

Procurement Software Category

FALL 2024
Customer Success Report





Procurement Software Category

Procurement software assists enterprises to automate their purchasing work. It allows organizations to manage most of their procurement activities online, including producing and sanctioning purchase orders, choosing and ordering goods, receiving and matching invoices and orders, and making payments. Procurement units can use this solution to organize order shipments for full capacity, or to interact with suppliers bidding for orders. Main benefits of procurement systems are the ability to utilize economies of scale, better coordination with vendors, and decrease in effort and time needed to manage purchases.

Customer Success Report

Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:



CONTENT SCORE

- ✓ Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- ✓ Customer reference rating score
- ✓ Year-over-year change in amount of customer references on FeaturedCustomers platform
- ✓ Total # of profile views on FeaturedCustomers platform
- ✓ Total # of customer reference views on FeaturedCustomers platform



MARKET PRESENCE SCORE

- ✓ Social media followers including LinkedIn, Twitter, & Facebook
- ✓ Vendor momentum based on web traffic and search trends
- ✓ Organic SEO key term rankings
- ✓ Company presence including # of press mentions



COMPANY SCORE

- ✓ Total # of employees (based on social media and public resources)
- ✓ Year-over-year change in # of employees over past 12 months
- ✓ Glassdoor ranking
- ✓ Venture capital raised

Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

2024 Customer Success Awards

Check out this list of the highest rated Procurement Software based on the FeaturedCustomers Customer Success Report.



* Companies listed in alphabetical order



2024

**PROCUREMENT
SOFTWARE**

MARKET LEADER





ABOUT AVIDXCHANGE



Serving more than 5,500 clients throughout North America, AvidXchange is an industry leader in automating invoice and payment processes for midmarket companies spanning multiple industries including Real Estate, Financial Services, Energy, and Construction. AvidXchange has been recognized as one of the 50 fastest-growing private companies in the Charlotte area for six consecutive years, ranked among Deloitte's Fast 500 this past year, and was recently named one of the top 100 technology companies in North America by Red Herring. In the midst of record growth, AvidXchange has remained true to its most valued competitive advantage—its...

197

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“The biggest problem we solved by shifting to AvidXchange has been streamlining our business processes. Our process is a lot simpler than it was before. We’ve cut the number of business processes dramatically.”

NEIL THOMPSON
CHIEF FINANCIAL OFFICER, PINELLAS COUNTY HOUSING
AUTHORITY

“AvidInvoice has been the easiest software application and implementation that our team has ever experienced. The integration with our accounting system worked immediately and with little configuration.”

JOHN OLSON
CHIEF INFORMATION OFFICER, VEDDER COMMUNITY
MANAGEMENT

“AvidXchange has helped us put accountability on the coders and approvers, and taken it off of the accounts payable department. More visibility into our process, and electronic audit trails have been great!”

LORI WILLIAMS
AP MANAGER, SMS HOLDINGS

“I learned the software quickly thanks to AvidXchange’s in-depth training and onboarding resources. It really helped me to grasp the tool and how I could use it to make our process seamless.”

MICHELLE TO
SABAN COMMUNITY CLINIC

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ABOUT BASWARE

basware
Now it all just happens™

Basware is the global leader in providing purchase-to-pay and e-invoicing solutions in the world of commerce. Basware empowers companies to unlock value across their financial operations by simplifying and streamlining key financial processes. The Basware Commerce Network, the largest open business network in the world, connects 1 million companies across 100 countries and enables easy collaboration between buyers and suppliers of all sizes.

229

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“It was time to see whether we could optimize our own processes within purchasing, invoice and expense handling processes. Atea buys much more hardware than anything else, so hardware purchases would still be handled by central purchasing. Our aim was to find a purchasing system that could support our strategy of making individual employees responsible for all indirect purchases.”

RUNE PIND NIELSEN
ACCOUNTS PAYABLE MANAGER, ATEA

“A major benefit of the solution is the ability to track invoices and identify bottlenecks in the process. We know where all invoices are at any given point and have a full audit trail for every document. Now that we have this level of visibility we can identify issues and make process improvements.”

MELANIE ROSKELL
PURCHASE TO PAY MANAGER, ELFS SHARED SERVICE

“Basware's solution saves significant time and money, enables enhanced tracking and easy auditing, and provides the accuracy, efficiencies, visibility and control we need. We're even using it to monitor suppliers and look for opportunities to consolidate invoices and capture early payment discounts.”

DANIEL GARUTI
VICE PRESIDENT, LOOMIS SAYLES

“Thanks to the Basware solution, we've been able to implement a new culture that is focused on procurement as a strategic process. Now, strategic planning for purchases begins at the requisition stage, instead of as a reaction to receiving the bill. It elevates our operations to a whole new level.”

ZOLTÁN WERLE
CORPORATE SERVICES DIRECTOR, HUNGARIAN RAIL

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Brambles


ArcelorMittal

ABB

 **HEINEKEN**


ACCO
BRANDS



ABOUT COUPA SOFTWARE



Coupa's cloud-native Business Spend Management (BSM) platform provides powerful capabilities and an end-to-end processes that helps drive collaboration across procurement, finance, treasury, compliance, and supply chain leaders to help their companies spend smarter, mitigate risk, and improve resilience. A unified platform approach frees up IT from complex integrations to help leaders deliver on these goals.

452

TOTAL CUSTOMER REFERENCES

[VIEW ALL
REFERENCES](#)

FEATURED TESTIMONIALS

"Coupa's cloud-based solution met our objectives and gave us the opportunity to customize the software to our specific needs. Coupa simply proved to be a very fast, easy-to-use and efficient implementation."

