and benchmarks at category and supply level and 3rd party risk management capabilities</p>
	<p>Cirtuo is a robust solution for organizations wanting to ramp-up their strategic capabilities by benefiting from an AI-augmented structured approach to strategize based on internal demands, market insights/intelligence and procurement data to develop a portfolio of actions that can be managed in the solution's engaging UI as initiatives and tracked by users to measure success.</p>
	<p>It offers customers a holistic solution and a range of services (data enrichment and verification, market deep dives and reports, etc.) to improve their decision making processes. Market/category intelligence is at the core of the offer and covers indices, trends, cost management best-practices and ESG/risks to improve category management processes, new product launches, and supplier management.</p>






— Vendor Profiles: Other

	<p>There are rarely "new" ideas in any market, but Rheaply truly does bring a fresh take on how to think about purchasing and managing assets. As the circular economy vendor gained more customers and an investment from Coupa Ventures, it has fast become one of the more interesting vendors to watch in the space.</p>
	<p>Vertex offers one of the leading solutions in tax compliance at a global level. It is also integrated with P2P and AP automation solutions to validate taxes on invoices.</p>
	<p>With business travel rebounding and remote work changing the expense management equation, Emburse deserves recognition as one the largest and most influential players in the T&E space. A high number of strong customer references submitted only reinforces its position as a provider that many recommend as worthy of knowing.</p>
	<p>Creactives solves the multi-lingual data harmonization problem across global ERPs where every ERP is in a different language and encodes the product/service/entity using a different format/encoding specific to that language and locale, and it does it very quickly for large data sets. Unlike most vendors that can only work with a single language at a time, it can work with as many languages as it supports (and has been trained on) at a time. It also offers a SAP plug-in that can be used to automatically identify the right part/service/SKU when a user is making an ERP entry, vs. having to correct it later.</p>






— Vendor Profiles: P2P + AP/I2P

	<p>OneMarket, the suite provider powered by BPO firm LogicSource, completed in 2022 a remarkable transformation that put its technology offering front and center. A \$180 million external growth investment should go quite far in fueling further growth and product expansion, which definitely makes OneMarket a vendor to watch closely.</p>
	<p>Tradeshift is one of the P2P platforms that has managed to leverage its business network to achieve a network effect for its e-invoicing offering, V-Card and SCF programs with the highest volume within the P2P solutions market.</p>
	<p>Tipalti is one of the strongest AP automation solutions for the US mid-market in terms of its payment capabilities, coupled with its financing program and e-invoicing offering. It has recently extended its payment capabilities to the United Kingdom.</p>
	<p>Basware offers a unified P2P solution with its open business network, its global e-invoicing and its supplier onboarding capabilities being its key differentiators. The Basware Network gives you access to 220+ global partner networks and over 2 million buyers and suppliers.</p>
	<p>Fleetcor handles multiple B2B payment and card solutions supporting payment processes for SMEs and MMs globally. Fleetcor B2B payment solutions has also become a key payment partner for P2P and AP solution providers offering payment capabilities to its customers.</p>

— Vendor Profiles: P2P + AP/I2P

	<p>Tungsten was recently acquired by Kofax Readsoft; both solutions have exciting offerings for the AP automation market. In the case of Readsoft, it is one of the most recognized OCRs in the industry for digitizing documents such as invoices. Likewise, Tungsten offers an e-invoicing solution with very robust capabilities in both content validation and e-invoicing compliance with government regulations worldwide.</p>
	<p>SoftCo is a specialist AP automation provider that competes primarily in the European market but has a global reach. Its invoice capture capabilities, robust business rules and workflow engine and proven system integration expertise offer an excellent value proposition for the SME and MM segment.</p>
	<p>C2FO offers a working capital platform to bid and obtain financing via auctions. C2FO has managed to remain and grow within a market led by banks with an innovative model of auctions where all parties get what they are looking for. C2FO has recently entered the P2P solutions market in a more direct way by integrating with one of the most robust P2P suites.</p>
	<p>Sovos is one of the leading technology partners for P2P and AP Automation solution providers looking to offer its customers tax and e-invoicing compliance functionality. Sovos operates in more than 70 countries, simplifying the complex task of keeping up-to-date intelligence related to local and global changes in tax and e-invoicing compliance regulations.</p>
	<p>Transfermate is a B2B payment technology solution that sends and receives payments in 162 countries and 134 currencies. Transfermate has become a strategic B2B payments partner for several leading P2P and AP automation solution providers, supporting them with processing their customers' payments globally and even lowering their processing costs.</p>

