

Horizontal Suite Providers

SMB	Mid-Market (US/Global)	Enterprise
Card-Based	Expense-Based	Mid-Market (Regional)

Vertical Suite and Marketplace Providers

Healthcare	Hospitality	Aviation	Food	Law Firm
Government	Industrial/Mftg.	Life Sciences	Pro. Services	Prop. Mgmt.
Veterinary	Prop. Mgmt.			

Horizontal Specialist Solution Providers

Sourcing	ESG-Focused	Supplier Solutions				Risk & Compliance	CLM	Payments	AP Automation	Spend Analytics											
		<th>Data Intelligence</th> <th>Data Connectivity</th> <th>Supplier Collaboration</th> <th>Data Providers</th> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td>	Data Intelligence	Data Connectivity	Supplier Collaboration	Data Providers															
RFX		<th>Relationship Mgmt.</th> <th>Innovation Mgmt.</th> <th>Supplier Perf.</th> <th>Procurement Perf.</th> <td> <th>Third Party Risk</th> <td> </td> <td> <th>Process Automation</th> <td> </td> <td> <th>Working Capital</th> <td> </td> <td> <th>Blockchain-Based</th> <td> </td> <td> <th>Data & Analytics</th> <td> </td> </td></td></td></td></td>	Relationship Mgmt.	Innovation Mgmt.	Supplier Perf.	Procurement Perf.	<th>Third Party Risk</th> <td> </td> <td> <th>Process Automation</th> <td> </td> <td> <th>Working Capital</th> <td> </td> <td> <th>Blockchain-Based</th> <td> </td> <td> <th>Data & Analytics</th> <td> </td> </td></td></td></td>	Third Party Risk		<th>Process Automation</th> <td> </td> <td> <th>Working Capital</th> <td> </td> <td> <th>Blockchain-Based</th> <td> </td> <td> <th>Data & Analytics</th> <td> </td> </td></td></td>	Process Automation		<th>Working Capital</th> <td> </td> <td> <th>Blockchain-Based</th> <td> </td> <td> <th>Data & Analytics</th> <td> </td> </td></td>	Working Capital		<th>Blockchain-Based</th> <td> </td> <td> <th>Data & Analytics</th> <td> </td> </td>	Blockchain-Based		<th>Data & Analytics</th> <td> </td>	Data & Analytics	
		<th>PunchOut</th> <th>Vendor Mgmt.</th> <th>Category Mgmt.</th> <td> <th>Recovery Audit</th> <td> </td> <td> <th>Contract Review</th> <td> </td> <td> <th>Process Mining</th> <td> </td> </td></td></td>	PunchOut	Vendor Mgmt.	Category Mgmt.	<th>Recovery Audit</th> <td> </td> <td> <th>Contract Review</th> <td> </td> <td> <th>Process Mining</th> <td> </td> </td></td>	Recovery Audit		<th>Contract Review</th> <td> </td> <td> <th>Process Mining</th> <td> </td> </td>	Contract Review		<th>Process Mining</th> <td> </td>	Process Mining								

Category Specialist Solution Providers

Tail & Tactical Spend	Raw Materials	Spare Parts	Legal	Services	VMS	Marketing	Logistics	Corporate Travel
Print	CNC	Contingent Work	Infrastructure	Software	Private Aviation			