

Vendor Analysis

Vroozi

P2P solution overview, platform and services overview, modules and application overview, roadmap and vision, strengths, voice of the customer, user considerations, analyst commentary and summary

By Xavier Olivera

Vroozi: Vendor Analysis

This Spend Matters Vendor Analysis provides an overview of Vroozi and its solution for procure-to-pay (P2P).

The procure-to-pay space continues to evolve as organizations demand more efficient, automated solutions to manage procurement, invoicing and payment processes. As businesses prioritize streamlining operations and improving financial control, the need for comprehensive, cloud-based P2P platforms has grown.

This vendor analysis focuses on Vroozi's capabilities. Part 1 offers a detailed overview of each module and the vendor's roadmap and vision. In Part 2, we explore the solution's strengths and opportunities, review the competitive landscape, offer user considerations and provide an analyst summary.

Here's why we think Vroozi matters:

To the market: Vroozi offers a comprehensive P2P solution, including e-procurement, invoice automation and supplier collaboration. Scalable and secure, it meets the evolving needs of organizations, positioning itself as a competitive player in the P2P software space.

To buyers: Vroozi delivers a cloud-based P2P suite that streamlines procurement, invoicing and payments. With an easy-to-use interface and seamless ERP integration, it is ideal for middle market and Fortune 1000 companies looking to optimize procure-to-pay processes and boost efficiency.



Quick Facts: Vroozi

Founded: 2012

Headquarters: Los Angeles, California

Employees: 80

Customer locations: Predominantly United States. Also in France, Canada, Sweden, Norway, United Kingdom, Mexico, New Zealand, Japan

Website: <https://www.vroozi.com>

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Solution overview (P2P)

Vroozi was founded to provide a user-friendly e-procurement solution that can act as a front-end for ERPs without a modern UI/UX. Over time, it has evolved into a full procure-to-pay suite, expanding its capabilities to include invoicing and payments, which have become a core part of its value proposition.

Built on a multi-tenant, cloud-based platform hosted on Amazon Web Services (AWS), Vroozi offers full P2P capabilities that can integrate seamlessly with existing ERP environments. Its solution includes e-procurement, invoice management/automation, RFQ for tactical bidding, supplier collaboration, catalog management and analytics.

Initially tailored for medium-sized enterprises (SMEs) and Fortune 1000 companies, Vroozi continues to expand, with a primary focus in North America but with customers in other regions as well. Recent updates include AI and machine learning for AP invoice automation (invoice scanning, order matching, duplicate checks and coding validation), dynamic approvals and budget management integrated with accounting systems. Vroozi also offers a supplier portal, a discovery module (developed for a Fortune 1000 client), an RFQ module (three bids & a buy) and approval tools, making it a strong contender in the P2P software market.

Platform overview

Data management and analytics

The Vroozi platform offers extensive data management and analytics capabilities, featuring over 60 pre-configured visualizations that allow users to access dashboards tailored to different roles within the organization. These visualizations include drill-down capabilities, enabling users to explore data at a granular level. Ad-hoc reporting is supported, allowing users to query any data field and join multiple tables for deeper analysis. Reports can be scheduled for distribution in various formats, ensuring stakeholders receive relevant information promptly.

The platform can also ingest third-party data for broader analyses, such as vendor performance tracking, contract utilization and compliance monitoring. Custom fields can be

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added across purchasing objects and catalog content, allowing businesses to adapt the platform to their unique data requirements. Additionally, Vroozi platform ensures data accuracy by validating data against company-specific rules. Support for multiple ERP systems and global data standards is built in, along with compliance for country-specific archiving requirements.

