

# Cloudia brings next-generation procure-to-pay solution to Middle East and Africa

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**Dubai, United Arab Emirates** – Finnish eProcurement service provider Cloudia today announced an exclusive agreement with BuyerQuest to add their Procure-to-Pay (P2P) solution to the Cloudia product portfolio in the Middle East and Africa regions.

Described as a next-generation Amazon-style solution, bringing the B2C eCommerce shopping experience to B2B Enterprise Procurement, BuyerQuest's big selling point is user-friendliness. The company's usability has been ranked number one by Gartner in peer assessment surveys across the industry.

These kinds of endorsements have attracted big-name global brands to BuyerQuest's list of clientele, among them, the world's largest media conglomerate, two of the top five Quick Service Restaurants, and in the Middle East, Saudi Aramco.

## **Cloudia Source-to-Pay a game changer**

"Adding a procure-to-pay solution to our portfolio is a game changer for Cloudia's competitiveness," says Joonas Jantunen, Cloudia's CEO for the Middle East and Africa.

"Cloudia currently offers a digital Source-to-Contract process, but the addition of P2P capabilities means we'll be able to bring customers a complete closed-loop Source-to-Pay process. And this is backed by a world-class platform, that can be placed over existing ERP's and other procure-to-pay solutions, and with a capacity to load millions of items across thousands of suppliers into a single marketplace."

Cloudia's new Source-to-Pay suite of solutions will be a first in the region, offering business procurement professionals a user-friendly, end-to-end process that goes beyond sourcing and signed contracts to include a unique B2C eCommerce Experience. This means organizations will immediately be able to increase their user adoption, better manage their decentralized spend, have true touchless transactions, and get clear actionable intelligence and insights into purchases.

BuyerQuest's Founder & CEO, Jack Mulloy, states, "BuyerQuest is excited to build upon our success in the Middle East and to partner with Cloudia to more aggressively expand in this growing region. Cloudia's commitment to customer success aligns perfectly with BuyerQuest and we look forward to meaningful customer expansion in the Middle East for years to come."

## **Positive disruption to the MEA region**

“The Middle East market has until now had to contend with old legacy ERP systems and first-generation procurement solutions,” Jantunen continues, “but teaming up with BuyerQuest should really push digital procurement services into the 2020s, and bring positive disruption to the market.”

Cloudia sees this agreement in the Middle East and Africa region as an exciting first step on a journey with BuyerQuest.

## **About Cloudia**

Cloudia is a global provider of a complete suite of Source-to-Pay services. The company’s comprehensive product portfolio includes data security certified and easy-to-use solutions for strategic and operational aspects of procurement, including eSourcing, Contract Management, Supplier Management, and Purchasing and Payments. Cloudia’s digital marketplace for suppliers and buyers has an annual procurement volume exceeding USD 22 billion, and the company has seen a consistent growth of +40% for the past five years. Founded in Finland in 2008, Cloudia currently operates in Finland and the UAE. For more information, visit [www.cloudia.com/for-media](http://www.cloudia.com/for-media).

## **About BuyerQuest**

BuyerQuest is an enterprise Procure-to-Pay solution that delivers a world-class eCommerce experience to procurement organizations all around the world. The software streamlines and enhances the corporate buying process, allowing customers to increase user adoption, drive contract compliance, and save money. BuyerQuest customers have the spend transparency, deep insights, and advanced intelligence capabilities they need to focus more on strategic priorities and less on tactical, lower value tasks. Global organizations use BuyerQuest to fundamentally transform their procurement experience and more efficiently manage their entire procure-to-pay process. Please visit [www.BuyerQuest.com](http://www.BuyerQuest.com) to learn more.

## **For additional information:**

Joonas Jantunen, CEO, Cloudia Middle East and Africa  
+971 56 7450725  
joonas.jantunen@cloudia.com