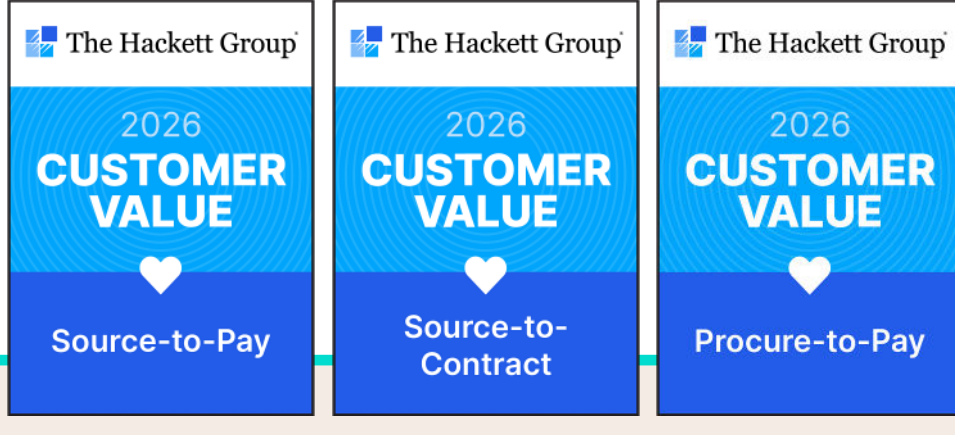


LET THE VALUE RAIN DOWN

Raindrop is proud to be recognized as The Hackett Group Customer Value badge winner across every module we offer. Based on impartial, verified user ratings, this recognition **reflects the real-world value customers achieve with Raindrop**. It also underscores what sets Raindrop apart: **a unified platform with strong end-to-end capabilities and individual modules that stand out on their own.**

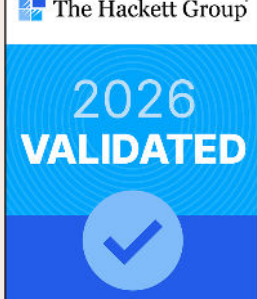


Potential clients who have siloed teams across finance, legal, IT, procurement and so on will value the integrated, one-code platform that Raindrop provides, which fosters collaboration and business advancement.

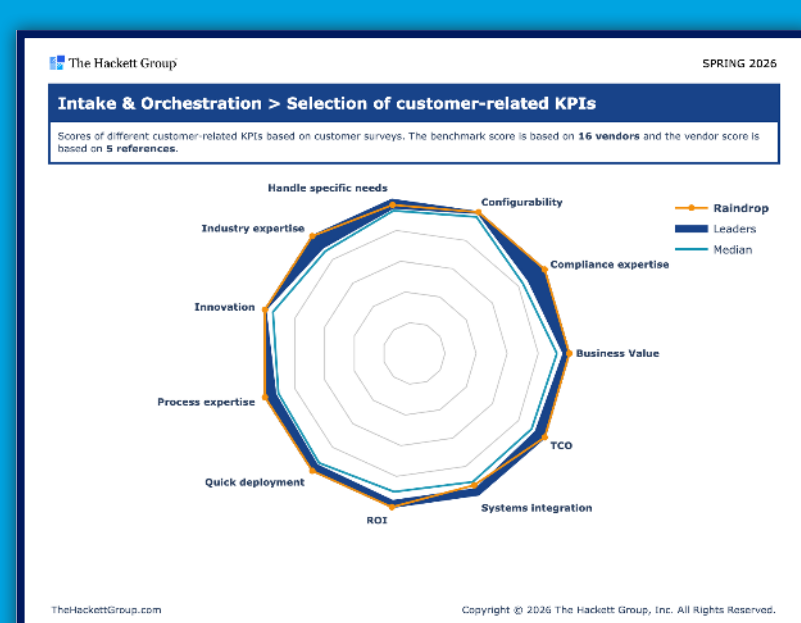
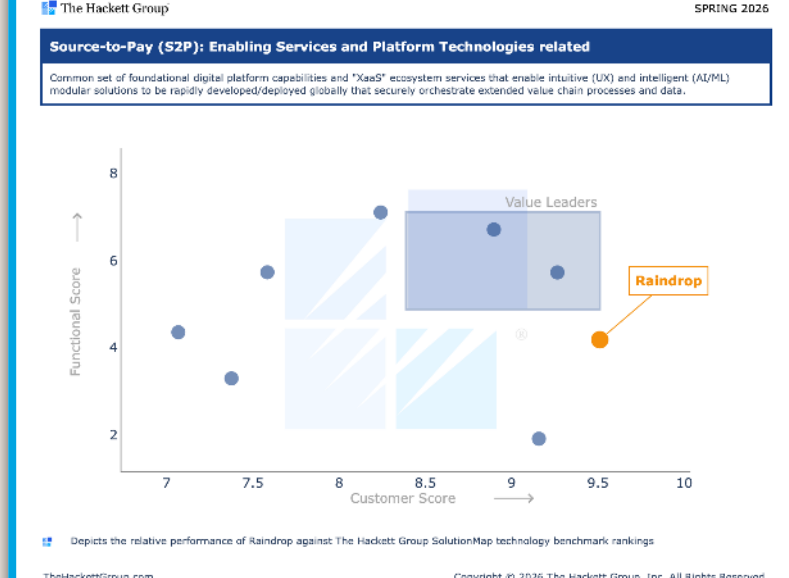
THE HACKETT GROUP

