

# Procurement Software Category

FALL 2025  
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.

# 2025 Customer Success Awards

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



 avidxchange

**basware**  
Now it all just happens™

 **coupa** *fraxion*

 **GEP SMART**

**ivalua**

*JAGGAER*  **proactis**

 **procurify**

**SAP Ariba** 

**Tradeshift**

 **ZYCUS**  
DEEP VALUE PROCUREMENT AI



 **Bellwether**

 **BirchStreet**

**EUNA**®  
solutions **Fairmarkit**

 **medius**

**OpusCapita**  
A GEP COMPANY

**TRADØGRAM**



**esm**®  
*Intelligent Together*

 **marketdojo**  
an Esker company

 **PairSoft**  **PRECORO**

**Procurement**  
**express.com**

 **unimarket**

\* Companies listed in alphabetical order





**2025**

**PROCUREMENT  
SOFTWARE**

**MARKET LEADER**





## ABOUT AVIDXCHANGE



AvidXchange (Nasdaq: AVDX) is a leading provider in accounts payable (AP) automation, offering intelligent AP software and payment solutions specifically designed for mid-market businesses and their suppliers. With 25 years of industry experience, AvidXchange modernizes the way businesses manage their expenses and payments by offering AI-enhanced software coupled with support from experts. Empowering over 8,500 growth-driven businesses, AvidXchange increases efficiency, control, and visibility in financial operations and has securely processed payments to more than 1.3 million suppliers through its proprietary payment network over the past five years. For...

# 250

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“We’re able to process payments faster with fewer mistakes, and that’s great for controlling our spending and strengthening our business relationships. We’re so glad and relieved to again be gaining efficiency and integration benefits of AvidPay.”*

KELLY SHOEMAKE  
OPERATIONS MANAGERS, PROVIDENCE MANAGEMENT COMPANY

*“AvidXchange offers a great product that makes our team happy. Our suppliers are paid on time, so they’re happy. And they’re providing services for our tenants, which makes them happy.”*

ELLA HU  
CORPORATE ACCOUNTANT, HH RED STONE

*“Using AvidXchange, I like knowing that my request for money has been sent and received and there’s no mystery. I don’t have to wonder why I haven’t been paid yet.”*

TRACY CALL  
EXECUTIVE ASSISTANT, SMART TRAINING

*“Since 2008 AvidXchange has enabled our firm to reduce energy expenditures and manage pricing volatility, all while allowing us to maintain flexibility.”*

MICHAEL DONOHUE  
MOUNTAIN DEVELOPMENT CORP

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## ABOUT BASWARE

**basware**  
Now it all just happens™

Basware is how the world's best finance teams gain complete control of every invoice, every time. Our Intelligent Invoice Lifecycle Management Platform ensures end-to-end efficiency, compliance and control for all invoice transactions. Powered by the world's most sophisticated invoice-centric AI – trained on over 2 billion invoices – Basware's Intelligent Automation drives real ROI by transforming finance operations. We serve 6,500+ customers globally and are trusted by industry leaders including DHL, Heineken and Sony. Fueled by 40 years of specialized expertise with \$10+ trillion in total spend handled, we are pioneering the next era of finance. With Basware, now it...

# 151

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“Basware understood our desire to empower and involve end-users, balancing their needs against the wider corporate objective of tightening purchasing controls.”

JANE PILKINGTON  
PROJECT AND PROCESS MANAGER, ACCO BRANDS  
EUROPE, ACCO BRANDS

“Basware's solution has enabled us to join up the processes with all of our suppliers and ensure consistency across each business unit.”

GEORGE D WALKER  
GROUP ERP AND FINANCIAL SYSTEMS MANAGER,  
AGGREKO

“We want our employees to have a positive attitude towards the e-procurement system, so implementation has been carried out in cooperation with the users.”

ISMO KARJALAINEN  
PROCUREMENT DIRECTOR, FINAVIA

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## 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.