GINA VENTIMIGLIA
VP GLOBAL PROCUREMENT, REAL ESTATE & FACILITIES,
AUCTION.COM

"The value of Coupa insights is really about the time-savings, and not having to go outside of Coupa to do calculations or come up with best-in-class ratios that your executives want. Coupa does it for you."

CHRIS FONTANA
DIRECTOR OF PROCUREMENT, FREEMAN

"With Coupa, we are able to visualize our expenditure and generate reports across multiple currencies to show the strategic value of our Procurement team."

MIKE VAN GERVEN
CHIEF PROCUREMENT OFFICER, NEC CORPORATION

"As a world-class hospitality business, we want to grow with our procurement solution, so Coupa is a great fit."

AMANDA PROCHASKA
VICE PRESIDENT, PROCUREMENT PMO, MGM RESORTS
INTERNATIONAL

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ABOUT FRAXION

fraxion

Procure-to-pay software for proactive spend management. Trusted by mid-size companies worldwide for purchasing, expense and AP automation with advanced spend analytics and reporting power. Our customers enjoy ease of use, mobile flexibility, and rely on the integration-ready platform to drive process efficiency and enable time and cost savings. Fraxion replaces manual, paper, email, and spreadsheet-based processes with easy, digital purchasing workflows, AP automation, and digital records that reduce the time, errors, and risk...

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Fraxion requires that all operational/club level management follow the same procedure with regards to procurement, which creates uniform workflows, documentation and processes. This eases up the workload in the finance department due to the centralization of all requests and purchase orders. Audit trails, compulsory approval workflows and a vast record of historic procurement documentation allows for missing transactions and other queries related to procurement to be resolved without difficulty. Fraxion also scales well as we are continuously expanding as a company. Ease of use and simplicity of the system enables new users to phase into the workflow effortlessly.”

THEUNS S
GROUP FINANCIAL MANAGER, ZONE FITNESS

“I would largely recommend Fraxion. There were no hiccups with implementation. It's easy for us to use, easy to maintain, and very much within our budget. Fraxion's like Apple. It's very user-friendly. It's crazy to think about how we used to operate now that we have Fraxion as an automated system.”

SEAN F
FINANCE DIRECTOR, CUBE WORKSPACE

“Fraxion has streamlined our purchasing and procurement process tremendously. And it definitely has alleviated the need for our buyer to do so much manual work. We have better accountability of tracking approvals.”

ANTHONY P
CONTROLLER, MESA WATER DISTRICT

“With Fraxion, we just enter the info in the system, even from remote locations. Everything goes through the whole approval process automatically. Most orders only take one to two minutes to complete.”

JASON SCHNEIDER
ASSOCIATE DIRECTOR, OPERATIONS, ATYR PHARMA



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ABOUT GEP SMART



GEP SMART is an AI-powered, cloud-native software for direct and indirect procurement that offers comprehensive source-to-pay functionality in one user-friendly platform, inclusive of spend analysis, sourcing, contract management, supplier management, procure-to-pay, savings project management and savings tracking, invoicing and other related functionalities.

65

TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“SMART by GEP is a true suite, encompassing spend analysis, sourcing, contract management, P2P and supplier management. Unlike other self-proclaimed procurement “suites” in the market that have one powerhouse module and only the most basic of capabilities in other modules, GEP’s solution possesses extremely strong capabilities in each of these modules.”

ANDREW BARTOLINI
MANAGING PARTNER & CHIEF RESEARCH OFFICER,
ARDENT PARTNERS

“We were looking for a simple, robust solution that would be intuitive to use both flexibility and standardization were paramount. With SMART by GEP, we are analyzing over a billion and a half in spend, running about fifty RFx annually. It has completely changed the time needed to complete a contract and transformed the efficiency of that department.”

ANDREW SABO
GLOBAL PROCUREMENT, DENTSPLY SIRONA

“We use SMART by GEP across our 500 business units, providing everyone in procurement and finance full visibility of everything we’re spending, allowing them to search for opportunities.”

SCOTT HARDIMAN
MANAGER, SPEND ANALYTICS & MARKET INTELLIGENCE,
ITW

“We believe SMART by GEP is the right procurement platform for Chevron, aligned with our goal of improving the user experience for the procurement of goods and services across the company.”

RYDER BOOTH
CHIEF PROCUREMENT OFFICER, CHEVRON

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ABOUT IVALUA



Ivalua was founded in 2000 on a disruptive idea: that Procurement can unlock significant strategic value from a company's spend and supply chain. Software should empower Procurement leaders to do just that, not constrain them. And it should deliver real innovations that drive value today. That's why we created a complete Source-to-Pay platform that delivers best-in-class capabilities today with the flexibility to meet the needs of tomorrow. Now, 20 years later, we have helped over 300 leading companies achieve a competitive advantage by strategically managing over USD 500 Billion in...

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TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“With the right team and the right technology, true digital transformation is possible. Ivalua's platform empowered us to realize virtually 100% paperless procurement and account payable processes. The ease of use and supplier friendly model delivered rapid value, and the flexibility helped bring our talent's best ideas to life to build a competitive advantage.”

WILLIAM MERTZ
PROCUREMENT DIRECTOR, CACI

“Ivalua has enabled our transformation journey effectively, making Procurement more agile and digital. It really began with a focus on suppliers and clean supplier master data to make better decisions. Resolving this empowered efficiency, visibility and much more value creation for the business.”

CYRILLE NAUX
EXECUTIVE VP OF PURCHASING AND SUPPLY CHAIN,
CHASSIS BRAKES

“We partnered with Ivalua due to their combination of best-in-class capabilities and a highly flexible platform proven to meet the unique needs of the public sector. The combination of quick wins, increased visibility and on-time deployment made this one of the best-received programs we've ever rolled out.”

