

# **Procurement to Pay Software Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented, By Deployment (On-Premises and Cloud), By Enterprise (SMEs and Large Enterprise), By End-User (Healthcare, Oil & Gas, Telecommunication, Retail, Automotive, Manufacturing, and Others), By Region, By Competition, 2019-2029F**

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## **Abstracts**

Global Procurement to Pay Software Market was valued at USD 7.55 billion in 2023 and is expected to reach USD 18.70 billion by 2029 with a CAGR of 16.14% during the forecast period. The Procurement to Pay (P2P) Software Market refers to the digital solutions that facilitate the complete procurement process from the initial purchase requisition to the final payment to suppliers. P2P software automates the end-to-end workflow, covering everything from sourcing and procurement to invoicing and payment, enabling organizations to streamline operations, increase transparency, and ensure compliance with procurement policies. By integrating various stages of the procurement lifecycle, including supplier management, purchase order creation, goods receipt, invoice processing, and payment approvals, P2P solutions offer businesses an efficient and centralized approach to managing their procurement activities. This technology is essential for improving operational efficiency, reducing manual errors, and enhancing collaboration between procurement, finance, and accounts payable departments. The market for P2P software has seen significant growth due to the rising need for operational efficiency, cost reduction, and enhanced financial controls. Organizations across various industries, including manufacturing, retail, healthcare, and finance, are increasingly adopting P2P systems to improve procurement transparency and optimize working capital management. These solutions provide real-time visibility into procurement transactions, allowing businesses to better manage supplier relationships,

negotiate favorable terms, and reduce procurement cycle times. Furthermore, P2P software often includes robust analytics and reporting tools, helping organizations make data-driven decisions, track spending patterns, and ensure compliance with budgetary and regulatory requirements.

## Key Market Drivers

### Digital Transformation and Automation in Procurement Processes

The growing emphasis on digital transformation across industries is a significant driver for the Global Procurement to Pay (P2P) Software Market. As businesses seek to streamline their procurement processes, automation has become a key factor in improving efficiency, reducing human errors, and enhancing visibility across procurement and financial workflows. P2P software automates the end-to-end procurement cycle, from requisition to invoice, allowing organizations to standardize their processes and reduce manual intervention. The automation of repetitive tasks, such as purchase order creation, invoice matching, and approvals, enables procurement teams to focus on more strategic activities, such as supplier management and contract negotiations. Additionally, the real-time tracking and reporting capabilities provided by P2P software give companies better control over spending, ensuring compliance with procurement policies and budget constraints. The push for digital transformation is particularly evident in industries such as manufacturing, retail, and healthcare, where procurement volumes are high and efficient management is critical to maintaining operational continuity. Furthermore, the integration of advanced technologies like artificial intelligence (AI) and machine learning (ML) into P2P software enhances predictive analytics, enabling businesses to forecast demand, optimize inventory levels, and negotiate better terms with suppliers. As more organizations recognize the benefits of automating their procurement processes, the demand for P2P software is expected to rise significantly.

### Increased Focus on Compliance and Risk Management

Another major driver for the Global Procurement to Pay Software Market is the growing focus on compliance and risk management within the procurement function. As global supply chains become increasingly complex and regulatory environments evolve, organizations are facing greater scrutiny in terms of adhering to legal, financial, and environmental regulations. P2P software helps businesses ensure compliance by enforcing procurement policies, tracking supplier performance, and maintaining audit trails of transactions. This is particularly important in highly regulated industries such as

pharmaceuticals, defense, and food and beverage, where non-compliance can lead to costly fines and reputational damage. Additionally, P2P software enables organizations to assess and mitigate risks related to supplier relationships, such as financial instability, ethical concerns, or geopolitical disruptions. The software's ability to provide real-time insights into supplier performance and contract adherence helps businesses identify potential risks early and take proactive measures to address them. Moreover, as sustainability becomes a key focus for businesses globally, P2P software can assist organizations in tracking their environmental, social, and governance (ESG) compliance by monitoring suppliers' sustainability practices and ensuring that procurement decisions align with corporate social responsibility goals. By integrating compliance and risk management into their procurement processes, businesses can not only protect themselves from legal and financial penalties but also enhance their reputation and build stronger, more resilient supply chains.