Configurability

The screenshot displays the Vroozi interface for a Purchase Request (PR) with ID 1000004193, created on 09/30/2024. The form is in 'Draft' status. It includes several sections:

- Request Name:** Kevin Hamilton 1000004193
- Requester:** Kevin Hamilton
- Shipping Address:** Vroozi Boston Office, Attention: Kevin Hamilton, Vroozi Boston Office, 600 Atlantic Ave, Boston, MA 02210 US. Contact: mike.jud+employee@vroozi.com, +1 (781) 555-1234.
- Supplier:** VWR
- Approvals:** Approval Status (button), Approval Group (dropdown: Click to select value)
- Reason for Request:** (empty text area)
- Custom Fields:** Project (dropdown: Assign to a Project?)
- Budgets Information:** All the items in this Purchase Request are within budget.
- Table of Line Items:**

#	Description	Supplier	Category	Del. Date	Qty	UoM	Price	Total	Action
1	Beakers, Griffin Low Form, Ace Glass Incorporated ...	VWR	41000000	10/02/2024	10	CS	\$255.62	\$2,556.20	[Icons]

Buttons at the bottom: Add Line Item, Upload Line Item(s), Add Attachments, Apply to All.

The platform is highly configurable, enabling organizations to customize it according to their specific needs. Custom fields can be created on all purchasing documents at header and line level. In addition, customers can create the conditions upon which field is mandatory. Taxonomies can be structured by content view (products, services or categories) or country, providing flexibility in managing global operations. The platform supports localization with over 15 available languages and can introduce new languages with language files. These files can translate system elements, help text and catalog content based on customer needs.

Approval workflows can be customized not only based on combinations of organizational and account objects but also attributes such as item type, supplier and predefined custom fields. This allows companies to create conditional workflows and approval chains tailored to their business processes. The

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platform also includes configurable purchasing, budget and financial approval workflows, making it adaptable to complex organizational structures.

Integration

Vroozi integrates seamlessly with multiple ERP systems, including SAP, Oracle, Microsoft and NetSuite, as well as other third-party applications. For integration, it uses standard APIs and data exchange formats, such as JSON and XML. The platform also supports real-time data transfers via APIs or SFTP, enabling continuous data synchronization between Vroozi and external systems. Cross-platform metadata search capabilities and support for master data management ensure that supplier and organizational data remains consistent across multiple systems.

The platform's API library enables custom integrations, providing businesses with the flexibility to connect existing tools and applications for enhanced operational efficiency. Additionally, it supports Excel integration for tasks such as catalog uploads, master data processing and custom field management.

Automation

The screenshot displays the Vroozi 'Create and Edit Invoice' interface. The main header shows the Vroozi logo and the invoice number 9000004134, which is in a 'Draft' status. The interface is divided into several sections:

- Supplier Information:** KForce, 600 Atlantic Ave, Boston, MA 02210-2211, (888) 888-8888.
- Invoice Details:** Invoice # 45526818, Invoice Date 8/22/2024, Due Date 9/6/2024.
- Invoice Overview:** Includes fields for Company Code (Mem1 - Member 1), Supplier (KForce - KForce), Supplier Account #, Supplier Invoice # (45526818), Invoice Date (08/22/2024), Payment Terms (Net 60 Days), Payment Due Date (10/21/2024), and Notes About Invoice.
- Addresses:** Shipping and Billing addresses are currently blank, with a 'Click to select value' prompt.
- Invoice Items & Totals:** A table showing one item: Marketing Services (Qty: 10, Unit Price: \$225.00, Total: \$2,250.00). The subtotal is \$2,250.00, tax is \$135.00, and the total is \$2,385.00.
- Actions:** Buttons for 'Add Item', 'Delete', 'Submit For Approval', and 'Consolidate All It' are visible at the bottom.

The platform offers robust automation capabilities designed to streamline procurement processes. It enables guided digital workflows that allow users to execute tasks based on specific

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requirements, such as purchasing, invoicing and supplier management. Automation features include the ability to auto-generate purchase orders (POs) and automate data-entry tasks through machine learning and cognitive data capture.

Its automation capabilities extend to real-time validations and exception handling, reducing manual intervention. AI and machine learning are deployed for data extraction, field recognition and validation, ensuring accuracy in processes such as order matching and approval workflows. Automated alerts and notifications can be triggered based on predefined conditions, helping users stay informed of critical events or threshold breaches. These capabilities optimize workflows, allowing teams to focus on more strategic tasks while reducing operational overhead.

