



# Spend Matters® | SolutionMap

Fall 2022

## AP Automation/Invoice-to-Pay: Medius' Scoring Summary

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# Spend Matters® | SolutionMap

AP Automation/Invoice-to-Pay

Fall 2022

## Keep Up with Today's Procurement Technology Solutions

Use SolutionMap to:



Track market developments & disruptors



Assess provider capabilities based on your needs



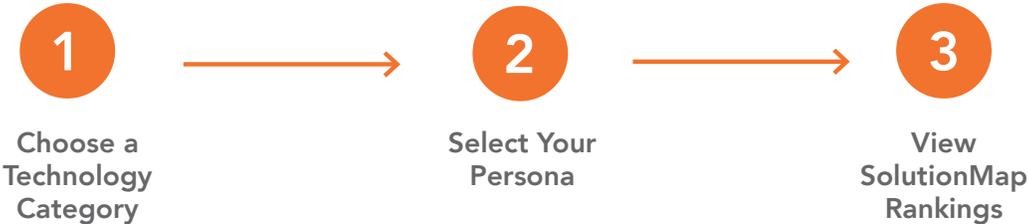
Identify your best-fit provider shortlist

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](https://SpendMatters.com/SolutionMap) and:



**AP Automation/Invoice-to-Pay**

# 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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## AP Automation/Invoice-to-Pay

Fall 2022

### 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

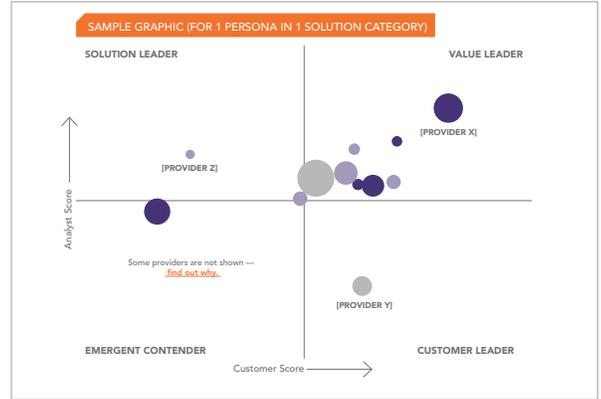
Solutions for large/MNC enterprises (revenues >\$1B/yr)  
Typically advanced functionality, complex deployment and global services and support

## AP Automation/Invoice-to-Pay

### 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.



#### 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

AvidXchange, **Medius**, SoftCo, Taulia, Tipalti

Coupa, GEP, Ivalua, Jaggaer ONE (Standard), **Medius**, Taulia, Tipalti

Coupa, GEP, Ivalua, Jaggaer ONE (Standard), **Medius**, Taulia

#### Solution Leaders

Basware, Kissflow, Tradeshift, Vrooz

Basware, Oracle, SAP Ariba, Tradeshift, Vrooz

Basware, Oracle, SAP Ariba, Tradeshift

#### Customer Leaders

Airbase, Corcentric Payables (COR360), Onventis, Yooz

Airbase, AvidXchange, Corcentric Payables (COR360), Onventis, SoftCo, Yooz

Airbase, AvidXchange, Corcentric Payables (COR360), Onventis, SoftCo, Tipalti, Yooz

