

MARKETPLACE

marketplace.procurementleaders.com





Navigating the software and services market is, for any business, a challenge – but one you can't escape from. Who can help your team take the next step, what technologies should you be paying attention to – it's a jungle. With that in mind, we'd like to welcome you to the inaugural Procurement Leaders Marketplace publication, here to help you on that journey. This PDF is a handy guide to the market, but it's only dipping your toe in the water, compared to the depth of detail available on

Looking ahead, there's never been a better time for procurement teams to make the case for investment in solutions and services to help them take on the multitude of challenges.

marketplace.procurementleaders.com.

Use this guide to learn about the tools you need, and use the Marketplace itself to find more detail and more content from these providers to better understand their services and the topics they have expertise in.

For Marketplace, we're excited to continue to add great businesses to our directories and to augment some of the services we offer to help make the right connection between buyer and vendor. Making good decisions requires combining the right information with the right instinct – we'll provide the former, you provide the latter

Steve Hall

Head of partnerships and digital engagement, Procurement Leaders

ABOUT THE MARKETPLACE



Use Marketplace to find leading B2B vendors and free resources to help solve your procurement challenges.

SEARCH FOR INSPIRATIONAL CONTENT

Find thought leadership and case studies to advance your decision-making and support your business case

SEARCH FOR SOLUTIONS ON MARKETPLACE

Find service providers that match your needs, learn about what they offer, make assessments and follow-up

SIGN UP TO CONTENT UPDATES

Never miss out on free case studies, whitepapers and webinars that keep you up to date with the latest thinking



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scouthee E-sourcing

Basware Corcentric Coupa GEP

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Systems (VMS)

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Payment & **Transactional**

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Sustainability **Advisory**

EcoVadis IntegrityNext

DATA AND ANALYSIS

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Business Process Outsourcing

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Cost Management

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Celonis Corcentric Markit TRG Screen





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The Reputational Risk of Human Rights Abuses in Supply Chains

WHITEPAPER

Supply Chain Lessons Learned from The Coronavirus and SARS Outbreaks

VIDEO

Diversity in EHS

WHITEPAPER

Impact of COVID-19 on Supply Chain | Supplier Survey Snapshot 2020

ABOUT US

Avetta transforms how enterprises assess and mitigate risk within their supply chains, simplifying the engagement and evaluation of suppliers to ensure alignment with each client's unique operating requirements.

Our SaaS-based technology platform and deep domain expertise enable the comprehensive collection and analysis of operational data to formulate a forward-looking risk profile for each partner company. We qualify supply chain partners in every major industry worldwide, making contractor prequalification manageable and pain-free.

Our global reach allows us to be available wherever our clients need us the most. Our scalable and adaptive technology delivers a highly configurable solution to our 300+ global clients.

Supply Chain Risk Management

Supplier Information and Assessment

Vendor Management Systems (VMS)

Contingent Workforce

avetta.com



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Frictionless payments

ABOUT US

Barclaycard, part of Barclays Bank PLC, is a leading global payment business that helps consumers, retailers and businesses to make and take payments flexibly, and to access shortterm credit and point-of-sale finance.

In 2018 we processed nearly £268bn in transactions globally. Barclaycard is a pioneer of new forms of payment and is at the forefront of developing viable contactless and mobile payment schemes for today and cuttingedge forms of payment for the future.

We also partner with a wide range of organisations across the globe to offer their customers or members payment options and credit.

Payment and Transactional

barclaycard.co.uk



RECENT RESOURCES

CASE STUDY

7 Secrets for Successful e-Procurement

VIDEO

Marketplace Live! from Basware

WHITEPAPER

Finance and Procurement: Leverage automation to build a Bridge between the two Functions

WEBINAR

Using Transparency to Enhance Reputation and Manage Business Risk

ABOUT US

Basware is the only procure-to-pay (P2P) and e-invoicing solution provider that empowers businesses with 100% spend visibility through 100% data capture. Our cloud-based technology enables organizations to fully manage their spend, mitigate financial risk and reduce the cost of operations through automation.

With the world's largest open business network and an open technology ecosystem, we are uniquely positioned to deliver the solutions required to help organizations achieve Visible Commerce, which provides customers with complete transparency into all flows of their money, goods, and services around the world.

A global company, Basware has offices in 14 countries and is traded on the Helsinki exchange (BAS1V: HE).

