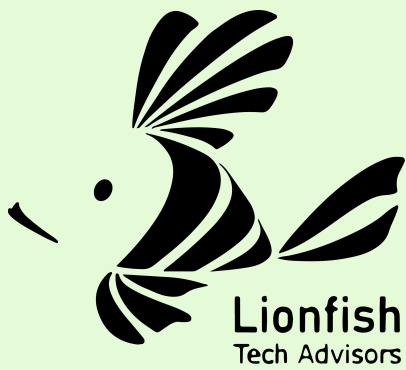




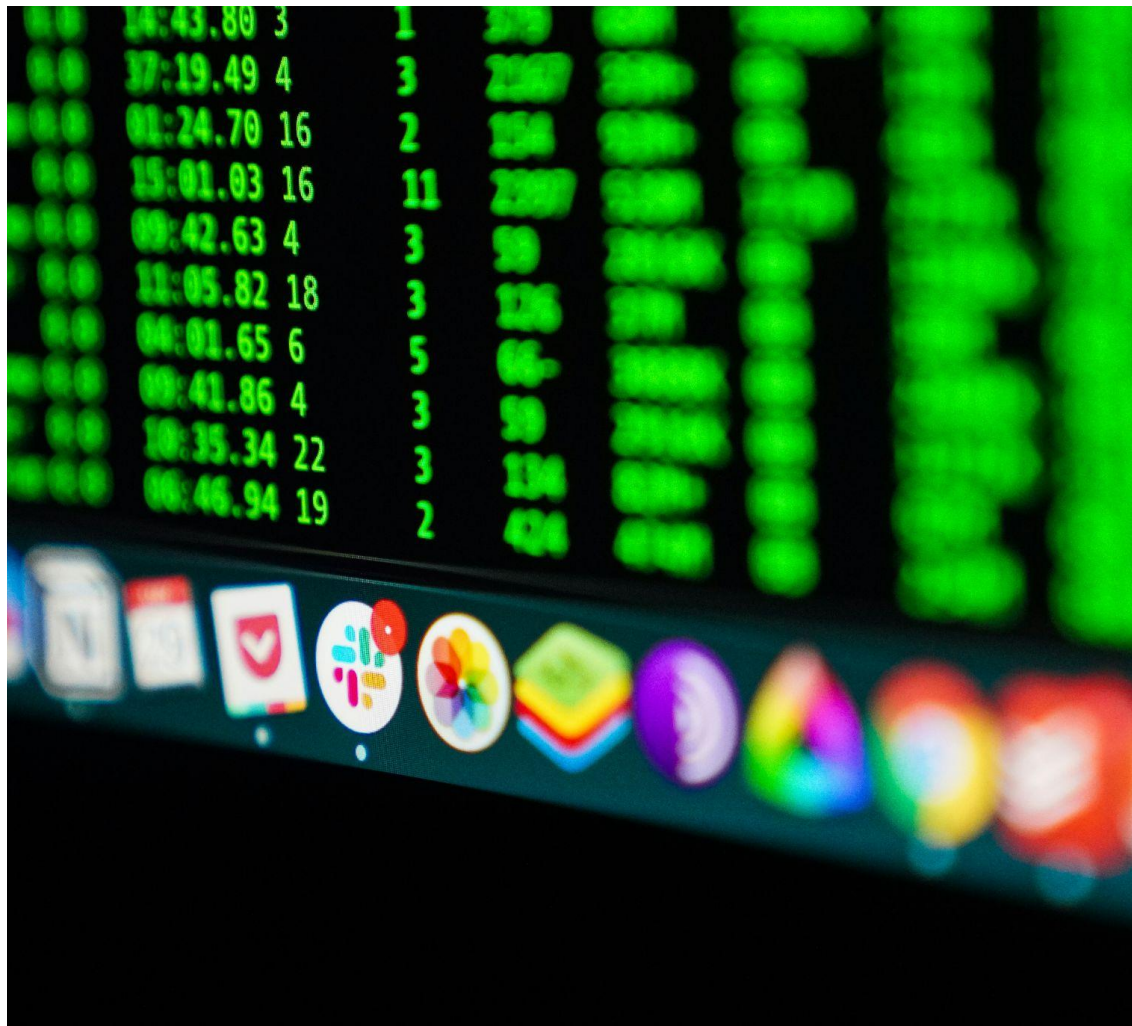
# Lionfish Tech Advisors Report for Evaluating SaaS Procurement and Management Platforms - 2025





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# Introduction

This is the second edition of the Lionfish Tech Advisors evaluation of the SaaS Procurement and Management Platforms (SPMP) market sector. This report provides an overview of the market, as well as current trends, forward-looking analysis, and a detailed evaluation of the top nine competing vendors in this sector.

