

How Ontic connects FP&A and procurement with ZoneProcure



At Ontic, the challenge was not limited to one department. Finance needed better control over budgets, approvals and reporting. Legal needed earlier visibility into vendor agreements before contracts became urgent. Procurement needed a clearer way to route requests, manage renewals and keep vendor activity moving across the business.

But those workflows were not connected. Spend requests, approvals, contract reviews, [vendor payments](#) and renewal tracking were happening across email, spreadsheets, shared drives and separate tools. That made it harder for each team to do its part efficiently and harder for the business to move with clarity.

ZoneProcure, formerly Sudozi, gave Ontic one place to bring those teams together. By connecting procurement, legal and finance in a shared process, Ontic created a more structured way to manage spend intent, contracts, approvals and vendor visibility without adding more overhead.

Ontic builds software that helps security professionals in both the private and public sectors protect people, places and assets.

www.ontic.co

Industry: Software

Headquarters: Austin, TX

Company size: 200

Customer since: 2021

Products: ZoneProcure

Integrated software: QBO, Slack

Involved teams: Accounting, Procurement, Finance, InfoSec, Legal

Key outcomes:

-  **100%** contract visibility
-  **Reduced** turnaround time for third-party paper
-  **Proactive** risk reduction

The challenge: Disconnected, manual processes blocked work

As Ontic grew, each team had to support more complexity without the benefit of a connected workflow.

That showed up in several ways:

- **Finance needed tighter approval and budget discipline:** The finance team had to maintain the budget, track approvals against plan and report on company performance, but too much of that work depended on manual follow-up and disconnected information.
- **Legal lacked visibility into contracts in progress:** Vendor agreements were often buried in inboxes, shared drives and fragmented workflows, making it difficult to see contract status, approvals and blockers before timing became critical.
- **Procurement had no single process to coordinate requests and vendors:** Spend requests, approvals, renewals and supporting documents were not managed in one place, which made handoffs less consistent and vendor activity harder to track.
- **All three teams were forced into reactive work:** Instead of operating from a shared process, finance, legal and procurement were each spending too much time chasing information, resolving handoff issues and piecing together the status of requests.

The solution: One platform for approvals, contracts and vendor visibility

Ontic needed a way for finance, legal and procurement to work from the same process without creating more administrative burden.

ZoneProcure gave the company a shared platform that brought those workflows together across the [procure-to-pay](#) process:



Structured approvals with budget alignment: Finance could manage spend requests through a defined approval path that made budget oversight easier and gave the business a clearer view of spend intent.



Centralized contract visibility for legal and procurement: Legal and procurement could see every vendor contract in flight, including status, approvals and blockers, instead of tracking that information across disconnected systems.



Automated vendor renewal management: Procurement gained a more reliable way to track upcoming renewals and contract timing without depending on spreadsheets.



Self-serve reporting and spend visibility: Finance and business leaders could access vendor and OpEx insights more directly, reducing manual reporting work and making decision support easier.



[ZoneProcure] gives us clear visibility into every vendor contract in-flight – status, approvals and blockers – so legal is looped in earlier. Instead of chasing contracts at the last minute, we're involved at the right time to support the business and reduce risk.

Kayla Kirk

Corporate Counsel, Ontic



The results: Better coordination across finance, legal and procurement

With ZoneProcure in place, Ontic created a connected operating model for finance, legal and procurement.

That changed the day-to-day work across teams:



Finance captures spend intent earlier: Ontic can manage requests before vendor contracts are signed, helping the business stay aligned with budget and growth plans.



Legal is involved at the right time: The legal team has visibility into contracts in progress, reducing last-minute scrambles and improving turnaround time for third-party paper.



Procurement has a clearer process for requests and renewals: Vendor activity is easier to route, track and manage across the full lifecycle, from request through renewal.



The business follows one system: Close to **100% of new spend requests** now come through ZoneProcure, giving finance, legal and procurement a stronger shared foundation.



Lean teams can support more scale: Instead of spending time compiling updates, chasing approvals or locating agreements, the teams can focus more on analysis, risk review and higher-value operational work.



[ZoneProcure] enabled our team to capture spend intent before vendor contracts are signed, helping us grow efficiently and aligned with strategy.

Ryan Suneson
SVP of Finance, Ontic

A more connected way to manage spend, contracts and approvals

Ontic's experience shows what changes when finance, legal and procurement stop working through separate tools and disconnected handoffs. With ZoneProcure, the company created one shared process for managing spend intent, contract visibility and vendor activity – helping each team do its work with more clarity and less manual coordination.

When approvals, contracts and renewals are still spread across inboxes, spreadsheets and side conversations, the strain does not sit with just one function. It shows up across the whole business. ZoneProcure helps teams bring those workflows together in one process that is easier to manage and easier to scale.



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.