— Vendor Profiles: P2P + AP/I2P

 airbase	<p>Airbase is a SME/MM AP automation and spend management platform that combines AP automation, corporate card programs and employee expense reimbursements offerings into one solution. The vendor is well-established in terms of core functionality for spend management and payment capabilities. It has a fast-growing customer base and is currently focusing on product development and expansion.</p>
	<p>Stampli is an SME/MM cloud-based AP automation solution that offers payment processing (ACH and checks) and corporate cards using third-party payment processors. Stampli's key differentiator is based on its collaborative approach — collaboration-centric AP solution — ease of use, UX design based on personas (not just roles) and its fast implementation.</p>
 nipendo	<p>Nipendo is an AP automation solutions with an AI and rule-based engine with hundreds of preconfigured bots that automate end-to-end governance and compliance according to a customer's policies, rules and process logic. Other Nipendo solutions are order management, dynamic discounting and supplier registration. Nipendo's key value proposition is its process to connect suppliers with buying organizations, achieving a high participation of suppliers.</p>
	<p>DataServ is an AP automation SaaS solution (launched in 2004) the key focus of which is to reduce AP process complexities through an AI-based exceptions mechanism. DataServ's target customers are primarily US-based manufacturing and distribution organizations. In addition to core AP automation functionalities, DataServ offers lightweight purchase requisition, complete document lifecycle management (retention/archival), internal and external auditing and a vendor portal.</p>
 Teampay	<p>Teampay is a purchasing solution that is best applied to the categories of services and tail spend. Teampay integrates with Slack making purchasing collaboration quite seamless. The use of V-Cards is incorporated in a very natural way to the purchase process, simplifying the invoicing and payment process.</p>

— Vendor Profiles: P2P + AP/I2P



[Yooz](#) offers cloud-based AP automation software. Its integration capabilities and its robust workflow and business rules engine makes Yooz a competitive AP Automation player in the middle market with more than 3,000 customers.



[AvidXchange](#) became a public company in November 2021, putting a spotlight on the SMB and mid-market opportunities in the AP automation and B2B payments markets. But from a customer perspective, it has maintained Value Leader positioning in our SolutionMap assessment because of its core personas, an impressive feat for a vendor facing increasing public market scrutiny.



Pagero offers an open business network so that companies can connect and exchange documents globally. Pagero has become a strategic partner for several P2P and AP automation solutions with its connectivity capabilities. More importantly, its tax and e-invoicing compliance service works in more than 70 countries.







Order provides a solution for end-to-end purchasing, but with notably different approaches to enabling the P2P process. It acts as an open but yet controlled marketplace letting users to find products from any source and place orders. And as an intermediary on the invoicing and payment process by offering consolidated invoicing to reduce AP transactions processing.






[Candex](#) is a P2P solution focused on tail spend that can remove all the workload required to manage and work with small (long tail) or one-time vendors. Candex is delivered as a punchout from an e-procurement solution. Candex acts as a buyer-seller intermediary and outsourcing services provider (BPO) for everything order-management, supplier onboarding, invoicing, and payments related.