# 486

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“Coupa offers a unique cloud platform covering all procurement channels that were lacking until now; this will optimize procurement processes throughout the organization.”*

CEDRIC LE SAVEANT  
VICE PRESIDENT SOURCING PROCESS AND DIGITAL  
TRANSFORMATION, TECHNICOLOR

*“The joint Vanquis Banking Group procurement and Barkers project team have enabled procurement and supplier management to be recognized as a strategic function at the enterprise level.”*

ANDREW LAMBETH  
SYSTEMS MANAGER, VANQUIS

*“Grass Valley had a rather aggressive time frame to find a procurement tool and ended up choosing Coupa. We've been pleased with it and I have recommended it to others.”*

DIXIE ROCK  
IT MANAGER, GRASS VALLEY

*“Using Coupa Procure-to-Pay empowers people to take ownership of their purchase requisition and purchase order.”*

HOPE ALLUM  
HEAD OF CUSTOMER OPERATIONS AND COMPLIANCE,  
GENESIS ENERGY

## TRUSTED BY

The Container Store®

PANDORA

accenture

FINNAIR

:talkdesk®





## 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...

# 39

## 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

“Very intuitive interface. Most users were able to pick up how to use it with minimal training. Previously, in MS Dynamics SL the interface was so difficult people simply stopped submitting purchase order requests. With Fraxion, we have nearly 100% compliance.”

JARED C  
IT DIRECTOR, THE PRODUCTION NETWORK

“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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**CUBEWS**

**aTyr**

**BIOFIRE**  
BY BIOMERIEUX

**B·H·F**  
BOARD OF HEALTHCARE FUNDERS

**CHARLOTTETOWN**  
Great things happen here.



## 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.

66

TOTAL CUSTOMER REFERENCES

[VIEW ALL 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

“GEP SMART allowed us to identify where the big pockets of spend were and simultaneously share them in a very user-friendly manner with our business partners. Having the GEP SMART software really allows us to have confidence as we go into different presentations and discussions about where we can optimize our spend.”

RAJ NATH  
VICE PRESIDENT - STRATEGIC PROCUREMENT, BROOKS  
BROTHERS

“GEP has built an aesthetically pleasing, fluid-to-navigate and, most importantly, powerhouse full procurement suite that can be implemented into a large enterprise with relative ease as it is a device-agnostic, cloud solution.”

NEXT LEVEL PURCHASING ASSOCIATION

“Procurement has to be on the leading edge of technology because all our folks are on the go. With SMART by GEP, we can provide approvals on our smart phones.”

TRACY JOSHUA  
VICE PRESIDENT, PROCUREMENT INDIRECT, KELLOGG'S

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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...

# 159

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“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 chose Ivalua because it was the solution that was the most complete and flexible. This is important as we wanted to maintain a certain independence and to add functionality by country, as we knew that each country had its specific needs.”*

ARNAUD MORANGE  
CHIEF PROCUREMENT OFFICER, ARVAL

*“With Ivalua, we realized tremendous speed-to-value and benefit from a simpler and more focused source-to-contract solution. We have already achieved 10x ROI in a very short time.”*

ARINDAM SENGUPTA  
VICE PRESIDENT OF STRATEGY, OPERATIONS AND  
PROCUREMENT, DOLE

*“Ivalua's Source-to-Pay suite was one of the best things we've done. Ivalua helped make things more efficient and brought so much transparency and value to Piramal.”*

SAMIT DATTA  
HEAD OF GLOBAL SUPPLY CHAIN & IT, PIRAMAL

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**BAE SYSTEMS**

**BVLGARI**



## 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...

# 274

## TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## FEATURED TESTIMONIALS

“We were looking for an SAP-certified provider that could cover all of the essential processes and steps for MR's procurement process in a single SRM platform. SAP is and will remain our leading ERP system.”

