



Spend Matters® | SolutionMap

Q4, 2018

Procure-to-Pay (P2P): Provider Scoring Summary

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Spend Matters® | SolutionMap

Procure-to-Pay (P2P)

Q4, 2018

Keep Up with Today's Procurement Technology Solutions

Use SolutionMap to:



Track market developments & disruptors



Assess provider capabilities based on your needs



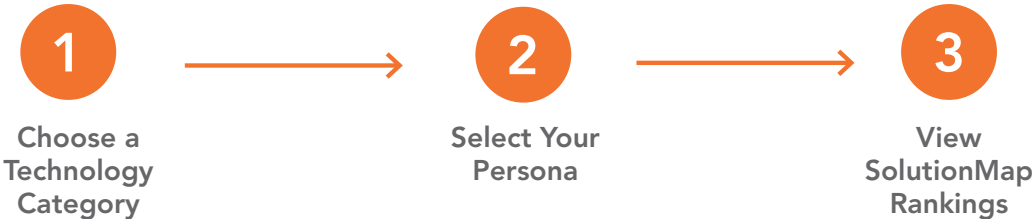
Identify your best-fit provider shortlist

You need to stay on top of technology advancements and understand how they can work to streamline your function. Unfortunately, many traditional analyst frameworks to compare solution provider capabilities and create provider shortlists are static and take a 'one-fits-all' approach. Access deep, tailored and current assessments of provider capabilities using SolutionMap - a new kind of solution provider ranking.

Each SolutionMap...

- » Ranks a technology within the procurement and supply chain spectrum
- » Comprises equal parts customer and analyst input
- » Reflects different organizational needs through 'buying personas'
- » Gets updated quarterly to show market developments

Use SolutionMap on an ongoing basis to keep up with today's procurement and supply chain technology buying climate. Go to SpendMatters.com/SolutionMap and:



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SolutionMap Personas

Not all procurement organizations are equal. SolutionMap buying personas reflect different organizational needs tied to the unique value propositions served by a provider.

Identify the buying persona that most accurately reflects your organization below. SolutionMap provider rankings vary based on weighted requirements by persona. Keep the persona you've chosen in mind, and look for it among the persona-based SolutionMap ranking charts further below.

Before you review the SolutionMaps below, take a moment to decide what persona(s) best represent your procurement organization:



NIMBLE Persona

My organization: Dynamic, results-focused, limited IT department involvement, risk-tolerant of new approaches and providers; Often decentralized, rapidly growing, and/or middle market

We need: Speed to value, low pricing; Modern, intuitive, cloud-based software with optional value-added services



DEEP Persona

My organization: Highly sophisticated, rigorous, somewhat complex, risk-tolerant, happy to push limits of tech to create more value

We Need: The most comprehensive, tailorable solution for the job; Best-in-class functionality, breadth, depth and ability to support our sophistication



CONFIGURATOR Persona

My organization: Moderately to highly sophisticated; Unique process requirements from unique, often complex supply/value chains

We need: Emphasis on flexibility, modularity, configurability and internal/external integration to ultimately support my organization's diverse and evolving needs



TURN-KEY Persona

My organization: Outcome-focused; TCO approach to implementations; Often risk-averse and skeptical based on previous experiences

We need: A combination of software capability and supporting services to contractually deliver results and a defensible ROI; Pre-loaded capabilities, content, and know-how

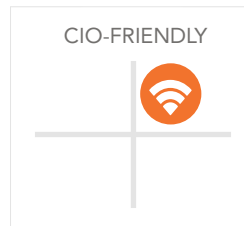
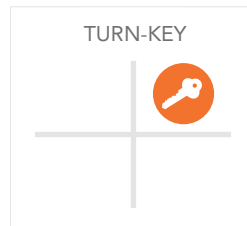
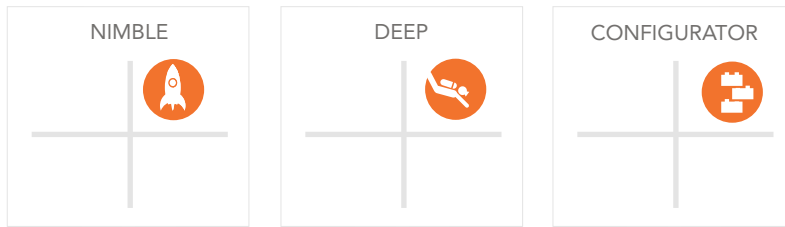