Payment and Transactional Solutions

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Supply Chain Finance platforms

E-sourcing

Supply Chain Risk Management

Analytics Solutions

Supplier Networks & platforms

Supplier Portals

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P2P Suites

Artificial Intelligence

Cloud Services

Cost Management

Services Procurement

Direct Procurement

basware.com



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PL Roadmap: Boosting Innovation, Agility and Connectivity

WHITEPAPER

Procurement and treasury working together

VIDEO

Marketplace Live! from C2FO

WEBINAR

The Road to Economic Recovery

CASE STUDY

Metso case study

c2fo.com

VISIT MARKETPLACE LISTING

ABOUT US

C2FO's unified, secure platform provides many tools to help you manage your company's dynamic working capital needs – whether you want to drive cash flow or net profit, you can take control of your financial and sustainability goals while strengthening your suppliers. Because plans and needs change throughout the year, C2FO offers the flexibility to use your own balance sheet, a global funding network, or both — without impacting your trading partners. C2FO offers a range of funding solutions on one easy-to-use platform:

Dynamic Supplier Finance: The C2FO platform allows you to launch differentiated early payment options for suppliers, blending patented Name Your Rate[™] technology with traditional fixed-rate offers to accelerate or lengthen invoice payments when suppliers choose.

Dynamic Customer Finance: The C2FO platform allows you to accelerate or lengthen customer payments of your receivables on-demand through variable offers without permanent changes to your terms.

Invoice Central: The C2FO platform provides your suppliers with full visibility of their invoices in one location, allowing them to track approval and payment status.

Payment and Transactional Solutions

B2B Marketplaces

Supply Chain Finance platforms

Supplier Networks & platforms



Process Mining

Robotic Process Automation

RECENT RESOURCES

WHITEPAPER

The Big Book of EMS Use Cases

WHITEPAPER

Process Excellence for Procurement

ABOUT US

Celonis believes that every company can unlock their full execution capacity. Powered by its market-leading process mining core, the Celonis Execution Management System provides a set of instruments and applications, with a developer studio and platform capabilities for business executives and users. The Celonis EMS offerings help companies manage every facet of execution management from analytics, to strategy and planning, management, actions and automation. Celonis has thousands of customers including ABB, AstraZeneca, Bosch, Coca-Cola, Citibank, Dell, GSK, John Deere, L'Oréal, Siemens, Uber, Vodafone and Whirlpool. Celonis is headquartered in Munich, Germany and New York City, USA and has 15 offices worldwide.

celonis.com



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Supply Chain's Newest Disruptor: The Platform Economy

WHITEPAPER

Virtual Cards: The Missing Link for Business Spend Management

WHITEPAPER

How Commercial Cards Are Adapting To The New Normal

WHITEPAPER

Commercial Cards Lead the Way in the World of B2B Payments

ABOUT US

Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services.

Citi Commercial Cards, with proprietary issuance capabilities in 100 countries, including local-currency programs in 64 countries, has long been considered a leading commercial card provider to large and multinational organisations globally. Citi Commercial Cards' products form the core of the expense management strategies for nearly 500 multinational corporations, making Citi a premier card issuer in terms of technology, innovation and volume.

Payment and Transactional

Supply Chain Finance platforms

citigroup.com



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VIDEO

Marketplace Live! from Corcentric

VIDEO

Customer Testimonial: Univar on Source One (a Corcentric company)

WHITEPAPER

The Definitive Guide to Scalable P2P: Procure-to-Pay Strategies that Support Company Growth from Corcentric

WHITEPAPER

A Beginner's Guide to Spend Analysis from Corcentric

ABOUT US

Corcentric is a global provider of market-leading source-to-pay, order-to-cash, and fleet solutions. From the mid-market to Fortune 1000 businesses, Corcentric delivers technology, managed services, and strategic advisory focused on reducing costs, optimizing working capital, and unlocking revenue. Corcentric was named a 2020 '50 Providers to Know' by Spend Matters, a leader in IDC MarketScape: Worldwide SaaS and Cloud-Enabled Accounts Payable Automation 2019, and a Strong Performer in The Forrester Wave™: Source-To-Contract Suites, Q4 2019. Since 1996, thousands of companies have trusted Corcentric's expert team and its suite of world-class solutions to spend smarter, optimize cash flow, and drive profitability.

Payment and Transactional Solutions

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Vendor Management Systems (VMS)

Robotic Process Automation

Artificial Intelligence

Business Process

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Procurement Outsourcing

Cost Management

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MRO services

Services Procurement

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Direct Procurement

corcentric.com



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2020 Benchmark Report

WEBINAR

Impact of Coronavirus: How procurement can lead in times of crisis (Covid-19) to ensure immediate business continuity and build resilience for the future

WHITFPAPFR

The Four Stages of Procurement Maturity - How to rev up your Business Spend-Value engine

WEBINAR

Smarter Together - 2020 Global Virtual Event

coupa.com

VISIT MARKETPLACE LISTING

ABOUT US

Coupa's leading Business Spend Management platform empowers organisations around the world to gain the visibility and control they need to make smarter spending decisions.

The comprehensive cloud-based platform leverages collective community intelligence gathered from Coupa's global network of customers, partners & suppliers and is powered by \$1.7tn of business spend.