Portal

User	Id	Amount	Date	Notes	Status	Actions
BB	2000003235	£311.40	07/02/2024	Kevin Hamilton 1000004039	Ready	📄 📧 📅
BB	2000003221	\$311.40	06/28/2024	Kevin Hamilton 1000003998	Ready	📄 📧 📅
BB	2000003182	\$311.40	06/17/2024	Kevin Hamilton 1000003938	Ready	📄 📧 📅
BB	2000003159	\$155.70	06/05/2024	Kevin Hamilton 1000003915	Ready	📄 📧 📅
BB	2000003115	\$108.99	05/21/2024	Kevin Hamilton 1000003842	Ready	📄 📧 📅
BB	2000003095	\$311.40	05/08/2024	Kevin Hamilton 1000003824	Ready	📄 📧 📅
BB	2000003071	\$31.14	05/03/2024	Kevin Hamilton 1000003802	Disputed	📄 📧
BB	2000003068	\$4,000.00	05/01/2024	Kevin Hamilton 1000003799	Ready	📄 📧 📅
BB	2000003061	\$32.43	04/29/2024	Kevin Hamilton 1000003785	Ready	📄 📧 📅

Vroozi's architecture supports a single supplier instance working with multiple customers. Supplier administrators can create user accounts and assign permissions for content management, order and invoice management and administration tasks. User rights can be configured by selecting specific functions under predefined role types. The portal supports multiple languages, customizable dashboards, widget views and filters, allowing for personalized experiences.

Suppliers can initiate profile changes, which can either be sent to buyers for approval or automatically updated in the system. The portal also allows suppliers to access shared information, such as categories, sustainability notes and scorecard feedback from buyers. In addition, suppliers can view payment information,

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Vroozi offers a comprehensive P2P solution, including e-procurement, invoice automation and supplier collaboration. Scalable and secure, it meets the evolving needs of organizations, positioning itself as a competitive player in the P2P software space.

including payment dates and methods. Documents can be stored against any transactional document or in designated folders and all collaboration is tracked within the document, ensuring an audit trail for reference.

Supplier information management (SIM)

Vroozi syncs with ERP master data and enriches supplier records with attributes, such as certifications, contract information and other custom fields. Customers can add attributes, such as diversity, sustainability, CSR and financial identifiers, and search and filter them. Unlimited custom fields can also be added to supplier records for further flexibility in data management.

Suppliers can be searched through Vroozi Supplier Directory or Vroozi Marketplace by using classification tags, categories, custom fields, payment terms, contract status and locations. Supplier data can be enriched using third-party data via Vroozi platform APIs, allowing for enhanced data integration.

The onboarding process is coordinated with supplier groups through campaigns, such as email or direct meetings. Pre-configured alerts notify users about key events, such as document or certification expiration, document statuses or catalog expiration. The platform also supports incumbent performance scoring, RFQs for both incumbent and new suppliers and ad hoc supplier evaluations.

Services

Vroozi manages all project implementation services by using qualified and certified personnel across various disciplines, including implementation planning, project management, change management, training, technical integration, configuration analysis and testing services. Additionally, Vroozi offers spend analytics services, along with tools such as business case calculators and savings estimations.

Supplier onboarding and offboarding services are provided for certain clients, including managing supplier profiles, updates, insurance information and catalog management. Vroozi has partnered with three group purchasing organizations to offer customers access to new connected suppliers with discounted pricing. In 2023, Vroozi launched the Premier Supplier Network,

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connecting clients with pre-qualified suppliers that are ready for quick onboarding and offer discounted pricing. Suppliers in this network agree to seamlessly integrate catalogs and purchasing documents with Vroozi customers while providing exclusive discounts.

Modules and application overview e-Procurement

Catalog management

The screenshot displays the Vroozi e-Procurement platform interface. At the top, there is a navigation bar with the Vroozi logo, a 'Categories' dropdown, a 'Catalog Search' input field, and icons for 'Lists' and a shopping cart (0). Below the navigation bar, the interface is divided into three main sections:

- Recently Viewed:** A grid of items including 'Beakers, Griffin Low Form, Ace Glass Incorporated - ...' (\$66.70 USD), 'Office Cleaning Services' (\$1,050.00 USD), 'Locksmith Services' (\$4.44 USD), and 'HVAC Services' (\$1,100.00 USD).
- Recent Purchase Requests:** A table listing requests with columns for ID, Name, Amount, and Status. The table contains five entries with statuses ranging from 'Approved' to 'Draft'.

