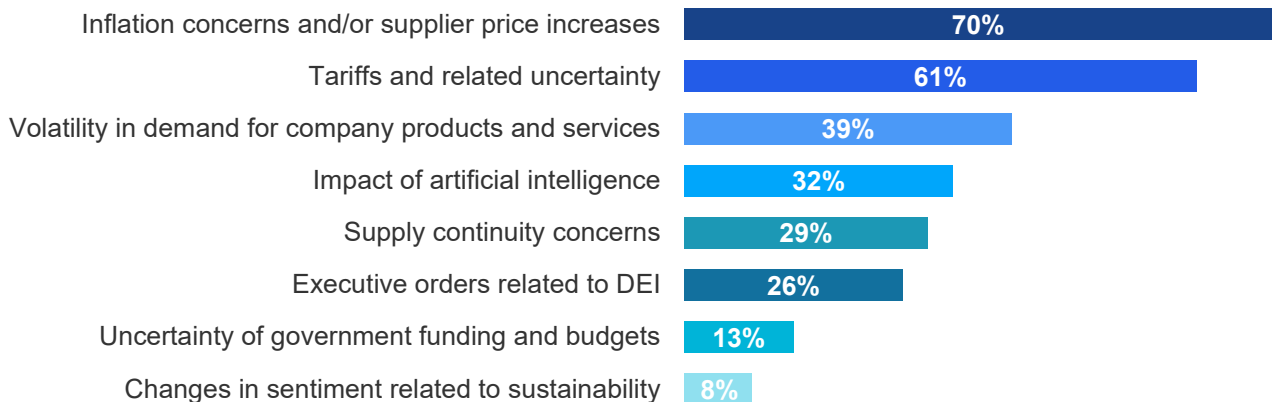


Expanding Procurement's Organizational Impact: Source-to-Pay Value Drivers for Service-Based Organizations

Volatility can be seen as a challenge or as an opportunity to drive change and strengthen procurement's influence across the organization.

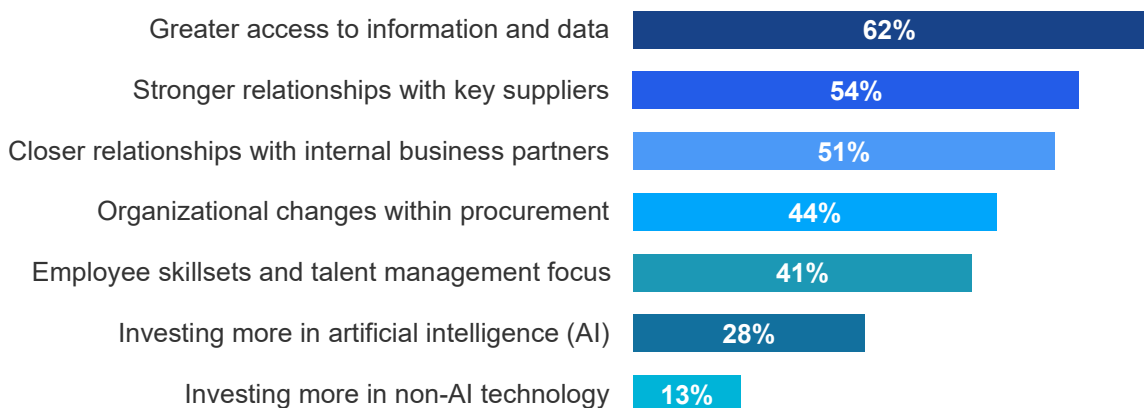
Areas of volatility and uncertainty having the greatest impact in 2025



Source: The Hackett Group 2025 North American Procurement Leadership Forum polling data

The most common tactics to increase resiliency include improving data intelligence, developing stronger relationships with key suppliers and building closer relationships with internal business stakeholders.

Actions to become more resilient in the face of increased volatility and uncertainty



Source: The Hackett Group 2025 North American Procurement Leadership Forum polling data

For service-based companies, building resiliency is critical to adapt to market trends, adjust to changing customer expectations, respond to spikes in demand and respond quickly to internal or external service disruptions.

HOW SOURCE-TO-PAY SOLUTIONS AND REAL-TIME DATA VISIBILITY CAN AMPLIFY PERFORMANCE

Source-to-Pay Digital enablement features

Requesters and approvers:

- Streamlines workflows and automates approvals to accelerate cycle times.
- Enforces guided buying and reduces unauthorized purchases.
- Improves communication, collaboration and purchasing compliance.

Vendor management:

- Centralizes supplier data with automated updates and workflow.
- Validates suppliers, meet standards for quality, compliance and ESG goals.
- Improves visibility of supplier risks, trends and performance.

Sourcing/Category management:

- Identifies alternative service providers when disruptions occur.
- Tracks source-to-pay outcomes to measure success.
- Provides procurement teams visibility and controls to align with organizational priorities.

Purchasing/Contracting:

- Streamlines control of contracts, data and documentation.
- Improves contract cycle times.
- Provides alerts for compliance to regulatory and ESG standards.

Business analysts and spend management:

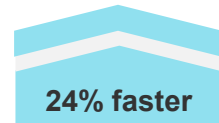
- Improves opportunity identification and intelligent decision-making.
- Enables rapid population of spend data for scenario modeling.
- Allows for rapid adaptation to changes in demand, pricing and business requirements.