#### Emergent Contenders

Corcentric Platform, OpusCapita, SourceDay

Corcentric Platform, Kissflow, OpusCapita, SourceDay

Corcentric Platform, Kissflow, OpusCapita, SourceDay, Vrooz

# Spend Matters® | SolutionMap

## AP Automation/Invoice-to-Pay (AP/I2P)

Fall 2022

### 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

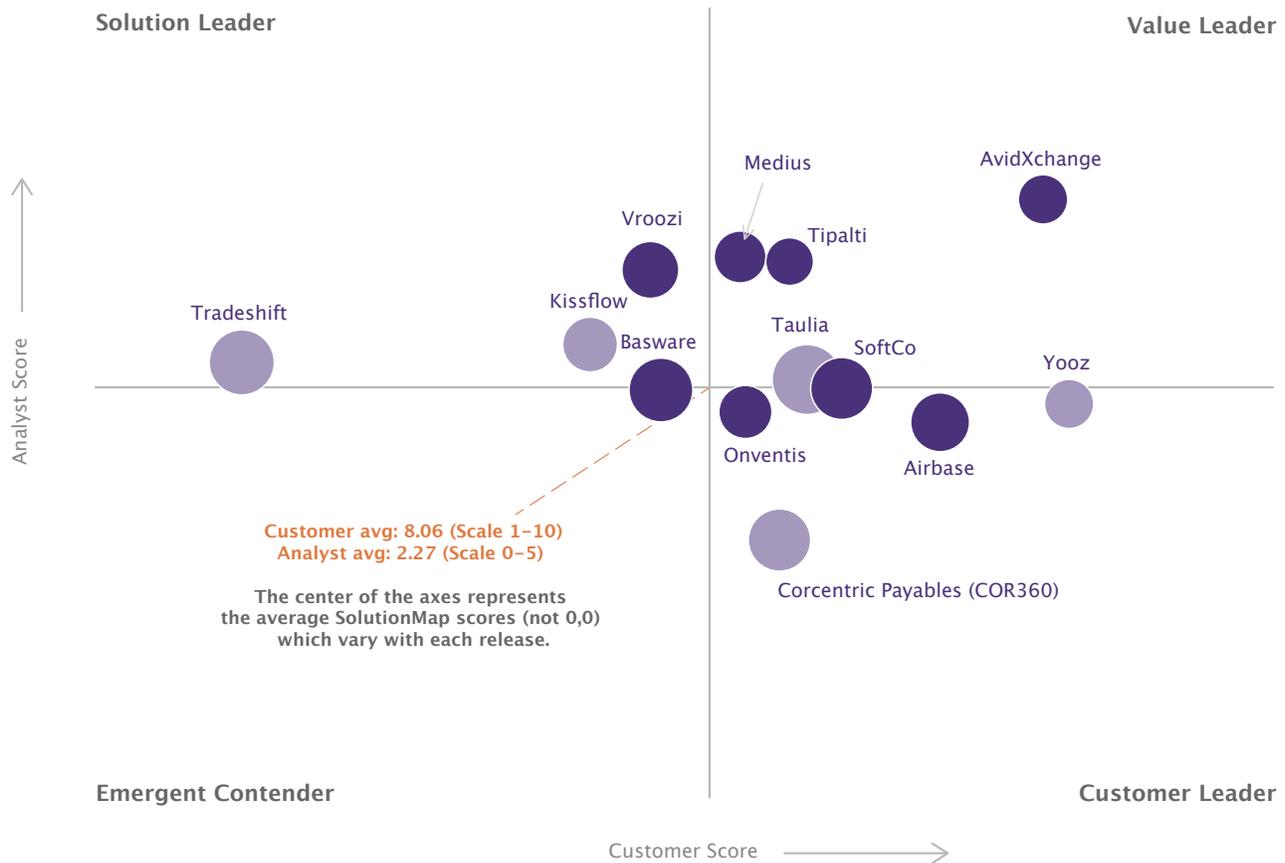


### KEY

Solution Leader	Value Leader
Emergent Contender	Customer Leader

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.