MICHAEL RUDORF  
HEAD OF PURCHASING, MASCHINENFABRIK  
REINHAUSEN GMBH

“Despite having different SAP systems, all of our locations will soon have access to a central database. This digital connection makes it easier to communicate internally and speeds up the release process.”

ONUR AÇIKGÖZ  
PROJECT LEADER STRATEGIC PROCUREMENT, MTU  
FRIEDRICHSHAFEN

“JAGGAER displays our category structure fully and transparently so that we were able to map our Procurement organization in a process-oriented way and react with agility.”

HEIKO MENN  
DEPUTY HEAD OF CENTRAL PURCHASING,  
NÜRNBERGMESSE

“JAGGAER helps us to control the number of suppliers much more efficiently and to increase the quality of the supplier's performance.”

UDO VOGLER  
HEAD OF PERFORMANCE MANAGER, MERCK

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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.

**130**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“The PROACTIS system has been very well-received. Once people got accustomed to using the computer for purchases, they got comfortable with it pretty quickly. They generally sing its praises today. Some of the people who appreciate the system the most are the site managers who are responsible for the budget of their facility. I understand that – having been a site manager in the past, I would have given anything to have the budget control and visibility they have now with PROACTIS.”

LEE TANNER  
NATIONAL PROCUREMENT MANAGER, CB RICHARD ELLIS

“PROACTIS greatly improves the social care experience for staff by simplifying and automating processes which releases social workers from administrative duties to concentrate on service delivery. PROACTIS also allows us to demonstrate greater transparency, visibility and fairness.”

SIÂN WALKER  
DIRECTOR OF HEALTH AND SOCIAL CARE, CITY OF CARDIFF COUNCIL

“A procurement strategy isn't just about saving money, it's about delivering organizational goals. Our strategy had three pillars, for consolidating spend and developing contracts, for managing our large projects, such as putting 60,000 meters of pointing onto a castle, and for improving organizational capability.”

PROCUREMENT DIRECTOR  
NATIONAL TRUST

“Our employees have embraced our PROACTIS-based purchasing system as we had hoped. With just about all purchases going through the system we now have a level of financial control and visibility we never had in the past.”

EDWARD REED  
ITC BUSINESS PROCESS PARTNER, TRIDENT HOUSING ASSOCIATION

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## 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...

153

TOTAL CUSTOMER REFERENCES

[VIEW ALL  
REFERENCES](#)

## FEATURED TESTIMONIALS

“Procurify really takes purchasing from being a specialized back-office process to being something that is accessible to all of our employees and makes it possible for all of them to participate in the purchasing process. I don't think that level of participation would be possible with a traditional ERP system.”

KEVIN BROUGHTON  
CHIEF INFORMATION OFFICER, CENNOX

“Procurify gave us a new level of control. With Procurify we have an electronic trail of everything from the minute a request is entered, to when it is approved, to how long it took to purchase.”

DAVID OSTERHOUT  
PROJECT BUYER, ASCO INDUSTRIES USA

“With Procurify you're able to go in request what's needed, it's an organized way. The whole website, the dashboard, it's user friendly to use, it's right there.”

CAITI MEEHAN  
BILLING SPECIALIST, KINETIC SPORTS REHAB

“With Procurify, it was a lot easier to get them up to speed because the user experience was clean and easy to understand.”

SUE YOON  
VICE PRESIDENT OF FINANCE, ALTSCHOOL

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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...

# 715

## TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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 BEYLER  
GLOBAL E-PROCUREMENT AND AUTOMATION  
MANAGER, CLARIANT

“Using Ariba Spend Visibility, Boliden was able to apply a baseline for performance improvement across all of our procurement sites. With this greater visibility and a userfriendly approach, we are able to identify the cross-site and cross business unit leverage that will lead to reduced spend and greater efficiency.”

SIMON MILLER  
SOURCING PROJECT MANAGER, BOLIDEN GROUP

“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

“Very prominent companies use SAP Ariba solutions, so being able to identify the procurement professionals and the category managers for the products I sell has been invaluable.”