— Vendor Profiles: Risk

	<p>Avetta supports procurement and supply chains in the areas of contractor management, health and safety, compliance, risk management and sustainability. It combines elements of supplier onboarding, supplier management, contractor management, supply risk management and third-party data aggregation in a unique solution purpose-built to support industry use cases. Avetta can track the qualifications of workers themselves rather than just suppliers.</p>
	<p>Everstream Analytics' combination of full suite supply chain risk management applications/services is powerfully combined with its deep supply chain control tower and is optimized around risk and logistics, as well as its deep supply network monitoring and AI/ML predictive analytics. Moreover, its understanding and correlation of weather patterns to risk is a differentiator.</p>
	<p>Interos' customers can understand where they are exposed to risks in their supply chain by leveraging its (continuously growing) proprietary database of 350 million entities and its AI-based risk monitoring capabilities. Interos' Knowledge Graph (IKG) feeds map-based visualizations that are intuitive to give users an easy and effective way to explore and/or filter data to explore risk elements in a multi-level and exhaustive taxonomy. Also, its API-approach is definitely a strength as risk-based orchestration is more and more critical in today's business context.</p>
	<p>In a volatile economic environment complete with geopolitical conflict, monitoring and predicting supplier insolvency becomes an essential capability. RapidRatings provides information on the financial health of public and private companies around the world. The company's analytics system allegedly provides insights into third-party partners, suppliers, vendors, and customers.</p>

— Vendor Profiles: Risk

	<p>Resilinc features end-to-end SCRM functionality with deep network modeling (e.g., multi-tier BoM and part-level mapping), risk types, risk/resilience scoring, multilingual NLP, 24-7 monitoring/alerting, surveying and response/recovery workflows. It utilizes over 100 million data sources, 800,000 suppliers, 4 million parts and 1 million sites within its intuitive visual supply network and drillable dashboard. Its broad and deep SCRM footprint and AI-based monitoring provide a supply chain security blanket for even the most complex firms.</p>
	<p>RiskMethods is focused on core risk management functionality: graphical cockpit and dashboard, aggregated data feeds, AI/ML algorithms, human flagging/reviews/scoring and system guidance to reduce risk score and “action planning” playbooks to recover from adverse risk events. The system models all company locations, suppliers, products, categories and logistics points such as ports and shipping lanes.</p>
	<p>Risk takes many forms, and the reality of many approaches today is that they encounter gaps due to a bias toward one specific subsegment of focus (e.g., just supplier management, just contract management). Certa understands this challenge and has built for a different phase of the market a burgeoning platform for supplier onboarding, contract management and stakeholder intake management that blurs the boundaries of where a “suite” should start for third-party risk.</p>

— Vendor Profiles: Sourcing

	<p>Arkestro (formerly BidOps) started as a predictive sourcing software built for procurement teams who want technology that learns what works and what doesn't from every sourcing process. It is taking the same approach to other processes and areas to be a predictive procurement solution that delivers "smart defaults" (recommendations) to improve cycle times and data quality.</p>
	<p>Market Dojo (now part of Esker) is a solution tailored for the European mid-market and offers a flexible deployment and business model approach, low pricing, ease of use and increasingly full-featured set of suite components.</p>
	<p>FairMarkit focuses on tail spend management with specific capabilities to be easy to use and quick to adopt. It uses proprietary AI technology to inject recommendations at all stages of the sourcing process, from demand management to awards. Its AI can also take the driver seat to fully automate the sourcing process.</p>
	<p>It is becoming increasingly known in the space for its semantic technology that vastly accelerates the comprehension and standardization of stakeholder requirements, leading to faster and better-tailored sourcing outcomes. Key customers have continued to push higher volumes of spend through the platform, signaling success beyond initial POCs that continue to make Globality a strong Watch performer.</p>
	<p>Keelvar is the last pure-play optimization vendor that has not yet keeled to a larger vendor, and deserves to be recognized for this. Its ease of use, rapid deployment time and low cost make it the solution provider with the greatest chance of making sourcing optimization less of a novelty and more of a common toolset in private and public sector procurement organizations of all sizes</p>

— Vendor Profiles: Sourcing



In an inflationary environment, rapid access to should-cost estimates become integral to maintaining fact-based negotiations with suppliers. WTP has a well-tailored procurement offering for this scenario, and, given the current macro environment, it remains a vendor worth watching.