KEITH BOLEN
DIRECTOR, CORPORATE PROCUREMENT, BCLC

“We have a strong partnership with Ivalua and continue to generate value. With Ivalua we have achieved 100% digitization across all procurement processes and have been able capture a tremendous amount of savings.”

SYLVIE ROBIN ROMET
CHIEF PROCUREMENT OFFICER, CREDIT AGRICOLE

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ABOUT JAGGAER



JAGGAER offers the only comprehensive and complete spend solution suites in the procurement space, enabling commerce between any businesses, anywhere. They have pioneered spend solutions for over two decades and continue to lead the innovation curve by listening to customers and analyzing the market. Their solutions suites are trusted by the world's largest education, manufacturing, pharmaceutical, life sciences, automotive, engineering, construction equipment, and medical technology companies and organizations. JAGGAER's SaaS-based, Source to Pay (S2P) solutions enable an efficient relationship between buyers and suppliers, covering the...

250

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“The process costs of our old procurement procedures were extreme. JAGGAER is helping us to shorten our processing periods and eliminates the manual work that went along with the ordering and invoicing processes. The improvements will soon become visible in the form of reduced costs.”

RAINER GROSSL
DEPARTMENT HEAD OF CENTRAL PURCHASING,
NÜRNBERGMESSE

“When we were shown JAGGAER we did a total evaluation and performance tests in all of our locations. Everything came up really good after the implementation. Whatever requirements we had were met and everything matched one-to-one and we knew this was the tool we needed to use.”

SRIKANT SINGH
GLOBAL PROCESS DEVELOPMENT MANAGER -
PROCUREMENT, METSO

“JAGGAER Invoicing restored the credibility of Procurement Services across the organization. But the greatest benefit of all was to get the new system in place in the nick of time before the Covid-19 crisis, seamlessly and without any downtime.”

LILLY MENDEZ
ACCOUNTS PAYABLE MANAGER, CALIFORNIA INSTITUTE
OF TECHNOLOGY

“With JAGGAER we have been able to raise the efficiency and transparency of our global procurement organization to a whole new level.”

STEFANIE SCHILHAB
SUPPLY CHAIN MANAGER, SCHLEMMER

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ABOUT PROACTIS



Proactis is a global Spend Control and eProcurement solution provider. Hundreds of organisations around the world use Proactis software and services to transform their procurement, purchase-to-pay and accounts payable processes to deliver greater bottom-line value.

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“PROACTIS automates our sourcing events from reverse auctions to complex multi-stage negotiations and enables us to realise the best value, not just the best price, from our local supply base by factoring cost, risk, and performance drivers into decision-making. We have achieved a balance between making it easy for users to consistently adhere to the agreed policy and...”

STEVE ROBINSON
HEAD OF COMMISSIONING AND PROCUREMENT, CITY
OF CARDIFF COUNCIL

“It's no small feat to establish a single procurement system that enables us to manage 850 different properties as separate entities. But in doing so, we now have one of the best spend control systems in our business. We believe Proactis gives us the perfect platform to ensure that we are at the forefront of delivering both value from procurement and control of...”

MATTHEW BURNHAM
CHIEF OPERATING OFFICER, PROPERTY AND ASSET
MANAGEMENT, CB RICHARD ELLIS

“We had a long-standing vision to develop end-to-end procurement processes and workflow to manage all spending across the Council. Proactis provides complete visibility and control of spend and, twinned with Proactis' collaborative procurement portal, will help support our procurement programme for years to come.”

NATASHA FORD
SUPPLIER RELATIONSHIP OFFICER, CAERPHILLY COUNTY
BOROUGH COUNCIL

“The beauty of the Bright Horizons and Proactis partnership is that the system gives us the ability to automate invoice processing, while placing orders in different and more efficient ways. This not only adds value but enables us to see all invoices that come through, even those with no associated purchase order.”

ANDREW DUCKWORTH
HEAD OF PROCUREMENT, BRIGHT HORIZONS

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HOYER



MEDIA GROUP

BOMBARDIER



ABOUT PROCURIFY



Procurify's easy-to-use Intelligent Spend Management platform provides hundreds of organizations worldwide with real-time visibility and control over all business spend. By bringing more spend under management, our customers capture reliable spend data that can be used to proactively minimize rogue spend and rework — and ultimately save them precious time and money. Our procure-to-pay solution helps organizations gain a competitive edge by transforming spend management from a reactive cost center to a proactive, profit-driving function. Beyond...

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TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Incorporating Procurify has been extremely valuable for our purchasing department. Procurify is a great platform for purchasing and procurement. The Dashboard is a convenient interface for tracking order requests and approvals, and comments allow communication and feedback between users. Adding existing items from a searchable list is also very convenient.”

CHARLES
SCIENTIST, CENTRE FOR DRUG RESEARCH AND DEVELOPMENT

“We saved approximately 70 percent on our procurement process compared to what we were spending prior to Procurify. The savings are a combination of reduced internal labour and outsourced resourcing for a number of technical elements required to keep all systems running.”

MIKE SHUBER
GLOBAL IT EXECUTIVE, PROUDFOOT

“Procurify has allowed our team to manage our purchase order process, approvals matrix, and spend thresholds as our company experiences growth and enters new markets. Before Procurify, the approval process took days – now we are down to minutes.”

AAQIL KASSAMALI
SENIOR MANAGER, PROCUREMENT, HOOTSUITE

“From a purchasing and procurement perspective, it's been working great. The employees find that inputting requests is simple and easy. I get an email notification right away, and so do they. When it comes to purchasing, Procurify is fantastic.”

ALEXANDRA COLEMAN
ACCOUNTANT, ANANDIA LABS

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ABOUT SAP ARIBA



SAP Ariba is the world's largest business commerce network. SAP Ariba combines industry-leading cloud-based applications with the world's largest Internet-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they...