Payment and Transactional

E-sourcing

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Contract Management Tool

Supplier Information and

Supplier Discovery

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P2P Suites

Artificial Intelligence

Cost Management

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Direct Procurement

DocuSign[®]



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WEBINAR

Managing Vendors' Data Privacy Compliance

WHITEPAPER

Contract Analytics: The Key to Unlocking the Business Value Within Contracts for All Stakeholders

WHITEPAPER

Managing the Challenges with Burgeoning Data Privacy Laws

WEBINAR

How Contract Analytics Help Supply Chain Continuity During Disruptions

ABOUT US

DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature, the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than half a million customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

Payment and Transactional Solutions

Analytics Solutions

Contract Management Tools

Artificial Intelligence

docusign.co.uk

ecovadis



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WHITEPAPER

Sustainable Procurement Value Spotlight 1: Supply Chain Risk Mitigation and Resilience

WEBINAR

Procuring A Purposeful Business Through Supply Chain Sustainability Performance

WHITEPAPER

Corporate Action on Greenhouse Gas Emissions

WHITEPAPER

Sustainability Risk and Performance Index: Insights from Global Supply Chain Rating

ABOUT US

EcoVadis is the world's most trusted provider of business sustainability ratings, intelligence and collaborative performance improvement tools for global supply chains. Backed by a powerful technology platform and a global team of domain experts, EcoVadis' easy-to-use and actionable sustainability scorecards provide detailed insight into environmental, social and ethical risks across 190 purchasing categories and 150 countries. Industry leaders such as Johnson & Johnson, L'Oréal, Nestlé, Schneider Electric, Michelin and BASF are among the more than 45,000 businesses on the EcoVadis network, all working with a single methodology to evaluate, collaborate and improve sustainability performance in order to protect their brands, foster transparency and innovation, and accelerate growth. Learn more on ecovadis.com, Twitter or LinkedIn.

Supply Chain Risk Management

Supplier Information and Assessment

Sustainability Advisor

ecovadis.com



RECENT RESOURCES

CASE STUDY

Digital transformation: Modernizing corporate travel programs during Covid-19

WEBINAR

Impact of Coronavirus: What happens when your team can't travel

VIDEO

Marketplace Live! from Egencia

WHITEPAPER

Modernize your travel program

VIDEO

Egencia makes business travel easier!

egencia.co.uk/en/

VISIT MARKETPLACE LISTING

ABOUT US

"Business travel begins with you"

Business travel is about getting where you want to go—in the world and in business. That's why "getting there" should always be easy. It should be personal, natural and convenient. At Egencia, we put your needs at the center of everything we do—and we are constantly reimagining how to deliver more ease, innovation, and savings to both travelers and the people who make their travel possible. We believe you should always feel the support of the thousands of people dedicated to giving you and your travelers access, services, and value that provide an altogether better experience. After all, business travel begins with you.

"Under our wing"

We care about our customers and so we're relentless in giving them the freedom to soar. We strive to always fly higher and to give our customers better experiences. We work tirelessly to find new ways to re imagine just how good business travel can be. And we are guided by the ambition to be the best—to never falter, waver, or lose our way. So, it makes sense that the Egencia brand is embodied by our bird. It's more than simply a logomark—it's a constant part of who we are and how we approach what we do here every day. It's a symbol of just how easy business travel should be. And it's an indelible part of who we are: the people who always endeavor to put you securely under our wing.

Analytics Solutions

Trave

Services Procurement



RECENT RESOURCES

WHITEPAPER

Uncertainty in forest products markets: The risk of overlooking the forces driving the next normal

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Packaging goes core: The unsurprising and critical role of packaging in e-Commerce

WHITEPAPER

The Future of Supply Chains in Metals and Mining Markets

WHITEPAPER

Agility during economic uncertainty: Timely considerations for procurement professionals reliant on global commodity markets

fastmarkets.com

VISIT MARKETPLACE LISTING

ABOUT US

Fastmarkets is the leading price reporting, analytics and events organization for the global forest products, metals, and industrial minerals markets. It operates within Euromoney Institutional Investor PLC. Fastmarkets price reporting supports transactions in commodities markets around the world.

Fastmarkets RISI is the world's most trusted price reporting and market analysis provider for the forest products sector. Businesses working in the pulp and paper, packaging, wood products, lumber, timber, biomass, tissue and nonwovens markets use Fastmarkets RISI data and insights to benchmark prices, settle contracts and inform their strategies worldwide.

Fastmarkets RISI clients comprise more than 97% of the world's forest products sector, plus many of the industry's end-users, suppliers, investors and financial-service providers. Along with objective price reporting and industry data, Fastmarkets RISI provides forecasts, analysis, conferences and consulting services to stakeholders throughout the forest products supply chain.