While we placed ServiceNow on the "Watch" list only last year, recent product launches and briefings have shown how a clever strategy of "overlaying" complementary solutions on top other systems of record or execution can pay off. Given ServiceNow's size and large potential base for expansion, we found it has rapidly become a Know vendor, especially for those organizations looking for help unifying their multi-tool procurement tech stacks.



[Amazon Business](#) is redefining B2B sourcing by creating a seamless user experience that mirrors Amazon's B2C platform, which personal shoppers are already familiar with. Businesses have access to a seemingly endless range of products and services in Amazon's marketplace. Moreover, the reassurance of Amazon's "Fulfillment by Amazon" model and its reputation for fast and reliable delivery speeds make it difficult for competition to compare in AB's countries of operation.



It's difficult to find real nimble e-procurement solutions with a strong product and catalog management capability, strong supplier collaboration and global features (multi-language, multi-currency). Even more difficult is finding nimble source-to-pay suite solutions, which is Promena's long-term plan. In addition, the availability of optional value-added services make [Promena](#) stand out in the market of procurement solutions.



Future 5 alum [Archlet](#) pushes sourcing optimization into a new phase via an accessible tool capable of being more easily applied to all categories. The vendor is worthy of watching as it expands into a full sourcing tool (we look forward to a launch of RFQ capability in the near future). It also has a strong set of customer references.

— Vendor Profiles: Sourcing








[Part Analytics](#) offers an AI-powered supply management solution to help global manufacturing companies accelerate new product development, reduce costs and uncover hidden supply risks. Its main focus is on electronics to provide real-time and up-to-date market data at parts/BOM level to identify opportunities (costs, risks, etc.) and ensures that companies "design for supply." It also includes specific capabilities to enhance global negotiations for global markets (global demand across locations, global supplier and distributor base).

— Vendor Profiles: Suites

 corcentric™	<p>Corcentric offers a portfolio of S2P technology solutions (and also sell-side order-to-cash solutions), but it also offers broader savings-as-a-service value through its consulting/MSP services, native financing capabilities, limited category-specific services (e.g., Fleet), and even its own GPO. It's a good choice for US-based buyers looking for a S2P tech/services combination that also uses onshore services resources.</p>
 coupa	<p>Coupa is the most publicly visible face of the procurement tech market, and its BSM (Business Spend Management) suite has consistently ranked at the top of our SolutionMap benchmark. Coupa maintains its position on the "To Know" list by not only excelling at the core of S2P but also pushing the boundaries of the market, including "community intelligence" and emerging synergies in treasury and payments, supply chain design and planning, and ESG support.</p>
 GEP®	<p>GEP is known for both its comprehensive S2P suite and its extensive set of consulting and BPO/MSP services. But that large remit has not prevented it from thinking bigger, including an expansion into supply chain management, enterprise CLM ambitions and a cloud integration platform that pushes the boundaries of where GEP competes.</p>
 ivalua	<p>Ivalua is one of the few truly integrated suites available on the market and it sets the benchmark in terms of configurability, especially with regard to self-service configuration for processes/workflow, business rules and UI. Continued strong execution makes it a perennial "To Know" and this year in particular has seen the introduction of well-designed tools for carbon emissions calculation and decarbonization management, among many other improvements.</p>
 proactis	<p>Proactis has had many forms in the procurement technology space, but after a period of internal repositioning has come out in 2022 with strong momentum. The mid-market-focused S2P vendor reported £22m of Total Contract Value (TCV) during the past 12 months to 30 June 2022, putting it on a strong growth track that elevated it to the To Know list.</p>