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“We deployed Ariba Sourcing to transform our sourcing processes and follow best practices. With Ariba Sourcing in place, we can execute procurement in a more efficient, transparent, informed, and collaborative way and drive cost competitiveness. The OnProcess Technology consulting team supported us in this journey and helped drive compliance across the organization.”

WANDA FEBRIANE
GENERAL MANAGER PROCUREMENT, MITRA
ADIPERKASA

“We recognize that the key to user adoption of any procurement system is providing an easy-to-use tool with current content. Ariba Procurement Content lets us deliver an intuitive shopping experience so that we can drive more spend, ensure compliance with our contracts, and realize greater savings.”

PETER BEYELER
GLOBAL E-PROCUREMENT AND AUTOMATION
MANAGER, CLARIANT

“With SAP Ariba solutions, we now have an easy-to-use, centralized platform for managing all of our procurement processes. In the past, aggregating data from subsidiaries' disparate systems and connecting the dots was a huge headache. Now we are able to see what is bought from whom and for how much.”

AURELIE ABIDI
BEST PRACTICES PROCUREMENT MANAGER, ALBEA

“The SAP Ariba Buying and Invoicing solution put all of our spend information in a central location and automated our processes. This simplifies our procurement organization, so we can focus on identifying new suppliers and commodities and on better pricing.”

ADRIANA MIRANDA
CUSTOMER SERVICE SUPERVISOR, DOLE FOOD
COMPANY INC.

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accenture

CVS caremark

Computacenter

**Hewlett Packard
Enterprise**

GRAINGER
FOR THE ONES WHO GET IT DONE



ABOUT TRADESHIFT

Tradeshift®

Tradeshift is a global network and platform that connects buyers and suppliers. Tradeshift transforms the way companies buy, pay, and work with suppliers. Tradeshift drives supply chain innovation for the digitally connected economy. As the leader in supply chain payments and marketplaces, the company helps buyers and suppliers digitize all their trade transactions, collaborate on every process, and connect with any supply chain app.

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Tradeshift is entering the eProcurement and broader source-to-pay market as an antagonist with a radical perspective on how to improve corporate buying. We welcome Tradeshift's entrance as a procurement suite vendor, which is not just taking the road less travelled but blazing a completely new trail.”

JASON BUSCH
SPEND MATTERS

“Tradeshift provides a network that connects your complete supply chain ecosystem. This connectivity is a crucial component to transforming our procurement organization.”

BRUNO STOCK
VICE PRESIDENT PROCUREMENT OPERATIONS, DANONE

“Tradeshift's platform ensures that something as simple as an invoice doesn't slow down our 24/7 business, benefiting both our company and our suppliers.”

THIERRY BELLON
CPO, AIR FRANCE KLM

“Users find the Tradeshift solution intuitive and easy to use, which has helped us drive usage, increase savings and shorten sourcing cycles.”

DANIEL TIMPE
LINDE GAS

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KUEHNE+NAGEL

ERICSSON



care^{UK}



AMERICAN
EXPRESS

AIRFRANCE





ABOUT ZYCUS



Zycus is a leading global provider of complete Source-to-Pay suite of procurement performance solutions. Their comprehensive product portfolio includes applications for both the strategic and the operational aspects of procurement - eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management and Financial Savings Management. Their spirit of innovation and their passion to help procurement create greater business impact are reflected among the hundreds of procurement solution deployments that they have undertaken over the years. They are proud to have as their clients, some of the best-of-breed companies...

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TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“We were impressed with the collaboration and rapid flow of information amongst the Zycus team members and with their ability to enable our procurement team to undertake hands-on testing of P2P and other solutions, which is something other...”

JEROME SCHIEB
INFORMATION SYSTEMS AND PROCESS MANAGER,
GLOBAL PROCUREMENT, THE JANSSEN
PHARMACEUTICAL COMPANIES OF JOHNSON &
JOHNSON

“Our strategic procurement team depends on an ability to analyze our spending in ways that could give us more systematic, accurate, detailed and frequent views especially into our indirect spending categories. We were particularly impressed with the way Zycus was able to take a month's worth of our actual spending data, process it quickly and present us with a solid business...”

TOM MCLAUGHLIN
COMMODITY MANAGER, INDIRECT SOURCING,
TENNANT COMPANY

“To support our continuous efforts to deliver high quality, affordable dental care, we had a management mandate to improve procurement performance and expense control across our organization. We chose Zycus mainly for the ease of use and superior functionality of the tools, which will enable us to be more effective in the way we manage sourcing and contracting. After the initial pilot program, we could clearly see the...”

SARAH JANE
VP PROCUREMENT, WESTERN DENTAL SERVICES, INC.

“Our team knew from experience that having a complete and integrated set of advanced procurement tools would empower us to deliver substantial cost savings very rapidly. Zycus distinguished itself by having easy-to-use solutions, being responsive to our queries, paying close attention to our unique requirements in all the various solution areas, demonstrating...”

CURTIS MACKENZIE
GENERAL MANAGER OF PROCUREMENT, ST BARBARA
LIMITED

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ABOUT BELLWETHER



#1 Procurement Software for SMBs creating 50-1000+ POs/month. Bellwether Purchasing is a cloud-based solution that has helped thousands of satisfied customers for 38 years reduce costs, gain organizational control over spending and improve regulatory compliance. Simplify and streamline your procure-to-pay workflow with automated Reqs, Approvals, POs, Receiving, Inventory, and Invoicing. Modular, easy-to-use, and scalable. Punchouts, Reporting, Budgeting, Contract Management, Partial Receipts, Integration to major ERPs with a 100% money-back...