### Cost Reduction and Improved Financial Visibility

Cost reduction remains a critical driver for the adoption of Global Procurement to Pay software, as organizations continuously seek to optimize their spending and enhance their bottom line. P2P software provides a centralized platform that integrates procurement and financial functions, offering complete visibility into spending patterns, supplier contracts, and invoice processing. This level of transparency enables businesses to identify cost-saving opportunities, such as consolidating suppliers, negotiating better terms, and reducing maverick spending. Moreover, the software's ability to automate invoice matching and approval processes reduces the risk of overpayments, duplicate payments, and delayed payments, which can negatively impact cash flow. P2P software also facilitates early payment discounts by ensuring that invoices are processed and approved in a timely manner, allowing businesses to take advantage of cost-saving opportunities. In addition, the data analytics capabilities embedded in modern P2P software enable organizations to conduct spend analysis, track key performance indicators (KPIs), and forecast future procurement needs, leading to more informed decision-making. By optimizing procurement and payment processes, businesses can achieve significant cost reductions, improve financial visibility, and enhance overall efficiency, all of which contribute to a more agile and competitive organization in the marketplace.

### Key Market Challenges

#### Integration with Legacy Systems

One of the significant challenges in the Global Procurement to Pay (P2P) Software Market is the integration with legacy systems, particularly in large enterprises that rely on complex and outdated IT infrastructures. Many organizations, especially those in industries like manufacturing, logistics, or government sectors, have heavily invested in their existing enterprise resource planning (ERP) or supply chain management systems over the years. These legacy systems often lack the flexibility, modern interfaces, and interoperability required to seamlessly integrate with advanced P2P solutions. This poses a considerable hurdle as companies face technical constraints, which can lead to fragmented workflows, data silos, and inefficient procurement processes. Upgrading these systems or ensuring compatibility with P2P software requires substantial time, financial resources, and specialized IT expertise. Furthermore, customization of P2P software to meet the unique needs of legacy systems can increase implementation costs and delay the adoption of the software, negating the very benefits of efficiency and cost savings that P2P solutions aim to provide. Organizations are often reluctant to overhaul legacy systems entirely, given the risk of disruptions to critical business operations, making integration a complex and risk-laden process. The challenge is further exacerbated when multiple departments across different geographies or business units are involved, as the lack of a unified IT framework can lead to inconsistencies in data processing and reporting. Ultimately, this challenge hampers the speed and effectiveness of digital transformation in procurement processes, limiting the potential market growth for P2P software vendors. To mitigate this challenge, P2P solution providers need to develop robust integration tools, offer consultancy services, and build strong partnerships with legacy ERP vendors to ensure smoother transitions and compatibility.

### Resistance to Change and User Adoption

Resistance to change and low user adoption remain critical challenges in the Global Procurement to Pay (P2P) Software Market, particularly within organizations that have entrenched manual processes or have used outdated procurement systems for an extended period. Even when management is convinced of the benefits of modern P2P software—such as improved efficiency, cost savings, and better compliance—end-users often struggle with transitioning from familiar workflows to new digital tools. Employees across procurement, finance, and accounts payable departments may be hesitant to adopt new systems due to a lack of training, fear of automation reducing their roles, or simply a preference for traditional methods. This reluctance can lead to underutilization of the software, where the full potential of P2P automation is not realized. Moreover, inadequate change management practices, including insufficient communication about the benefits of the new system and lack of stakeholder involvement during the

implementation process, can exacerbate this challenge. In such scenarios, the software, despite its capabilities, fails to deliver the expected return on investment (ROI) because it is not being used to its full capacity. Additionally, cultural resistance to automation within certain industries or geographies may further slow down adoption rates. For example, in markets where procurement functions are highly relationship-driven, employees may resist digital transformation efforts that standardize and automate supplier interactions. This challenge calls for a strong focus on user-friendly software design, comprehensive training programs, and effective change management strategies that emphasize the benefits of P2P automation for all stakeholders. Vendors in the P2P software market must also invest in building long-term customer relationships by offering continuous support and training, thus ensuring that organizations not only adopt the software but fully integrate it into their operational processes for maximum efficiency.

## Key Market Trends

### Integration of Artificial Intelligence and Automation in Procurement-to-Pay Processes

Another key trend in the Global Procurement-to-Pay software market is the growing integration of artificial intelligence (AI) and automation technologies into procurement processes. As businesses aim to optimize efficiency and reduce operational costs, AI and automation are playing a transformative role in the way procurement activities are managed. AI-driven tools in P2P systems are being used to enhance decision-making by analyzing large volumes of procurement data, identifying patterns, and predicting future demand. These insights help businesses make smarter sourcing decisions, negotiate better deals, and anticipate potential supply chain disruptions. Additionally, AI-powered chatbots and virtual assistants are increasingly being used to automate routine tasks such as purchase order creation, invoice processing, and vendor management, freeing up procurement professionals to focus on strategic activities. Automation within P2P processes also reduces human errors, ensures compliance with procurement policies, and accelerates transaction times, leading to faster payment cycles and improved supplier relationships. Robotic Process Automation (RPA), in particular, is being adopted to handle repetitive tasks, such as data entry and invoice matching, reducing the workload on procurement teams and improving overall accuracy. Furthermore, AI is enhancing supplier management by evaluating supplier performance based on various metrics and recommending the best-fit suppliers for specific needs. As AI and automation technologies continue to evolve, their integration into P2P software is expected to become even more sophisticated, enabling companies to further streamline procurement workflows, reduce costs, and gain a competitive edge in the market.