## AP Automation/Invoice-to-Pay (AP/I2P)



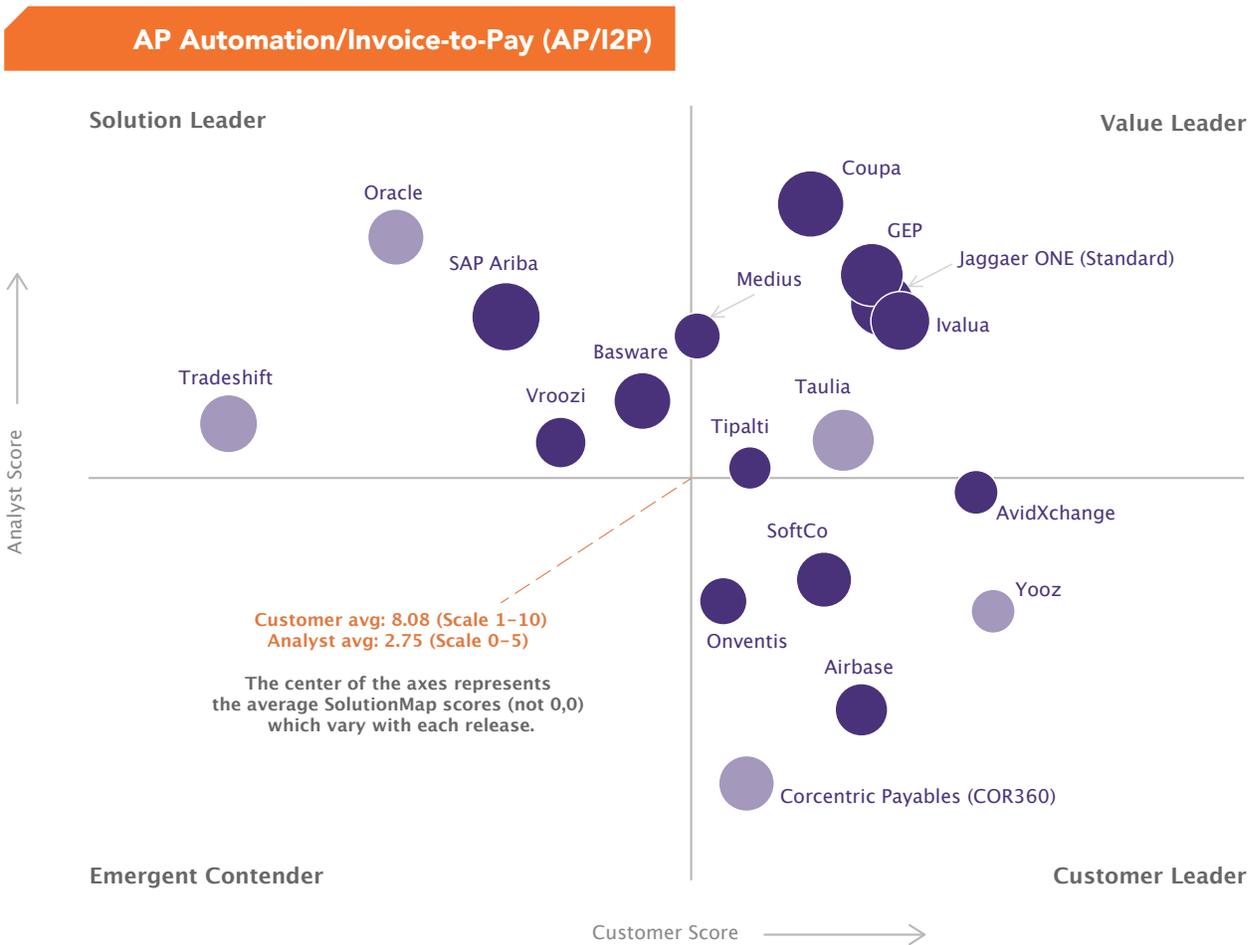
## Spend Matters® | SolutionMap



### SME Persona

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

AP Automation/Invoice-to-Pay (AP/I2P)

