



Procurement at the Speed of Insight

Use Case: Five Supplier / Category Studies | August 2025

Task: *Given just the top Suppliers of a Fortune 100 customer, what insights can Kopernicus distill from five selected Suppliers and Categories?*

2 weeks vendor research & analysis -> 2 seconds. | Every Market Category. | 10B Audit-Grade Datapoints



1. Sound Supplier: Existing Category Supplier Exhibits Signs of Exceptional Resilience

Industry Ecosystem and company rankings






Industry Ecosystem and Company Rankings

Industry Ecosystem

Company Rankings


Company Geography

Exceptional Performers

1		Salesforce, Inc.	7569
2		ServiceNow, Inc.	8312
3		Datadog, Inc.	7984
4		Pegasystems Inc.	7654
5		Manhattan Associates, Inc.	7845

See all

Weak Performers

1		Intrusion Inc.	2547
---	---	----------------	------

See all

High Performers

1		Oracle Corporation	7206
2		HubSpot, Inc.	6987
3		Nutanix, Inc.	7004
4		Informatica Inc.	6761
5		UiPath Inc.	6776


See all

Catastrophic Performers

1		OpenLocker Holdings, Inc.	1908
---	---	---------------------------	------

See all

Typical Performers

1		Private company	4745
---	---	-----------------	------

See all



Salesforce, Inc.

Public Company
United States
Software

Koformance score

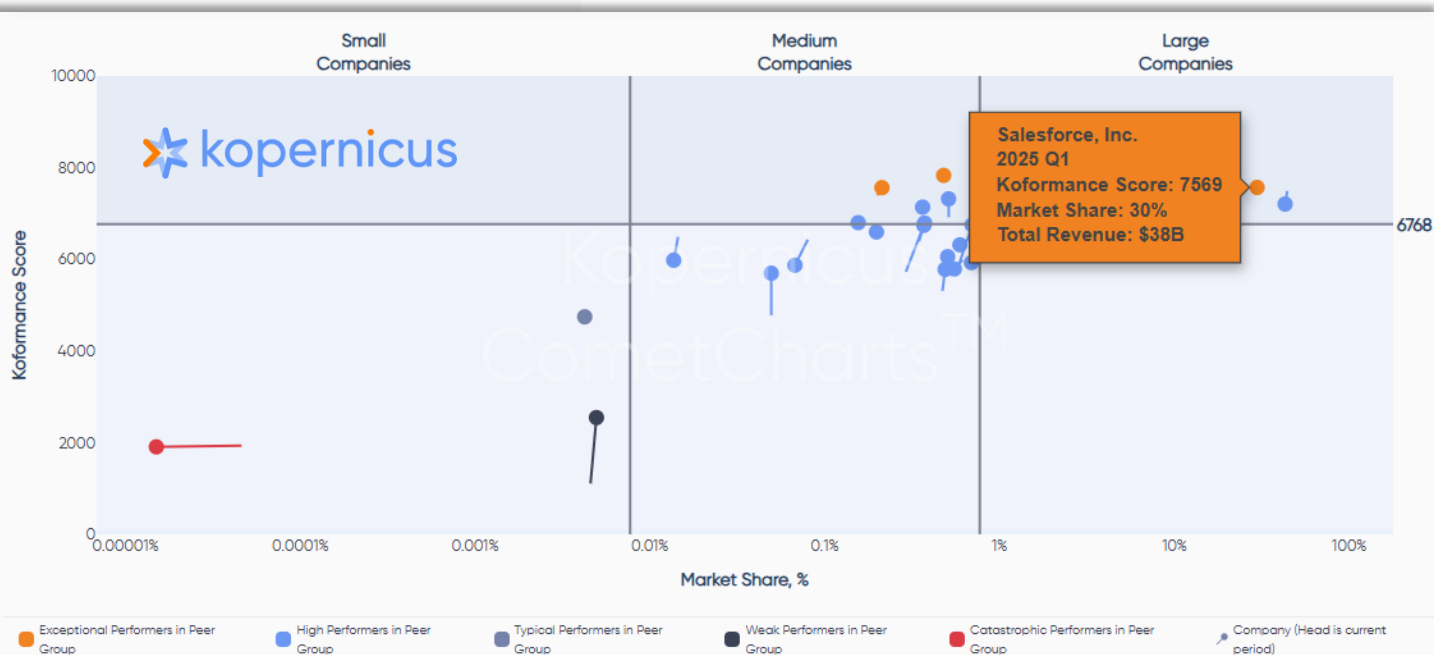
7569

Exceptional



Koformance Score details


Growth	★★★★☆
Solvency	★★★★★
Profitability	★★★★★
Capital Efficiency	★★★★☆



Conclusion: Existing CRM Supplier is sound.