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

"We evaluated three software companies by searching the web. All of them provided us trials for us to review. Bellwether was one of those three. We chose Bellwether because it had the functionality we needed and was very user friendly. That was three years ago."

LEE LEE RALEY
PURCHASING AGENT, METCOM

"Bellwether purchasing software is much more valuable than its cost. It is user friendly and is an excellent fit for schools, colleges and universities."

WILLIAM AGOSTA
PURCHASING DIRECTOR, SAINT FRANCIS UNIVERSITY

"We have very good experience with Bellwether Purchasing Software to control all our inventory products. Simple to use, and very accurate."

JAMES MUIR
ARBELLA INSURANCE GROUP

"Bellwether Purchasing Software has made our purchasing process more fluent and flexible. Submitting requisitions has never been easier."

GAGE P
EASTERN IDAHO TECHNICAL COLLEGE

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ABOUT BIRCHSTREET SYSTEMS



BirchStreet Systems powers hospitality industry enterprises with a comprehensive procure-to-pay business solution. As the global leading provider of spend management solutions in the hospitality industry, 15,500 enterprises in over 130 countries subscribe to BirchStreet to connect with a network of more than 450,000 suppliers. Established in 2002, BirchStreet is privately held and is headquartered in Las Vegas, NV with offices in California, China, Singapore, India, and the UK. For more information, please visit www.birchstreetsystems.com...

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

"Best Western is thrilled to partner with BirchStreet Systems to advance our procurement process. We continue to look for new ways to enhance support for our members, and I'm confident this platform's simplified and streamlined approach will be of great value."

RON POHL
SENIOR VICE PRESIDENT OF BRAND MANAGEMENT,
BEST WESTERN HOTELS & RESORTS

"We needed to meet brand requirements and wanted to capitalize on our buying programs and rebates. BirchStreet showed us that their procure-to-pay system had flexibility, scalability and more functionality than competing systems."

JUSTIN HARKEY
CORPORATE DIRECTOR OF FOOD & BEVERAGE, FIRST
HOSPITALITY GROUP

"One of the biggest benefits was that BirchStreet was a cloud-based system, customizable and made our operation process easy. No licenses were needed. In addition, we wanted the students to use the system as an educational tool."

RAYMOND G. ESQUIBEL
CULINARY PROCUREMENT SPECIALIST, FRANCIS TUTTLE
TECHNOLOGY CENTER

"BirchStreet's eProcurement solution not only outshines the competition in features and functionality, but also exceeds alternative solutions in its affordability."

INTERCONTINENTAL CHICAGO

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ABOUT FAIRMARKIT

Fairmarkit

Fairmarkit is the intelligent sourcing platform that empowers organizations to more efficiently purchase the goods and services they need. By equipping procurement and supply-chain teams with automation and data, Fairmarkit promotes competitive bidding while reducing manual work within existing processes. Leveraged by innovative procurement departments across a number of industries, such as Univision, ServiceNow, and the MBTA, Fairmarkit aims to revolutionize the way organizations make purchases.

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

“Fairmarkit revolutionized our tail spend management. Before its implementation, our processes were fragmented, manual, and lacked standardization. With Fairmarkit, we streamlined the source-to-PO process, ensured compliance to specs, compared delivery lead times, and achieved transparency across countries and operating locations. The impact was profound. Beyond our...”

JAY HOLTON
GLOBAL DIRECTOR - CENTER OF EXCELLENCE,
PROCUREMENT, ALCOA

“The implementation of Fairmarkit was incredibly smooth and incredibly quick, which meant we got great speed to value. The key metric for me for any procurement technology is adoption. The adoption of Fairmarkit has been fantastic, both from our buyers but also from our supply base.”

HENRY SHEPPERD
SENIOR PROCUREMENT PERFORMANCE MANAGER,
EMIRATES FLIGHT CATERING

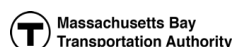
“I like information, data, and metrics, and Fairmarkit is just so easy and provides clear accountability, so for me, it is a no-lose kind of scenario. We were confident that we would reap the benefits both in hard dollars as well as the soft.”

AL MOSS
GLOBAL VICE PRESIDENT OF SUPPLY CHAIN AND
PROCUREMENT, PCI PHARMA SERVICES

“With Fairmarkit's AI-powered technology, our procurement department has been able to better focus on strategic initiatives and we have realized significant cost savings on nonstrategic purchases.”

JOE FREDERICK
DIRECTOR OF SPEND MANAGEMENT, SERVICENOW

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ABOUT MEDIUS



Medius is a leading global provider of cloud-based spend management solutions, helping organizations drive their business forward by enabling best-in-class process efficiency, cost saving opportunities and greater financial control. Nearly 4,000 customers and 500,000 unique users worldwide use Medius spend management solutions, managing transactions worth more than \$160 billion annually.

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

“Medius supports procurement processes from initial sourcing through to supplier onboarding, improved supplier information, risk management and contract management. We now have a genuinely joined up view of all supplier data, relationships and activities.”

HEAD OF PROCUREMENT
THE COVENTRY BUILDING SOCIETY

“Medius has given me more time in my day. It reduces mistakes while helping to save time and money. I think it's a wonderful tool and I definitely recommend Medius to other companies, particularly those in manufacturing.”

LAURA ANTHONY
ACCOUNTS PAYABLE AND RECEIVABLE SPECIALIST,
GREAT NORTHERN EQUIPMENT DISTRIBUTING

“We have had an ambition for a number of years now to move all of our European operations to a common eProcurement platform that can transform our purchasing and finance processes for both our purchasers and suppliers.”

BARRY WILMER
DEVELOPMENT MANAGER, NISSAN

“Thanks to Medius Capture, we can verify that the e-invoices have been captured correctly and easily correct any information that does not appear in the correct fields. This saves us a lot of time later in the process.”