Fastmarkets maintains locations in London, New York, Boston, Atlanta, Oakland, Eugene, Chicago, Pittsburgh, Brussels, Helsinki, São Paulo, Shanghai, Beijing and Singapore. Euromoney Institutional Investor PLC is listed on the London Stock Exchange and is a member of the FTSE 250 share index. It is a leading international business-to-business information group focused primarily on the global banking, asset management and commodities sectors.

Analytics Solutions Market Intelligence



RECENT RESOURCES

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Roadmap: Preparing procurement for the e-commerce revolution

WHITEPAPER

GEP Outlook 2020

WHITEPAPER

Digitalisation: Promise and delivery

WEBINAR

Mitigating Third-Party Risks in Procurement: Proven Strategies and Best Practices

gep.com

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ABOUT US

GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize business and shareholder value.

Fresh thinking, innovative products, unrivalled domain and subject expertise, and smart, passionate people – this is how GEP creates and delivers unified supply chain solutions of unprecedented scale, power and effectiveness.

Named a Leader in Gartner Magic Quadrants, Winner for Best
Procurement Software and Best P2P Provider at the World Procurement
Awards, Best Procurement Consultancy at CIPS Supply Chain
Management Awards, and Best Provider at the EPIC Procurement
Excellence Awards, GEP is frequently honoured as an innovator and leader
in source-to-pay direct and indirect procurement software by Gartner,
Forrester, IDC, Procurement Leaders, Spend Matters and CPO Rising.

GEP is also ranked leader in managed procurement services (procurement outsourcing) by Everest Group, NelsonHall, IDC, ISG, HfS and IAOP. In addition, the primary research firm in the management consulting sector, ALM intelligence, ranks GEP leader in procurement strategy and supply chain consulting.

With 21 offices and operations centers in Europe, Asia and the Americas, Clark, New Jersey-based GEP helps enterprises worldwide realize their strategic, operational and financial objectives.

E-sourcing

Supply Chain Risk Management

Analytics Solutions

SRM Tools and Dashboards
Contract Management Tools

Our milian Naturantes 0

Supplier Networks & platforms

Supplier Portals

Supplier Information and

Supplier Discovery

Supply Chain Management Tools

Supplier Lifecycle
Management Tools

S2P Suites

P2P Suites

Vendor Management Systems (VMS)

Artificial Intelligence

Business Process Outsourcing

Procurement Outsourcing

Cost Management

Market Intelligence

Consulting / Advisory

Services Procurement

Direct Procurement



RECENT RESOURCES

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Time to Pay: The Biggest Issue for Small Suppliers

WHITEPAPER

Roadmap: Supporting Suppliers through Economic Adversity

CASE STUDY

Insights from the ecosystem: From cost reduction to influential business partner

WEBINAR

Cultivate an enterprising supply chain in adverse conditions

ABOUT US

Greensill is a leading global provider of working capital finance. Founded in 2011, Greensill provides businesses with alternative sources of funding, allowing them to provide suppliers with the opportunity for faster payment, while at the same time preserving their own capital position. The company is headquartered in London with offices in New York, Frankfurt, Chicago, Miami, Singapore, Sao Paulo, Mexico City, Johannesburg, Sydney, Warrington and Bundaberg. Greensill provides working capital finance facilities to customers across Europe, North America, Latin America, Middle East, Africa, and Asia. The company owns Greensill Bank, which was founded in Bremen, Germany in 1927, has a suite of proprietary Supply Chain Finance Funds run by world leading fund management organisations, acquired Finacity in June 2019 and FreeUp in October 2019. Greensill works with dozens of institutional investors that together provide stable funding. In 2019, Greensill provided more than US\$150 billion of financing to more than 8 million customers and suppliers across more than 165 countries.

Payment and Transactional

Supply Chain Finance platforms

greensill.com





RECENT RESOURCES

WEBINAR

SAP S/4 Hana and the implications for Procurement

WEBINAR

h&z Savings boost – Quick-wins realization with Supplier Days

ABOUT US

h&z Management Consulting stands for consulting with Head, Heart, and Hand - together with our clients we develop and implement concepts that are adjusted for their needs and wishes. We are one of the leading business consultancies for Procurement excellence and transformation with global corporations and renowned mid-sized companies as our clients for over 20 years. Our focus areas are Procurement, Supply Chain, Strategy & Business optimization but we also have a strong track record in Technology, Innovation and Sales. We also have our own h&z Academy that develops training programs and offers customized courses for our clients' employees. h&z is a member of the Transformation Alliance – an association of independent European strategy and management consultancies with over 500 consultants and 14 offices worldwide.

