Spend Matters® | SolutionMap

Results & Methodology Review
E-Sourcing & Optimization

LGX

ec sourcing group

Spend Matters SolutionMap VALIDATED 2020

lgxcorp.com

Spend Matters | SolutionMap

EC Sourcing Group Named Leader for 9th Consecutive Quarter

With rankings based on technical or functional criteria, **SolutionMap** is the definitive procurement technology benchmark for evaluating 69 procurement software companies across 13 technology areas.

Its fully transparent methodology, which considers equal parts technology analyst and customer scoring, has rendered Spend Matters a leading solution intelligence source for procurement and supply chain professionals across all industries.

2020 Optimization Results
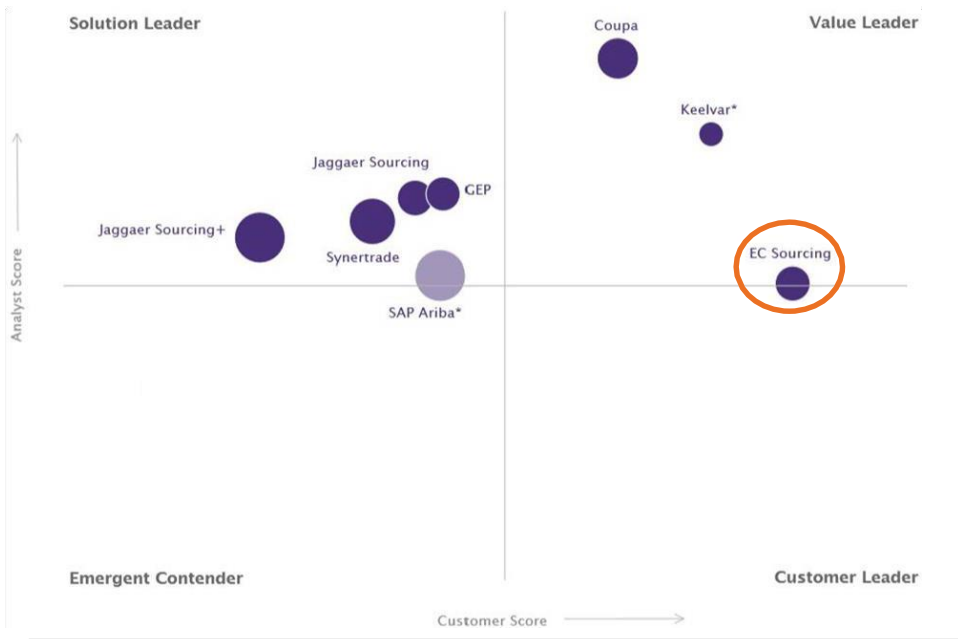
Research Methodology Highlights

The methodology is based on the following key areas:

- Customer happiness scoring
- Research analyst scoring
- Analysis of 400+ question RFP
- Extensive product demonstrations
- Direct reference feedback from more than 10 clients

Please see page two for more details on the scope and dimensions included within both the Functional & Customer Value areas of the SolutionMap.

[Click here](#) for additional details comparing the methodology for SolutionMap to other benchmarking studies.

Partial List of EC Sourcing Group Client Industries

- Banking
- Business Services
- Consulting
- Consumer Products
- Distribution
- Education
- Financial Services
- Food Companies
- Healthcare
- Holding Companies
- Industrial
- Insurance
- Life Sciences
- Manufacturing
- Mining
- Municipalities
- Pharma
- Restaurant
- Retail
- Utilities

Partial List of Category Experience for EC Sourcing Group Solutions

Freight
- Truckload / LTL
- Small Parcel
- Ocean
- Air
- 3 PLs

IT
- Hardware / Software
- Cloud Services
- Peripherals
- Networking Equip.
- Telecom

Facilities
- MRO
- Janitorial
- Security
- Dining
- Energy

Services
- Temp Labor
- Consulting
- Background Checks
- Inventory Audit
- Document Mgmt

Marketing
- Agencies
- Promo
- Print
- Signage
- Events

Directs & Packaging
- Metals
- Resins
- Food
- Plastics
- Corrugated

Functional Emphasis Scoring Detail

Pricing:
- High emphasis placed on pricing (up to 20% of the total score for Functional/Solution overall scoring)

Project Management:
- Moderate emphasis placed on Sourcing Strategy Definition
- Limited emphasis placed on Task, Timeline and Milestone Definition; Approvals and Sign-Offs; and Execution Support

Supplier Portal:
- Moderate emphasis placed on Results/Award Notification and Self Registration
- Limited emphasis placed on Distributed Supplier RFX Response Management, Distributed Supplier Auction Management, Supplier Onboarding and Invitation Management

RFX/Surveys:
- High emphasis placed on Creation Methodology, Components and Templates
- Moderate emphasis placed on Template Library, Template Category Library, Weighting, Collaboration, Real-Time Messaging, Automatic Supplier Identification, Bidding, Evaluation, Side-by-Side Comparison, Management and Multi-Round Support

Auction:
- Moderate emphasis placed on Out-of-the-Box Auction Formats and RFX Integration
- Low emphasis placed on Proxy Support and Messaging

Technology:
- High emphasis placed on SaaS/Cloud
- Moderate emphasis placed on Core Technology Platform and Mobile Support

Configurability:
- Moderate emphasis placed on Sourcing Process Services
- Moderate emphasis placed on Category-Specific Consulting and Managed Sourcing Events

Customer Value Emphasis Scoring Detail

High Emphasis placed on:
- Recommend This Provider (Overall)
- Pricing/Affordability
- Quick Deployment
- ROI
- End User Experience/Ease of Use

Moderate Emphasis placed on:
- Level of Value Perceived
- Maximize Savings
- Maximize Spend Under Management
- Business Value
- Innovation

Selection processes should involve:
- Writing business requirements/goals (e.g., desired adoption metrics, user satisfaction, deployment time) even before technical requirements
- Requesting references based on similar organizational situations
- Letting procurement lead vendor vetting/selection versus IT
- Understanding a vendor's overall philosophy and ability to bring more than technology alone
- Investigating the ability of a vendor to "grow" with procurement's needs as requirements mature