ID	Name	Amount	Status
1000004191	Kevin Hamilton 1000004191	\$2,656.65 USD	Approved
1000004190	Kevin Hamilton 1000004190	\$65.88 USD	Draft
1000004189	Kevin Hamilton 1000004189	\$5.49 USD	Draft
1000004179	Kevin Hamilton 1000004179	\$3,606.85 USD	Approved
1000004178	Kevin Hamilton 1000004178	\$6,844.75 USD	Approved
- Catalog Suppliers:** A grid of supplier logos including Amazon Business, FASTEVAL, JA Services, VROOZI SPENDTECH, VWV part of ovanor, acme ALBANY, acme construction supply co., inc., Advance Auto Parts, Airgas, Allison Transmission, AllPriser, ALSTOM, amazonbusiness, aP, AMERICAN OFFICE PRODUCTS, INC., Apple, and APPLIED Industrial Technology.

Vroozi platform offers a comprehensive catalog management system that supports various catalog types, including punch-out, hosted, level 2 and inventory catalogs. A standout feature is its ability to automatically convert awarded bids from RFQ scenarios into catalogs, which can be set for one-time or recurring use. This reduces manual effort and ensures that negotiated terms are captured in the purchasing process. Suppliers with API integration capabilities are supported, enabling real-time updates to catalog content and pricing, while rate cards can be uploaded with predefined validity periods.

Catalog data undergoes validation to ensure consistency and flags changes, such as pricing updates, new or edited items or field modifications. This is essential for maintaining data

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accuracy before content is published. The platform supports advanced configurations for complex products and services, such as bundles, kits and rate cards, making it flexible for various procurement needs. Custom fields and attributes can be assigned to catalog items, allowing businesses to tailor content for specific contexts, including sourcing objectives, contract compliance and location-based requirements.

Vroozi supports advanced search functionality, including background and cross-catalog searches, allowing users to compare content across multiple suppliers seamlessly. Integration with providers like Amazon Business and Grainger enables direct searches within external catalogs, enhancing sourcing efficiency. Catalog content can be managed via bulk uploads or APIs, providing flexibility for large-scale catalog updates or integrations with external systems.

Requisitioning

Requisitioning in Vroozi platform is designed for ease of use and flexibility, offering advanced search capabilities, including faceted, federated and parametric search options. The guided buying feature directs users to preferred products, service, or policies aligned with company objectives like diversity initiatives, sustainability or cost-saving measures. This ensures compliance with procurement strategies and reduces maverick spend. Users can search through punchout catalogs, e-forms and bundled products using advanced filters and search parameters, helping them find exactly what they need.

Purchase requests can be created in multiple ways, including through API integrations, bulk uploads or directly from sourcing events. For example, users can upload bills of materials to create multiple requisitions in a single process. Requisitions can also be automatically generated from external systems, such as Maintenance, Repair and Operations systems like Maximo, when stock levels hit reorder points. Non-catalog items flagged for cataloging can be seamlessly integrated into future requisitions, helping companies manage ad hoc purchases more effectively.

Advanced workflows ensure that requisitions are routed correctly, based on attributes like supplier, category or budgetary constraints. The system tracks budget utilization in real time,

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providing alerts when requisitions exceed budget limits to ensure compliance with financial policies. Mobile requisitioning allows users to submit, approve or track requisitions from anywhere, with real-time notifications and alerts ensuring users stay on top of critical tasks.