SANDRA SILVANDER
ACCOUNTS PAYABLE, K-BYGG

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MARC JACOBS



ABOUT OPUSCAPITA

OpusCapita

OpusCapita helps organizations sell, buy and pay more effectively by providing them with source-to-pay and order-to-cash solutions. With 600 million transactions processed annually by over 8,000 customers across more than 100 countries, they have created a global ecosystem where buyers, suppliers, banks and other parties connect, transact and grow. Together with their customers, OpusCapita is transforming sales, procurement and financial processes for the digital age. In 2016, OpusCapita's net sales were EUR 240 million and employed 2,000 professionals. Founded in 1984, OpusCapita is headquartered in Helsinki,...

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FEATURED TESTIMONIALS

“We are service providers for the purchase of media and specialized literature. Speed, reliability and efficiency of our web-supported procurement processes are based on OpusCapita technology. This has considerably contributed to the fact that we have become the leading media procurers in the German-speaking markets.”

PHILIPP WOERMANN
CEO, IMS INTERNATIONALER MEDIEN SERVICE

“Collaborating with OpusCapita to offer integrated Invoice Sending adds valuable convenience to our platform, benefiting our clients with seamless and flexible invoicing options alongside our comprehensive range of services.”

TED ROBERTS
CEO & CO-FOUNDER, REALSTOCKS

“With OpusCapita we have not only been able to monitor and control our spend much better, we have also seen other cost saving effects like automated order process (at the supplier), more correct invoices, pre-coded cost allocation, etc.”

RAMIRENT

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ABOUT PERISCOPE HOLDINGS



Periscope Holdings, Inc. is a company focused on transforming procurement by empowering and connecting buyers and suppliers with leading technology and solutions. For Buyers, Periscope offers an eProcurement software suite BuySpeed™, holds the exclusive license to the NIGP Commodity/Services Code, manages the NIGP Consulting Program and delivers Strategic Services. For Suppliers, Periscope provides BidSync bid notification system, RFP writing services and spend analytics tools. Their solutions eradicate waste to maximize the value of every dollar spent. They streamline processes, increase efficiency, decrease expenditures, and create...

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

“The BuySpeed™ solution provided by Periscope has enabled our organization to provide our customers, our contractors and our staff a turn-key procurement solution. Not only has the system allowed us to process our work more efficiently and effectively, it has provided us a tool to support a more strategic procurement direction. Periscope has been a true partner in this process and has continually worked with us to identify new opportunities to enhance the value that procurement brings to the organization.”

MARCHETA E. GILLESPIE
DEPUTY DIRECTOR OF PROCUREMENT, CITY OF TUCSON

“I use BidSync every day. Almost every single day, there is at least one opportunity that I would bid on. I get the information via automatic emails and in-portal notifications, then, I submit bids online through that same BidSync LinksPlus portal. It's extremely user-friendly compared to a lot of other platforms. I have experience with other bid notification services and BidSync is my favorite by far.”

BETH MEISHEID
PROJECT SPECIALIST, PROFORCE LAW ENFORCEMENT

“BuySpeed's functionality and Periscope's consulting approach have allowed us to implement ProcureAZ on-time, on-budget and with meaningful savings realized by the State. We couldn't have asked for a better fit for our statewide purchasing process.”

JEAN CLARK
PROCUREMENT ADMINISTRATOR, STATE OF ARIZONA

“BuySpeed™ was clearly the best solution we evaluated. None of the other solutions came close to demonstrating the range of eProcurement functionality offered by Periscope, let alone web-based.”

ANDRÉE COHEN
PURCHASING ADMINISTRATOR, CITY OF NEW ORLEANS

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MARICOPA
COUNTYAZ





ABOUT TRADOGRAM

TRADOGRAM

Tradogram is a business spend management solution that is built using the latest cloud technology. Their solution empowers buyers and purchasing decision-makers in 80+ countries worldwide to control costs and automate processes like procurement, supplier management, sourcing, Accounts-Payable, and spend analysis. Tradogram also integrates with all Accounting and ERP systems. Simple. Flexible. Affordable - Procurement Software

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TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“TRADOGRAM's solutions have been instrumental in our procurement processes, providing us with the invaluable ability to seamlessly track budget utilization and effortlessly upload receipts. This level of transparency and efficiency has significantly enhanced our financial management and streamlined our workflow, making TRADOGRAM an indispensable asset for our company.”

JACQUELINE COGGINS
DIRECTOR OF FINANCE, BOYS & GIRLS CLUB OF MANHATTAN

“I like the levels of control available. The approvals and the activity tracking. It has made things run much smoother, we have likely improved our procurement process 100% because of the flexibility of the program.”

ADRIANA RUIZ
TECHNICAL AMERICA

“Our company has been looking for procurement solutions for along time. Tradogram is the best system among them that we have seen and experienced. I advise everyone to try - you won't regret it.”

TEIMURAZ KVARATSKHELIA
CIO, AVERSI-PHARMA LTD.

“I just love the software and will recommend it to any organization, any time. Interestingly, with all the features, the price is cool compared to others we have evaluated.”

DAVID A.K. KADEH
DIRECTOR OF FINANCE, ASHESI UNIVERSITY

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ASHESI

AdherisHealth



BOYS & GIRLS CLUB
OF MANHATTAN



2024

**PROCUREMENT
SOFTWARE**

RISING STAR



ABOUT BONFIRE



With Bonfire, bring all your sourcing activities online—ensuring 100% compliance, shortening evaluation times, and improving transparency. But we don't stop there. Bonfire empowers procurement teams as strategic advisors to your organization. Collaboration and alignment tools bring agencies together, and national bid and RFP data is served in-app, enabling procurement to provide strategic guidance to your peers and organization.