It also provides clear and actionable recommendations on how to efficiently and effectively navigate the SPMP market, and how to select the solution that will best meet your organization's requirements.



# Industry Overview

There's been a notable shift across SaaS Procurement and Management Platforms in recent years, as companies demand more of the sector.

Two years ago, providers focused largely on the spend optimization and cost reduction side of SaaS procurement as this was where the greatest pain and frustration was felt. But now the market expects more from SPMPs, led by procurement leaders' increasing eagerness to be recognized not only for their tactical contributions such as managing spend, but also for their strategic role in optimizing procurement processes, supporting growth, ensuring compliance, driving innovation, and enhancing speed to market.



# Evolution of the Market

The SPMP market has grown by 32% in the last two years. With this growth has come a greater breadth of capability and quality of service.

This variation has largely depended on how established each provider is. This includes their approach to professional services, the levels of experience and churn among service teams, the richness of providers' datasets, and the degree of use of that data within the service itself. And each provider differs in where they are focusing their development.

But these are not the only areas of development for SPMPs. In order to evolve with changing market priorities, SPMP providers need to invest in totally new capabilities. For almost all of them, this has meant the more intelligent use of data and/or the introduction of workflow functionality – allowing them to offer wider benefits beyond spend optimization, most notably better needs gathering and intake management, faster decision-making and approvals, and improved compliance.

The more sophisticated SPMPs are adopting a platform focus. Here, customizable workflows and procurement orchestration underpin an expert spend optimization service that consistently delivers savings, and both the workflows and the service are enhanced with rich datasets and insights, such as price benchmarking data, negotiation intelligence, usage analytics, and contract analysis.

In contrast, others have a more disconnected portfolio, where workflows are added as a supplemental tool alongside their service, or where datasets such as vendor benchmarking are limited to supporting the spend optimization service and are not made available within the workflow itself.



The SPMP market has therefore become broader in scope and more complex in the last two years, bringing with it more differentiators.

Not just the quality of the spend optimization service and the depth of the providers' benchmarking data, but now also the degree of procurement orchestration focus, including workflow customization and platform integration.

This will result in SPMPs no longer being measured simply on spend reductions, but rather on how effectively they enable procurement leaders to make data-based decisions throughout the entire procurement process.

# Current Trends

As SaaS adoption continues to rise, fueled largely by the need for organizations to innovate, improve efficiency, and achieve greater cost control, the SaaS Procurement and Management sector has needed to evolve to keep pace with changing expectations and shifting organizational priorities.

Some of the most significant current trends include:

■ **Increased rate and complexity of SaaS purchasing:** Inevitably, as businesses continue to seek to innovate and grow, SaaS adoption continues to rise – especially as more and more SaaS vendors start to introduce AI functionality in order to appeal to those focused on efficiency. But this widespread introduction of AI-based features has also resulted in SaaS contracting and pricing becoming more complex, with some SaaS vendors even switching to outcome-based models which procurement teams are naturally less experienced and comfortable with.

■ **Workflows and automation:** The need to satisfy more strategic needs among the procurement audience has led to a rapid recent introduction of workflows and automation capabilities.

■ **Greater focus on data analytics and insights:** For the majority of platforms in this sector, the use of data has previously been limited to price benchmarking and usage analytics, largely to support negotiations.

There is now a noticeable trend among the top players in this market for productizing the intelligence they have gathered through spend optimization services, whether as standalone datasets, or in advanced cases (spurred by advancements in AI and automation) using the data to offer intelligent insights.

■ **Integration with other business systems:** Over the last two years, SPMPs have noticeably increased the number and variety of platforms with which they integrate, ranging from messaging tools to project management suites and even ERPs. These integrations serve to not only simplify the intake-to-procure process, enabling customers to achieve faster and smoother approvals, but they also improve communication and collaboration between stakeholders across the entire workflow - again a sign of SPMPs seeking to deliver more strategic benefits.

■ **Sustainability and supply chain transparency:** As organizations become more environmentally conscious and socially responsible, SaaS Procurement and Management Platforms will need to provide tools and features that help businesses assess their sustainability and ethical practices, for example by adding risk scores for each potential vendor.

