

We are proud of what our customers think about Raindrop Sourcing

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.

raindrop

SpendMatters®

SolutionMap
VALIDATED
2025

Sourcing

SpendMatters®

CUSTOMER
FAVORITE
2025

“Raindrop’s modules are all on one platform, enabling rapid data transfer and harmonization between modules.”

S2C

SpendMatters®

CUSTOMER
FAVORITE
2025

Spend Analytics

SpendMatters®

CUSTOMER
FAVORITE
2025

“Robust scorecarding and savings pipeline management.”

”

Raindrop Customer Scores

Raindrop customers rated our Sourcing solution ahead of their peers — in every single category.

Contract Lifecycle Management > Customer Scores

Scores of different customer-related KPIs based on customer surveys.

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 Value Leader

Raindrop is a Value Leader and the furthest ahead in customer scoring.

S2C > Sourcing

Solutions and supporting content and services for automating sourcing activities via RFx management and e-auctions.

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

MARKET FIT

SME | Mid-Market | Enterprise

Solutions for upper mid-market (revenues \$100M-\$1B/year). Typically highly configurable functionality, enabled with content (i.e., templates, intelligence) and capability to support multiple regions

Sourcing SXM Leader

Raindrop's Supplier Management, a critical component of Raindrop 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.

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

MARKET FIT

SME | Mid-Market | Enterprise

Solutions for large/multinational enterprises (revenues >\$1B/year). Typically advanced functionality, complex deployment and global services & support.

Most Differentiating

Raindrop was above the benchmark in Compliance Expertise and Configurability.

Sourcing > Most Differentiating

Scores of different customer-related KPIs based on customer surveys.

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.

Sourcing > Value Beyond Tech

Scores of different customer-related KPIs based on customer surveys.

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Value Generation

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

Sourcing > Value Generation

Scores of different customer-related KPIs based on customer surveys.

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Expectation Delivery

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

Sourcing > Expectation Delivery

Scores of different customer-related KPIs based on customer surveys.

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

Demand Management

When it comes to efficiently managing and prioritizing requests to streamline the sourcing process, Raindrop came out ahead.

Sourcing > Demand Management

This details how efficiently a solution prioritizes and assigns requests and other demand signals.

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.

Use of AI in automation of contracts authoring and invoice processing automation. Also as a strong customer success team.