

## 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.

### TO POTENTIAL BUYERS

Medius has more than 20 years of experience in the AP and e-procurement space. It offers a full S2P solution. Its P2P capabilities are well-positioned within the Middle Market in the SolutionMap benchmark. Medius also works with consulting partners to deliver broader change management programs.

MODULE **P2P**

LEGEND

● DEVELOPING ● ● COMPETITIVE ● ● ● ADVANCED ● ● ● ● LEADING ● ● ● ● ● BEST-IN-CLASS

The benchmark is based on the performance of 25 vendors considered in this category.

## Functionality scores

### AP Automation

#### Invoicing

This set of capabilities manages and processes invoices through a digital platform, ensuring accurate digitization, matching and compliance with global e-invoicing regulations. These capabilities also include streamlined approval workflows and provide advanced analytics for actionable insights.



#### Payments

This set of capabilities provides advanced payment processing functionalities, offering comprehensive support for a variety of payment methods within a procurement technology platform. These capabilities also involve using AI-driven analysis to proactively detect potential errors or fraudulent activities.



### Platform

#### 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.



### E-Procurement

#### Analytics

This details any advanced analytical capabilities for generating insights from procurement data, using AI and machine learning to provide actionable intelligence for decision-making.



## Customer scores

Based on 6 customer references

### Industry expertise



### ROI



### Business Value



### Process expertise



### Compliance expertise



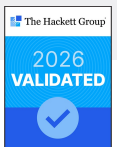
### POSITIVE CUSTOMER FEEDBACK

- Willingness to help and advise ad hoc requests.
- Customer support, configurability, ease of use for the end user.
- Innovation and ability to work closely with customers on their needs.
- Empathy, patience, professionalism, involvement. The tool is very complete, understandable with precise modules. The usage is simple and the users are happy.
- Client support is real quick to provide feedback on issues and requests. Product roadmap is clearly explained and the provider is carefully listen to feedbacks



### STRENGTHS

- Has a robust workflow approval engine.
- Its UX is consistent across the platform.
- Has a robust integration platform and integration services.



## 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

The Hackett Group 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 The Hackett Group® sources public references.



### Release

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