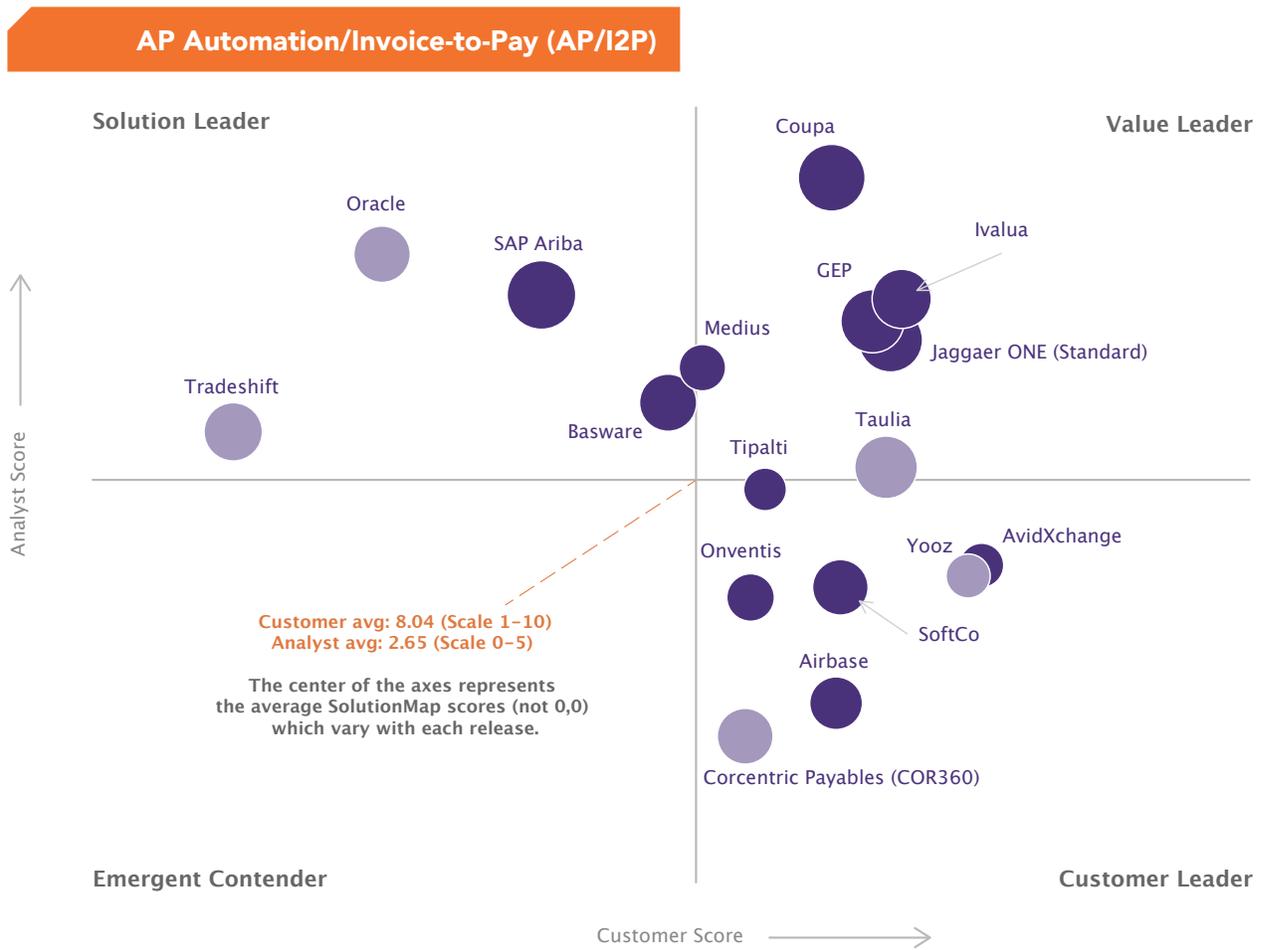


**MID Persona**

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

AP Automation/Invoice-to-Pay (AP/I2P)



**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

## AP AUTOMATION/INVOICE-TO-PAY SUMMARY SOLUTION SCORING: Fall 2022

Key	Bottom Tier	Middle Tier	Top Tier
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### ANALYST SOLUTION SCORING

#### CORE AP AUTOMATION/INVOICE-TO-PAY FUNCTIONALITY

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

#### UNDERLYING PLATFORM TECHNOLOGY

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

#### SERVICES

General Solution Implementation & Support		Middle Tier	
P2P Services		Middle Tier	

### CUSTOMER SURVEY OVERALL

Recommend this provider

Level of value perceived

Meet the expectations

Quick deployment

ROI

TCO

Business value

Innovation

**Customer's Survey Average**

Recommend this provider	Top Tier
Level of value perceived	Top Tier
Meet the expectations	Top Tier
Quick deployment	Top Tier
ROI	Top Tier
TCO	Top Tier
Business value	Top Tier
Innovation	Top Tier
<b>Customer's Survey Average</b>	Top Tier

### \* 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 its core territories who want to automate their procurement and finance functions and demand rapid time to value
- Medius has strong integration capabilities through its fully developed Cloud-based integration gateway, Medius Connect, that has "any to any" connections with numerous finance and ERP systems and 3rd party data providers.
- Medius can handle complex matching scenarios with its waterfall matching model. In this model, multiple matching techniques are applied in sequence according to priority defined on a supplier level before involving a human. This technique is useful for complex environments where data quality is poor.
- 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.
- Medius' roadmap is focused on: increased automation, scan and process invoice lines for improved AI/ML-based coding suggestions & spend categorization, changes in inbox; Increased automation for both PO and non-PO invoices using the latest ML algorithms to minimize the manual keying; Process e-invoices in the same easy way as if it was a PDF. Extract data from PO invoices with complex line level structures; Executing payments in daily batches to optimize cash position; Enhanced AI/ML to further highlight potential risk factors in payments before they are executed.

## AP Automation/Invoice-to-Pay

# Spend Matters™

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## 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.

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