■ **Enhanced vendor collaboration:** Going forward, it can be expected that these platforms will consider focusing on enhancing collaboration between businesses and their vendors, promoting real-time communication, and further streamlining both negotiations and contract management.





## Use Cases

Below are the top use cases for adopting SPMP solutions.

- **SaaS purchasing:** Streamlining software procurement and approvals, from requisition to purchase.
- **SaaS contract negotiations:** Securing the fairest pricing and contract terms when buying or renewing software.
- **SaaS contract management:** Ensuring compliance across the entire tech stack, track renewals, and ensure all contracts are optimized to deliver maximum value.
- **SaaS spend management:** Achieve greater cost control and more value from software budgets.
- **SaaS management:** Centrally manage entire software stacks, and have total visibility of renewals, utilization, and spend.
- **SaaS approval workflows:** Achieve faster requisition and approval processes, driving efficiency throughout the entire procurement cycle.
- **SaaS selection:** Leverage benchmark data to make more informed procurement decisions.

# Vendor Assessment

## Methodology

Vendor product feature sets were assessed across eleven key foundational capabilities:

### ■ **Spend management and analytics:**

Features include spend analytics, visualizations, renewal tracking, budgeting, and contract storage across both SaaS and non-SaaS.

### ■ **Usage analytics and application**

**discovery:** Features include tool discovery, license analytics, login frequency, and utilization insights.

■ **Contract management:** Features include a contract repository with customized user management, compliance monitoring, renewal alerts, and the ability to tag contracts and view different spend drivers.

■ **Procurement process:** Features include automated approval workflows, customized intake, in-platform messaging, ticketing, purchasing order compliance, vendor compliance, vendor security diligence, and vendor legal reviews.

■ **AI capabilities:** Features range from extracting data from contracts and documents to simplify the intake and information gathering steps, to summarising supportive datasets to provide actionable context at appropriate stages in the workflow.

■ **Integrations:** The breadth of integrations a platform offers, including accounting & ERP, SSO & identity management, usage reporting, ticketing and communication, HRIS, and project management tools.

■ **Data intelligence:** Features include vendor pricing benchmarking, usage analytics, tech stack modelling, product recommendations, compliance certifications, and contract structuring advice.

Vendor product feature sets were assessed across four key areas:

■ **Saving outcomes and ROI:** What savings have been generated, how these compare to the projected ROI, and how accurate the savings calculated are.

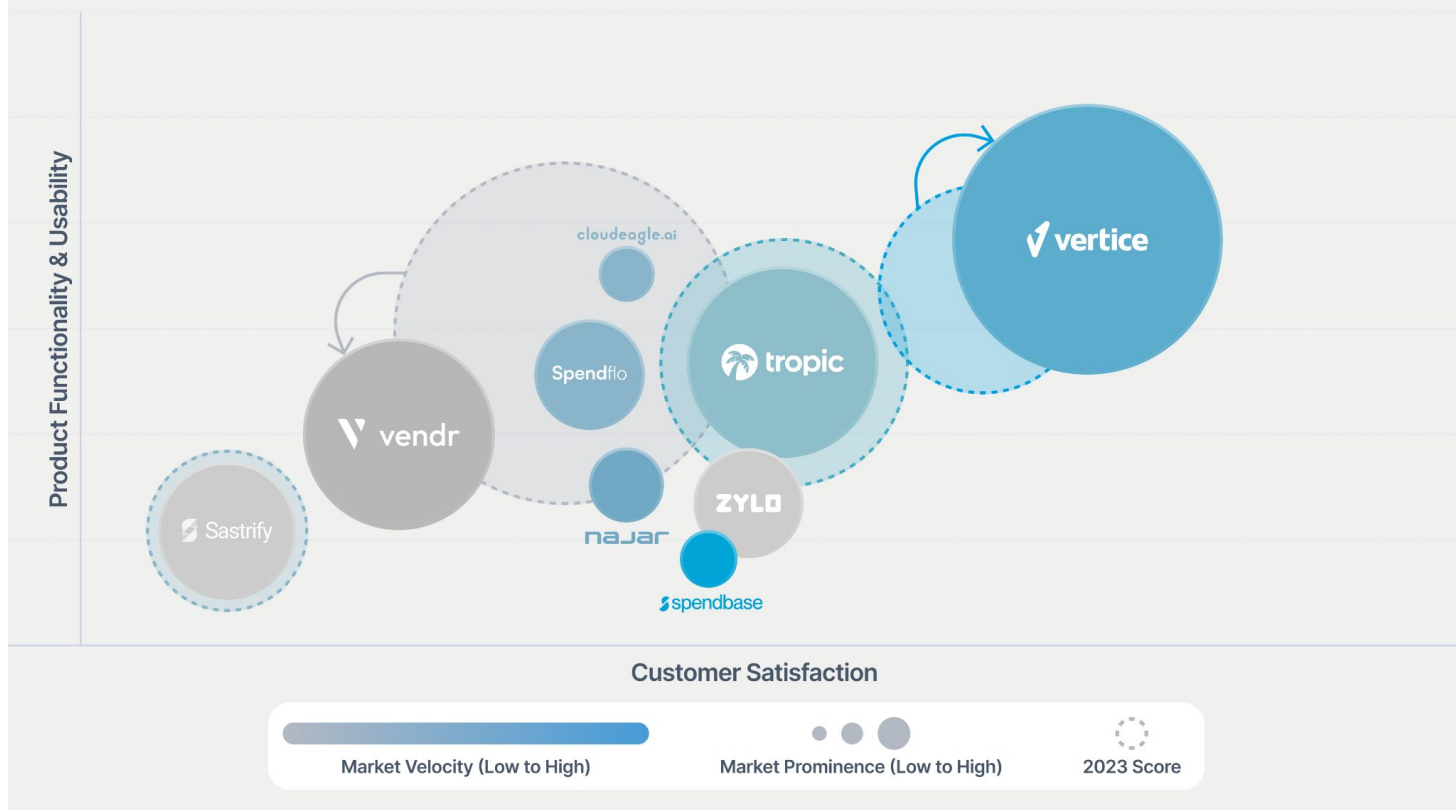
■ **Service excellence:** The proactivity, efficacy, and stability of the services teams, any friction the customer experiences in engagement, and how readily vendors map to existing customer processes.

