2019 FALL CUSTOMER SUCCESS REPORT

PROCUREMENT SOFTWARE CATEGORY
PROCUREMENT SOFTWARE OVERVIEW

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 ability to utilize economies of scale, better coordination with vendors, and decrease in effort and time needed to manage purchases.

Procurement applications should not be confused with purchasing or warehouse management tools though they may share some functionalities with them.
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
Content Score is affected by:

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

### Market Presence Score
Market Presence Score is affected by:

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

### Company Score
Company Score is affected by:

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

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**Customer Success Report 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.
2019 Customer Success Awards
Check out this list of the highest rated Procurement Software software based on the FeaturedCustomers Customer Success Report.

**Market Leaders**
- avidxchange
- basware
- coupa
- JAGGAER
- SAP Ariba
- TRADESHIFT
- ZYcus

**Top Performers**
- Bellwether
- OpusCapita
- Paramount Workplace
- Periscope
- proactis
- Procurify
- SMART by GEP

**Rising Stars**
- BirchStreet
- esm
- Procurement express.com
- WAXX Digital
OVERALL BEST
OF PROCUREMENT SOFTWARE

BEST IN CATEGORY

coupa
ABOUT COUPA SOFTWARE

Coupa Software enables businesses everywhere to recognize bottom-line financial success via Savings-as-a-Service. More than 500 customers doing business in over 100 countries use Coupa to support business agility and reduce costs. Only Coupa provides an organic suite of true cloud applications including accounts payable, procurement, expense management, sourcing and inventory, allowing customers to realize a return on investment that starts within a few months and grows continually.

"We've gone from manually processing 12,000 invoices per year to 30,000 with Coupa. Choosing Coupa is a no-brainer."
Isaac Ballesteros
Assistant Director of Accounting, Ionis Pharmaceuticals

"We've Now Deployed In China. We Deployed In India, And We're In Process Of Looking At Deploying In Russia And Other Parts Of Eastern Europe. Coupa Is A Tool That Can Really Be Used Across Cultures, Across Geographies, Across Currencies."
Scott Cooper
VP, Global Procurement, Armstrong World Industries

"We're able to manage a level of transactions that has grown four to five times what is was a couple of years ago, without any increase in staff or time."
Jay Shukert
CFO, Sutro Biopharma

"From Our Perspective, The Winning Feature From Coupa Was Customer Commitment. In Terms Of Cost, Commitment, And The System Roadmap, Coupa Had The Best Success Story Versus Our Other Shortlist Suppliers."
Gavin Johnston
Vice President Of Finance And Procurement, NEC Corporation
2019 MARKET LEADERS

- avidxchange
  
  Simplify Operations, Spend Smarter.

- basware

- JAGGAER
  
  Procurement Simplified

- SAP Ariba

- TRADESHIFT

- ZYCU
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 recently was named 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 people.

“"The amount of paperwork involved with our manual process was becoming unmanageable and the process had too many stopping points resulting in little visibility to pending invoices and delayed in getting vendors paid. We found that AvidInvoice streamlined our AP process and increased overall efficiency,"”

Gary Hess
IT Manager of Business Services, Brandywine Realty Trust

“We have reduced our annual operating costs by over $430,000 using AvidXchange’s AP Automation solution and improved our accountability and compliance.”

Warren Adair
VP or Information Technology, Shea Properties

“"With AvidInvoice, electronic invoices are automatically pre-coded with our property information and sent directly to the right person for approval; this process alone is saving us significant administrative time and costs.””

Ginny Carita
Vice President of Property Management, Advance Realty Group

“"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
ABOUT BASWARE

Basware is the global leader in providing purchase-to-pay and e-invoicing solutions in the world of commerce. Basware empower 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.

"Our focus is to further standardize AP operations and achieve even higher levels of automation. We are continuously working with Basware to implement invoice automation best practices so we can maximize processing efficiencies and gain the strongest business benefits."

Pether Jonsson
Group Vice President, ABB

"Eliminating the invoice paperwork has significantly speeded up our processes and streamlined our operations."