## Growing Focus on Sustainability and ESG in Procurement-to-Pay Practices

Sustainability and Environmental, Social, and Governance (ESG) considerations are becoming a major focus in the Global Procurement-to-Pay software market as businesses face increasing pressure from consumers, investors, and regulatory bodies to adopt responsible procurement practices. P2P software platforms are being enhanced with features that allow businesses to track, monitor, and report on the sustainability and ethical practices of their suppliers. This trend is driven by a growing recognition of the role that procurement plays in achieving broader corporate sustainability goals, such as reducing carbon footprints, promoting fair labor practices, and ensuring ethical sourcing of materials. Procurement-to-Pay platforms are now incorporating supplier risk assessment tools that evaluate not only financial and operational risks but also environmental and social impacts. This allows organizations to choose suppliers that align with their sustainability objectives, contributing to more transparent and ethical supply chains. Additionally, P2P systems are being equipped with reporting and analytics tools that enable businesses to track key ESG metrics, ensuring compliance with regulatory requirements and helping companies meet the rising expectations of stakeholders for sustainability performance. The focus on ESG in procurement is also encouraging the adoption of circular economy principles, where businesses prioritize the procurement of sustainable materials and reduce waste through responsible sourcing. As companies increasingly prioritize ESG in their procurement strategies, P2P software providers are responding by offering solutions that support these initiatives, helping businesses manage supplier relationships with a focus on sustainability, compliance, and ethical practices. This trend is expected to gain further momentum as sustainability becomes a core component of corporate strategy in the years to come.

### Segmental Insights

### Deployment Insights

The Cloud segment held the largest Market share in 2023. The cloud segment of the Procurement to Pay (P2P) Software Market is experiencing significant growth, driven by multiple factors that are reshaping how organizations manage their procurement processes. One of the primary drivers is the increasing demand for scalable, flexible, and cost-effective procurement solutions, particularly among small and medium-sized enterprises (SMEs) and large corporations looking to streamline their operations. Cloud-based P2P software offers several key advantages over traditional on-premises

systems, including lower upfront costs, faster implementation, and the ability to access data and manage procurement activities from anywhere with an internet connection. This flexibility is particularly appealing to companies with distributed workforces or those adopting hybrid work models, as it allows procurement teams to collaborate seamlessly across locations and time zones. Another significant driver is the rising need for real-time visibility and control over procurement processes. Cloud-based P2P software enables organizations to monitor and manage their entire procurement cycle—from requisition to payment—in real time. This enhanced visibility allows businesses to track spending, manage supplier relationships, and ensure compliance with procurement policies, all while reducing the risk of errors and fraud. The ability to access real-time data also improves decision-making, enabling procurement managers to optimize sourcing strategies, negotiate better terms with suppliers, and reduce maverick spending. As organizations increasingly prioritize cost control and operational efficiency, the demand for cloud-based solutions that offer real-time insights is growing rapidly.

## Regional Insights

North America region held the largest market share in 2023. The Procurement-to-Pay (P2P) software market in North America is experiencing robust growth, driven by several key factors. One of the primary drivers is the increasing adoption of digital transformation initiatives across businesses in various industries. Companies are under pressure to streamline their procurement processes and improve operational efficiencies, which has led to a growing demand for cloud-based P2P solutions. These solutions offer the flexibility and scalability needed to meet the complex procurement needs of businesses, from small and medium-sized enterprises (SMEs) to large corporations. As more companies in North America focus on enhancing productivity and reducing manual interventions in procurement processes, P2P software that automates and optimizes the entire procurement cycle—from requisition to payment—has become essential. regulatory landscape in North America, especially around compliance and data security, has accelerated the adoption of P2P software solutions. Organizations must comply with stringent regulations such as Sarbanes-Oxley (SOX) and data privacy laws, and cloud-based P2P systems provide the transparency and auditability needed to ensure compliance. These solutions also help businesses mitigate risks associated with supplier management, contract compliance, and fraud prevention. By automating procurement workflows and providing real-time visibility into transactions, P2P software enables organizations to maintain high levels of governance and control, which is increasingly important in today's regulatory environment. Another significant driver is the rise of e-commerce and digital purchasing in the North American region. As procurement processes become more digitalized, the demand for software that can