CIO-FRIENDLY Persona

My organization: Strong IT backbone, high IT influence and investment for buying decisions; Big focus on security, standardization, control, and risk/compliance

We need: IT support and CIO endorsement; A new 'skin' atop existing systems to optimize ROI; Proven ERP integration, enablement and knowledge; Solution compatibility with IT standards

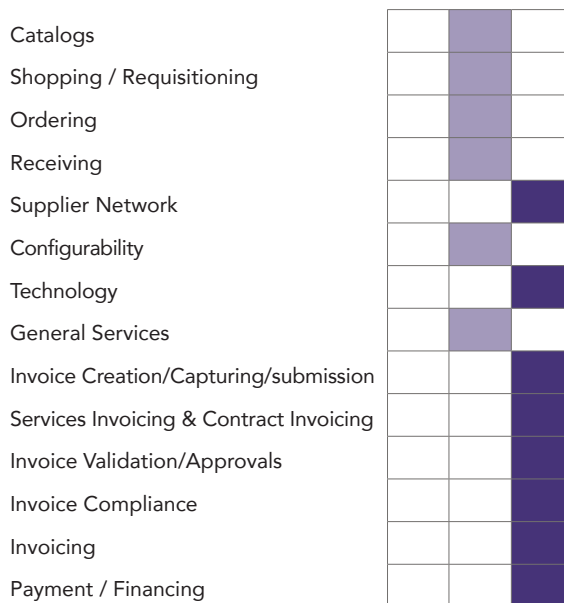
Procure-to-Pay Persona Scoring: Q4, 2018



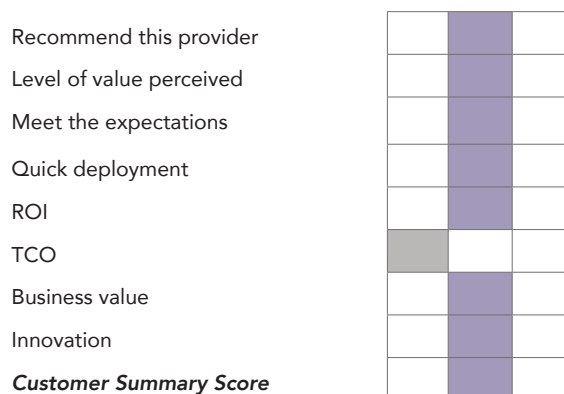
Summary Solution Scoring



ANALYST SOLUTION SCORING



CUSTOMER SOLUTION SCORING



BACKGROUND

Company name: Basware
Founded: 1985
HQ (and support locations): Espoo, Finland and has offices in 14 countries. Its US offices are located in Fort Mill, SC and Chicago, IL.
No. of employees: 1,800+
Total annual revenue: 149 million Euro
Customers: 2,700+, including ABB, United States Postal Service, Goodyear, Metsa, Envision Healthcare, Crown Commercial Service, Government of South Australia, Philips, Siemens, Tyco, Heineken, Yum, ExxonMobil, Total, AstraZeneca, Novartis, Renault, Toyota, Daimler, Suez, Sodexo, ArcelorMittal, AkzoNobel, Accor, DHL, KLM, IKEA, H&M, Nasdaq
Active users (buy-side): ~1.2 million end users total
Active users (supply-side): ~1.2 million end users total
Regions Served: North America, South America, Europe, Middle East, Asia, Australia

RECOMMENDED FIT

- Based on its Solution and Customer Value scoring, Basware is a recommended fit for all five Procure-to-Pay SolutionMap Personas, although it is higher-ranked in certain personas than others.
- Basware's investments to build out an integrated procure-to-pay platform indicate its intention to become a strong player in this broader market segment. While it has the functional and technological capabilities to achieve this, its challenge will be to build a greater presence outside Europe and position its P2P capabilities in an increasingly competitive solutions market to become a more frequent global shortlist candidate.

CONSIDERATIONS

- Basware scored in the "top and middle tiers" for all select Solution components.
- The provider scored in the "middle tier" for Customer Value overall in the Q4 Procure-to-Pay SolutionMap analysis.

Procure-to-Pay (P2P)

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Solution Intelligence for Procurement

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