Chris Davis Pipe
Group Vice-President, Crown Worldwide Group

"I explained our situation to Basware emphasizing that everything had to be completed within two months. I said 'if you solve this challenge for me, we are in business.' Within two months, everything was implemented and the project was delivered. None of our customers - those receiving paper or electronic invoices - ever noticed this switch. The project...

Hans Hodes
Business Consultant, KPN

"Combining Mastercard’s global network and innovative technology with Basware’s industry-leading purchase-to-pay platform has the potential to enable transformative change."

Hany Fam
President, MasterCard
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 entire spectrum of needs, from spend analysis to sourcing through contract and supplier relationship management. Additionally, JAGGAER holds 38 patents more than any other spend management company.

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Customer references from happy JAGGAER users

VIEW ALL REFERENCES

“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

“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 Açıkgöz
Project Leader Strategic Procurement, MTU Friedrichshafen

“For us as a world market leader in automotive filtration, the right supplier base is strategically important for economically healthy and sustainable growth. JAGGAER opens up the possibility to implement strategically important processes even more efficiently, and to improve the control of purchasing at a global level.”

Hanno Höhn
Group Vice President Purchasing, MANN+HUMMEL

“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
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 deliver.

"Through Ariba Discovery, we now have access to potential buyers all over the world. And we get instant credibility just by being on the network. Buyers look at us as a potential partner – it’s not like a cold call. They see you and invite you to their sourcing event, and you’re already past the first hurdle. The fact that you’re getting invited to bids through Ariba...

Frank Gonzalez
Laser Connection

"Ricoh has been a platinum supplier on the Ariba Network for more than 15 years. We partner with Ariba to provide best-in-class procurement experience for our customers who utilize SAP Ariba solutions. It also ensures our customers receive an exceptional technical experience and the highest level of service and support for online transactions."

Stephanie Pike
Vice President, Digital Customer Experience, Ricoh

"We currently source everything we can through Ariba Discovery. Having all those vendors at your fingertips leads to more competitive bids and lower costs."

Chris Uriarte
Sourcing Manager, Stage Stores

"With our utilization of the Ariba Network, we have greatly reduced our reliance on paper invoices and manual processing, and significantly exceeded our productivity goals across the procure-to-pay process."

Art Noe
Director - Procurement Services, Quad/Graphics
ABOUT 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.

“IBX (now Tradeshift) Purchase-to-Pay has made it easier for users to find what they need to buy—especially when it comes to services. This has led to significant increases in compliance and procurement efficiency.”

Per Magnus Hammer
Vice President, Sourcing, Novozymes

“We found that it’s much easier to ask suppliers to onboard with Tradeshift when it costs nothing for them.”

Mikael Darphin
IMO information Manager, Corporate Finance, Air France KLM

“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

“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
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 across verticals like Manufacturing, Automotives, Banking and Finance, Oil and Gas, Food Processing, Electronics, Telecommunications, Chemicals, Health and Pharma, Education and more.

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Customer references from happy Zycus users

“One of the biggest thing that we value from Zycus is their responsiveness. It really helped us with good user adoption. Zycus tool has been very instrumental for us to make timely decisions.”
Ganga Siebertz
Director, Procure-to-Pay Operations, Coca Cola Refreshments

“The investment made in the Zycus suite of solutions was an important tool in AMD’s ability to rise to the challenge and deliver against its goals.”
Gary Christie
Director of Procurement, Advanced Micro Devices

“Bearing Point has chosen to work with Zycus, amongst other tools, to allow us to be effective in meeting client specific demands. Each client situation and objective will be different and therefore it is important to us to be able to be flexible to meet different needs. Zycus has a tool which is very flexible and a committed staff to help meet various client needs.”
Peter Buettgen
Managing Director, BearingPoint

“Zycus team really helped us put together a metric that is much easier to run, gives us the same visibility and for my time or involvement in it that its reduced by 70% so that’s been a big win.”
MaryEllen Moore
Sr. Global Sourcing Analyst, Tennant Company
2019 TOP PERFORMERS

