



Spend Matters™ | SolutionMapSM

Q2, 2018

Procure-to-Pay (P2P), Invoice-to-Pay (I2P), E-Procurement: Scoring Summary

SolutionMap SM Introduction	2
SolutionMap SM Personas	3
Determine	
Procure-to-Pay	4
Invoice-to-Pay	5
E-Procurement	6
About Spend Matters™	7

Spend Matters™ | SolutionMapSM

Procure-to-Pay (P2P), Invoice-to-Pay (I2P), E-Procurement

Q2, 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

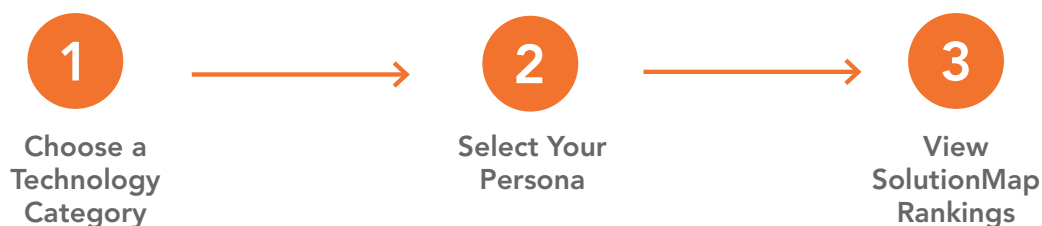
You need to stay on top of technology advancements and understand how they can work to streamline your function. Unfortunately, many traditional analyst frameworks to compare solution provider capabilities and create provider shortlists are static and take a 'one-fits-all' approach.

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:



Spend Matters™ | SolutionMapSM

Q2, 2018

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

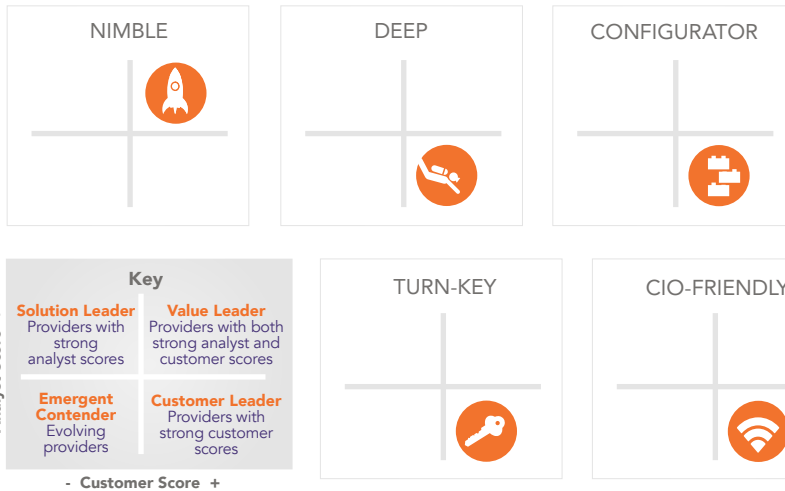


CIO-FRIENDLY Persona

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: Q2 2018



BACKGROUND

Company name: Determine
Founded: 1996 (Selectica); 2000 (as Iasta and b-pack); 2015 (Determine as new entity)
HQ (and support locations): Carmel, Ind.; additional locations in Atlanta, Ga.; London, UK; Paris, France and Aix en Provence, France; Odessa, Ukraine
No. of employees: 150
Total annual revenue: \$27 million
Customers: 280 (total customers) including: Acticall, April, Axereal, Children Worldwide Fashion, Clinicas, Gucci, Guilford Child Development, HBR Sherman & Howard, MacLellan (NDS), RCI Banque, Rehmann Sharp, Sony Music Global, Telehouse, ThyssenKrupp, United Drug, Yves Saint Laurent
Active users (buy-side): 21,664
Active users (supply-side): Not disclosed
Regions Served: US, Western Europe, South America, APAC

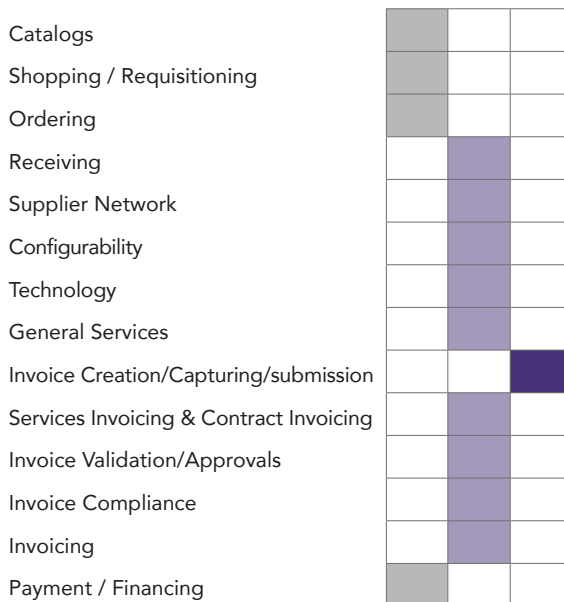
Available Modules: Focusing exclusively on the Determine Cloud Platform (DCP) we provide three release cycles – the following modules with the latest STS monthly (17.1), MTS (16.12), LTS 17.3; most customers run on LTS or MTS. The available DCP modules are Analytics (incl. Spend Analytics), Supplier Management, Sourcing, Contract Management, Procurement, Invoice Management, Financial Management, Business Apps (that include areas like T&E, Inventory and Asset Management)

