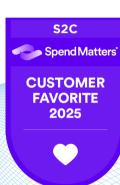# raindrop

**SpendMatters®**

# We are proud of what our customers think about Raindrop Supplier Management

Our customers had a lot to say when it came to rating Raindrop solutions for the Spend Matters SolutionMap Spring 2025. Participants, like Raindrop, are scored on technical capability and customer ratings; we think the results speak for themselves. Supplier Management is an integrated part of the Raindrop Source to Pay Suite.

**raindrop SpendMatters®**
**SolutionMap VALIDATED 2025** ✔

**S2C SpendMatters®**
**CUSTOMER FAVORITE 2025** ♥

> "Being a Microsoft Certified Partner, Raindrop's solution has strong document-based collaboration capabilities."

**raindrop SpendMatters®**
**CUSTOMER FAVORITE 2025** ♥

**Spend Analytics SpendMatters®**
**CUSTOMER FAVORITE 2025** ♥

**Sourcing SpendMatters®**
**CUSTOMER FAVORITE 2025** ♥

## Raindrop Customer Scores

*Raindrop customers rated our Supplier Management solution ahead of their peers — in every single category.*



Supplier Management > Customer Scores
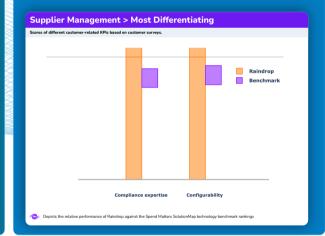Scores of different customer-related KPIs based on customer surveys.

Legend: Benchmark, Raindrop

Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

**Raindrop received top customer scores.**

- QUICK DEPLOYMENT ➕
- ROI ➕
- TCO ➕
- BUSINESS VALUE ➕

LEGEND: ○ UNAVAILABLE FUNCTIONALITY ■ BELOW BENCHMARK ■ AT BENCHMARK ■ ABOVE BENCHMARK ▮ TOP

## Sourcing SXM Leader

*Supplier Management, a critical component of Sourcing, is the Customer Leader.*



Sourcing > SXM
A collection of supplier-centered applications that bridges the gaps between and beyond the core source-to-pay applications, including information, performance, relationship, quality, risk and compliance management.

Customer Leaders: Onventis, MeRLIN, Fairmarkit, SOVRA, **Raindrop**

MARKET FIT: SME | Mid-Market | **Enterprise**
Solutions for large/multinational enterprises (revenues>$1B/year). Typically advanced functionality, complex deployment and global services & support.

Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

## Most Differentiating

*Raindrop is above the benchmark in Compliance Expertise and Configurability.*



Supplier Management > Most Differentiating
Scores of different customer-related KPIs based on customer surveys.

Legend: Raindrop, Benchmark

Compliance expertise, Configurability

Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

## Value Beyond Tech

*Raindrop was a top scorer in Value Beyond Tech.*



Supplier Management > Value Beyond Tech
Scores of different customer-related KPIs based on customer surveys.

Legend: Raindrop, Benchmark

Compliance expertise, Industry expertise, Innovation, Process expertise

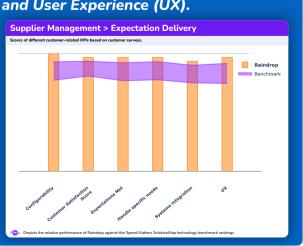Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

## Value Generation

*Raindrop scored on top for Quick Deployment, Business Value, Total Cost of Ownership (TCO), and Return on Investment (ROI).*



Supplier Management > Value Generation
Scores of different customer-related KPIs based on customer surveys.

Legend: Benchmark, Raindrop

Quick deployment, ROI, Business Value, TCO

Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

## Expectation Delivery

*Exceeding expectations across the board, especially with Configurability and User Experience (UX).*



Supplier Management > Expectation Delivery
Scores of different customer-related KPIs based on customer surveys.

Legend: Raindrop, Benchmark

Configurability, Customer Satisfaction Score, Expectations Met, Handle specific needs, Systems integration, UX

Depicts the relative performance of Raindrop against the Spend Matters SolutionMap technology benchmark rankings

## Positive Customer Feedback

👍 *Quick deployment, easy to use and provides a one-stop shop for processes.*

👍 *Cost efficiency, continuous innovation, customer support, accessibility and scalability, analytics and reporting, enhanced security, customization and flexibility, integration capabilities, user-friendly interface.*

**SpendMatters®**