- Bellwether
- OpusCapita
- proactis
- Paramount WorkPlace
- Periscope Holdings Inc
- Procurify
- SMART by GEP
ABOUT BELLWETHER

Bellwether Purchasing Software, founded in 1985, helps small and mid-sized organizations reduce costs, gain organizational control over spending and improve regulatory compliance through implementation of its Procurement Management Software (Material Management Software), Bellwether Purchasing Manager (BPM). BPM includes e-Procurement Software (Material Management Software) components for invoice management, procurement, inventory and material management and vendor performance optimization.

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Customer references from happy Bellwether users
VIEW ALL REFERENCES

“Bellwether works great for purchasing controls. Great Support staff that is willing to find a way to make a good fit. This is a great tool to help managers realize their budgets. I would recommend this to companies that want to get their spending under control.”

Toni Balla
Tel Hai Retirement Communities

“I would recommend Bellwether Purchasing Software to any company that wants to save time and money. It’s a small monetary investment that yields huge returns by way of time and money saved.”

Denise Robertson
Carthage Water & Electric Plant

“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

“Bellwether Purchasing Software has allowed Precon to streamline the purchasing process through their easy-to-use menus. The cloud hosted access by Bellwether always ensures us that our data is backed up and the support in this area is fast and resolves any issues promptly. Love Bellwether Purchasing Software!”

Deborah Dupree
Precon Tank Corporation
ABOUT 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, Finland.

“OpusCapita is a well-established company with knowledgeable experts. We have been happy to work on a global project of this scale with such an agile partner.”

Sirkku Markula
Corporate Treasurer, Senior Vice President, KONE Corporation

“Payments were previously taken care of locally and with various systems, so it was obviously very difficult to keep track of everything. Now we have a system that functions smoothly: all payments go through the same process, which is the same in each country.”

Katriina Järvenpää
Senior Manager, Posti Group

“With OpusCapita, continuous development really works. They understand the requirements of our licensing process as a whole and actively develop our solution.”

Pasi Hautalahti
Chief of Licensing, South Ostrobothnia ELY Centre

“The automation of purchase invoices frees up time, allowing us to respond to the needs of our customers better than before.”

Mikael Etola
Managing Director, Etola
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.

"Procurement is no longer just about purchase orders and supply management - it’s a key component to our business’s growth. Our entire organisation - from top to bottom - knows that procurement is a critical part of our company’s future, and PROACTIS has been indispensable in helping us achieve our sourcing goals."

Ken Mueller
SVP Finance & CFO, Raley’s

"PROACTIS showed us proven levels of innovation and integration with our CODA finance system and introduced us to a number of companies who were very happy with the combined solution."

Richard Shoteh
Finance Systems Manager, Screwfix

"PROACTIS works as an extension of our internal team, helping us scale on demand, uncover new savings and deliver transparency to the market, which ultimately enables us to offer the best prices and products possible to our customers."

Bashas

"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
ABOUT PARAMOUNT WORKPLACE

Paramount Workplace is web-based and mobile requisition, procurement, and expense software that is easy for employees, effective for management and powerful for accounting! Technology company with the mission to help people transform spend management and enhance efficiency, collaboration, and ROI across their entire organization. Their core business is design, develop, sell, and support Requisition, Procurement, and Expense web-based and mobile solutions for mid-market organizations. They partner with and serve over 110,000 users from global, national, and local brands worldwide.