Ordering

The screenshot displays the Vroozi platform interface for a Purchase Order. The main panel shows the following details:

- Order Number:** 2000003273
- Order Name:** Kevin Hamilton 1000004092
- Issued:** 08/15/2024
- Request Number:** 1000004092
- Order Type:** Standard
- Buyer:** Billy Buyer
- Supplier:** McKesson
- Payment Terms:** Net 30
- Shipping Address:** Attention: Kevin Hamilton, Vroozi Boston Office, 600 Atlantic Ave, Boston, MA 02210 US, mike.jud+employee@vroozi.com, +1 (781) 555-1234
- Vendor Id:** MC1231
- Company Code:** 10001 - Corporate

Additional sections include:

- Notes to Supplier:** N/A
- Budgets Information:** All the items in this Purchase Order are within budget.
- Item List:**

#	Description	Part No.	Category	Delivery Date	Qty	UoM
1	Universal Breathable Folding Mask ,dustproof...	B0881G681L	42000000	08/21/2024	50	EA
- Reason for Dispute:** Price Rectification
Supplier's new recommended price : \$6.25 USD

The right sidebar shows the **PURCHASE ORDER HISTORY** with the following entries:

- Purchase Order disputed:** 08/15/2024 03:19 AM, By: Jordan McNamara
- Purchase Order Sent to Vendor:** 08/15/2024 03:18 AM, By: System
- Purchase Order created:** 08/15/2024 03:18 AM, By: Kevin Hamilton

Vroozi platform offers a highly flexible ordering system that integrates seamlessly with multiple systems, allowing POs to be generated through APIs or created directly within the platform. Bulk uploads simplify the process for handling complex orders, such as milestones, statements of work and recurring invoices. The platform also supports PO generation from external systems, enabling two-way and three-way matching for customers who have existing system investments in place.

A key feature is contract compliance, which is enforced from the moment a purchase request is created. Contract terms, pricing and conditions are captured in the marketplace data, ensuring that purchases adhere to agreed-upon terms. Contracts can be published in the marketplace and automatically unpublished when they expire, reducing the risk of non-compliant purchases. Users can track contract utilization and receive notifications when key thresholds, such as budget caps or contract expiration dates, are approaching.

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The platform's Buy Route feature allows procurement professionals to consolidate multiple purchase requests into single orders or initiate RFQs when needed. This feature streamlines sourcing efforts and ensures that buyers can efficiently manage complex purchasing scenarios. Additionally, budget checking is fully integrated into the ordering process, providing real-time insights into budget utilization and flagging over-budget requests for approval. The platform's API capabilities enable smooth integration with external financial systems to ensure continuous visibility into budget status.

Receiving

The screenshot displays the Vroozi 'Receiving' module interface. At the top, there is a navigation bar with the Vroozi logo, a search bar, and a 'Lists' button. Below this, a dark blue header contains the title 'Receipts' and a sub-header 'Ready To Receive'. A filter bar below the header shows tabs for 'Ready to Receive', 'In Progress', 'Received', and 'Returned'. A search bar prompts the user to 'Type at least 2 characters to search by purchase order'. The main content area is a table with the following columns: PO #, PO Creation Date, PO Amount, Supplier, Request, Requester Name, and Actions. The table lists 10 receipts, all with a requester named 'Kevin Hamilton'. The PO amounts range from \$5.49 to \$1,000.00. The table includes a pagination control at the bottom right showing 'First', '1', '2', '3', '4', '5', and 'Last'.

PO #	PO Creation Date	PO Amount	Supplier	Request	Requester Name	Actions
2000003332	09/27/2024	\$283.20	Amazon Business	Kevin Hamilton 1000004179	Kevin Hamilton	
2000003328	09/26/2024	\$749.95	Fastenal Company	Kevin Hamilton 1000004178	Kevin Hamilton	
2000003324	09/24/2024	\$4,047.60	McKesson	Kevin Hamilton 1000004177	Kevin Hamilton	
2000003322	09/23/2024	\$1,000.00	Fastenal Company	Kevin Hamilton 1000004176	Kevin Hamilton	
2000003317	09/19/2024	\$41.00	Bamko	Kevin Hamilton 1000004173	Kevin Hamilton	
2000003314	09/05/2024	\$27.45	McKesson	Kevin Hamilton 1000004161	Kevin Hamilton	
2000003313	09/05/2024	\$48.50	Amazon Business	Kevin Hamilton 1000004159	Kevin Hamilton	
2000003312	09/05/2024	\$4,047.60	McKesson	Kevin Hamilton 1000004159	Kevin Hamilton	
2000003311	09/05/2024	\$72.31	Medline Industries	Kevin Hamilton 1000004159	Kevin Hamilton	
2000003310	09/05/2024	\$5.49	McKesson	Kevin Hamilton 1000004158	Kevin Hamilton	