Summary Solution Scoring

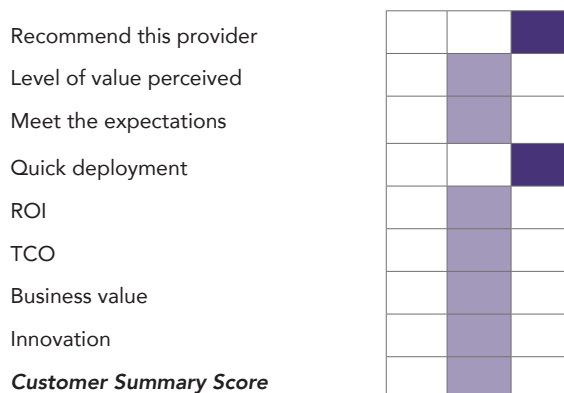
Key



ANALYST SOLUTION SCORING



CUSTOMER SOLUTION SCORING



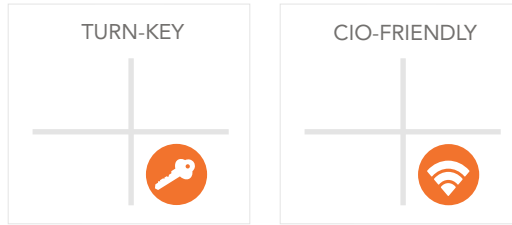
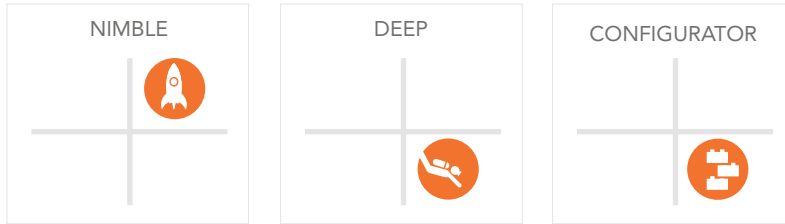
RECOMMENDED FIT

- Based on its Solution and Customer Value scoring, Determine is a recommended fit for all Procure-to-Pay SolutionMap Personas, with the best showing in the Nimble persona.
- Determine has a substantial user base in France (and Europe) and is adding customers in North America. While it offers comparatively attractive pricing to both middle-market and Global 2000 organizations with targeted requirements, Determine's capabilities can also make it suitable for larger organizations with unique procure-to-pay requirements.
- Determine has a powerful configuration engine which could benefit those organizations with a strong need to support unique business rule and workflow requirements either locally or globally.

CONSIDERATIONS

- Determine scored in the "middle tier" of providers for the majority of the Technology / Solution component areas.
- The provider scored in the "middle tier" for Customer Value overall in the Procure-to-Pay SolutionMap analysis.
- Determine's ability to support complex, global procure-to-pay configurations (including multi-ERP integration, cross-border, accounting and related scenarios) make it attractive for multinational firms.

