

FROM SHOWER TO SIGNATURE WITH RAINDROP S2C

Raindrop is proud to be recognized as **The Hackett Group Customer Value badge winner for Source-to-Contract**.

Based on impartial, verified user ratings, **this recognition reflects the value customers achieve by connecting intake, sourcing, negotiation, and contracting in a single unified flow**. It also underscores what makes Raindrop different: an end-to-end platform that helps procurement, legal, finance, and the business move faster together from request to signed agreement.

In addition to S2C, Raindrop received Customer Value recognition across major suites—S2P, P2P, and AP/I2P—as well as key modules Intake & Orchestration, CLM, Spend Analytics, SXM, and eProcurement.

“ 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

SOURCING CUSTOMER RELATED KPIS

Raindrop customers rated our Sourcing module as top Leader in these areas:

- Business Value
- Innovation
- Compliance Expertise
- Process Expertise
- Configurability
- Quick Deployment
- Handle Specific Needs
- Total Cost of Ownership (TCO)
- Industry Expertise

CLM CUSTOMER RELATED KPIS

Raindrop customers rated our Contract Lifecycle Management module as top Leader in these areas:

- Business Value
- Innovation
- Compliance Expertise
- Process Expertise
- Configurability
- Quick Deployment
- Handle Specific Needs
- ROI
- Systems Integration
- Industry Expertise
- Total Cost of Ownership (TCO)

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
The Hackett Group

INTAKE & ORCHESTRATION FOR CLM

Raindrop is a clear Value Leader for solutions that automate the authoring, negotiation, execution, implementation, monitoring and renewal of B2B contracts.

Raindrop is a clear Leader for I&O in relation to how the system manages all contract related information, such as templates, clauses, financial details and obligations with advanced search capabilities. Related capabilities include data modeling and tracking of contract components, risks, financial impacts and relationships within CLM.

S2C FUNCTIONAL AND CUSTOMER SCORES

Raindrop is a Value Leader in solutions that automate the authoring, negotiation, execution, implementation, monitoring and renewal of B2B Contracts and a clear customer favorite.

POSITIVE CUSTOMER FEEDBACK

- Quick deployment, easy to use and provides a one-stop shop for processes.
- Use of AI in automation of contracts authoring and invoice processing automation. Also has a strong customer success team.
- Cost efficiency, continuous innovation, customer support, accessibility and scalability, analytics and reporting, enhanced security, customization and flexibility, integration capabilities, user-friendly interface.

SUPPLIER MANAGEMENT

Raindrop is a Value Leader and has the highest Customer Score in a collection of supplier-centered applications that bridges the gaps between and beyond the core source-to-buy applications, including information, performance, relationship, quality, risk, and compliance management.

S2C DEMAND MANAGEMENT RELATED

Raindrop is a Leader on how efficiently a solution prioritizes and assigns requests and other demand signals.

STRENGTHS

- Strong support for projects within the contracts module.
- Support for templates and native contract authoring is strong against top competitors.
- Modules are all on one platform, enabling rapid data transfer and harmonization between modules.

“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
The Hackett Group

SOURCING PROJECT, PROGRAM AND PERFORMANCE MANAGEMENT

Raindrop is recognized above the Leaders on how a solution managed project and programs with integrated tracking and analysis features to monitor savings, resource allocation and performance.

SOURCING SERVICES

Raindrop is a Leader in sourcing related services, such as event management, benchmarking, category management and benchmarking.

SOURCING VALUE LEADER

Raindrop is a Value Leader and has the highest Customer Score for solutions and supporting content and services for automating sourcing activities via RFX management and e-auctions.

SOURCING ENABLING SERVICES AND PLATFORM TECHNOLOGIES

Raindrop is a Value Leader and has the highest customer score 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.

SOURCING: Enabling Services and Platform Technologies related