efficiently handle online transactions, vendor management, and real-time data analytics has surged. P2P systems equipped with advanced features such as AI-driven spend analytics, supplier performance tracking, and automated invoicing help businesses manage their procurement activities more effectively. These capabilities enable organizations to make data-driven decisions, optimize their supply chains, and improve their bottom line by identifying cost-saving opportunities and reducing procurement cycle times.

The growing emphasis on sustainability and corporate social responsibility (CSR) among North American companies is also driving demand for P2P software. Businesses are increasingly prioritizing ethical sourcing and sustainable procurement practices, and P2P software can facilitate this by offering tools for supplier compliance, tracking environmental impact, and ensuring adherence to CSR standards. The ability to manage and monitor suppliers' sustainability practices through an integrated procurement platform is becoming a critical factor for businesses aiming to enhance their corporate reputation and meet the expectations of environmentally conscious consumers and stakeholders. The proliferation of cloud computing technologies in North America has made it easier for businesses to adopt P2P software solutions. Cloud-based P2P platforms offer several advantages, including lower upfront costs, faster implementation, and the ability to integrate seamlessly with existing enterprise resource planning (ERP) systems. This has made cloud P2P solutions more accessible to a wider range of businesses, from startups to large enterprises. The growing preference for Software-as-a-Service (SaaS) models is also enabling companies to benefit from continuous software updates, enhanced security features, and greater flexibility in scaling their procurement operations according to business needs. The increasing focus on remote work and digital collaboration in North America, driven by the COVID-19 pandemic, has further fueled the demand for cloud-based P2P software. With distributed workforces becoming the norm, businesses are seeking procurement solutions that support remote access, enable real-time collaboration, and provide mobile-friendly interfaces. P2P software solutions that offer these capabilities allow procurement teams to work more efficiently, regardless of location, ensuring that procurement and payment processes continue uninterrupted in a remote work environment. Procurement-to-Pay software market in North America is being driven by a combination of factors, including the push for digital transformation, regulatory compliance, the rise of e-commerce, sustainability initiatives, cloud technology adoption, and the shift towards remote work. These drivers are creating a favorable environment for the adoption of P2P solutions, as businesses across the region seek to enhance their procurement processes, reduce costs, and improve overall operational efficiency.



## Key Market Players

Oracle Corporation

Coupa Software Inc.

Tradeshift Holdings, Inc.

SAP SE

Varis, LLC

Basware Corporation

Controlled Data Inc.

Vroozi, Inc.

## Report Scope:

In this report, the Global Procurement to Pay Software Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Procurement to Pay Software Market, By Deployment:

On-Premises

Cloud

Procurement to Pay Software Market, By Enterprise:

SMEs

Large Enterprise

Procurement to Pay Software Market, By End-User:

Healthcare

Oil & Gas

Telecommunication

Retail

Automotive

Manufacturing

Others

Procurement to Pay Software Market, By Region:

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia-Pacific

China

India

Japan

Australia

South Korea

South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

Kuwait

Turkey

## Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the Global Procurement to Pay Software Market.

## Available Customizations:

Global Procurement to Pay Software Market report with the given Market data, Tech Sci Research offers customizations according to a company's specific needs. The following

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customization options are available for the report:

### Company Information

Detailed analysis and profiling of additional Market players (up to five).

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  - 13.5.4. Key Personnel/Key Contact Person
  - 13.5.5. Key Product/Services Offered
- 13.6. Basware Corporation
  - 13.6.1. Business Overview
  - 13.6.2. Key Revenue and Financials
  - 13.6.3. Recent Developments
  - 13.6.4. Key Personnel/Key Contact Person
  - 13.6.5. Key Product/Services Offered
- 13.7. Controlled Data Inc.
  - 13.7.1. Business Overview
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  - 13.7.4. Key Personnel/Key Contact Person
  - 13.7.5. Key Product/Services Offered
- 13.8. Vroozi, Inc.
  - 13.8.1. Business Overview
  - 13.8.2. Key Revenue and Financials
  - 13.8.3. Recent Developments
  - 13.8.4. Key Personnel/Key Contact Person
  - 13.8.5. Key Product/Services Offered

## **14. STRATEGIC RECOMMENDATIONS**

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