Invoice-to-Pay Persona Scoring: Q2, 2018



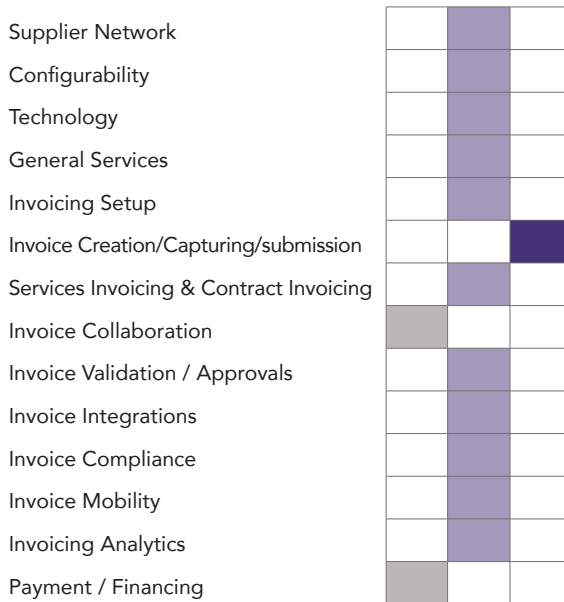
BACKGROUND

Company name: Determine
Founded: 1996 (Selectica); 2000 (as Iasta and b-pack); 2015 (Determine as new entity)
HQ (and support locations): Carmel, Ind.; additional locations in Atlanta, Ga.; London, UK; Paris, France and Aix en Provence, France; Odessa, Ukraine
No. of employees: 150
Total annual revenue: \$27 million
Customers: 280 (total customers) including: Acticall, April, Axereal, Children Worldwide Fashion, Clinicas, Gucci, Guilford Child Development, HBR Sherman & Howard, MacLellan (NDS), RCI Banque, Rehmann Sharp, Sony Music Global, Telehouse, ThyssenKrupp, United Drug, Yves Saint Laurent
Active users (buy-side): 21,664
Active users (supply-side): Not disclosed

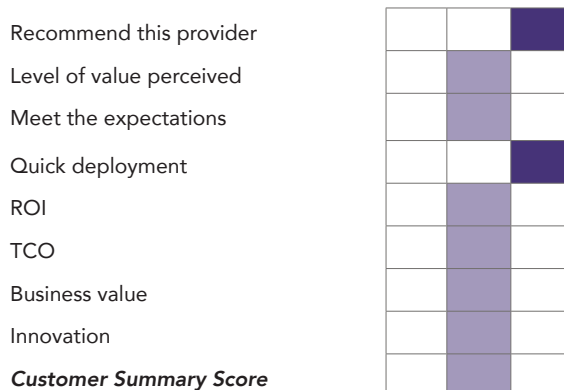
Summary Solution Scoring



ANALYST SOLUTION SCORING



CUSTOMER SOLUTION SCORING



Regions Served: US, Western Europe, South America, APAC
Available Modules: Focusing exclusively on the Determine Cloud Platform (DCP) we provide three release cycles – the following modules with the latest STS monthly (17.1), MTS (16.12), LTS 17.3; most customers run on LTS or MTS. The available DCP modules are Analytics (incl. Spend Analytics), Supplier Management, Sourcing, Contract Management, Procurement, Invoice Management, Financial Management, Business Apps (that include areas like T&E, Inventory and Asset Management)

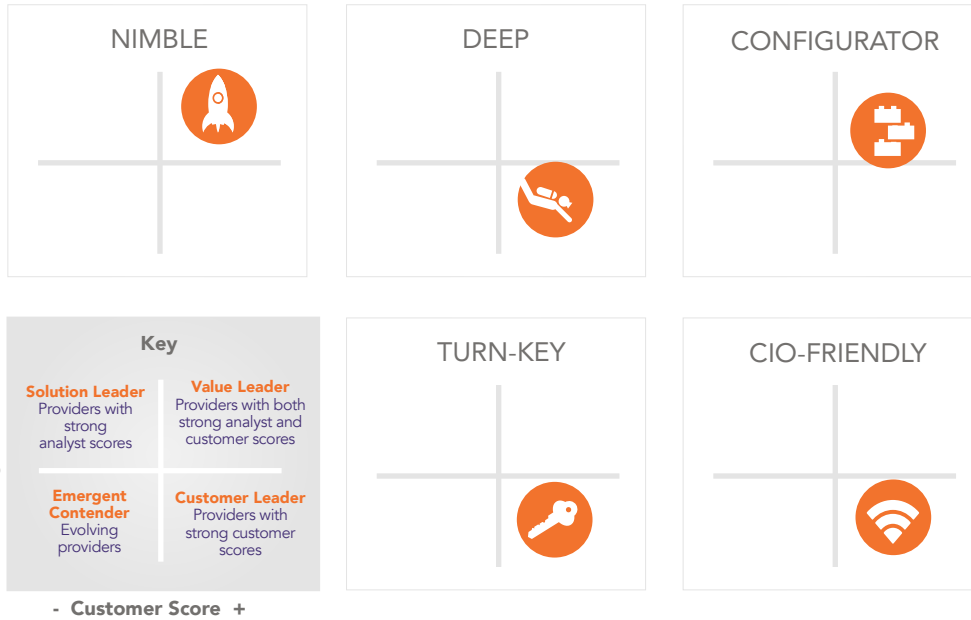
RECOMMENDED FIT

- Based on its Solution and Customer Value scoring, Determine is a recommended fit for all Invoice-to-Pay SolutionMap Personas.
- Determine has a substantial user base in France (and Europe) and is adding customers in North America. While it offers comparatively attractive pricing to both middle-market and Global 2000 organizations with targeted requirements, Determine's capabilities can also make it suitable for larger organizations with unique invoice-to-pay requirements.
- Determine has a powerful configuration engine which could benefit those organizations with a strong need to support unique business rule and workflow requirements either locally or globally.