■ **Data insights:** The depth, relevance, and recency of the vendor data insights, and how easy they are to action by the customer.

■ **Procurement process automation:** The ease with which users can request new tools and renew contracts, and the efficiency of the entire process from intake to procure.

Market velocity was assessed based on growth rates across customer acquisition, employee growth, regional expansion, brand development, and product innovation. Market prominence was assessed based on size, funding, reputation, and brand awareness.





## Summary of Top Vendors

**Sastrify**→ has its main presence in Germany, but only a minor presence in other countries. The company has a diverse offering, but focuses more on its marketplace model, rather than negotiating on a case-by-case basis. Since the last report, Sastrify has lost momentum in the market and downscaled their headcount by roughly 50%.

**Spendflo**→ is a player out of India and rates well in product functionality & usability. While Spendflo is generally a cheaper alternative in the market, it lacks global support and data coverage to service customers effectively across regions.

**Tropic**→ has a significant market presence in the US, rates well in both customer satisfaction and product functionality & usability, but doesn't lead in any specific area. Since the last report, momentum for Tropic has slowed down, marked by multiple headcount reductions.

**Vendr**→ is the pioneer in this space and was the first to market originally. However, since the last report, it has faced significant headcount reductions, and shifted its business model to focus on its marketplace.

**Vertice**→ has the strongest market prominence in this market and ranks highest on customer satisfaction, market velocity, and product functionality & usability. Since the last report, Vertice has extended its global presence and significantly increased its headcount, while also onboarding a number of high-profile enterprise clients.

**Zylo**→ is another mid-sized player in space offering both platform and service. It is, however, heavily focused on SaaS management, with procurement services only being offered as an add-on module. Since the last report, there has been no substantial growth seen and the company's headcount has marginally declined.

**CloudEagle**→, **Najar**→ and **Spendbase**→ are smaller newcomers and/or local players, but with less traction and presence than others. They generally rank well on customer satisfaction, but product functionality and/or data insights are typically less developed.

**Palo Alto, USA**  
HQ

**\$3.5M**  
Total funding

**2020**  
Founded

**95**  
Employees as of April 2025  
Headcount has increased by 31% in the past year

	Offering	Strengths	Limitations
<b>Platform</b>	CloudEagle offers a moderate feature set, and companies looking to utilize the platform in its entirety will be required to subscribe to three separate modules – Manage, Govern and Procure – each of which are priced individually.	+ CloudEagle offers an extensive selection of direct integrations within its platform.	- User reviews indicate a largely cumbersome set up and onboarding process. - CloudEagle does offer workflow capabilities, but users with unique procurement needs report that some features lack the required flexibility.
<b>Service</b>	CloudEagle only offers expert negotiation advisory as part of its SaaS procurement module, although this is limited and less advanced than other SPMPs.	+ The company provides good support for its largely US customer base.	- CloudEagle's service arm is smaller than many other providers and is reported to be less experienced across the full range of SaaS suppliers.
<b>Data</b>	CloudEagle provides negotiation advisory, benchmarking data, and SaaS buying guides to users subscribed to its SaaS procurement plan.	+ Customers report good data visualization within the platform.	- CloudEagle's benchmarking data is not as rich as other SPMP providers due to its size.