EXPLORE THE HIGHLIGHTS ACROSS EACH MODULE

ENABLING SERVICES AND PLATFORM TECHNOLOGIES



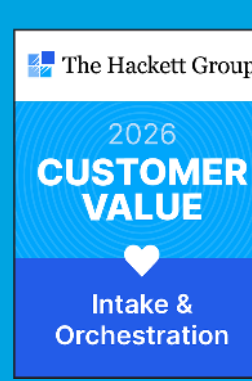
Raindrop is a clear favorite for a common set of foundational digital platform capabilities and "XaaS" ecosystem services that enable intuitive (UX) and intelligent (AI/ML) modular solutions to be rapidly developed/deployed globally that securely orchestrate extended value chain processes and data.



INTAKE AND ORCHESTRATION

Raindrop is a clear leader for Intake and Orchestration on these Customer KPIs:

- Business Value
- Innovation
- Compliance Expertise
- Process Expertise
- Configurability
- Quick Deployment
- Handle Specific Needs
- ROI
- Industry Expertise
- TCO



POSITIVE CUSTOMER FEEDBACK

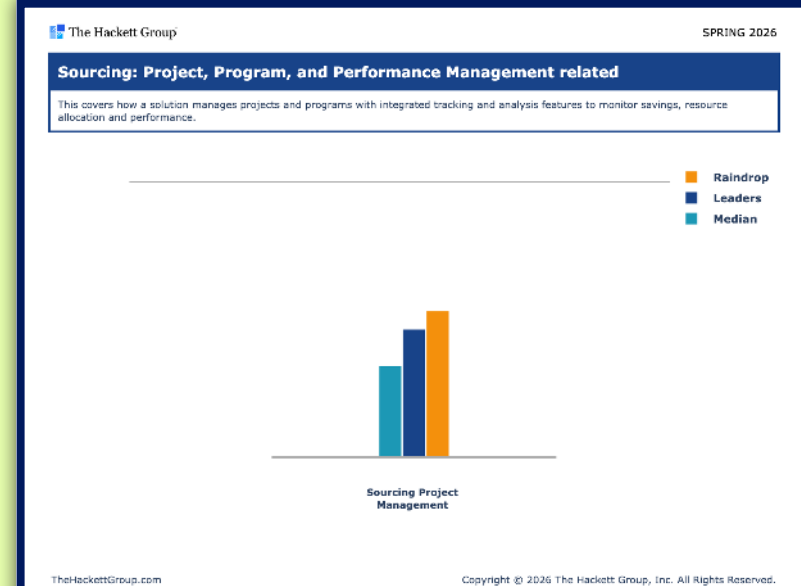
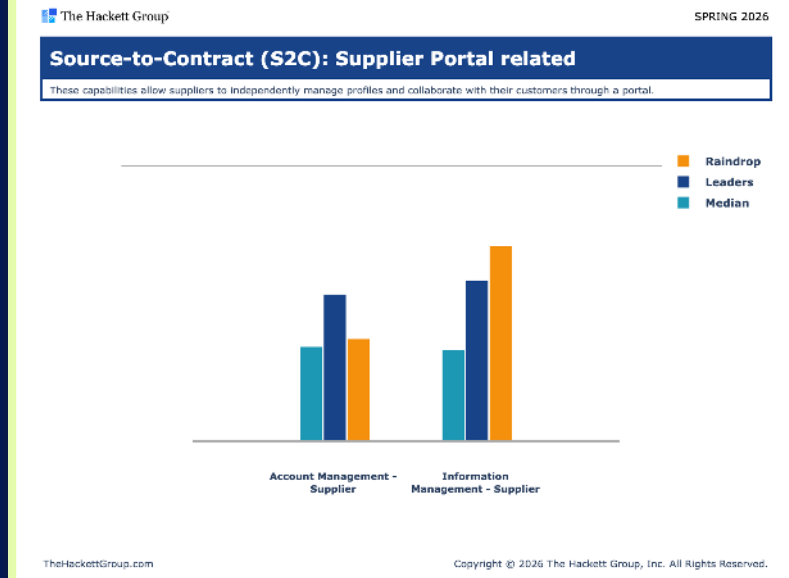


Quick deployment, easy to use and provides a one-stop shop for processes.



