Here's why Medius matters

TO THE MARKET

Medius offers a global full S2P suite platform with strong P2P capabilities, a strong presence in the Middle Market segment, and competitive value proposition for the Large Enterprise market segment too.

TO POTENTIAL BUYERS

Medius has 20+ years of experience in the AP and e-pro space. Medius offers a full S2P (P2P) solution. Its P2P capabilities are well-positioned within the Middle Market in our Solution Map Benchmark. Medius also works with consulting partners to deliver broader change management programs.

MODULE **Sourcing** | LEGEND ⊘ UNAVAILABLE FUNCTIONALITY — BELOW BENCHMARK = AT BENCHMARK + ABOVE BENCHMARK ▮ TOP

The benchmark is based on the performance of 30 vendors considered in this category.
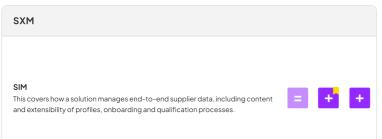
Functionality scores

MARKET FIT — SME <$100M | MID $100M–1B | LARGE >$1B

SXM

SIM
This covers how a solution manages end-to-end supplier data, including content and extensibility of profiles, onboarding and qualification processes.
| = | + | + |

Enabling Services and Platform Technologies

Analytics
This measures the platform's data-related functionalities, such as management, cleansing, normalization and customization KPIs.
| = | + | + |

Technology
This covers the solution's underlying technology, such as integration, architecture, automation, etc.
| = | + | + |

Services
This details implementation and supplier onboarding services across categories, industries and geographic areas.
| = | + | + |

Sourcing

Demand Management
This details how efficiently a solution prioritizes and assigns requests and other demand signals.
| = | + | + |

Project, Program, and Performance Management
This covers how a solution manages projects and programs with integrated tracking and analysis features to monitor savings, resource allocation and performance.
| = | + | + |

Sourcing Services
This details sourcing-related services, such as event management, benchmarking, category management and intelligence, etc.
| = | + | + |

Customer scores

Based on 4 customer references

Systems integration	+
Quick deployment	+
Business Value	+
Process expertise	+

🗨 POSITIVE CUSTOMER FEEDBACK

— Very responsive and agile in working

— Willingness to help and advise ad hoc requests

— innovation and ability to work closely with customers on their needs.

— Large enough to be an industry impacter, small enough to deliver a custom system

— Innovative company with great understanding of NHS processes, rules and regulations Very good integration knowledge Excellent after sales support Ability to develop S2P solution based on the changing NHS environment

🙂 STRENGTHS

— Its UX is consistent across the platform.

— Strong integration of sourcing with other upstream/downstream processes.

— Has out-of-the-box adapters and a highly intuitive UI to build and deploy custom interfaces with the extensive REST API for customers and partners to push/pull data for common systems.

Spend Matters® SolutionMap VALIDATED 2025

SPEND MATTERS® SOLUTIONMAP INTELLIGENCE PROCESS OVERVIEW

Assessment
Analysts complete a mini-assessment of a vendor to determine SolutionMap ft.

→ **Vendor Self-Score**
Vendors self-score on a 0–5 rating scale; some RFIs (S2P) have up to 600 requirements!

→ **Analyst Score**
Spend Matters analysts counterscore based on vendor materials and tech demos (all capabilities are validated).

→ **Demos**
Analyst scores are shared with the vendor and they are given a chance to dispute live with the analyst team.

→ **Customer Scores**
Vendors submit customer references (at least 3 required per module) and Spend Matters sources public references.

→ **Release**
Analysts finalize and validate technology and customer reference scores and release the intelligence to members.