## Najar (Previously Welii)



**Paris, France**

HQ

**2021**

Founded

**€15.5M**

Total funding

\$15M Series A in 2024

**82**

Employees as of April 2025

Headcount has increased by 60% in the past year

	Offering	Strengths	Limitations
<b>Platform</b>	Najar's offer includes intake-to-procure, supplier success management, and expense optimization functionality. The company also provides a range of integrations, enabling users to connect the platform with their finance stack.	<ul style="list-style-type: none"> <li>+ Intuitive and user-friendly interface.</li> </ul>	<ul style="list-style-type: none"> <li>- With a smaller tech team than many other SPMPs, Najar's platform remains less developed than several of its competitors.</li> <li>- While Najar does provide procurement functionality, its reporting capabilities and integrations are less advanced than other SPMPs.</li> </ul>
<b>Service</b>	Najar provides full negotiation support for its customers, with a team of in-house negotiators based in Paris.	<ul style="list-style-type: none"> <li>+ Established presence in France within the SMB and Mid-Market segments.</li> <li>+ Pricing is cheaper than many other providers.</li> </ul>	<ul style="list-style-type: none"> <li>- Smaller team and less Enterprise experience compared to others.</li> <li>- Lack of international presence and data can restrict its ability to negotiate the best deals for customers.</li> </ul>
<b>Data</b>	Najar provides vendor benchmarking data, as well as SaaS contract insights as part of its core service offering.	<ul style="list-style-type: none"> <li>+ Good coverage of data for France-based SaaS providers.</li> </ul>	<ul style="list-style-type: none"> <li>- The company's size and regional footprint means its dataset is smaller compared to other SPMPs.</li> </ul>

## Sastrify



**Cologne, Germany** **\$55M**

HQ

Total funding

\$32M Series B in 2023 led by Endeit

**2020**

Founded

**73**

Employees as of April 2025

Headcount has decreased by 48% in the past year

	Offering	Strengths	Limitations
<b>Platform</b>	<p>Includes a platform to manage and discover SaaS, focused on compliance, risk assessment and procurement automation. Negotiations available as an add-on.</p> <p>The company operates a marketplace, acting as a reseller for the vendors and passing on its discounts.</p>	<ul style="list-style-type: none"> <li>+ Pricing for its entry-level plan is lower than most other SPMPs, however this does only include basic access to the software.</li> <li>+ Sastrify's SastriMarket allows for fast discounting.</li> <li>+ Customers are satisfied with the fast onboarding and implementation process of Sastrify.</li> </ul>	<ul style="list-style-type: none"> <li>- Sastrify is behind many other SPMPs in terms of advanced product features.</li> <li>- Customers report that the user interface could be improved.</li> <li>- The company has weaker workflow capabilities compared to other SPMPs.</li> </ul>
<b>Service</b>	<p>Sastrify offers its negotiation service as an add-on, with many of its users handling these negotiations themselves.</p>	<ul style="list-style-type: none"> <li>+ Sastrify is based out of Germany where it has an established presence.</li> <li>+ The team is reported to be very friendly and responsive.</li> </ul>	<ul style="list-style-type: none"> <li>- Primary focus on the German market.</li> <li>- Discounts are standard, often based on reseller agreements, and not negotiated on a case-by-case basis.</li> <li>- Sastrify takes a more reactive approach to negotiation support, with customers typically required to initiate contact.</li> </ul>
<b>Data</b>	<p>Sastrify provides users with access to a range of vendor pricing benchmarks.</p>	<ul style="list-style-type: none"> <li>+ Sastrify has historically meaningful data in the DACH region.</li> </ul>	<ul style="list-style-type: none"> <li>- Limited overall data set compared to other SPMPs resulting from it's recent momentum and lack of international footprint.</li> </ul>