“With Paramount WorkPlace, we have centralized purchasing, automated routing and approval workflows, and a high level of visibility into our entire purchasing and expense management cycles. We’ve got better control, we’re leveraging our buying power, and we’re keeping the processes moving efficiently.”
Gary Rush
Senior Vice President of Information Technology, Peak Resorts

“Well-designed, easy to use, web based software that will save you time and money when used as designed. We use it here at the Town of Gander and love the well thought out approval workflow process and easy to use and fast interface, and great customer support.”
John Roul
Manager Information Systems, Town of Gander

“We have been using Paramount WorkPlace since 2013 as our procurement software. We have always enjoyed using WP, it is easy to use, meets all of our needs and the very few times we have had any issues we have gotten resolution quickly. Pros are ease of use, intuitive, and customer service.”
Maggie von Moos
Procurement Manager, Willamette Dental Group

“Easy to use for entering and processing requisitions. Easily integrates and ties directly into our financial software ERP.”
Ken Stone
Energy Services Manager, Braintree Electric Light Department
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 transparency.

“"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.
Marcheta E. Gillespie
Deputy Director of Procurement, City of Tucson"

“"The price we pay for BidSync is well worth the money we make selling our products. One good sale found on BidSync can pay for a whole year of the service."
John Brown
National Sales Manager, Whitaker Brothers"

“"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"

“"Periscope is my best friend. Before we started getting opportunities and bidding on them through BidSync, our business had three employees and a gross revenue of $200k. Now, we are a multi-million dollar company with more than 18 employees."
Doug Carver
Carver Electric"
ABOUT PROCURIFY

Procurify is a global leader in mobile and cloud-based purchasing. With users in more than 100 countries worldwide, Procurify empowers businesses to manage direct and indirect company spending and streamline the purchasing process. The ridiculously easy-to-use platform provides complete control and visibility of company spend.

“Being able to use things on the fly, with an android app and apple app this was a huge selling point for us. We are able to use this not only on our office PC’s and laptops but on our devices as well.”

Damon Norris
Purchasing Manager, Legacy Traditional Schools

“The whole system has been amazingly useful for us. From start to finish, everything the system does is something we weren’t doing in that capacity before.”

Gabriel Harris
Senior Associate & Head of Operations, AlphaSights

“Since we’ve implemented Procurify, I’ve heard nothing but good news about procurement, and I can think of no higher compliment for an operational platform.”

Cevdet Samikoglu
CFO, Samumed

“Procurify keeps me organized and on top of purchasing requests, I don’t need to hunt down paper POs and emails with requests, it’s all in one place.”

Joe Carlise
Director of Operations & Finance, Excel Public Charter School
ABOUT SMART BY GEP

SMART by GEP is an AI-powered, unified source-to-pay (S2P) procurement software that brings end-to-end procurement functionality for both direct and indirect spend management into a single, cloud-native platform. It features a range of procurement tools built into one unified procurement system; eliminating the need for separate, stand-alone software, modules, or tools for managing specific functions. SMART by GEP aims to help streamline the end-to-end procurement process, accelerate digital transformation, elevate a procurement team’s performance, and enhance its strategic reach and impact on the business.

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Customer references from happy SMART by GEP users
VIEW ALL REFERENCES

“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

“We selected SMART by GEP and we delivered P2P in seven months. The outcomes speak for themselves. Four-fold increase in savings and a 50 percent reduction in the time it takes for us to process work. And that’s an indicator that it’s improving all the time.”
Richard Powell
Director of Procurement and Supply Chain, Prudential

“We have about 100 procurement engagements on the go at any one time, all of which I can now track through a workflow and really ensure that I’m managing every step. With SMART by GEP, I can manage all 100 in parallel, knowing that they are all under control.”
Paul Howley
Head of Shared Services, Yorkshire Building Society

“For us, digital transformation is a key strategy to deliver more value to the business, faster. We needed an easy-to-use technology solution that could help us source more effectively, minimize risk, drive greater adoption and compliant spend, and deliver on the changing business needs. SMART by GEP ticked all the boxes.”
Mette Villebro Sievers
Head of Procurement, Copenhagen Airports
ABOUT BIRCHSTREET SYSTEMS

BirchStreet Systems provides global, multi-facility enterprises a complete procure-to-pay automation business solution using cloud-based technology. BirchStreet software focuses on improving business processes by automating eProcurement, AP Automation, Inventory Control, Recipe Management, Executive Dashboards and Capital Projects modules to support their customers, primarily in hospitality, casino, restaurant, country club, airports, education, food manufacturing and healthcare industries.