The receiving module supports both desktop and mobile receiving workflows, making it easy to manage goods receipts in various operational settings. The system integrates with third-party logistics providers and warehouse management systems (WMS), facilitating seamless communication of order and shipping status. Suppliers can send PO acknowledgments and advanced shipping notices with tracking information, which can be integrated into the platform for real-time visibility.

For inventory management, Vroozi allows organizations to set reorder points in MRO systems like Maximo, automatically triggering purchase requests when stock reaches critical levels. The system also supports stock reservations, ensuring that available inventory is allocated appropriately before new orders are placed. This integration with WMS ensures goods receipts are processed efficiently and matched accurately to POs, supporting the three-way match process for enhanced financial control.

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The platform's asset tracking capabilities further enhance receiving processes, with features like asset tagging and assignment ensuring that purchases, such as equipment or leased assets, are properly accounted for in the company's asset management system. Goods return processes are supported for cases where items need to be returned, with full integration to ERP systems for financial reconciliation. Additionally, mobile-first functionality allows for barcoded or RFID goods receipt processes, ensuring a streamlined and accurate receiving process even in high-volume environments.

AP Automation

Invoicing

Create and Edit Invoice

VROOZI

Invoice 9000004136
Created on 09/30/2024

Purchase Order Link(s)
Enter your Vroozi PO Number to automatically link it to the Invoice

Invoice Overview
Enter the Supplier and Payment Information for this Invoice

Company Code * Mem1 - Member 1
Supplier * KForce - KForce
Supplier Account #
Supplier Invoice # * 45526818
Invoice Date * 08/22/2024
Payment Terms * Net 60 Days
Payment Due Date *

Notes About Invoice
Enter a note

Billing Address
Click to select value

your Invoice

GL Account

GL Account	Price	Qty	Tax	Total	Actions
1 Marketing Services 571201 - Marketing	\$225.00	10	\$135.00	\$2,250.00	

Add Item Delete Submit For Approval Consolidate All

Fields parsed by OCR (confidence %)

- Type: service
- Description: Marketing Services (92.00%)
- Price: \$225.00 (88.00%)
- Quantity: 10 (77.00%)
- Tax: \$135.00 (does not match)

Fields that Vroozi Intelligence was applied to (confidence %)

- Tax Code: NonTax - Non-Taxable (97.00%)
- UoM: MO (80.43%)
- Company Code: Mem1 - Member 1 (43.23%)
- Plant: N/A (12.38%)
- Cost Center: Mem1_CC - Member1 Cost Center (37.82%)
- GL Account: 571201 - Marketing (33.24%)

Invoice for
KForce
600 Atlantic Ave
Boston, MA 02210-2211
(888) 888-8888

Invoice

Invoice # 45526818
Invoice Date: 8/22/2024
Due Date: 9/6/2024

Description	Qty	Unit price	Total price
Marketing Services	10	\$225.00	\$2,250.00
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00

Notes:

Subtotal \$2,250.00
Tax \$135.00
Total \$2,385.00

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Invoice capture

Vroozi platform offers multiple options for capturing invoices, ensuring flexibility and efficiency in handling various formats and submission methods. Suppliers can submit invoices via email with PDF, DOC or DOCX attachments that Vroozi's Invoice Hopper processes with optical character recognition. Other methods include CXML submission, EDI to CXML conversion, direct invoice upload by suppliers and a supplier portal where suppliers can flip POs into invoices.

A key feature is Vroozi's cognitive data capture technology, powered by Vroozi Intelligence (AI), which reads various invoice

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layouts, including handwritten invoices and extracts data with high accuracy. This system does not rely on pre-configured templates, making it highly adaptable to new or modified invoice formats.