Training Providers

Consulting / Adviso

huz.de



RECENT RESOURCES

WHITEPAPER

Strategy Report: Building a Procurement Sustainability Programme

WHITEPAPER

Sustainability in the Supply Chain: Procurement's Duty to Act

WHITEPAPER

Driving Sustainability in the Supply Chain

VIDEO

Marketplace Live! from IntegrityNext, with Larissa Brachvogel

integritynext.com

VISIT MARKETPLACE LISTING

ABOUT US

IntegrityNext enables companies to monitor 100% of their suppliers for sustainability and compliance in order to drive sustainability in the supply chain, meet the regulatory requirements and reduce risk.

The IntegrityNext platform offers pre-built supplier self-assessments that cover all relevant sustainability and compliance topics. The assessments are automatically obtained from the suppliers along with the supporting certificates. Additionally, IntegrityNext monitors social media for malpractice and reputational risks. Keep track of your suppliers' sustainability performance in an aggregated dashboard with real-time risk alerts.

For added value, IntegrityNext data can easily be integrated into existing procurement processes or exported to be used in the non-financial report for example.

Among others, IntegrityNext covers Environmental Protection, Human Rights & Labor, Health & Safety, Diversity, Anti-Bribery & Anti-Corruption, Supply Chain Responsibility, Diversity, Data Protection, Cyber Security, Quality Management, Financial Information, Blacklist & Sanctions, Conflict Minerals, REACH and RoHS.

Companies in over 130 countries are using the IntegrityNext platform, including industry-leading companies such as Clariant, Fujitsu, Miele, OSRAM and Siemens.

Supplier Information and Assessment Sustainability Advisory



RECENT RESOURCES

WHITEPAPER

Research Report: Digital Transformation Through Partnerships

CASE STUDY

The evolution of procurement in APAC: Creating resilient organisations

WHITEPAPER

Insight: Smart procurement

WHITEPAPER

Insight: Procurement digitalisation

ABOUT US

Ivalua is a leading provider of cloud-based Spend Management solutions. Our complete, unified platform empowers businesses to effectively manage all categories of spend and all suppliers, increasing profitability, lowering risk and improving employee productivity. Trusted by hundreds of the world's most admired brands and recognized as a leader by Gartner and other analysts, Ivalua maintains the industry's leading 98%+ customer retention rate.

ALL Spend, ALL Suppliers, NO Compromises.

ivalua.com

VISIT MARKETPLACE LISTING

S2P Suites
P2P Suites





RECENT RESOURCES

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Autonomous Procurement: Practical Steps to Embrace the Future

VIDEO

Creating the Golden Triangle: People, Processes and Technology

WEBINAR

Impact of Coronavirus: Proactive and agile sourcing strategies for rapid response to supply chain disruptions

VIDEO

Marketplace Live! from Jaggaer

ABOUT US

JAGGAER, the world's largest independent spend management company, with over 2,000 customers connected to a network of four million suppliers in 70 countries, served by offices located in the Americas, APAC, Asia and EMEA. JAGGAER offers complete SaaS-based Source to Pay eProcurement solutions with advanced Spend Analytics, Sourcing, Supplier Management, Contract Lifecycle Management, Savings Tracking, and intelligent workflow capabilities all on a single platform, JAGGAER ONE. JAGGAER has pioneered spend solutions for over two decades and continues to lead the innovation curve by listening to customers and stakeholders in all industry sectors, public services and academia. Additionally, JAGGAER holds 37 patents—more than any other spend management company.

E-sourcing

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Supplier Discovery

Supply Chain Management

Supplier Lifecycle Management Tools

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P2P Suites

Vendor Management Systems (VMS)

Robotic Process Automation

Artificial Intelligence

Cloud Services

jaggaer.com



RECENT RESOURCES

WHITEPAPER

Optimising Indirect Procurement With Marketplaces: Pros, Cons and Pitfalls of Selecting and Working with Marketplaces

WHITEPAPER

Optimising time savings in indirect IT Procurement

WHITEPAPER

Lenovo: Vendor Partner Success Story

WHITEPAPER

Amaris Success Story

markit.eu

VISIT MARKETPLACE LISTING

ABOUT US

More than 9500 companies in 35 countries use Markit to purchase their IT products, including 20+% of the Global Forbes 2000 and Fortune 500 companies. Companies such as ABB, AGA, Coca-Cola, Danfoss, Ericsson, Johnson & Johnson, MetLife, Michelin, Rezidor/Radisson, Roche, Sanofi, Schott, SEB, Siemens, Skype, Telenor, Tieto and TikTok are solving numerous indirect IT purchasing issues with Markit. In 2019, they saved an average of 12.5% on average market prices and thousands of hours in reduced purchasing process time.

Our clients compare prices and delivery times in real time in our catalogue of three million IT products, sourced from approximately 300 of the world's leading IT distributors. Markit offers local to local deliveries with local invoicing in the relevant currencies across 35 countries. The average delivery time for orders is 2.5 days. In addition, clients get transparent visibility of spend, dynamic proof of savings plus supplier and invoice consolidation options, all backed by dedicated client support in local languages.

