**Independent Contract Workers (ICW)**

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Keep Up with Today’s Procurement Technology Solutions

Use SolutionMap to:

- Track market developments & disruptors
- Assess provider capabilities based on your needs
- Identify your best-fit provider shortlist

You need to stay on top of technology advancements and understand how they can work to streamline your function. Unfortunately, many traditional analyst frameworks to compare solution provider capabilities and create provider shortlists are static and take a ‘one-fits-all’ approach.

Access deep, tailored and current assessments of provider capabilities using SolutionMap - a new kind of solution provider ranking.

Each SolutionMap...

- Ranks a technology within the procurement and supply chain spectrum
- Comprises equal parts customer and analyst input
- Reflects different organizational needs through ‘buying personas’
- Gets updated quarterly to show market developments

Use SolutionMap on an ongoing basis to keep up with today’s procurement and supply chain technology buying climate. Go to SpendMatters.com/SolutionMap and:

1. Choose a Technology Category
2. Select Your Persona
3. View SolutionMap Rankings
Current SolutionMap Categories:

- Contract Lifecycle Management (CLM)
- Contract Services/Statement of Work (SOW)
- E-Procurement
- Independent Contract Workers (ICW)
- Invoice-to-Pay (I2P)
- Procure-to-Pay (P2P)
- Sourcing
- Source-to-Pay (S2P)
- Spend and Procurement Analytics
- Strategic Procurement Technologies (Sourcing, Analytics, CLM, SRM)
- Supplier Relationship Management and Risk (SRM)
- Temp Staffing
SolutionMap Methodology

SolutionMap helps you compare solution provider capabilities based on your organizational needs across the procurement and supply chain spectrum. Here’s how the rankings are created:

1. Every SolutionMap has a dedicated lead analyst supported by the greater analyst team of 12 plus operational support staff.

2. The lead analyst develops the RFI in collaboration with the internal analyst team, customers and consultants to ensure requirements are comprehensive and relevant to practitioners following a set methodology:
   a. Capabilities definitions, personas and rating weights defaults are determined ‘up front’ before issuing the RFI.

3. During the RFI process, providers need to:
   a. Provide detailed company and customer demographics.
   b. Self-score solution requirements (with detailed specifications).
   c. Describe all solution related services available to customers.
   d. Provide customer references.
   e. Supply documentation regarding:
      i. Revenue models.
      ii. Buyer and supplier fees.
      iii. New vs. replacement customers.
      iv. Customer TCO, ROI and success metrics.
      v. Case studies.

4. Customer references complete a detailed survey focused on key provider differentiators, delivery against expectations/requirements, strengths, promoter score, collaborativeness, improvement areas, problem solving skills, features/capabilities improvement needs, shortcomings and more (making up 50% of the score):
   a. Individual customer inputs are never shared with the provider community.
   b. Customer identities are known to the core Spend Matters project team only.
   c. Customer inputs are aggregated to form the basis of the customer value ratings.

5. Analysts participate in a 90-minute technology demo for each RFI participant to validate the self-scoring and adjust the scores up and down based on the technology demonstrations.

6. Analysts rate providers’ capabilities as well as review and normalize providers’ self-scoring inputs:
   a. Analysts will perform spot checks for capabilities where the self-scoring and analyst scoring vary substantially.
   b. Analysts apply weightings to providers’ self-scores, analyst ratings and customer inputs.

7. Providers are invited to fact check their scores against the average score and request clarification:
   a. They are unaware of their quadrant position which cannot be argued.

8. SolutionMap rankings are created and released in due course.
The following assessment elements are taken into account:

- All elements of a technology*
- Integrations
- Supplier experience
- Front end users and administrators’ user experience

* The technology elements are very detailed and vary by the technology being ranked

Data Sources

The Spend Matters team uses several sources of information to create the RFI criteria, ranking weights, organizational buying personas and publications in relation to SolutionMap. These include:

1. Analyst team interactions with providers and end-user customers over time
2. Relevant Spend Matters’ created reports, in-depth provider reviews and research sources
3. Providers’ RFI inputs and support materials
4. 90-Minute solution demonstration (which needs to be renewed every 12 months or when a new product release occurs)
5. Customer survey responses based on references supplied by providers as well as initiated by Spend Matters
   - Clarification calls conducted by analyst team as needed
   - Quantities of customer inputs are reflected on the SolutionMap ranking graphics through the color of the provider ‘bubble’ (see ‘How to read the ranking chart’ at the top of page 8)
   - Note: Providers must submit at least one (1) reference to appear on any ranking graphics, and are penalized accordingly for submitting any fewer than three (3) references, which is reflected in providers’ final placement within the graphics.
6. Analysts conduct phone review with each ranked provider to discuss their scoring versus the average to allow for debate and clarification

Click Here for details on Vendor Selection (including how to participate as a provider) and Spend Matters’ Code of Ethics
SolutionMap Personas

Not all procurement organizations are equal. SolutionMap buying personas reflect different organizational needs tied to the unique value propositions served by a provider.

