

## 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 **ePro**

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

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

## Functionality scores

### 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.



## Customer scores

Based on 3 customer references

### ROI



### TCO



### Business Value



### Industry expertise



### Innovation



### RELATED THE HACKETT GROUP® ARTICLES

**Coupa vs Medius: AP Automation head-to-head technology evaluation and comparison**

**Medius: P2P Vendor Analysis (Part 1) — Company background, P2P solution overview, SWOT, competitors/market analysis**

**Medius: P2P Vendor Analysis (Part 2) — Strengths and weaknesses, tech selection tips**



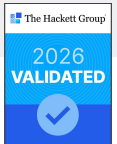
### STRENGTHS

- An unlimited number of attributes can be held against products to allow for rich supporting information at product item level.
- Requisitions can be scheduled, providing an automated means to reorder goods and services based on time, date and other triggers.
- Allows complete management of the goods receiving process, incorporating full and partial receipt and a comprehensive returns process.



### 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



## 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.