

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 **CLM**

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

Functionality scores

Platform	
Supplier Portal These capabilities allow suppliers to independently manage profiles and collaborate with their customers through a portal.	●●●○
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

Quick deployment	████████████████████
ROI	████████████████████
TCO	████████████████████
Business Value	████████████████████
Industry expertise	████████████████████

RELATED THE HACKETT GROUP® ARTICLES

- Coupa vs Medius: AP Automation head-to-head technology evaluation and comparison
- 7-part analysis of risk-monitoring solutions - Vendor profiles roundup and summary
- Risk Vendor Profiles (Part 4): Supplier management suites risk-monitoring solutions — Coupa, GEP, Ivalua, Jaggaer, Medius (Wax Digital), SAP Ariba, Zycus

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.

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


2026
CUSTOMER
VALUE
Contract Lifecycle
Management


2026
VALIDATED

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 ft.	Vendors self-score on a 0-5 rating scale; some RFIs (S2P) have up to 600 requirements!	The Hackett Group 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 The Hackett Group® sources public references.	Analysts finalize and validate technology and customer reference scores and release the intelligence to members.