Contract management and service level agreements are simplified with a group level consolidated agreement, potentially reducing the client's IT supplier count to one.

We believe IT purchasing should be simple, transparent and efficient – in a way that not only saves money on product prices but reduces purchasing process time massively. We're passionate about helping our clients succeed in achieving the lowest possible total cost of purchase.

B2B Marketplaces

IT



RECENT RESOURCES

WHITEPAPER

Roadmap - Digital, Liquid, Data-Driven: The Three-Pillar Framework For A More Resilient Supply Chain

WHITEPAPER

Insight: Visibility into suppliers

ABOUT US

Mastercard is the global technology company behind the world's fastest payments processing network. We are a vehicle for commerce, a connection to financial systems for the previously excluded, a technology innovation lab, and the home of priceless possibilities. Everyone wants easier ways to pay; we invent them. Corporate purchasing is complicated; we make it simple. Small businesses are virtual; we give them access to a world of buyers.

Payment and
Transactional Solutions

mastercard.com

McKinsey & Company

PROCUREMENT LEADERS

RECENT RESOURCES

WHITEPAPER

Supply-chain recovery in coronavirus times—plan for now and the future

WHITEPAPER

Taking supplier collaboration to the next level

WHITEPAPER

Planning for the future: The role of spend analytics in the next normal

WHITEPAPER

Rethinking procurement in retail

ABOUT US

McKinsey & Company is a global management consulting firm. We help organizations across the private, public, and social sectors create the change that matters. From the C-suite to the front line, we partner with our clients to transform their organizations in the ways that matter most to them. With exceptional people in 65 countries, we combine global expertise and local insight to help you create the change that truly matters.

McKinsey's Procurement service line helps unlock the full potential of clients' portfolios. Our pioneering and digitally enabled approaches to optimize spend categories, drive productivity and innovation with suppliers, and maximize procurement impact through an agile digital operating model typically result in ~20% improved margins and 20x return on investment. Core to our approach are industry-leading digital and analytics solutions that help clients transform and lead the procurement function of the future. Our uncompromising commitment to invest heavily and work with clients to enhance institutional and individual capabilities ensures that impact is sustainable over the long-term.

Cost Management
Consulting / Advisor

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VIDEO

The Top 5 Insights That Save You the Most in Your P2P Process

my-invenio.com

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ABOUT US

mylnvenio's advanced process mining and Digital Twin of an Organization (DTO) solution offers a low-cost, fail-fast approach to analyze, constantly monitor and optimize business processes, and drive digital transformation. mylnvenio combines process mining and DTO to derive precise, dynamic process models, enabling organizations to make informed decisions, implement changes relevant to the current market, and guarantee that process improvement initiatives add value. mylnvenio automatically discovers the end-to-end process streamline and identifies process behavior, compliance, performance, resources involved and their roles. It's advanced analytics monitor process deviations, KPI alignment, and bottlenecks. Along with process mining and DTO, mylnvenio offers sophisticated and intelligent capabilities to optimize a business's Robotic Process Automation (RPA) journey and visually represent and analyze complex processes using its unique multi-level process mining, task mining, and advanced simulation engine. mylnvenio is a top-rated solution by customers on Gartner Peer Insights, and has been recognized as Cool Vendor in Analytics by Gartner (2016) and Hot Vendor in BPM by Aragon Research (2018). World-class organizations trust mylnvenio. Our customers include: FCA, Chiesi Pharmaceuticals, KPMG, Deloitte, Credem Bank, Prysmian Group, and more.

Analytics Solutions
Process Mining
Cloud Services
Services Procurement





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ABOUT US

PRGX helps companies spot value in their source-to-pay processes that other sophisticated solutions didn't get to before. Having identified more than 300 common points of leakage, we help companies reach wider, dig deeper, and act faster to get more value out of their source-to-pay data. We pioneered this industry 50 years ago, and today we help clients in more than 30 countries take back \$1.2 billion in annual cash flow. It's why 75% of top global retailers and a third of the largest companies in the Fortune 500 rely on us.

Analytics Solutions Recovery Audit

prgx.com



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2020 Supply Chain Risk Report

WHITEPAPER

Achieving Supply Chain Continuity: Framework for coronavirus crisis recovery and greater risk awareness

riskmethods.net

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ABOUT US

Riskmethods empowers businesses to identify, assess and mitigate supply chain risk. By using artificial intelligence, we help customers automate and accelerate threat detection, enabling them to gain competitive advantage with a well-managed approach to meeting customer demands, protecting reputation and reducing total cost of risk.