QUENTIN MCCORVEY  
SR. PRESIDENT AND COO, M & R DISTRIBUTION  
SERVICES

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## 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.

# 107

## 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

“Through eProcurement you can save money on every transaction, capture spend and earn greater savings on the bottom line. The purchasing department has become important for our management when reaching financial goals.”

ANDERS PAULSSON  
DIRECTOR SOURCING, ERICSSON

“As the solution is so user friendly, there is no longer any excuse to not use the system. If you can buy online at home, then you can buy here as well.”

PRIMOZ DROL  
HEAD OF PROCUREMENT, DEVELOPMENT AND OPERATIONS, SEB

“The implementation of IBX Business Network's (now Tradeshift) eProcurement technology has helped us achieve significant cost savings on purchased volume.”

PASCAL GROSS  
PROJECT MANAGER, VORWERK

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## 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...

# 186

## TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“From a process excellence perspective, Zycus the tools - as we sit with the other procurement organizations - they love what the tool offers, it makes their jobs a lot easier and what it's enabling us to do is really see the total spend in a decentralized model but using centralized reporting, savings analytics, as well as the same tools to do RFPs and quarterly business reviews to manage our suppliers.”

**TINA TRUEBA**  
EXECUTIVE DIRECTOR, GLOBAL STRATEGIC SOURCING  
AND FINANCIAL OPERATIONS, CELGENE CORPORATION

“Draka was very impressed with Zycus' flexibility and their responsiveness was a key factor in our selection. Zycus is helping us achieve our key goals of managing categories on the global level more effectively and running successful sourcing events. We also expect process improvements through the automation and standardized view of spend analysis across the enterprise.”

**ROBERT VAN MOTMAN**  
DIRECTOR OF PROCUREMENT, DRAKA HOLDINGS

“Zycus was flexible with us. They saw our strategy. They understood the relationship. They have seen the potential of growth. They have seen us as a potential customer to be probably the flagship of going forward.”

**ABDULLATIF ALBASTAKI**  
CHIEF PROCUREMENT OFFICER, EMIRATES NBD

“Zycus by making use of analytics and AI is helping achieve our vision to make procurement from a factory function to an enterprise function.”

**MARC DE KOLF**  
AVEBE

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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...

**72**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“Bellwether Purchasing Software has provided a revolution in the manner in which our company procures support material. We haven't been using this software very long, but I am sure we will realize additional benefits as we continue.”

GARY SUTTON  
CINCINNATI THERMAL SPRAY, CINCINNATI THERMAL  
SPRAY, INC.

“Bellwether Purchasing Software has helped us streamline our purchasing process. The software was easy to implement and we have been able to reduce printing costs now that we are no longer using a paper-based system. Thank, Bellwether.”

PHILLIP MORRIS  
THOMAS ROAD BAPTIST CHURCH

“We love Bellwether Purchasing Software – not only for the benefits of the software, but also because the technical staff is outstanding. Whenever I have a question or problem, they are there. The customer service is excellent.”

AARON HAGEN  
TYCO PLASTICS

“The Bellwether Purchasing system has helped me organize my quotes. It has also saved me time reviewing the quotes since I can export all the information into Excel.”

TREVOR MENTINK  
MANITOWOC CRANES

## TRUSTED BY





## 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](http://www.birchstreetsystems.com)...

**70**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“The decision has already paid off in just months with a single product, BirchStreet Pay. In less than 5 months from signing the contracts we already have 304 suppliers representing \$23M in annual spend taking the Virtual Card. Annual rebates will be enough to cover the entire BirchStreet Subscription costs. We also have another \$30M that moved from paper checks to taking ACH saving us over \$8 per check. We are thrilled with the results and are only just getting started.”

