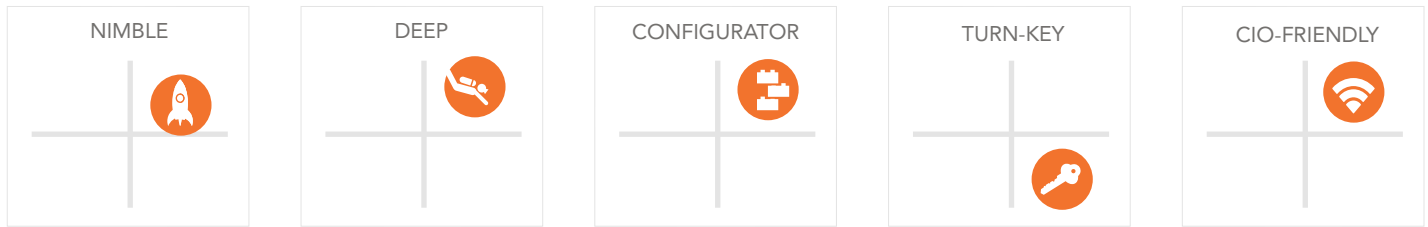


## Supplier Relationship Management Persona Scoring: Q1, 2018



### BACKGROUND

**Company name:** Ivalua  
**Founded:** Founded in 2000  
**HQ (and support locations):** Redwood City, Calif., and Orsay, France, with offices in New York, Montreal, U.K., Germany, Italy and Brazil  
**No. of employees:** 180  
**Total annual revenue:** Not disclosed  
**Customers:** More than 250, including Altisource, Banco do Brazil, Beacon, CACI, City of New York, Fannie Mae, Honeywell, Lefrak, Meritor, Nexen, NVR, Scotiabank, Whirlpool, BNP Paribas, Bulgari, Faurecia, Rolex, Rothschild, SEB, Sephora, Vilogia, Vinci Energies  
**Active users (buy-side):** 750,000  
**Active users (supply-side):** Over 1 million  
**Regions Served:** Canada, U.S., South America, U.K., Europe and Asia  
**Available Modules:** Supplier Information Management, Third-Party Risk, Issues Management, Improvement Plans, Vendor MDM, Sourcing Projects & RFX, Auctions, Category Action Plans, Bills of Material, Contract Management, Pricelist & Catalogs, Contract Authoring, Assets & Tooling, Item & Service MDM, Purchase Requisitions, Purchase Orders, Goods Receipts, Budget Tracking, Complex Services, Invoices & Payments, Invoice Data Capture, Accruals, Expenses, Early Payments, Spend Analysis, Savings Tracking, Performance Evaluation, Program Management, Advanced Analytics  
**Other app integration:** SAP R3, SAP SRM, SAP Ariba, SAP ECC, SAP Business Connector, SAP Netweaver PI/XI, Oracle Fusion, Oracle eBusiness Suite, Agresso, Unit4, NetSuite, Basware, IBM Websphere, webMethods, Clockworks, Microsoft BizTalk, Lawson, Visma Enterprise, Visma Proceedo

## Summary Solution Scoring

### Key



### ANALYST SOLUTION SCORING

	Bottom Tier	Middle Tier	Top Tier
Master Data Management			Top Tier
Supplier Onboarding Support			Top Tier
Core Supplier Information Management			Top Tier
Conflict and Event Management			Top Tier
Innovation Management			Top Tier
Supplier Performance Management		Middle Tier	Top Tier
Risk Management			Top Tier
NPD / NPI			Top Tier
Analytics Lite			Top Tier
Supplier Portal			Top Tier
Technology			Top Tier
Configurability and Globalization			Top Tier
Services	Bottom Tier		Top Tier

### CUSTOMER SOLUTION SCORING

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

### RECOMMENDED FIT

- Based on its Solution and Customer Value scoring, Ivalua is a recommended fit for all five Supplier Management SolutionMap Personas: Nimble, Deep, Turn-Key, Configurator and CIO-Friendly.
- The functional strengths of Ivalua's other suite-based modules materially extend its Supplier Management capability. The provider also delivers significant flexibility in deployment model and approach, and highly granular flexibility for customers upgrading to new releases in addition to adjacent product capabilities and modules.
- Ivalua is making significant R&D and product investments to improve the end-user experience, as well as to support functional and technological innovations.
- Ivalua has one of the strongest configuration capabilities to enable business users to design and configure support for any Supplier Management scenario. It is a recommended platform for automating complex or non-standard scenarios.

### CONSIDERATIONS

- Ivalua scored in the "top tier" for 10 Solution components; in the "middle tier" for two components; and in the "bottom tier" for one component.
- Ivalua scored in the "top tier" overall for Customer scoring in the Q1 SolutionMap.