Audit and compliance:

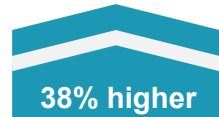
- Provides robust audit trails, embedded controls and ongoing monitoring
- Delivers visibility to end-to-end process, supplier and transaction history
- Enables conversion from random to intelligent data-guided testing and auditing

Digital World Class[®] advantage vs. Median

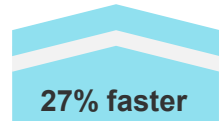
Average requisition
PO cycle time



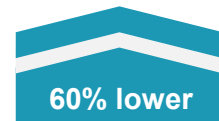
% of spend with
sustainable suppliers



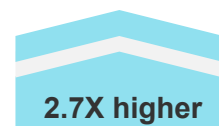
Average sourcing
cycle time – contracts



Savings lost due to
maverick buying/
non-compliance



Procurement ROI



Audit cycle time



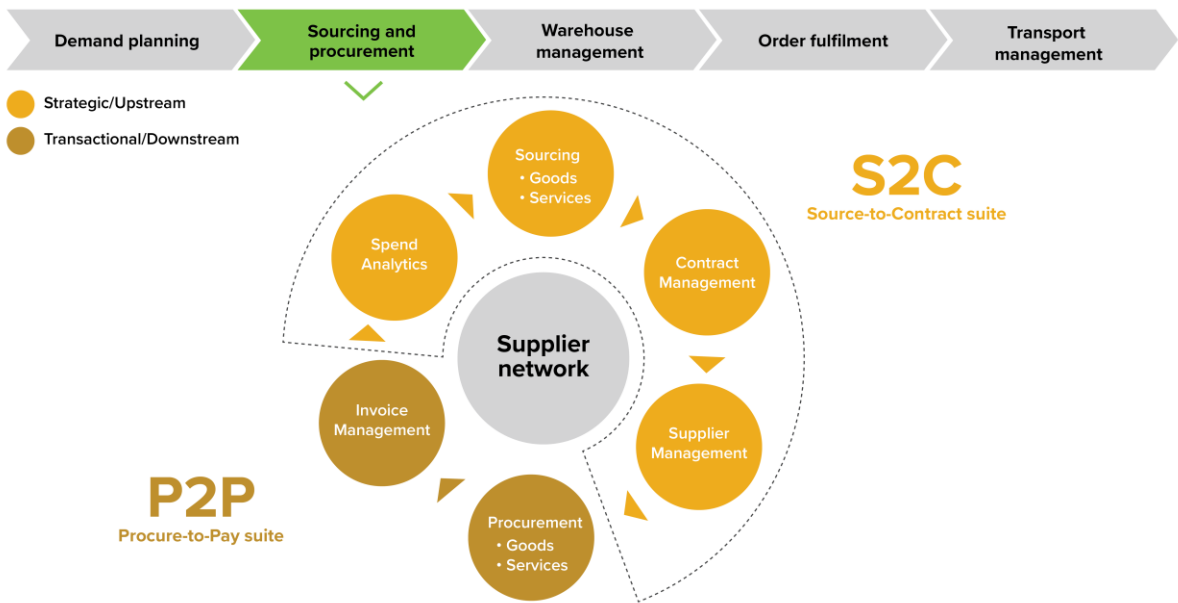
Sources: The Hackett Group 2025 Finance and Procurement Benchmarks and Sustainable Procurement Study.

"Enhanced spend visibility, data insights and supplier intelligence, such as those offered by leading source-to-pay platforms, when coupled with business partnering expertise and investment are key levers to drive improvements in multiple areas across the enterprise."

— Richard Gardner, The Hackett Group Market Intelligence

Unit4 Source-to-Pay | Key features

Unit4 offers an innovative Source-to-Pay (S2P) solution designed to transform the way organizations manage their procurement processes. By integrating strategic sourcing and transactional procurement, Unit4 empowers businesses to drive efficiency, enhance visibility and maximize value across the entire procurement lifecycle.



Enterprise-level software for people-centered organizations



Supplier management

Centralize supplier data with automated updates to ensure compliance and reduce risks.



Contract management

Unify contracts into a common platform to boost visibility, ensure compliance and automate the entire contract lifecycle.



Invoice management

Fully integrate with your preferred third-party data services and tools (D&B, Dow Jones, LexisNexis, DocuSign, etc.).



Sourcing

Enhance supplier evaluation and competitiveness with dynamic sourcing tools.



Procurement

Automate purchasing workflows to improve efficiency, align goals and reduce off-contract spending.



Spend analytics

Provide end-to-end visibility for all stakeholders (Legal, IT, PR, and AP).

Meet Ava: the AI-powered agent and advisor

Unit4's Advanced Virtual Agent is here to transform how you work. Designed to simplify collaboration, automate routine tasks and provide deeper insights, Ava empowers users to focus on meaningful work that truly drives value.

Unit4's Vision:

To empower businesses and people to focus on what really matters.

Enterprise software solutions for every team

UNIT4

 unit4.com

Unit4 | Additional benefits

- Aligns with the needs of service-centric organizations
- Improves collaboration between HR, finance, procurement and project teams
- Enhances your employees' work experience