JENNIFER BOSER  
VICE PRESIDENT - BUSINESS INTELLIGENCE AND  
OPERATIONAL ANALYSIS, NORTHWOOD HOSPITALITY

“Fundamentally, BirchStreet is the type of system every management company in the hotel industry should have in place. Using the system helps achieve financial success that owners like to see, as it strengthens the financial controls and increases efficiency in ways that are instrumental to operational success of a hotel.”

JACKI GVOZDICH  
CORPORATE DIRECTOR OF PURCHASING, CRESCENT  
HOTELS & RESORTS

“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

## TRUSTED BY

BW | Best Western  
Hotels & Resorts

Caribe Hilton  
SAN JUAN

DEL LAGO  
BENCHMARK HOSPITALITY

Delaware  
North.

CHR CRESCENT  
HOTELS & RESORTS



## ABOUT EUNA SOLUTIONS



Euna Solutions™ is a leading provider of purpose-built, cloud-based solutions that power critical administrative functions and financial operations for the public sector. Formerly GTY Technology, Euna Solutions offers easy-to-use solutions for procurement, payments, grant management, budgeting, permitting, and K-12 administration that are proven to increase operational efficiency, transparency, collaboration, and compliance. Euna Solutions is a trusted partner to more than 2,000 government and public sector organizations across North America, empowering digital transformation and streamlining business processes while enabling higher levels of citizen...

# 130

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“I'd definitely recommend Questica Budget. It's a really good product with a good team. Working with Questica feels different from other software companies because they want to hear what customers need and build it into the product. They're not trying to nickel and dime, it's for the greater good. It's been a refreshing experience to work with a software company like that.”

KATE HOLMES  
MANAGER OF FINANCIAL SERVICES, GREATER  
SASKATOON CATHOLIC SCHOOLS

“We ran an RFP to replace our online platform, which was a big undertaking. By using Euna Procurement, we were able to run a smoother RFP because the number of reviewers and supplier participation would have been overwhelming if we were still doing it the manual way. Also, we could run a scoring summary which made the supplier elimination easier.”

HEATHER VASQUEZ  
ASSISTANT DIRECTOR OF IT PROCUREMENT, IVY TECH  
COMMUNITY COLLEGE

“Euna Procurement has truly transformed our operations over the past decade. With the streamlined processes, reduced evaluation times, and significant cost savings we've seen from using the software, our team can concentrate on strategic district goals with confidence that our processes are compliant and efficient.”

PATRICIA HERNANDEZ  
CHIEF PROCUREMENT OFFICER, CHICAGO PUBLIC  
SCHOOLS

“From the perspective of risk reduction and convenience, the investment in Euna Procurement has been absolutely worthwhile.”

PETER JEFFS  
ASSOCIATE DIRECTOR, PROCUREMENT, WESTERN  
UNIVERSITY

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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.

**55**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## 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

“Fairmarkit is something that will cut your purchase workload down by at least 50% right out of the gate. It's very easy to use. Instead of having everything spread throughout your email inbox, the platform centralizes all of your purchasing activity. You can see all your vendors, analyze vendor performance and analyze all your pricing in one place.”

GEOFFREY DIGGS  
SUPPLY CHAIN MANAGER, SAN FRANCISCO MUNICIPAL  
TRANSPORTATION AGENCY

“Rather than having my buyers send individual emails to suppliers, Fairmarkit enables them to quickly request a quote from 25 suppliers, all at the same time, and facilitate that bid process instantly.”

CHAD MCDONALD  
DIRECTOR OF PROCUREMENT, THE ANDERSONS INC.

“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.

**191**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## 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

“These procurement changes are essential to the University since, like the rest of the public sector, we face reduced budgets and research grants in line with the government’s deficit repair plans.”

DIRECTOR  
DURHAM UNIVERSITY

“Moving from traditional paper and email based purchasing and accounts payable processes to Medius will provide significant benefits to both Nissan and our suppliers.”

MICHAEL BROOK  
FINANCE PROCESS CONTROL LEADER, NISSAN

“A better user experience, intuitive, user-friendly management of business expenses, and improved data traceability.”