Invoice matching and validation

Vroozi platform supports two-way and three-way invoice matching, automating the reconciliation of invoices with POs and contracts. Vroozi Intelligence uses historical data to match invoices to open orders, even in cases where essential details like PO numbers are missing. This reduces manual effort and accelerates processing times. The system also flags duplicate invoices and discrepancies, such as price or quantity mismatches, routing them to the appropriate individuals or teams for resolution.

The platform supports invoices tied to multiple POs, providing flexibility for handling complex transactions across different orders. This system is designed to ensure accuracy and compliance with contract terms and budget constraints.

Invoice compliance

Vroozi ensures full invoice compliance through integrations with tax authorities and global compliance networks, adhering to country-specific e-invoicing regulations, including post-audit and clearance processes. The platform partners with Sovos to support compliance in many countries, ensuring that invoices meet local tax and reporting requirements.

The platform also integrates with third-party tax validation services, such as Vertex and Avalara, for automatic tax calculation and validation, ensuring compliance with regional tax laws. The system proactively flags any discrepancies in tax or missing data, allowing users to address issues before submission. Additionally, Vroozi can connect with government portals to meet the regulatory requirements for clearance in various regions.

Invoice collaboration

The platform enables robust collaboration between buyers and suppliers during the invoice process. Suppliers can confirm or dispute invoices and POs directly through the platform, initiating change orders if necessary. The system supports a full change

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order process, allowing adjustments to price, quantity, delivery dates and payment terms. Document collaboration tools ensure that all communication is recorded, providing an audit trail for compliance and transparency.

Credit notes

Vroozi automates the handling of credit notes, offering both manual and automatic processes. Credit notes can be automatically generated based on invoice exceptions, such as discrepancies between PO and invoice pricing. For example, if a company chooses to pay based on PO pricing rather than the invoice amount, the system generates a credit note for the difference. The platform's AI can also recognize credit notes sent via email (e.g., PDFs), extracting relevant data and routing them to the accounting system for reconciliation.

In addition to automatic generation, AP processors can manually create credit notes when needed. For complex transactions like projects or milestone-based services, credit notes are aligned with contract rates, milestones or payment schedules to match incoming invoices and ensure precise financial reconciliation.

Vroozi's credit note management ensures that all discrepancies are captured and reconciled efficiently, reducing the risk of financial errors and ensuring that businesses maintain accurate accounting records.

Payments and cards

Payments

Payments are facilitated through partnerships with Pay Clearly. Pay Clearly is the primary partner for global and cross-border payments, providing seamless international payment processing via methods like Check, ACH and Wire. These partnerships streamline payment management, reduce costs and support global transactions.

Cards

Card payment options, including P-Card approvals, ghost cards and virtual cards, are supported through Vroozi's primary partnership with Pay Clearly. This partnership enables secure

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The platform demonstrates a strong ability to streamline procurement processes with its user-friendly and robust interface. The advanced AI-driven invoice processing and flexible catalog management provide clear advantages for mid-market organizations, offering operational efficiency and cost savings.

virtual card payments for supplier invoices, offering efficient and global card-based payment solutions. NvoicePay is also available as an alternative partner for card-based transactions.

Roadmap and vision

The roadmap for Vroozi is shaped by several key areas focused on enhancing collaboration, orchestration, integration and neural/AI-driven capabilities (C.O.I.N). Collaboration improvements will target order and invoice processing strategies, boosting invoice exception resolution and order matching efficiency both internally and externally. In terms of orchestration, the platform will deliver deeper marketplace connections, enhanced catalog management and dynamic approval workflows. Analytics will become more actionable within the user experience, along with improvements in budget management visibility, accounting assignment accuracy and strategic insights. On the integration front, the roadmap includes faster, more seamless connections with any system, enhanced APIs and improved catalog and master data handling. Finally, the neural layer will focus on AI-driven guided buying, improving search and catalog enrichment within the marketplace.

Just recently, Vroozi announced the appointment of Dave Norton as President. Since Shaz Khan became its CEO, the company has been on a strong path of platform development, innovation and growth, all key reasons for its inclusion on our '50 to Watch' list. I am sure that Dave's experience will support Shaz and the Vroozi team as they continue to expand within the US mid-size and large enterprise markets, and into new regions like Europe.

