

# How Enigma saves hours of work and supports compliance at scale with ZoneProcure

# enigma

As Enigma grew, procurement could not stay informal. The company needed a more dependable way to manage vendor requests, approvals and contract oversight while keeping pace with a fast-moving team and rising compliance expectations.

The problem was not just manual work. Without a consistent process, vendor information was harder to track, approvals were less visible and compliance became more difficult to manage across the organization. What should have been a controlled process risked becoming reactive.

ZoneProcure, formerly Sudozi, gave Enigma a more scalable way to handle that complexity. Instead of asking employees to navigate policy documents, disconnected approvals and scattered records, the company introduced a clearer path for getting spend reviewed, documented and approved.

Enigma provides foundational data on U.S. businesses, built on unparalleled entity resolution. Enigma's data powers sales and marketing campaigns, KYB and onboarding, underwriting and sanctions screening.

[www.enigma.com](http://www.enigma.com)

**Industry:** Software

**Headquarters:** New York, New York

**Company size:** 100

**Customer since:** 2022

**Products:** Procurement and vendor management

**Integrated software:** QBO, Okta

**Involved teams:** Finance, Legal, TechOps, Marketing

## Key outcomes:

- ★ **Full compliance** at scale across the organization
- ★ **30 +** business leaders using ZoneProcure
- ★ **Consolidated** vendor data; all contracts on one platform

## The challenge: Growth and compliance expectations outpaced the manual process

Enigma needed procurement and vendor management to be more structured, but the existing approach was not built for scale. Teams hit common roadblocks with Enigma's previous procurement process:

- **Manual procurement created drag:** As the company grew, the existing process took too much coordination to manage efficiently.
- **Compliance required more consistency:** Enigma needed stronger control over spend, approvals and vendors to support compliance across the business.
- **Non-central vendor contract management:** Contracts and related information were harder to consolidate and review when they lived across different places.

## The solution: A scalable way to manage requests, approvals and vendor records

A heavier process was not the answer for Enigma as it grew. The better approach was to make procurement easier for employees to follow while improving control behind the scenes. ZoneProcure gave Enigma a better operating model for that work:



**A simpler front door for employees:** Requests could move through a clearer approval path without asking employees to interpret a policy-heavy process on their own.



**More transparency around approvals:** Teams had better visibility into where requests stood and what needed to happen next.



**Centralized record storage:** Vendor data and agreements could be consolidated in one platform instead of spread across separate locations.



**A process designed to scale with the business:** Enigma could extend the workflow to more leaders and stakeholders without multiplying the same manual effort.

## The results: Stronger compliance, less friction and wider adoption

With ZoneProcure in place, Enigma did not just formalize procurement. The company introduced a process that made it easier to scale vendor oversight and spend control across the organization.

The impact was clear in a few important ways:



**Compliance became easier to support at scale:** Enigma moved toward full compliance with a process that was more structured and easier to manage across the business.



**Business adoption expanded quickly:** More than 30 business leaders were onboarded to ZoneProcure, helping embed the process across teams.



**Consolidated vendor information:** Contracts and vendor data were brought together on one platform, improving visibility and accessibility.



**Clear approval pathing:** Procurement became easier to navigate, reducing friction while keeping spend and risk under better control.



Rather than expecting your employees to read and memorize yet another policy document, [ZoneProcure] offers a fresh new look at what otherwise can be seen as a bureaucratic nightmare.

[ZoneProcure] offers transparency and helps employees be more autonomous in getting their spend approved, and we have seen quick adoption by employees.

**Michael Niu**

General Counsel, Enigma



## Procurement controls that don't create more friction

Enigma needed stronger oversight as it grew, but not at the cost of usability. The company had to support compliance, manage vendor records more consistently and give employees a clearer path for getting spending reviewed and approved – without turning procurement into a process people avoided.

ZoneProcure helped Enigma do that by giving the business:

- **A simpler request experience for employees** so teams could submit spend requests without having to navigate a policy-heavy, hard-to-follow process.
- **Clearer approval visibility** so employees and stakeholders could see where requests stood, what had already been approved and what still needed attention.
- **A central place for vendor contracts and records** so agreements and vendor data were easier to find, review and manage.
- **More transparency across stakeholders** so business leaders, legal and finance had better visibility into spend decisions and vendor activity.
- **A workflow that could expand with the business** so more leaders could be brought into the process without recreating the same manual coordination.
- **Stronger support for compliance** by making procurement more structured, easier to document and easier to manage at scale.

As Enigma grew, the risk was not just that procurement would become harder to control. It was that the process would become so cumbersome employees would work around it. ZoneProcure helped the company avoid that tradeoff by making procurement more transparent, more scalable and easier to follow from the start. [Book a personalized demo today](#) to explore how ZoneProcure gives your team more control without more work.



### The pioneer of ERP-native agentic finance

Zone is the financial operations platform used by 4,000+ NetSuite customers. Our billing, AP automation, reporting and payroll solutions are embedded inside of NetSuite – so you have no integrations, no sync errors and no limits to your growth.