**Delaware, USA**

HQ

The majority of the team is based in Ukraine

**2022**

Founded

**160K**

Total funding

**104**

Employees as of April 2025

Headcount has increased by 43% in the past year

	Offering	Strengths	Limitations
<b>Platform</b>	Unlike many other SaaS Procurement and Management Platform providers, Spendbase offers a free, albeit limited version of its platform.	<ul style="list-style-type: none"> <li>+ Intuitive and user-friendly interface.</li> </ul>	<ul style="list-style-type: none"> <li>- The company is still relatively new and as a result, the product is fairly limited in terms of capabilities.</li> </ul>
<b>Service</b>	Spendbase operates a discount marketplace, offering exclusive discounts across more than 500 tools.	<ul style="list-style-type: none"> <li>+ Customers are generally satisfied with the level of support provided and quality of onboarding.</li> <li>+ Customers can benefit from instant savings with access to off-the-shelf discounts.</li> </ul>	<ul style="list-style-type: none"> <li>- Off-the-shelf discounts can limit the savings potential if pricing isn't negotiated on a case-by-case basis.</li> <li>- The company's commercial model is based on a percentage of savings, which often leads to less effective outcomes, particularly when customers conduct initial contract negotiations themselves before involving the SPMP.</li> </ul>
<b>Data</b>	Spendbase offers pricing benchmarks, helping users pinpoint where they are overspending.	<ul style="list-style-type: none"> <li>+ The company is reported to effectively leverage data in negotiations.</li> </ul>	<ul style="list-style-type: none"> <li>- Customers have fed back that they would like to see more customization in the reporting dashboard.</li> <li>- Spendbase is still relatively small, hence the dataset is immature and doesn't have the reach and breadth of other SPMPs.</li> </ul>



**San Francisco,  
USA**

**HQ**  
The majority of the team is  
based in India

**2021**  
Founded

**\$15.4M**  
Total funding  
\$11M Series A in 2023 led by Prosus Ventures and Accel

**125**  
Employees as of April 2025  
Headcount has decreased by 11% in the past year

	Offering	Strengths	Limitations
Platform	Spendflo offers both managed SaaS procurement services and intake-to-procure capabilities.	+ Customers generally rate Spendflo well for its product functionality and usability.	- Users have reported lag issues and UX difficulties in navigating reports within the platform.  - Users have reported limitations in the number of integrations and in reporting capability.
Service	Unlike the majority of SPMPs, Spendflo offers negotiation services as standard across each of its plan types	+ Highly rated onboarding process.	- Service and support personnel primarily in India, limiting it's ability to service customers in region.  - Customers report having to deal with too many contact people for negotiations
Data	Spendflo provides users with access to vendor pricing data, while also utilizing this data within its negotiation strategies.	+ Reported good data coverage within the SMB space.	- Spendflo's data is relatively limited given the company's size and lack of global presence.

**New York, USA**

HQ

**2019**

Founded

**\$67M**

Total funding

\$40M Series B in 2022 led by Insight Partners

**331**

Employees as of April 2025

Headcount has decreased by 6% in the past year following a series of layoffs

	Offering	Strengths	Limitations
<b>Platform</b>	Tropic offers a range of features and services, including intake-to-procure and workflow functionality, usage analytics, and price benchmarking.	<ul style="list-style-type: none"> <li>+ Good overall scope of features and integrations, with a focus on creating replicable, detailed procurement processes.</li> <li>+ Tropic rates well in product breadth and onboarding.</li> <li>+ The company offers intake-to-procure functionality for both SaaS and non-SaaS.</li> </ul>	<ul style="list-style-type: none"> <li>- Tropic's intake-to-procure functionality is not as flexible as others.</li> <li>- Platform development has a reputation for being slow.</li> </ul>
<b>Service</b>	Tropic offers negotiation support for all major SaaS vendors, either in the background working with in-house teams, or engaging directly with vendors.	<ul style="list-style-type: none"> <li>+ Tropic has a meaningful presence in the US market.</li> <li>+ The company regularly receives positive feedback for its onboarding process.</li> </ul>	<ul style="list-style-type: none"> <li>- Tropic has laid off a large part of its service team, resulting in a lot of continuity issues.</li> <li>- Buyers are not dedicated to each customer, with some customers reporting frustrations as a result.</li> <li>- International clients complain about the lack of local language and presence.</li> </ul>
<b>Data</b>	Tropic provides pricing benchmarks for more than 500 SaaS suppliers, enabling users to utilize this data along with the tactics within its negotiation playbooks.	<ul style="list-style-type: none"> <li>+ Tropic offers good coverage of pricing benchmarks in the US, while also offering AI-based capabilities to query data.</li> </ul>	<ul style="list-style-type: none"> <li>- Tropic's data is primarily US-based, which can limit its ability to leverage global price points or serve national and international customers.</li> </ul>

