

## 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 **CLM**

LEGEND UNAVAILABLE/FUNCTIONALITY BELOW BENCHMARK AT BENCHMARK ABOVE BENCHMARK TOP

The benchmark is based on the performance of 28 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.



### CLM

#### Contract Information Management

This covers how the system manages all contract-related information, such as templates, clauses, financial details and obligations with advanced search capabilities. Related capabilities include detailed modeling and tracking of contract components, risks, financial impacts and relationships within CLM.



#### Contract Process Management

This details the management of the end-to-end contract lifecycle, covering drafting, negotiation, approval and performance monitoring. Typical advanced features include AI support, e-signature capabilities and compliance tracking mechanisms.



#### CLM Integrations

This covers how seamless and comprehensive the integration capabilities between CLM and external systems are.



## Customer scores

Based on 3 customer references

### Quick deployment



### ROI



### TCO



### Business Value

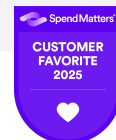


### POSITIVE CUSTOMER FEEDBACK

- 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.
- 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 INTELLIGENCE PROCESS OVERVIEW

Assessment	Vendor Self-Score	Analyst Score	Demos	Customer Scores	Release
Analysts complete a mini-assessment of a vendor to determine SolutionMap fit.	Vendors self-score on a 0-5 rating scale; some RFIs (S2P) have up to 600 requirements!	Spend Matters analysts counterscore based on vendor materials and tech demos (all capabilities are validated).	Analyst scores are shared with the vendor and they are given a chance to dispute live with the analyst team.	Vendors submit customer references (at least 3 required per module) and Spend Matters sources public references.	Analysts finalize and validate technology and customer reference scores and release the intelligence to members.