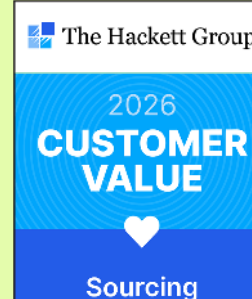
SUPPLIER MANAGEMENT

Raindrop is a clear leader in Supplier Portal Information Management capabilities which allow suppliers to independently manage profiles and collaborate with their customers through a portal.



SOURCING

Raindrop is a clear leader in Project, Program and Performance Management related functions which cover how a solution manages projects and programs with integrated tracking and analysis features to monitor savings, resource allocation and performance.

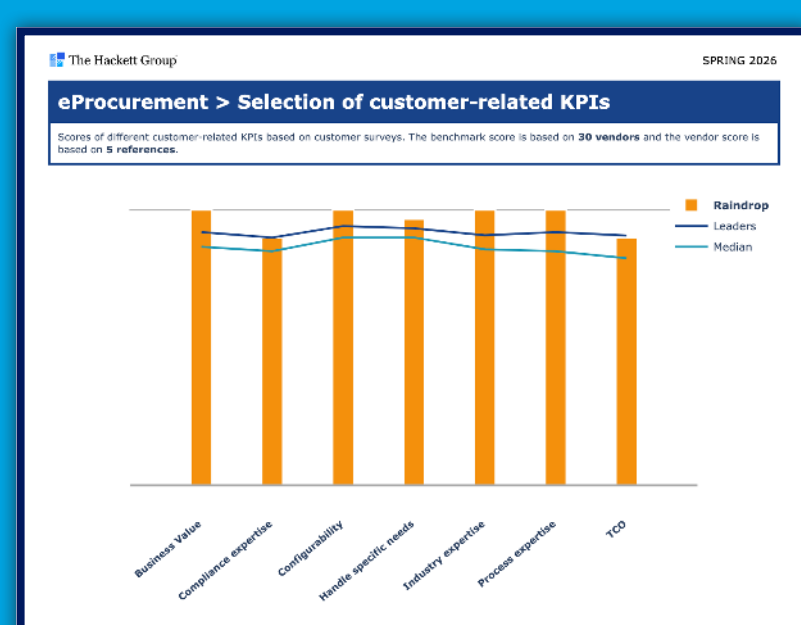
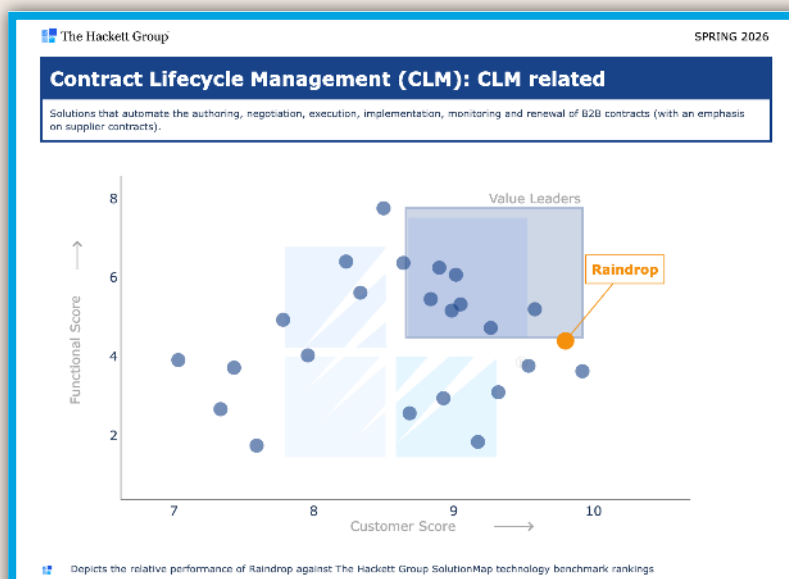
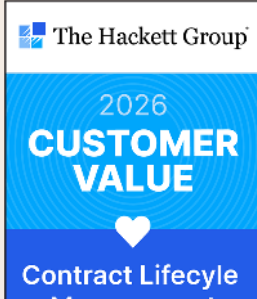


Raindrop's S2P approach paired with its disruptive commercial model puts pressure on both niche intake & orchestration players as well as legacy suites. By embedding conversational intake, configurable routing, and AI-enabled metadata extraction into a configurable and easy-to-use platform, Raindrop is helping organizations orchestrate at scale.