CONSIDERATIONS

- Determine scored in the "middle tier" of providers for most of the Technology / Solution component areas, and in the "bottom tier" for two areas.
- The provider scored in the "middle tier" for Customer Value overall in the Invoice-to-Pay SolutionMap analysis.
- Determine's ability to support complex, global invoice-to-pay configurations (including multi-ERP integration, cross-border, accounting and related scenarios) make it attractive for multinational firms.
- Determine has limited consulting and systems implementation partnerships relative to larger providers in the invoice-to-pay market.

E-Procurement Persona Scoring: Q2, 2018



BACKGROUND

Company name: Determine
Founded: 1996 (Selectica); 2000 (as lasta and b-pack); 2015 (Determine as new entity)
HQ (and support locations): Carmel, Ind.; additional locations in Atlanta, Ga.; London, UK; Paris, France and Aix en Provence, France; Odessa, Ukraine
No. of employees: 150
Total annual revenue: \$27 million
Customers: 280 (total customers) including: Acticall, April, Axereal, Children Worldwide Fashion, Clinicas, Gucci, Guilford Child Development, HBR Sherman & Howard, MacLellan (NDS), RCI Banque, Rehmann Sharp, Sony Music Global, Telehouse, ThyssenKrupp, United Drug, Yves Saint Laurent
Active users (buy-side): 21,664
Active users (supply-side): Not disclosed
Regions Served: US, Western Europe, South America, APAC
Available Modules: Focusing exclusively on the Determine Cloud Platform (DCP) we

Summary Solution Scoring

Key

Bottom Tier	Middle Tier	Top Tier
-------------	-------------	----------

ANALYST SOLUTION SCORING

Catalogs	Bottom Tier	Middle Tier	Top Tier
Shopping / Requisitioning	Bottom Tier	Middle Tier	Top Tier
Ordering	Middle Tier	Middle Tier	Top Tier
Receiving	Middle Tier	Middle Tier	Top Tier
Supplier Network	Middle Tier	Middle Tier	Top Tier
Configurability	Middle Tier	Middle Tier	Top Tier
Technology	Middle Tier	Middle Tier	Top Tier
General Services	Middle Tier	Middle Tier	Top Tier

CUSTOMER SOLUTION SCORING

Recommend this provider	Middle Tier	Middle Tier	Top Tier
Level of value perceived	Middle Tier	Middle Tier	Top Tier
Meet the expectations	Middle Tier	Middle Tier	Top Tier
Quick deployment	Middle Tier	Middle Tier	Top Tier
ROI	Middle Tier	Middle Tier	Top Tier
TCO	Middle Tier	Middle Tier	Top Tier
Business value	Middle Tier	Middle Tier	Top Tier
Innovation	Middle Tier	Middle Tier	Top Tier
Customer Summary Score	Middle Tier	Middle Tier	Top Tier

provide three release cycles – the following modules with the latest STS monthly (17.1), MTS (16.12), LTS 17.3; most customers run on LTS or MTS. The available DCP modules are Analytics (incl. Spend Analytics), Supplier Management, Sourcing, Contract Management, Procurement, Invoice Management, Financial Management, Business Apps (that include areas like T&E, Inventory and Asset Management)

RECOMMENDED FIT

- Based on its Solution and Customer Value scoring, Determine is a recommended fit for all E-Procurement SolutionMap Personas.
- Determine has a substantial user base in France (and Europe) and is adding customers in North America. While it offers comparatively attractive pricing to both middle-market and Global 2000 organizations with targeted requirements, Determine's capabilities can also make it suitable for larger organizations with unique e-procurement requirements.
- Within the e-procurement functional area, Determine has some of the strongest Order Management and Configuration capabilities in the market.
- Determine also has a powerful configuration engine which could benefit those organizations with a strong need to support unique business rule and workflow requirements either locally or globally.

CONSIDERATIONS

- Determine scored in the "middle tier" of providers for most of the Technology / Solution component areas; it scored in the "bottom tier" for two areas (Catalogs & Shopping/Requisitioning).
- The provider scored in the "middle tier" overall for Customer Value in the Q2 E-Procurement SolutionMap analysis.
- Determine's ability to support complex, global e-procurement configurations (including multi-ERP integration, cross-border, accounting and related scenarios) make it attractive for multinational firms.
- Determine has limited consulting and systems implementation partnerships relative to larger providers in the e-procurement market.

Spend Matters™

Solution Intelligence for Procurement

Spend Matters is the leading solution intelligence source for procurement and supply chain professionals. Combining deep technology analysis and tailored advisory services with daily news coverage and subscription research, Spend Matters is trusted by CPOs, consultants, investors and solution providers alike as their procurement technology intelligence partner. [Spend Matters](#) is owned and managed by [Azul Partners, Inc.](#)