— Vendor Profiles: Suites






	<p>While Workday is a must-know provider of HCM-centric ERP solutions, the firm is extending its focus into the procurement arena. Its S2P support emphasizes sourcing (with its acquisition of ScoutRFP) and contingent workforce management (with its 2021 acquisition of VNDLY), but the provider's longer-term plans aim to realize S2P ambitions on par with rival ERP providers.</p>
	<p>SAP Ariba and SAP Fieldglass are the leaders by market share in their respective segments. Beyond the revenue leadership though, SAP has taken bold steps in the past year to re-invigorate its overall strategy, including both organic internal developments and a partnership and acquisition strategy that is bolstering its position as an ecosystem orchestrator using SAP Business Technology Platform (BTP).</p>
	<p>Jaggaer is the largest private independent S2P suite, with a long history and strong global coverage. After a long period of internal focus consolidating multiple assets, it has over the past year demonstrated significant technical advancements, as evidenced by jumps in multiple SolutionMap scores, and it continues to execute on a bigger vision of "autonomous commerce" that should influence its competitive positioning over the next several years.</p>
	<p>Medius is perhaps best known as a provider of AP automation solutions, but this lesser-known provider of full-coverage S2P suite functionality also has a strong focus on the mid-market. Notable in the past year has been a strong expansion push in North America, supported by new capabilities to facilitate B2B payments and fraud detection.</p>
	<p>Oracle is a stalwart vendor in the procurement space due to its influence as an ERP provider and its market position. In particular, its cloud-based P2P products have continued to perform well in our SolutionMap assessments, and recent customer wins indicate it has persuasive power to replace competitors in Oracle home environments.</p>

— Vendor Profiles: Suites








A mid-market leader in the DACH region, [Onventis](#) rounded out its S2P suite in the past year with the acquisition of Spendency, a spend analytics provider. It is a provider to watch closely over the next several years as it makes rapid expansion plays to other near regions (e.g., Eastern Europe and the Nordics) and further refines its mid-market-specific product set that includes strong direct-materials capabilities.






— Vendor Profiles: SxM

	<p>SupplHi's solution is based on industry-specific standard models and deep taxonomy that allows to match needs and capabilities of buyers and vendors of industrial equipment and services (and that will extend to other verticals). It has the deepest model and content with regard to defining technical capabilities, quality controls and compliance/regulatory requirements that it embeds in SxM processes from the initial onboarding (and validation processes) to the ongoing management of suppliers.</p>
	<p>State of Flux's solution provides robust capabilities for organizations looking at transforming their supplier management approach, especially those needing services support (training, consultancy) beyond technological considerations. It embeds best practices and intellectual property from State of Flux's deep expertise in the subject. It also supports collaboration with suppliers by integrating them in many joint activities to encourage them to participate to joint planning and execution.</p>
	<p>Apexanalytix is a software-backed recovery audit provider with a deep supplier information management solution that can cleanse and validate supplier databases against a large number of data sources. Because it "eats its own food" (audit recovery services), It provides leading capabilities and vetted information (golden records) on more than 70 million companies.</p>
	<p>GraphiteConnect enables efficient and effective supplier info management, supplier relationship and supplier risk management by creating a network of companies that share (public and private) data between each other and supports business growth.</p>
	<p>HICX has best-in-class MDM capability with near infinitely extensible data model, flexible workflow processes and automation capabilities delivered via a low/no-code technology. It also participates to positioning organizations as customer of choice for suppliers by streamlining the "supplier experience" (removing friction from supplier management, enabling every supplier to do their best work) as it can act as the single entry point for suppliers for all interactions with their customers</p>






