

TIME TO LOOK BEHIND THE CURTAIN TO FIND YOUR HIDDEN POINT SOLUTION

Most teams only count subscription fees when budgeting for Procurement tools. But the real costs lurk behind the curtain in the gaps between systems. Use this quick calculator to see what fragmented tools really cost your organization.

Costs to Consider:

ANNUAL TECHNOLOGY

- Number of point solutions × average subscription cost
- Implementation fees for each new tool
- Integration costs between systems
- IT support hours × hourly rate

PROCESS INEFFICIENCY

- Hours spent copying data between systems × employee hourly rate
- Training time for each new tool × number of users
- Time spent reconciling data conflicts
- Delayed approvals impact on business operations

STRATEGIC IMPACT

- Missed savings from incomplete spend visibility
- Duplicate purchases across departments
- Supplier overcharges from disconnected regional contracts
- Auto-renewal costs from missed contract dates

Multiply these numbers by your transaction volume and employee count. The result? Often 2–3x what you're paying in subscription fees alone.

Most Procurement teams track software subscription fees but miss the real expense: everything that happens between these disconnected systems.

ADD UP YOUR ACTUAL COSTS:

SYSTEM COSTS (THE OBVIOUS PART)

- Intake tool subscription: \$ _____
- Workflow engine subscription: \$ _____
- Module subscription cost(s): \$ _____
(SRM, CLM, Sourcing, eProc, AP, Analytics)

INTEGRATION COSTS (LESS OBVIOUS)

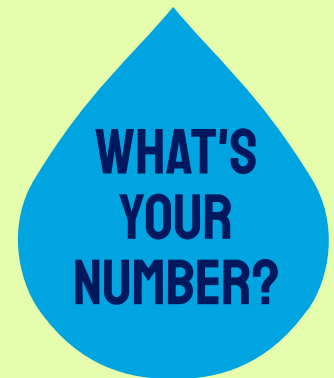
- Initial integration build (per connection): \$ _____
- Annual maintenance (per integration): \$ _____
- IT hours spent troubleshooting broken connections: _____ hours × \$ _____ per hour
- Consulting fees when integrations fail: \$ _____

MANUAL LABOR COSTS (ALMOST NEVER TRACKED)

- Hours per week copying data between systems: _____ × \$ _____ hourly rate × 52 weeks
- Time spent reconciling mismatched data: _____ hours per month × \$ _____
- Email coordination between systems: _____ hours per month × \$ _____

OPPORTUNITY COSTS (THE REAL KILLER)

- Average days to process a request: _____ days
- Requests that bypass Procurement entirely: _____ %
- Annual unmanaged spend from people avoiding your "process": \$ _____
- IT projects delayed because team is maintaining integrations: _____



REAL EXAMPLE

One mid-sized company calculated they spent \$180K annually on three point solutions. When they added integration maintenance (\$45K), manual data transfer labor (\$92K), and estimated rogue spend from frustrated employees (\$250K+), the true cost exceeded \$567K—for a Procurement process that still frustrated everyone.