FANNY GIANNETTI  
IN CHARGE, CREDIT AGRICOLE

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## ABOUT OPUSCAPITA

# OpusCapita

A GEP COMPANY

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,...

# 151

## TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“We have been working with OpusCapita for a long time. The quality of the service provided is of the level that we expect from our partners. The digitization results are high quality and the integrated process between OpusCapita and Talenom works well.”

JONI RANTA-ESKOLA  
HEAD OF UNIT, TALENOM

“Global group reporting sets its own challenges for financial management. A centralized process provides an up-to-date overview of incoming and outgoing payment transactions.”

JUKKA PELTOMÄKI  
SENIOR CONTROLLER, RESPECTA OY

“When Jungheinrich Lift Truck Oy started using the OpusCapita Invoices software for processing its purchase invoices, efficiency was immediately improved by one man-year.”

RAIJA VIITAMÄKI  
DEPUTY MANAGING DIRECTOR, JUNGHEINRICH LIFT TRUCK OY

“With our new contract with OpusCapita we are establishing new electronic payment solutions designed to facilitate invoice distribution in the future.”

NILS CHRISTIAN HELGESEN  
CEO, VEGFINANS

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Carea

ESPOO  
ESBO

COOR  
SERVICE  
MANAGEMENT

deltastar  
NUTRIENTS

Alko



## 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

# 43

## 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

Managing piles of paper during the purchasing process was a burden. In many instances, finding the original requisition or a specific purchase order required for a quick reference took much longer than it needed to. While a proper approval process was in place, having to wait for physical papers to be signed caused further delays in the procedure.”

YASIR RIZVI  
REGIONAL HEAD OF PROCUREMENT, FETCHR

Great tool for ease-of-use, implementation and output. Works well for us as a small business, can set up and start to use within a day. Reporting and tracking are in synch with our business needs and is scalable as we grow.”

HOLLY HIDALGO  
IP NETWORK SOLUTIONS

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.

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ASHESI

ავერსი AVERSI



BOYS & GIRLS CLUB  
OF MANHATTAN

Father Joe's Villages







## 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.

**98**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“ESM has had a long reputation for being focused on education clients, providing easy-to-use procurement tools, which help schools to efficiently and securely order online from their own preferred vendors and catalogs. Our Really Good Stuff team has committed to a deeper level of marketplace integration with ESM to bring even more convenience to our customers.”

KELLY SULLIVAN  
REALLY GOOD STUFF

“ESM's Supplier Network allows us to connect with potential education customers and showcase all the ways we can reduce costs and meet their institution's needs. Thanks to ESM, we can better process large-scale transactions and make it easier for customers to do business with us.”

JOHN TINTERA  
DIRECTOR OF BUSINESS PERFORMANCE, GRAYBAR

“Preparing students, serving communities, and creating opportunities for all is a focus for the procurement team at MCC.”

CRYSTAL GREER  
PROCUREMENT MANAGER, METROPOLITAN  
COMMUNITY COLLEGE

“Prompt, helpful, professional service. Perfect.”

JULIE ROBERTS  
UNIVERSITY OF AKRON

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CAL POLY POMONA





## 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...

# 137

## TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## FEATURED TESTIMONIALS

“The hospitality industry has specific needs, there are many exigencies that stand out as priorities in order to maintain the quality and consistency that guests expect. At the same time, during the present challenging times, it's crucial that the procurement team negotiates the best possible prices from their suppliers.”

YASIR TAJ  
PROCUREMENT MANAGER, SOFITEL THE PALM

“My advice for any Purchasing team that is still using emails and Excel files is to evolve. Move to a solution that allows all the information to be stored in the same place including historical data—it's a real time saver.”

ANNE PARAN  
ACHETEUR TRAVAUX ET MAINTENANCE, GECINA

“From awarding Market Dojo the contract, the solution was implemented within a six week timeframe which, compared to what was proposed by other solution providers, was very swift.”