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Customer references from happy BirchStreet Systems users

VIEW ALL REFERENCES

“The BirchStreet platform is great! I’m happy with it and would select the products again if I had the chance.”
Matt O’Maley
Director of Purchasing, The Peninsula Chicago

“BirchStreet Recipe Management System has automated the way we do business, saving us time, reducing expenses and enhancing the quality and consistency of our culinary program.”
Jeff Zimmerman
Director of Culinary Development, Club Corp

“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

“We immediately saw that the soft savings – time and efficiency – involved with using BirchStreet have met and exceeded our expectations. We are anticipating getting hard cost savings within the next month. Our operations and business processes have significantly improved by using the BirchStreet platform.”
Stephen Eden
Director, Culinary and Hospitality Council, Delaware North
ABOUT ESM SOLUTIONS

ESM delivers customized spend management and eProcurement solutions that ensure 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.

"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

"Not only did ESM make the transition nearly seamless and go above and beyond to make the project a success, but they dealt with our concerns about long-term price stability by agreeing to cap future price increases at a reasonable rate.”

Jim Hudson
Chief Procurement Officer, Ivy Tech Community College of Indiana

"Agiloft values ESM as a trusted and reliable partner. They have a deep understanding of procurement needs and a product that is focused on meeting them. Our relationship with ESM has been critical to our success, and their experienced and knowledgeable team has consistently exceeded our expectations.”

Colin Earl
CEO, Agiloft

Customer references from happy ESM Solutions users

VIEW ALL REFERENCES
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 contours to your needs and not the other way around. Thus, they daily save 10% of spend for a wide variety of industries including: construction, non-profit. ProcurementExpress.com it, events and software. But they know the app is not everything and behind P is a team of humans, routing for your success.

"We use ProcurementExpress.com as a PO request/approval system. Since implementing, we have effectively eliminated any unapproved purchases by various team members and across multiple locations."
Corbin Bourree
Managing Director, Sustainable Produce Urban Delivery

"ProcurementExpress.com fits the needs of our ever going procurement company. Support actually listening to me instead of telling me. Also the ease of the system to work through in order to get that Purchase Order out."
Jay Karotkin
President, Dirigo Hospitality Procurement

"Easy to use and access to do the job quickly. The drop down menus are very easy to use so the job does not become stressful."
Trudy O’Reilly
Oversight Data Manager, Toyota Cowboys

"This simplified the process and eliminated the paper trail we had previously, and the automated notification system is expedient and clear."
Aaron Deupree
Leysin American School in Switzerland
ABOUT WAX DIGITAL

Wax Digital provides innovative, award winning eProcurement and spend management solutions for mid to large sized organisations, helping reduce costs, achieve greater efficiencies and improve spend compliance and control.

"web3 eSourcing has revolutionised our tendering processes, and we now have a far more efficient and formalised process in place. Issuing our terms and conditions to our suppliers at the tender stage saves time compared to having to resolve issues later in our process. The system's ease of use means that we have been able to get up and running and...

Sam Warden
Head of Procurement & Property, Thomas Cook

"web3 S2C has been hugely beneficial due to its ease of use and the efficiencies it provides, which allow Purchasing to use the time saved into adding value to our business in a more proactive way."

Neil Woodyet
Senior Buyer - Dealers & Indirect Goods & Services, Belron

"We went through an exhaustive vendor selection, but Wax Digital's expertise delivering web-based eProcurement to large user communities like ours shone through. web3 frees up employee time, allowing our staff to concentrate their attendance where we want it- on continued customer service excellence."

Head of Purchasing
Center Parcs

"Wax Digital's ability to seamlessly integrate web3 with SAP was a key reason Nissan chose the organisation. Its wealth of experience helped Nissan IS to deliver one of its most successful integration projects to date."

Pablo Lamarca
Section Manager, IS, Nissan