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TOTAL CUSTOMER REFERENCES

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FEATURED TESTIMONIALS

“Integrating the Bonfire system has shifted our role of managing paperwork to now managing team interactions with suppliers, gaining control over supplier governance and thinking more strategically about who we partner with and how our projects will run in the future.”

JON ANDERSON
PRODUCT LEAD FOR L'OREAL'S TRAVEL AND RETAIL
DIVISION, L'ORÉAL

“The way that the [first] demonstration was run, we could tell that [Bonfire] was going to be really easy for us to adopt: not a whole lot of training to do, it was intuitive.”

DENISE RODRIGUES
ASSISTANT DIRECTOR, CONTRACTS COMPLIANCE
MANAGER, METROPOLITAN TRANSPORTATION
COMMISSION

“Bonfire is our tool to communicate with our client. Bonfire is really straightforward, and really easy to work with.”

DENNIS TINKLER
PRECONSTRUCTION MANAGER, GREAT LAKES WATER
AUTHORITY

“Ultimately, we chose Bonfire because of its user-friendliness for our team and our vendors.”

JULIA BYRD
ADMINISTRATIVE MANAGER, CALIFORNIA MENTAL
HEALTH SERVICES AUTHORITY

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ABOUT ESM SOLUTIONS



ESM delivers customized spend management and eProcurement solutions that ensures you complete control throughout the purchasing lifecycle, including sourcing, procurement, invoicing, reporting, and contract management. Through their tailored applications and services, they help organizations address operational needs by saving time, cutting costs, and providing steadfast support.

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“We’re very pleased with the results of our purchasing conversion. ESM Solutions helped make the transition nearly seamless, and their support has not wavered after several years. We are confident that ESM will continue to provide a high level of service and attention as our organizational structure and processes evolve.”

ANDY WILLIAMS
E-PROCUREMENT SYSTEM ADMINISTRATOR, IVY TECH
COMMUNITY COLLEGE OF INDIANA

“At times, purchasing departments are looked upon as inhibitors or roadblocks to meeting departmental needs. Procurement automation with ESM Solutions provides a documented ‘paperless trail’ to assist with problem solving.”

WILLIAM LYLE
DIRECTOR OF PURCHASING, DELAWARE VALLEY
UNIVERSITY

“ESM provides the University of Tennessee with a complete spend management solution, but it is more than just the software. They are invested in our success, and have been a good partner in our procurement transformation.”

MARK PAGANELLI
EXECUTIVE DIRECTOR FOR ADMINISTRATION AND
FINANCE, UNIVERSITY OF TENNESSEE

“Procurex has had the opportunity to partner with many companies in this space, and are proud to say that ESM is our partner of choice when it comes to delivering reverse auction results that are paired with a top-tier eProcurement partner.”

BRET GRADY
CEO, PROCUREX

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ABOUT MARKET DOJO



Market Dojo is a UK based software company that offers an array of capabilities to help procurement professionals get the most out of their sourcing and supplier engagement activities. Whether you're looking to run 'on the spot' eAuctions, rearrange your Supplier Onboarding process, or simply a safe place to store all your important supplier contracts, we have the tools to help. Developed by procurement professionals, Market Dojo offers multiple web-hosted software solutions that aim to assist in multiple areas of the procurement...

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FEATURED TESTIMONIALS

“In our first e-procurement event using Market Dojo e-Auction software we saved over 8% on our contract prices, which was a great success, especially considering the current pressure affecting the transport industry. The 12-month licence that Market Dojo offers significantly reduces our costs associated with holding e-Auction events and is comparable to the cost of running a single event with an e-Auction facilitator. The licence also...”

JAMES WILLOCKS
SHROPSHIRE COUNCIL

“The success we have had with Market Dojo has changed the way we think about eSourcing, generating a 40% savings in a couple of hours. We are now always looking for ways that we can produce further savings and compare suppliers with eAuctions. Market Dojo's platform is really easy to use and we know that they are always available to help and provide us with any assistance.”

KATHERINE CLARK
PROCUREMENT OFFICER, KENT COUNTY COUNCIL

“The cost per licence is very reasonable and is flexible as well because there is no standard contract term. This makes it a very cost effective e-procurement tool. The feedback from our guys is that it is very easy to use and effective at driving down prices on purchased items.”

PAUL WARD
MANAGING DIRECTOR, KURODA JENATEC

“Market Dojo has quickly become a key tool for our procurement activities. Our business is based on supplying quality products at competitive prices. Market Dojo allows us to do this in a highly efficient and transparent manner.”

MARTIN BREDEBUSCH
BUYER SCM, BOSCH

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SOFITEL
HOTELS & RESORTS
THE PALM, DUBAI

aggreko

Clickatell



BOSCH
Invented for life

HomeServe



ABOUT PAIRSOFT



PairSoft brings together three industry leaders - PaperSave, WorkPlace, and DocuPeak - to form the strongest procure-to-pay platform for the mid-market and enterprise, with close integrations to Microsoft Dynamics, Blackbaud, Oracle NetSuite, and Sage Intacct ERPs.

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TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“But we found that our staff ended up really liking it and were able to integrate it into our workflows, rather than having to adapt to the way PairSoft worked. It’s definitely very easy. Installation was extremely painless. it’s actually allowed us to automate parts of our month end process, saving hours of work.”

MITCHELL GIBBS
VICE PRESIDENT OF ADVANCEMENT SERVICES,
ADVOCATE CHARITABLE FOUNDATION

“Being able to create catalogs, assign pricing, GLs, vendors, and having part numbers there, that’s the right procurement I’m using PairSoft Procurement as a direct procurement system.”