CIARAN OWENS  
HEAD OF GLOBAL PROCUREMENT EXCELLENCE,  
IMPERIAL BRANDS

“Market Dojo is probably one of the most competitive solutions in the market that I've come across in terms of the level of functionality that you get with the system.”

DENIS LYDEN  
COMMERCIAL & PROCUREMENT MANAGER, FOR EV

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**BOSCH**  
Invented for life







## 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.

**100**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“PairSoft maintains an audit trail of all activity, and it sends out daily alerts to approvers to help keep things moving. Our requisition process moves much more quickly now.”

RYAN MOOSBRUGGER  
SENIOR DIRECTOR OF SOURCING, CLEVELAND  
CAVALIERS

“It’s been great. My accounts payable person loves it because she’s not waiting around for weeks on end to get something approved and there’s a trail now.”

JONATHAN REITZES  
CHIEF FINANCIAL OFFICER, MULTI IMAGE GROUP

“My favorite feature is the automatic filing. Without a doubt it saves me a lot of back and forth to the file room, and it’s easier to find exactly what I need.”

CYNTHIA PRICE  
ACCOUNTS PAYABLE DEPARTMENT, BAPTIST CHILD AND  
FAMILY SERVICES

“Procurement automation delivers 21% lower labor costs and 29% fewer full-time equivalent staff.”

THE HACKETT GROUP

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ST. JOHN'S  
NEWFOUNDLAND AND LABRADOR, CANADA



FMF Financial  
SERVICES



## ABOUT PRECORO



Precoro empowers businesses in 80+ countries with innovative procurement solutions built for the modern world. Simplified requests, PO tracking, supplier management, AI-driven invoice processing, and real-time budgeting and reporting. Precoro makes procurement automated, smart, and centralized.

**43**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## 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

“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

“The onboarding was really easy. The support from Jane and you [Russ] was great, and also the tips you have given to us on how to do the things or which part of the process to use — it was really helpful.”

FABIENNE BOUFFÉ  
DIGITAL PROJECT MANAGER, TESTEX AG

“All of that ended up being a perfect storm for us to push forward.”

RAJEN SATISH SHAH  
FINANCE MANAGER, I&M BANK

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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...

# 137

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“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

“For me it was the most valuable tool. I could track the spend of any project at any time and make sure all our suppliers get paid and nothing slips through the cracks.”

ALMA ELS  
CREATIVE DIRECTOR, PIEHOLE.TV

“I love getting automatic updates when my supervisors approve and move forward with my Purchase Orders. I get them right in my inbox!”

MARISSA S.  
ARTS SPECIALIST, BOYS & GIRLS CLUBS OF MONTEREY COUNTY

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WaterWipes®  
THE WORLD'S PUREST BABY WIPES

Geiger®  
Brandspiration.



## 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...

# 58

## TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“Our next step is the implementation of Unimarket's expense module. Our Accounts Payable process is paper-intensive, so it's something we're looking to improve.”*

KEN BAUSHKE  
DIRECTOR OF PURCHASING AND ACCOUNTS PAYABLE,  
WESTERN KENTUCKY UNIVERSITY

*“It has allowed us to be more strategic in our procurement planning. It's just very, very easy to use and a huge improvement from completing the procurement process in our ERP.”*

MADELINE OLSZAK  
DIRECTOR OF PROCUREMENT SERVICES, ILLINOIS TECH

*“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

*“As the ease with which procurement can be handled online becomes clearer, all orders tend to gravitate to Unimarket.”*

SIMON PRIDDY  
MANAGER – PROCUREMENT AND PROPERTY, ABANO  
HEALTHCARE GROUP

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COLUMBIA  
UNIVERSITY



DUQUESNE  
UNIVERSITY



ILLINOIS TECH



LEHIGH  
UNIVERSITY



LOYOLA  
UNIVERSITY MARYLAND