Strengths

User-friendly and robust platform

Vroozi's platform offers an intuitive, easy-to-use interface tailored for indirect procurement, making it simple for both super-users and casual users to manage their requisitions efficiently.

Advanced invoice processing with AI

The platform's AI-powered invoice capture reads documents in multiple layouts and languages, ensuring accuracy and streamlining the AP process with two- and three-way matching.

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Flexible and configurable catalog management

With strong marketplace capabilities and flexible catalog configurability, Vroozi adapts easily to various procurement needs, providing a competitive edge for mid-market organizations and multi-organization orchestration for global enterprises.

Mobile support across P2P processes

The platform features comprehensive mobile support, enabling users to manage all procure-to-pay processes on the go, from requisitioning to invoice approvals, enhancing efficiency for remote or dispersed teams.

User considerations

Use Vroozi when you need:

- **Front-end procurement for complex ERP systems.** Choose Vroozi if you need an e-procurement solution that can consolidate purchasing across complex ERP or back-office systems, acting as a user-friendly front end for indirect procurement.
- **Fast implementation and agile decision making.** Vroozi is ideal if you require a cost-effective e-procurement solution with fast implementation that allows for agile decision making, especially in non-corporate environments.
- **Strong mobile support.** If mobile accessibility is crucial to your operations, Vroozi offers robust mobile support for both e-procurement and AP automation, enabling users to manage procurement and payments from anywhere.
- **US supplier directory for geographically dispersed projects.** Select Vroozi if you need access to a US supplier directory that can locate valid suppliers near remote projects or locations that vary by geography, zone and status.
- **Scaling into full P2P automation.** Vroozi is a good fit if you need an AP automation solution to streamline your accounts payable processes or are looking to expand your existing e-procurement solution into a fully automated P2P suite.

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Voice of the Customer

Key customer quotes:

Strengths:

- They are willing and able to work, listen and adapt to create a better solution.
- They respond very quickly to help and assist their clients to make the software a better product.
- The flexibility to work with the customer to meet their needs.
- They are invested in leading technologies.
- Current features and capabilities worked.
- Flexibility and customer support

Areas for improvement:

- Better/more configuration options regarding workflow, chart of accounts, user roles, etc. It has the basics, but improvements here would resolve a lot of issues and workarounds we had to put in place.
- Artificial intelligence algorithms are operational but need some improvement which they are currently working on.
- Their accounting objects are not very configurable.
- It's obvious when you rename a field, the original field name has been hard coded into other areas of the system, and views or data gets messed up. Creating logical dependencies for an org structure and mapping the GL codes to that structure is lacking.
- Broader customization of the tool

Analyst commentary and summary

In our final assessment of Vroozi, the platform demonstrates a strong ability to streamline procurement processes with its user-friendly and robust interface. The advanced AI-driven invoice processing and flexible catalog management provide clear advantages for mid-market organizations, offering operational

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efficiency and cost savings. Its mobile support further enhances flexibility, allowing remote or geographically dispersed teams to manage procurement and invoicing seamlessly. Additionally, it continues to invest in its platform, further strengthening its position as a key P2P player. Recent feature updates will enhance existing capabilities in accounting validation, budget management, workflows, catalog APIs and multi-system integration, reinforcing its commitment to meet evolving customer needs.

Looking ahead, several opportunities remain for Vroozi to expand its capabilities. Enhancing PO collaboration for direct materials through improved forecast sharing and collaborative planning could attract more manufacturing-oriented buyers and boost supply chain efficiency. Expanding support for P-Cards, dynamic discounting and supply chain finance would provide more flexible payment solutions and improve cash flow management for suppliers. Introducing stronger fraud detection features and improving internal and external collaboration would enhance risk management and operational security. Expanding advanced analytics and insights around process operations, benchmarks and decision-making would further empower organizations to optimize procurement and accounts payable processes, making Vroozi an even more valuable tool for businesses seeking actionable intelligence and operational excellence.

For deeper functionality scoring, visit [SpendMatters Insider](#).

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