Vendr



**Boston, USA**  
HQ

**2018**  
Founded

**\$216M**  
Total funding  
\$150M Series B in 2024 led by Craft Ventures and Softbank Vision Fund

**276**  
Employees as of April 2025  
Headcount has decreased by 39% in the past 2 years

	Offering	Strengths	Limitations
Platform	Vendr was the first to market in the SPMP. Vendr has reduced its headcount and shifted its focus to a vendor marketplace model from a product one. The company does still offer a negotiation service which is charged as an add-on.	+ Vendr offers a marketplace for SaaS, which offers a quick way to benchmark quotes and contracts and then purchase software through pre-agreed discounts.	- Vendr’s key challenge is the speed of innovation and new feature releases. Vendr has struggled to focus on a single product and service model due to frequent platform pivots in recent years, which in turn has led to low momentum in platform development.
Service	Vendr’s add-on service provides contract analysis and recommendations, savings reviews, and negotiation support.	+ Strong knowledge of the North American market.	- Vendr has retrenched from the European market and significantly reduced its support in the US, leading to concerns from customers over support coverage.  - Vendr operates as a reseller for vendors and isn’t fully independent, as it directs customers to purchase through its marketplace. Customers are subject to pre-negotiated reseller agreements, rather than case-by-case contract negotiations.
Data	Vendr offers pricing benchmarks, along with a selection of buyer’s guides.	+ Vendr has a historic large dataset due to its size and time in the market.  + Vendr’s buyer’s guides include comprehensive SaaS pricing data and insights.	- Given recent low market momentum with new customers, users report issues with the recency of data.



**London, UK**

HQ

**2022**

Founded

**\$100M**

Total funding

\$50M Series C in January 2025

**356**

Employees as of April 2025

Headcount has increased by 163% in the past 2 years

	Offering	Strengths	Limitations
<b>Platform</b>	An integrated platform offering across SaaS, procurement orchestration, and cloud optimization. Features include usage analytics, diligence insights, benchmarking data and customizable intake-to-procure workflow capabilities.	<ul style="list-style-type: none"> <li>+ Strong focus and investment in innovation and new product releases.</li> <li>+ Most advanced and flexible product functionality across key SPMPs, especially its advanced procurement orchestration capabilities.</li> </ul>	<ul style="list-style-type: none"> <li>- Does not offer license management / IT asset management capabilities such as deprovisioning and user profile editing.</li> </ul>
<b>Service</b>	Vertice provides dedicated buyers for contract negotiation, as well as benchmarking services advising customers on pricing and vendor selection. Global service offering, with dedicated support in the US, Europe, and APAC.	<ul style="list-style-type: none"> <li>+ Reported to have highest achieved savings rate through quality of benchmark data and experience level of buyers.</li> <li>+ Dedicated buyers assigned to each account.</li> <li>+ Broadest international service coverage.</li> </ul>	<ul style="list-style-type: none"> <li>- Vertice doesn't service SMBs and primarily works with medium and large enterprises.</li> </ul>
<b>Data</b>	As a result of its size and momentum, Vertice has an extensive and recent database of pricing information and negotiation playbooks.	<ul style="list-style-type: none"> <li>+ Vertice's dataset reported to be the largest within the SPMP category as a result of its global presence and momentum in recent years.</li> <li>+ Broad coverage across mid-market, enterprise and across the US, Europe and APAC.</li> </ul>	<ul style="list-style-type: none"> <li>- Vertice's data is primarily focused on the Mid-Market and Enterprise segments.</li> </ul>

**Indianapolis, USA**

HQ

**2016**

Founded

**\$72.5M**

Total funding

\$31.5M Series C in November 2022 led by Baird Capital

**143**

Employees as of April 2025

Headcount has decreased by 2% in the past year

	Offering	Strengths	Limitations
<b>Platform</b>	Zylo is heavily focused on SaaS management and SaaS discovery, offering an extensive range of features and functionality including license optimization, renewal management, and a discovery and categorization tool.	+ Zylo is rated well for its renewal management, user analytics, and software discovery functionality.	<ul style="list-style-type: none"> <li>- The limited procurement features and intake-to-procure functionality that Zylo does offer are only available as add-on modules.</li> <li>- Zylo is one of the only SPMP providers that does not offer customized procurement workflows.</li> </ul>
<b>Service</b>	Zylo operates exclusively in the US and has recently introduced a negotiation service, offered as an ad-on.	+ Good support within the US.	<ul style="list-style-type: none"> <li>- Lack of an international presence limits its ability to support clients outside of the US.</li> <li>- As negotiation is not part of Zylo's core offering, it lacks the specialized expertise that other SPMPs provide, resulting in less impactful outcomes.</li> </ul>
<b>Data</b>	Zylo provides price benchmarking data for thousands of software vendors.	+ Good coverage within the US.	<ul style="list-style-type: none"> <li>- Data is overall more limited than of other SPMPs in terms of scope and size.</li> <li>- The company's pricing data is only available as an add-on service.</li> </ul>