Identify the buying persona that most accurately reflects your organization below. SolutionMap provider rankings vary based on weighted requirements by persona. Keep the persona you’ve chosen in mind, and look for it among the persona-based SolutionMap ranking charts further below.

Before you review the SolutionMaps below, take a moment to decide what persona(s) best represent your procurement organization:

- **NIMBLE Persona**
  - **My organization:** Dynamic, results-focused, limited IT department involvement, risk-tolerant of new approaches and providers; Often decentralized, rapidly growing, and/or middle market
  - **We need:** Speed to value, low pricing; Modern, intuitive, cloud-based software with optional value-added services

- **DEEP Persona**
  - **My organization:** Highly sophisticated, rigorous, somewhat complex, risk-tolerant, happy to push limits of tech to create more value
  - **We Need:** The most comprehensive, tailorable solution for the job; Best-in-class functionality, breadth, depth, and ability to support our sophistication

- **TURN-KEY Persona**
  - **My organization:** Outcome-focused; TCO approach to implementations; Often risk-averse and skeptical based on previous experiences
  - **We need:** A combination of software capability and supporting services to contractually deliver results and a defensible ROI; Pre-loaded capabilities, content, and know-how

Independent Contract Workers
Reading the Ranking Chart

» The color of the provider ‘bubble’ indicates the number of submitted customer references with dark purple being best.

» The size of the provider ‘bubble’ indicates their number of customers.

Key

# of Customer References

- Maximum
- Average
- Below Average

Fewer Customers — More Customers

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<th>Solution Leader</th>
<th>Value Leader</th>
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<td>Providers with strong analyst scores</td>
<td>Providers with both strong analyst and customer scores</td>
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<th>Emergent Contender</th>
<th>Customer Leader</th>
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<td>Evolving providers</td>
<td>Providers with strong customer scores</td>
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SAMPLE GRAPH

Some providers are not shown — find out why.
**Spend Matters® | SolutionMap**

**Independent Contract Workers**

**READING THE RANKING CHART**

The color of the provider ‘bubble’ indicates the number of submitted customer references with dark purple being best.

The size of the provider ‘bubble’ indicates their number of customers.

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**Solution Leader**

- WorkMarket (ADP)

**Value Leader**

- TalonFMS
- TalentNet
- FieldNation

**Emergent Contender**

- Beeline

**Customer Leader**

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**NIMBLE Persona**

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**DEEP Persona**

**My organization:** Highly sophisticated, rigorous, somewhat complex, risk-tolerant, happy to push limits of tech to create more value

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We need: A combination of software capability and supporting services to contractually deliver results and a defensible ROI; Pre-loaded capabilities, content, and know-how
SolutionMap Technology Selection Services

Speed up your procurement technology selection process with SolutionMap – a groundbreaking technology benchmark for procurement professionals.

Based on roughly 900+ functional requirements across the source-to-pay and services procurement technology spectrum, SolutionMap reliably benchmarks market-leading solution providers using equal parts customer- and analyst-based scoring inputs.

The best part? You can tap into SolutionMap intelligence to identify which providers are best at meeting your specific technology needs.

Use SolutionMap Selection Services to:

- Dramatically cut down your RFI time and effort
- Invite your best-fit providers, including ‘best-of-breed’
- Choose your best-fit solution

Unleash SolutionMap’s unparalleled market intelligence to identify your best-fit technology provider – fast. SolutionMap Selection Services include:

**OPTION A: SolutionMap RFI & Insider Access**

$5,000 - $10,000 (per SolutionMap area)

Ensure you are on the right path as you shortlist providers and gear up to run an RFI, while optimizing process efficiency and cost: Use Spend Matters’ SolutionMap RFI as your starting point enhanced with Insider content access.

[Click Here for Details]

**OPTION B: SolutionMap RFI and Tailored Provider Shortlist**

$25,000 - $40,000 (1-2 SolutionMap areas)

Leverage SolutionMap RFIs and receive your customized SolutionMap Ranking Chart based on your specific requirements to identify your tailored, best-fit provider shortlist.

[Click Here for Details]

**OPTION C: Full Market Scan & Technology Selection Guidance**

$40,000 - $50,000+

Need deeper insight? Consider a customized SolutionMap engagement throughout the technology selection process.

[Click Here for Details]

Unleash SolutionMap Intelligence to Benchmark Your Procurement Technology Solution - Fast!

*Inquire Now to Learn More*
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