YOAN GOMEZ
DIRECTOR OF PURCHASING, SOUTHWEST WASTE
SERVICES

“If you’re looking for something to automate your workflow, create electronic records, and a way to be able to track documentation, PairSoft is perfectly competent and straightforward.”

KENT FARVER
DIRECTOR OF FINANCE, METRO WASTE AUTHORITY

“My plan is to start using PairSoft to scan and attach journal entry-supporting documentation, payroll records and bank statements. It’s only been a month but we’re extremely happy.”

STEWART HUGHES
CONTROLLER, ELAINE ELLIS CENTER OF HEALTH

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ABOUT PRECORO



A beautiful and innovative Procurement Software for small and mid-sized businesses that don't require time for implementation and have flexible open pricing. Precoro helps companies in 50 countries to eliminate manual work, improve visibility, and control their purchases in the best way. Streamlined approvals, controlled budgets, easy PR, and PO processes - all that you need to save lots of time and money.

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FEATURED TESTIMONIALS

“Precoro is a great system for growing organizations that want a procurement tool outside of their finance system. It can handle the entire p2p cycle. There were limitations when we initially became users. Still, many of those have been addressed, such as better budgeting capability and more flexible approval workflow to allow specific configurations for document custom fields or locations. With these improvements in place, we have a reliable spending tool.”

JACQUES DU TOIT
BUSINESS SYSTEMS MANAGER, INSECT TECHNOLOGY GROUP

“We started using the system with only one department and then gradually added four more. Precoro helps us with managing the company's budgets and matching Invoices against Purchase Orders so we can focus on strategic tasks.”

DAVID GRIMBERT
CFO, CHEERZ

“The system is really very intuitive. I would say people are using it straight away without any particular problems. I recommend the system to everybody that I think could benefit from it.”

JEREMY BEAUCHAMP
OPERATIONS MANAGER AT BRIGHT PEAK THERAPEUTICS, BRIGHT PEAK THERAPEUTICS

“Our day-to-day operations have improved dramatically. Approval is much faster, and all department managers are involved in the process.”

BAREND LIEBENBERG
PROCUREMENT MANAGER, BOLLORÉ TRANSPORT & LOGISTICS

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ABOUT PROCUREMENTEXPRESS.COM



ProcurementExpress.com was founded in 2014 by an executive team steeped in customer service and product development experience. Since then, the company has progressed into multinational offices, with award-winning customer support and an efficient, reliable app. The direction of development is to end wasted spend for any size company, guided by the words: pragmatic, straightforward and anti-procrastination. These 3 words enable software that contorts to your needs and not the other way around. Thus, they save 10% of spend daily for a wide variety of industries, including construction, non-profit, events, and software. But they know the app is...

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FEATURED TESTIMONIALS

“I was searching for a PO system that was simple, easy to learn and use. ProcurementExpress.com does just that. Customer service is great. I live in the U.S. but someone responds to my questions quickly and thoroughly. My only suggestion is an app so my staff can use ProcurementExpress.com on their iPads or iPhones.”

HANNAH MULLIGAN
PRESIDENT OF OPERATIONS, ANIMAL WORLD & SNAKE
FARM ZOO

“We all do our PO requests through ProcurementExpress.com, and as a green company it's important to save on paper - with ProcurementExpress.com we are able to track everything to the day, store our PO's electronically, access them from anywhere, and save time and money.”

JARON MADER
LEAD GRAPHIC DESIGNER, SUSTAINABLE PRODUCE
URBAN DELIVERY

“We have been using ProcurementExpress.com for a couple of months and our team find it very user-friendly. I find it very easy to track spend across budgets and departments. Pros: Ease of use and prompt responses from customer support.”

PAMELA TIERNEY-WIGG
FINANCIAL CONTROLLER, GROUND CONTROL
PRODUCTIONS

“ProcurementExpress.com is really easy to use, and not one of our people struggles with it. The best feature is that you can use it anywhere because it is web based, which suits us down to the ground as many of our team travel & work in remote locations.”

DAVID SARETTE
OPERATIONS MANAGER, HOLLOMAN CORPORATION

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ABOUT UNIMARKET



unimarket

Unimarket's cloud-based source-to-settle system brings spend management into one place in a simple, easy-to-use solution. With 12 years in eProcurement and a multitude of Higher Education customers across the globe, they understand what institutions need and how to best get them to their goals. Unimarket was built on a single unified platform, and employs efficient, user-friendly technology to bring together buyers with suppliers, streamline processes, and deliver real value. But Unimarket is more than just its innovative procurement technology: they aim to provide software that their users love to work with, and to be the company that their customers love to...

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FEATURED TESTIMONIALS

“We were looking for a system that was going to be easy for our employees to use. We wanted to automate the process and make it streamlined from beginning to end. Unimarket was able to provide all of that for us.”

DAISY ANDERSON
DIRECTOR OF PROCUREMENT SERVICES, MESSIAH COLLEGE

“That’s a key factor in driving the success of Unimarket. The longer it is in place, the more people come to realize just how simple and easy finding what they need can be with an online eProcurement system.”

JOSEPH ZABOROWSKI
DIRECTOR OF PURCHASING, CREIGHTON UNIVERSITY

“With Unimarket, there’s an eagerness to continually evolve and improve. That’s exactly what we were looking for in our eProcurement partner.”

JOHN MERCER
EXECUTIVE DIRECTOR OF CENTRAL PROCUREMENT AND ACCOUNTS PAYABLE, XAVIER UNIVERSITY

“Unimarket is a valuable investment that is changing our procurement process from transactional to strategic.”

WANDA HERNANDEZ
EXECUTIVE DIRECTOR OF OPERATIONS AND PROCUREMENT, TOURO COLLEGE AND UNIVERSITY SYSTEM

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