**Supplier Relationship Management Persona Scoring: Q1, 2018**

**ANALYST SOLUTION SCORING**
- Master Data Management
- Supplier Onboarding Support
- Core Supplier Information Management
- Conflict and Event Management
- Innovation Management
- Supplier Performance Management
- Risk Management
- NPD / NPI
- Analytics Lite
- Supplier Portal
- Technology
- Configurability and Globalization
- Services

**CUSTOMER SOLUTION SCORING**
- Recommend this provider
- Level of value perceived
- Meet the expectations
- Quick deployment
- ROI
- TCO
- Business value
- Innovation
- Customer Summary Score

**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
- **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

**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.