We serve over 12,000 users in over 130 global enterprises. Riskmethods makes customers' businesses more resilient by harnessing big data and machine-learning AI technology to identify threats to a supply network. We then give customers the tools they need to assess the impact of that risk and take proactive steps to collaboratively prevent or mitigate it.

riskmethods and our partner ecosystem are experts in procurement, supply chain, enterprise risk and technology. We have core beliefs that drive our mission: We believe that having a resilient business requires monitoring and mitigation of supply chain risk. We believe that transformative technology is necessary for a 360-degree view of risk. We believe that the best way to manage risk is to address it proactively. And we believe that collaborative communication key to supply network visibility, which allows customers to identify the weak links in their supply chains and then make them stronger.

Riskmethods makes businesses more resilient by providing the advanced technology needed to manage supply chain risk proactively and collaboratively: riskmethods is the intelligent way to manage risk.

Supply Chain Risk Management Supplier Information and Assessment Supply Chain Management Tools Supplier Lifecycle Management Tools Artificial Intelligence



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Essential Metrics to Benchmark Sourceto-Pay Efficiency and Effectiveness

ABOUT US

SAP Procurement Solutions includes SAP Ariba, SAP Fieldglass and SAP S/4HANA-based offerings for operational procurement, delivering a comprehensive suite for goods and services procurement and external workforce management. SAP Ariba solutions provide collaborative commerce capabilities from sourcing and orders through invoice and payment along with expertise to help customers optimize their spend. The solutions drive simple, intelligent exchanges between millions of buyers and suppliers across both direct and indirect expense categories. SAP Fieldglass solutions are market leading for external workforce management and services procurement, helping global organizations find, engage and manage all types of flexible resources including contingent workers and services providers.

Payment and Transactional Solutions

B2B Marketplaces

E-sourcing

Supply Chain Risk Management

SRM Tools and Dashboards

Contract Management Tools

Supplier Networks & platforms

Supplier Information and Assessment

Supplier Discovery

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Supplier Lifecycle Management Tools

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scanmarket.com

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ABOUT US

The world's most user-friendly Strategic Sourcing platform. Founded in 1999, Scanmarket is the market-leading global Strategic Sourcing platform. Our proven cloud-based solutions are trusted by 300+ customers across more than 80 countries. The secret to our success and longevity is simple: A constant focus on helping our customers achieve their business goals by providing them with the very best strategic sourcing solutions and support in a globally-accessible, easy-to-use platform.

E-sourcing

Analytics Solution

Contract Management Tools

Supplier Information and

Supply Chain Management Tools

Cloud Services

Customer Services Management



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Improving Sourcing Decisions

scoutbee.com

VISIT MARKETPLACE LISTING

ABOUT US

Powered by AI and continuously curated data, scoutbee traces the supply chain of millions of suppliers to bring together supplier information with deep insights and a simple, digital process for strategic sourcing.

Founded in 2015 by procurement, operations and engineering experts, scoutbee offers its strategic sourcing solution in Europe and in the US. It enables procurement leaders to source and onboard new suppliers faster, while consolidating data on existing suppliers to enable purchasers to make more confident buying decisions.

Core functionality is based on two key products - Streamline (Supplier Discovery) and DeepSee (Supply Chain Insights). Trusted by companies spanning many industries, scoutbee can speed up supplier search, digitize manual tasks to a minimum and help purchasing staff to make their decisions based on market data, updated in real time.

scoutbee has locations in Berlin, Würzburg, Zurich and Washington D.C., and has customers including Siemens, Audi and Airbus. The company was named one of Gartner's 2020 "Cool Vendors" in Sourcing and Procurement for Supply Chain, and was "Highly Commended" for technology at the World Procurement Awards 2019. scoutbee has to date raised \$76M in funding from investors including Atomico, Lakestar, Next47, Toba Capital, HV Holtzbrinck Ventures and 42CAP.

B2B Marketplaces

E-sourcing

Supply Chain Risk Management

Supplier Networks & platforms

Supplier Information and Assessment

Supplier Discovery
Artificial Intelligence

Cloud Services



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Al in Procurement: the Leader's Guidebook

CASE STUDY

ISS with Sievo

CASE STUDY

Kellogg's with Sievo

ABOUT US

Sievo helps businesses turn procurement data into dollars. By consolidating all procurement related data under one information hub, Sievo uncovers hidden value and provides insights for data-driven decisions. With Al-driven classification and data-driven external benchmarking, Sievo provides the leading procurement analytics solution powering procurement organizations worldwide.

Established in Finland in 2004, Sievo has long been a forerunner in procurement analytics software, offering spend analysis, savings lifecycle, spend forecasting, contract management, procurement benchmarking and 3rd party data enrichment solutions. Their global customer base includes such multinational industry leaders as brewery group Carlsberg, telecom giants MTN and Telenor, facilities services provider ISS and elevator manufacturer Schindler Group.