— Vendor Profiles: SxM

	<p>TealBook is a provider of supplier data that autonomously maintains supplier master data, powers procurement technology, drives supplier diversity and enables supplier performance. Using AI and ML, TealBook gathers, predicts and refines supplier data to provide comprehensive supplier intelligence.</p>
	<p>ZIP is a relative newcomer on the market of procurement technology and it exemplifies a new generation of solutions (low/no-code and very intuitive workflow system). The solution is meant to be the one place for a company's employees to initiate a new purchase or vendor request through a flexible, configurable intake that requires no code to change.</p>
	<p>SourceDay solutions are PO management (e.g., purchase acknowledgements, status updates), document control (e.g., schematics), supplier performance management with scorecards, quality control, shipment/delivery tracking (as it relates to the PO) and request for quote (RFQ). SourceDay solutions, when integrated with an organization's ERP or MRP system, automate several aspects of direct procurement.</p>
	<p>Procurement is one of the few supplier management solutions on the market that tackles supply quality management in addition to supplier management. It has built up a deep solution that is particularly well-suited for customers that have deep and complex requirements for SPM/SQM. It also offers rich collaboration features that reflect the nature of direct material procurement activities.</p>
	<p>QAD (Allocation) is a solution that focuses on direct materials (SxM and sourcing) that is more geared towards the European mid/mid+ market. With a 23-year history in discrete manufacturing, the solution is especially strong in areas like configurability, support for direct material processes/management and embeds several industry standards/best practices.</p>

— Vendor Profiles: VMS

	<p>Beeline is a must-consider vendor in the contingent workforce and services space and claims the title of the largest independent VMS provider. Following a new majority investment from Stone Point Capital in May 2022, the vendor will continue to expand its extended workforce product set — likely further into areas beyond core temporary staffing engagements.</p>
	<p>Magnit (formerly PRO Unlimited) maintains its position as the best-known MSP-VMS combo, bolstered by its 2021 acquisition of Workforce Logiq, which will bring its Wand VMS further intelligent capabilities.</p>
	<p>PIXID is a VMS provider capable of supporting the total talent equation. With a basis in Europe, the vendor is worth watching for its unique emphasis on blue collar worker support and its in-progress expansion from core home markets into North America.</p>
	<p>Kissflow Procurement Cloud covers all P2P functionalities, from purchasing requisition, purchase orders and receiving to invoice reception and approval. In addition to core P2P functionalities, KPC offers capabilities around vendor management, contract approvals, data analytics and systems integrations. KPC offers a combination of P2P cloud-based software enhanced with a platform-as-a-service model that allows the integration of third-party apps.</p>
	<p>Nétive has an established VMS solution that is well-known in its core European markets. Beyond core contingent labor support, however, it also offers ATS and FMS solutions, giving it a comprehensive set of capabilities for total talent management.</p>

— Vendor Profiles: Future 5

 carbmee	<p>Carbmee is a startup focused specifically on carbon footprint calculation and managing emissions reduction plans with suppliers. It has rapidly since coming out of stealth just over a year ago acquired an impressive list of customers, iterated on its roadmap and established itself as a desired partner for its speciality within the larger procuretech ecosystem.</p>
 Focal Point	<p>Focal Point competes in the emerging procurement performance management category, and its strong partnership network combines with its data centralization capabilities to provide a user-friendly savings maximization tool. Focal Point goes beyond being an Excel replacement for procurement departments, as it allows for coverage of the entire scope of the procurement department's day-to-day functions.</p>
 OpenEnvoy	<p>OpenEnvoy is an OK-to-Pay AP automation vendor that processes all types of invoices, but stands out for its ability to handle high volume, variable cost invoices. The vendor specializes in digitizing and reconciling complex invoices such as those relating to logistics (including freight) and manufacturing industries, providing a differentiated value-add against other solutions in the market.</p>
 RELISH	<p>Relish is a B2B application platform that offers solutions designed to cover gaps or augment base capabilities within source-to-pay solutions. Rather than go to market as standalone apps, Relish's solutions maximizing or enhance the potential of currently deployed technology, by offering advanced support for supplier data validation and invoice validations and digitization, among other areas.</p>
 ProcureWise <i>Procure Talent Wisely</i>	<p>ProcureWise is an AI-powered Unified Total Talent platform that offers traditional VMS capabilities while also being seamlessly connected to its recruiting software, CEIPAL. The unique combination of recruiting software that covers all types of hiring — from internal to external and extended workers — puts this untraditional VMS in the growing market of software providers that offer solutions for a company's end-to-end hiring needs in a single technology (Unified Total Talent).</p>