NIKHIL GAUR
Director, Strategic Projects & Research Analyst

CONTRACT LIFECYCLE MANAGEMENT

Raindrop is the Customer Value Leader for solutions that automate the authoring, negotiation, execution, implementation, monitoring and renewal of B2B contracts (with an emphasis on Supplier Contracts).



E-PROCUREMENT

Raindrop is a clear Customer Value Leader for these Customer KPIs:

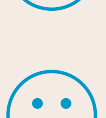
- Business Value
- Compliance Expertise
- Configurability
- Handle Specific Needs
- Industry Expertise
- Process Expertise
- TCO



STRENGTHS



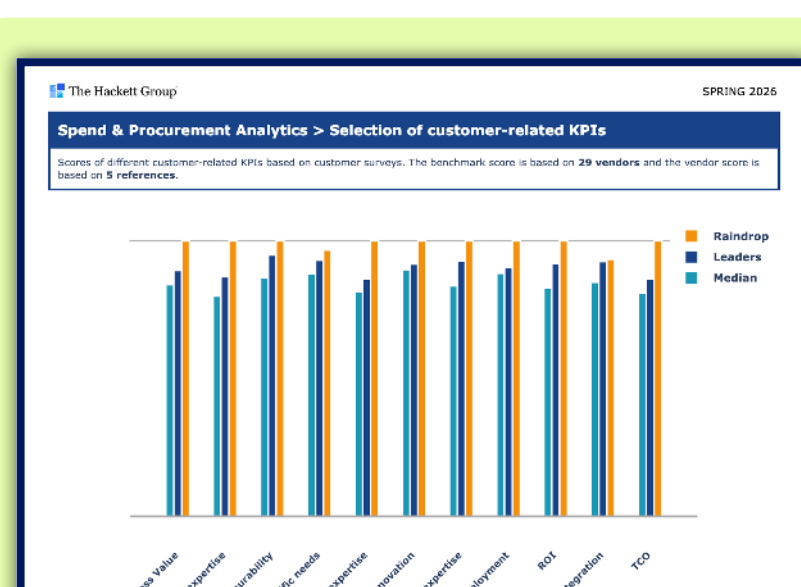
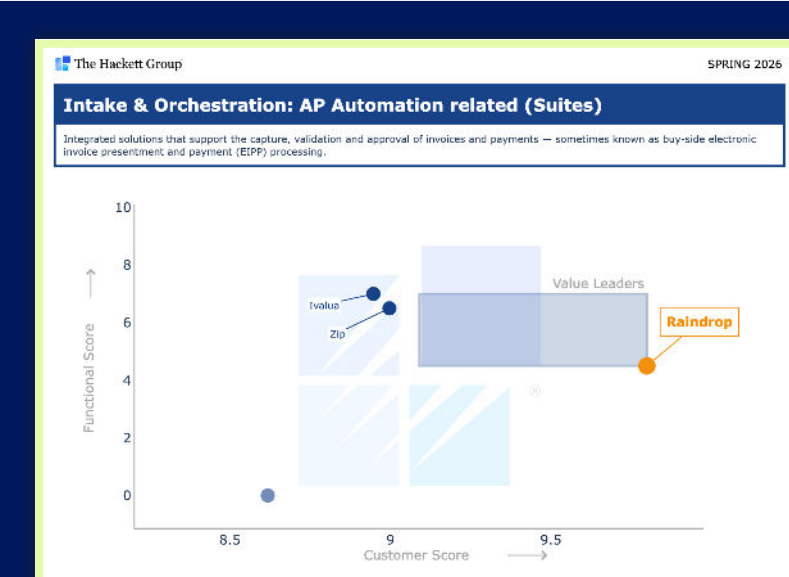
Modules are all on one platform, enabling rapid data transfer and harmonization between modules.



Configurable workflow engine with no-code design and optional scripting that supports complex approvals, compliance alignment and automation without custom development.

AP AUTOMATION / INVOICE TO PAY

Raindrop is a Value Leader for integrated Solutions that support the capture, validation and approval of invoices and payment.



SPEND ANALYTICS

Raindrop is a clear leader for these Customer KPIs:

- Business Value
- Quick Deployment
- Compliance Expertise
- ROI
- Configurability
- Systems Integration
- Handle Specific Needs
- TCO
- Industry Expertise
- Process Expertise

