



SpendMatters®

**Never regret a procurement  
technology decision again.**

**Meet Insider + TechMatch**

# Buying procurement tech shouldn't be so hard for...professional buyers.

## But it just is. Why?

**The solutions all look the same.** How do you know who can do what they say they can do, and in your unique environment?

**Too many cooks in the kitchen:** everyone has an opinion, making stakeholder buy-in more arduous than ever

**The risk of putting in the wrong system** and wasting precious time and budget would be disastrous, professionally and personally

When a digital initiative arises, you need to come up to speed on what to expect from a solution, clarify requirements across stakeholders, and come to a best-fit shortlist that will work in your environment. Fast.

## TECH REGRET IS RAMPANT

→ **73%** of tech purchasers who have bought but not yet implemented their products/solutions indicated **high regret**.

→ **56%** of the purchases studied were categorized as **high-regret**.

→ **Only 13%** were categorized as no regret.

Source: Pushing Beyond Enterprise Tech Buyer Regret, Gartner 2022

## Why Insider and TechMatch?

First, let's talk about why we built this. We envision a world where:

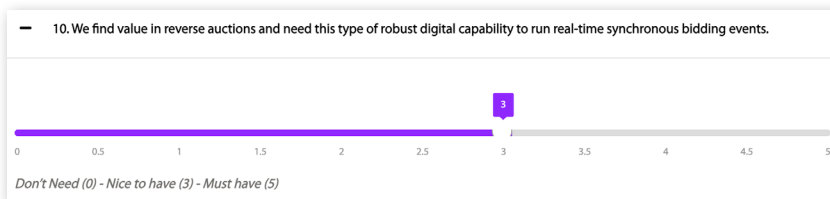
- Tech buyers feel fully informed about all of their options and are confident they are keeping up with all of the changes and new additions to the landscape
- It's possible to get very smart, very quickly on new technology
- Technology buyers pursue tech sourcing with the same level of confidence, care, and rigor that they bring to other buying decisions
- Organizations have everything they need to enter a negotiation on an even playing field with vendors (like what they get with some of the really good strategic sourcing softwares)
- People fully trust the decisions they make around procurement technology and have confidence in what the solutions will provide once in use

**Insider + TechMatch helps procurement and finance technology buyers hone requirements, explore the market, and connect with best-fit solutions.**

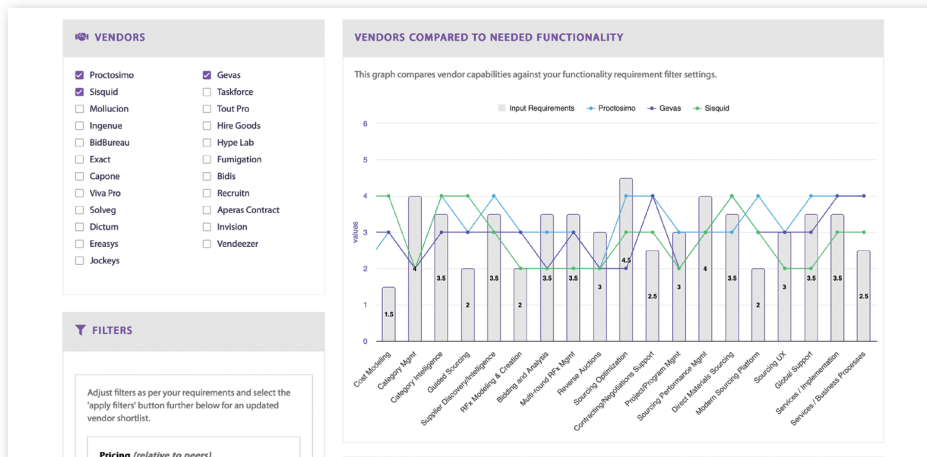
## How it works

[Spend Matters TechMatch](#) is an online analysis tool that lets team members across any number of functions rate the importance of a series of “needs” questions that tie back to the capabilities a specific technology can provide.

For example, in the sourcing category, you’d rate this statement from 0 (don’t need this at all) to 5 (this is critical):

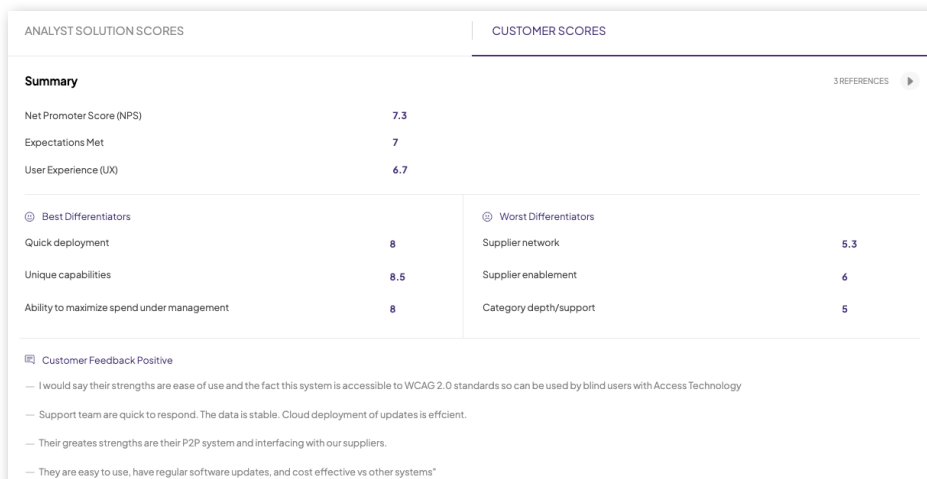


When you’ve answered all of the questions, you’ll see your shortlist:



From there, you can adjust weightings, compare requirements across teams, and spend advisory time with the Spend Matters analysts team to get to your final shortlist.

This is where [Spend Matters Insider](#) comes into play, where you can read detailed vendor analysis, including SWOT, and compare hundreds of customer reviews and ratings, including NPS, ROI, TCO, and qualitative positive and negative feedback.



## Who buys this?

Procurement organizations with a mandate to choose and implement new and/or rip & replace technology in the source-to-pay realm

## What’s the investment?

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## What are the available categories?

Source-to-Pay

Procure-to-Pay

Spend Analytics

Sourcing

Sourcing Optimization

Direct Materials Sourcing

Contract Lifecycle Management

Supplier Management

Risk

eProcurement

AP Automation

Carbon Management



**Lisa Tye**

VP Finance

Upper Crust

“TechMatch helped us hone requirements across four departments, find vendors we would have never found on our own, compare them accurately, and get negotiation leverage we needed. Complete gamechanger.”

## What's it in for me?

- A self-service data set that you can manipulate however you want (aka only talk to an analyst if you want to)
- Reduced RFP time and effort (and in some cases, TechMatch clients forego an RFP altogether)
- Clarity across teams / functions on requirements
- Peace of mind that the vendor can “do what they say they can do”
- Exposure to vendors you may have never found on your own
- Clear negotiation levers
- Never be burned by a procurement technology decision again

### Trusted by:



Your best procurement solution is out there.

fastest

newest

easiest

cheapest

tailored

trusted

perfect

for-now

forever

future-proof

Let us help you find it.

Free Demo