

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 **AP/I2P**

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

The benchmark is based on the performance of 35 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.



Customer scores

Based on 4 customer references

ROI



Process expertise



Compliance expertise



Industry expertise



Configurability



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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



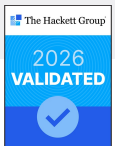
STRENGTHS

- It is a robust payment solution that also includes cross-border payments.
- It has a complete partner ecosystem for e-invoice compliance and tax validation.
- Its robust AP automation capabilities cover data capture, invoice matching, coding and validation.



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.