# Conclusion

Demand for SaaS Procurement and Management Platforms is highly likely to accelerate in 2025, driven by businesses' growing reliance on software; increasing risk of duplication across tools; greater complexity in SaaS pricing; and overall price increases.

All this is in the wider context of procurement leaders eager to prove their strategic value.

These factors combine to create three key procurement objectives which SPMPs will need to support in order to seize market share: spend control; contract and process visibility; and faster decision-making.

For SPMP vendors, this requires equal focus on SaaS contract management, benchmarking, negotiation, and procurement orchestration.

Many vendors across this sector have already started introducing new tools and features to evolve with these changing needs. For almost all of them, this has meant introducing more advanced procurement capabilities, such as intake-to-procure functionality, while also maturing their service offering. It's evident however that levels of sophistication have varied to date.

Some SPMPs are shifting towards a marketplace offering, which while speeding up individual purchases, has shown to not deliver the best savings as pricing is based on reseller agreement discounts, not independent negotiations. Others have delineated their portfolios and offer various products and services as add-ons.

But the most notable difference between the listed platforms is how each one utilizes data across their offerings.

In some cases, benchmarking data is delivered simply as a package of information for the customer to apply to their own circumstances. Others provide customized reports, tailored to the customer's circumstances - be their user numbers, tier, intended use, wider tech stack or even their corporate strategy and growth plans.

But the most innovative and impact-focused SPMPs are taking the further step of technically integrating their data throughout their platform, addressing a broader range of procurement leaders' challenges. For instance, vendors who integrate their benchmark datasets with their negotiation services are routinely delivering greater discounts. Alternatively, some are using AI to convert benchmarking data or negotiation intelligence into relevant insights and presenting them intelligently within their workflow tools, enabling faster, more accurate decision-making.

The SPMPs that focus on the current needs and challenges of the modern procurement leader and evolve their offerings accordingly - especially through the use of data - will be best positioned to become a long term, value-adding partner to procurement leaders.

# Recommendations for Buyers

To effectively manage the full SaaS lifecycle, organizations must:

- Address core use cases by researching the market dynamics and capabilities of each provider, and shortlisting those that offer the required product features, level of customer support, and pricing models that meet all of your requirements for success.
- Evaluate vendors based on the breadth and depth of their benchmarking data, and the negotiation capabilities and expertise of their procurement team, and the resultant track record in delivering cost savings. It's also important to review workflow capabilities and their degree of integration as these will be crucial for delivering long-term value.
- Formalize a business case by comparing the costs of the provider and resourcing against smart objectives that align with strategic value for your organization, with clear and agreed-upon measures of tangible and intangible benefits.
- Maximize ROI by engaging all key stakeholders, including but not limited to finance, procurement, line of business owners, asset management, IT security, digital workplace, and application leaders, to cover all phases of the SaaS life cycle.



# About Lionfish Tech Advisors

Lionfish Tech Advisors offers advice to help businesses with their digital enterprise and IT initiatives. They work with enterprise CxO leaders and technology organizations to give practical and strategic advice that can help modernize and transform their businesses. Their advice is aimed at helping businesses understand and meet the changing demands of their customers and the market. Lionfish Tech Advisors uses proven methodologies and industry best practices to help businesses overcome complex challenges and make decisive actions with confidence. Their analysts have decades of extensive experience working with a range of global and industry-leading clients. Lionfish Tech Advisors takes an unbiased approach and connects with clients on a deep level.

## Methodology

Lionfish Tech Advisors Report: Evaluating SaaS Procurement and Management Platforms is for buyers considering their purchasing options in a technology marketplace and is based on our analysis and opinion. To offer an equitable process for all participants, Lionfish Tech Advisors follows a publicly available methodology - including interviews with customers, users, consultancies, venture capital and private equity, plus online research - which we apply consistently across all participating vendors.

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