Analytics Solutions

Contract Management Tools

Artificial Intelligence

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taulia.com

VISIT MARKETPLACE LISTING

ABOUT US

Taulia delivers working capital solutions that make it easy for businesses to free up cash, accelerate payments, and improve supply chain health. Since founding in 2009, we've envisioned a world where every business thrives by liberating cash. Our technology powers a network connecting more than 2 million businesses across 168 countries and has accelerated more than \$100 billion in early payments.

With Taulia, businesses have the option to choose when and how to pay and get paid. It sounds simple, but our painless processes provide both buyers and suppliers with the tools to make this a reality.

Our solutions include:

- Supply Chain Finance Early payment to suppliers using third-party financing to unlock working capital
- Dynamic Discounting Early payment to suppliers using your own cash to generate cost savings
- Supplier Management Supplier self-service portal to access PO, invoice and payment details
- Electronic Invoicing Flexible invoice submission and data capture solutions for suppliers of all sizes
- Cash Forecasting Al based forecasting of cash based on payables and receivables

Payment and Transactional Solutions

Supply Chain Finance platforms

Supply Chain Risk Management

Analytics Solutions

SRM Tools and Dashboards

Supplier Networks & platforms

Supplier Portals

Supply Chain Management
Tools

Supplier Lifecycle Management Tools

P2P Suites

Artificial Intelligence

Cloud Services

Business Process
Outsourcing

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WHITEPAPER

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trgscreen.com

VISIT MARKETPLACE LISTING

ABOUT US

TRG Screen is the leading provider of software and managed services used to monitor and manage subscription spend and usage across the entire enterprise.

TRG Screen is uniquely positioned to offer the full spectrum of enterprise subscription management capabilities and differentiated by its ability to comprehensively monitor both spend on and usage of purchased enterprise subscriptions – including IT services, software licences, data and information services, rental and insurance costs, and other corporate expenses, for a global client base.

Our software solutions offer a full function procurement environment listing of all your providers' contracts — including prices, expiry an renewal dates, rules, and terms and conditions. Armed with this level of granularity we enable procurement departments and CPOs to: create full transparency of inventory, costs and usage; optimize contract management; better understand vendors' pricing models; select the best suppliers and negotiate the best deals; and reduce TCO and increase profitability.

TRG Screen's clients realize immediate ROI and significant long-term cost savings, transparency into their purchased subscriptions, workflow improvements and compliance with their vendor contracts.

Our global client base consists of more than 400 blue-chip enterprises that jointly manage more than \$8.5bn of subscription spend using TRG Screen's software solutions.

Payment and Transactional Solutions

Analytics Solutions

Data and Content Management Platforms

SRM Tools and Dashboards

Contract Management Tools

Supplier Networks & platforms

Supplier Portals

Supplier Information and

Supplier Discovery

Supplier Lifecycle Management Tools

ERP Suites

Artificial Intelligence

Cloud Services

Business Process Outsourcing

Procurement Outsourcing

Recruitment Process
Outsourcing

Cost Management

Market Intelligence

Recovery Audit

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Services Procurement

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Direct Procurement



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WEBINAR

Embracing the Ecosystem: Building Your Unique Digital Roadmap

ABOUT US

Outcome-driven companies partner with WNS Denali to operationalize their Procurement function and improve financial performance and efficiency. We work alongside our Clients to co-create, implement, and execute next-generation Procurement operating models tailored to their specific needs and designed to increase the strategic impact of Procurement for their business. WNS Denali's experts provide a range of advisory and managed services, along with enabling technology and support, to help our Clients build an integrated Procurement Ecosystem that empowers them to outperform the market.

Contact WNS Denali to learn how we help our Clients create greater business value by operationalizing Procurement. For more information, you can visit us at www.wnsdenali.com Payment and Transactional Solutions

Analytics Solutions

Supplier Discovery

S2P Suites

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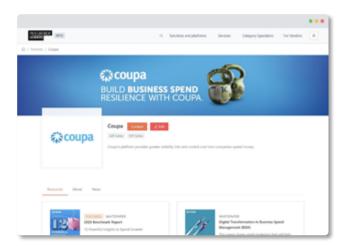
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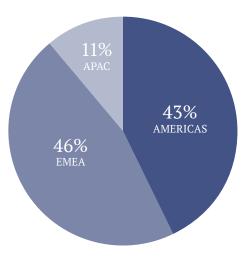
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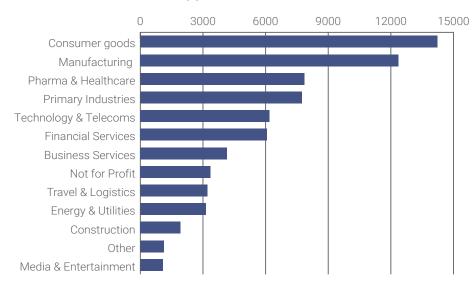




BY SENIORITY



BY INDUSTRY



COMPANY SIZE - REVENUE (US \$ MILLIONS)

