

STORM THE MARKET SMARTER WITH RAINDROP SOURCING

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

Based on impartial, verified user ratings, this recognition reflects the real-world value customers achieve by **running smarter events, improving supplier collaboration, and making faster, more confident award decisions**. It also reinforces what makes Raindrop different: **a unified platform that combines strong sourcing capabilities with connected downstream processes and broader suite value**.



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



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

2026
VALIDATED

2026
CUSTOMER VALUE

Sourcing

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

2026
CUSTOMER VALUE

Source-to-Contract

2026
CUSTOMER VALUE

Source-to-Pay

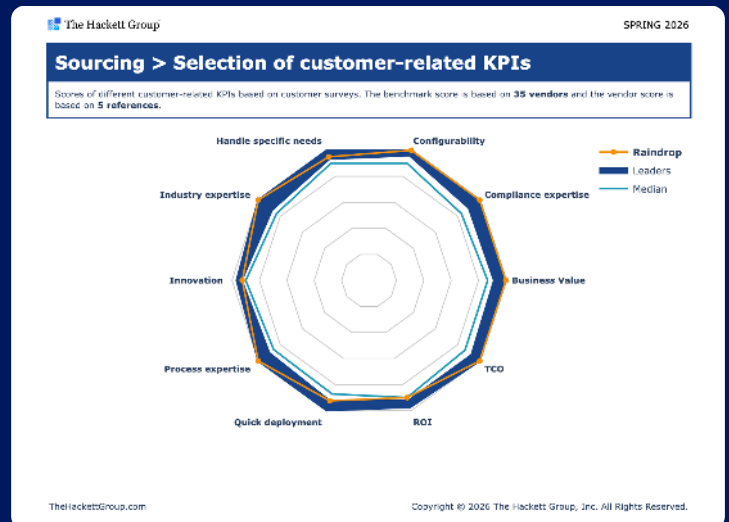
2026
CUSTOMER VALUE

Spend Analytics

SOURCING CUSTOMER RELATED KPIS

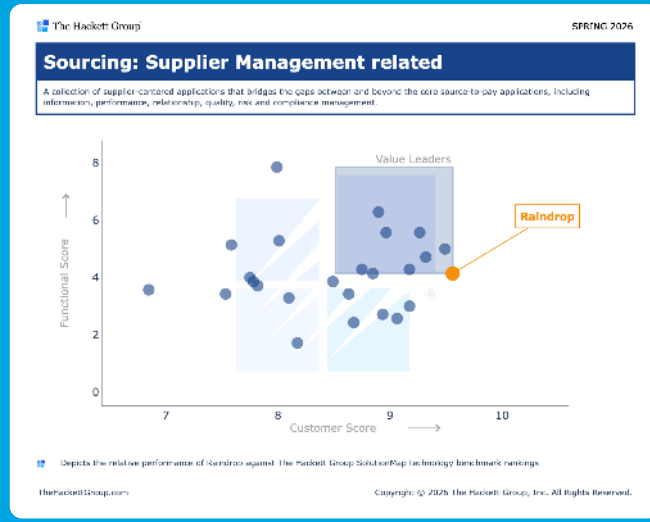
Raindrop customers rated our Sourcing module top Leader in these areas:

- Business Value
- Innovation
- Compliance expertise
- Process expertise
- Configurability
- Quick Deployment
- Handle specific needs
- Total Cost of Ownership (TCO)
- Industry expertise



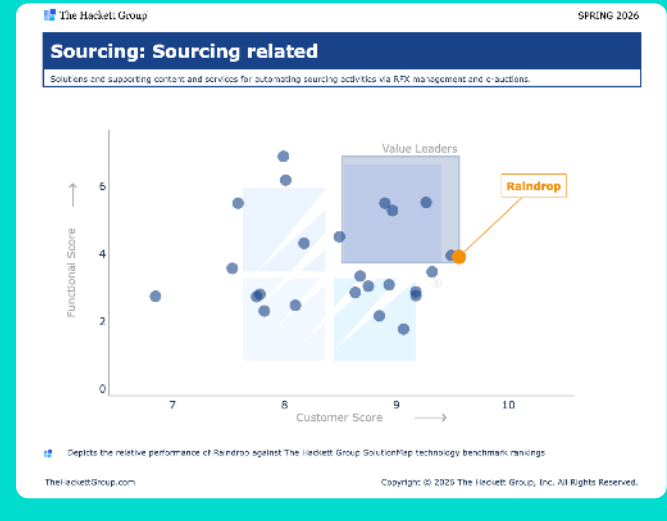
SUPPLIER MANAGEMENT

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



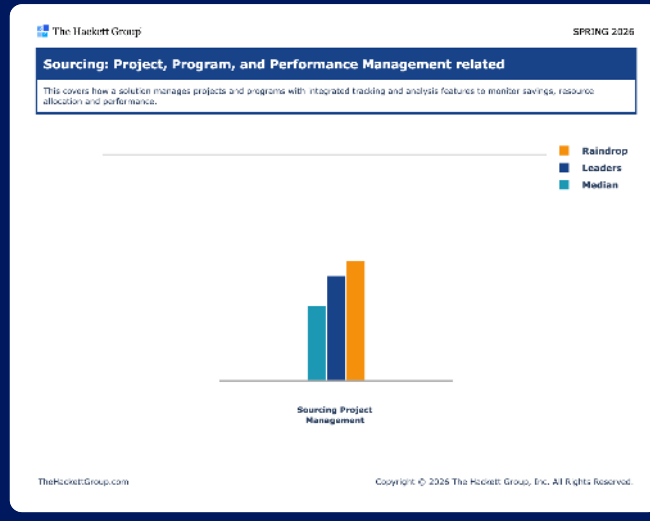
SOURCING VALUE AND CUSTOMER LEADER

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.



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, resources allocation and performance.



POSITIVE CUSTOMER FEEDBACK

- Quick deployment, easy to use and provides a one-stop shop for processes.
- Cost efficiency, continuous innovation, customer support, accessibility and scalability, analytics and reporting, enhanced security, customization and flexibility, integration capabilities, user-friendly interface.

STRENGTHS

- Robust scorecarding and savings pipeline management.
- Modules are all on one platform, enabling rapid data transfer and harmonization between modules.

SERVICES

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



DEMAND MANAGEMENT

Raindrop is a leader in Demand Management and how efficiently a solution prioritizes and assigns requests and other demand signals.