2. Consider for Consolidation: Up To Three Cloud Providers Engaged by Client in Different Divisions

Exceptional Performers

1		Microsoft Corporation	7791
---	---	-----------------------	------

See all

High Performers

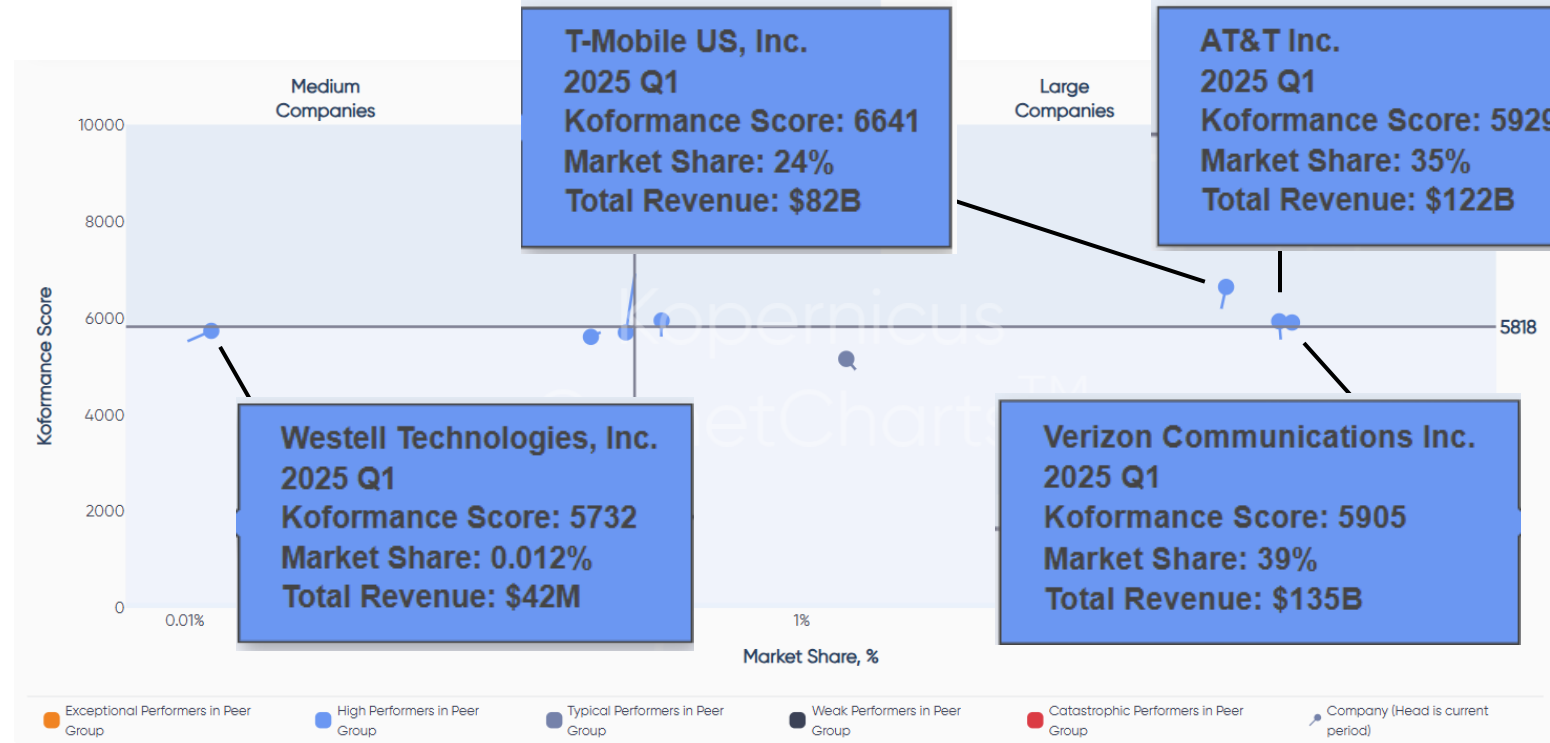
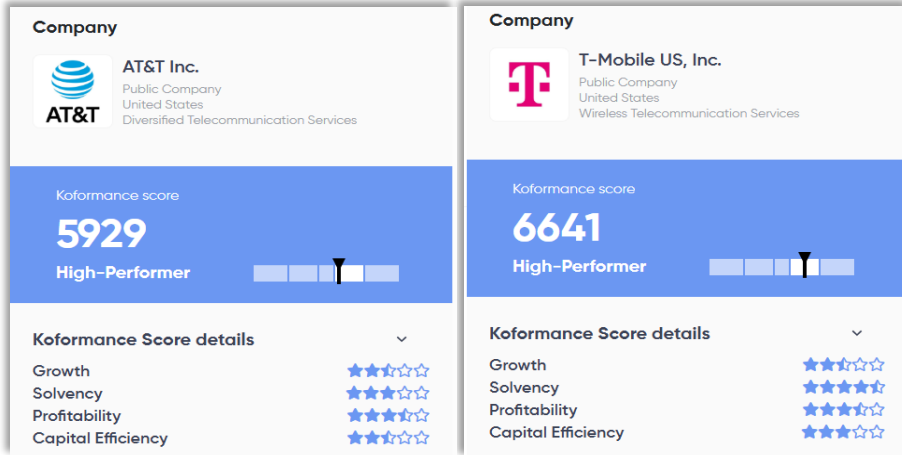
1		Amazon.com, Inc.	6644
2		Alphabet Inc.	7477
3		International Business Machines Corporation	6805
4		Oracle Corporation	7206

- All three cloud providers are Exceptional or High Resilience.
- The nearest two alternatives Have similar resilience but have a smaller and diminishing market share.

Conclusion: If all three vendors are providing equivalent cloud services, then this Category may benefit from a consolidation study.








3. Reviewing Rivals: AT&T Has Faster-Growing, More Resilient Competitors Selling a Commodity





Conclusion: While existing Telecoms provider is sound, T-Mobile is rising fast and may provide a competitive offering, giving negotiation leverage.






Highest Koformance

1	 T-Mobile US, Inc.	6641
2	 IDT Corporation	5945
3	 AT&T Inc.	5929
4	 Verizon Communications Inc.	5905
5	 Westell Technologies, Inc.	5732

Highest Growth

1	 Westell Technologies, Inc.	5732
2	 T-Mobile US, Inc.	6641
3	 IDT Corporation	5945
4	 Verizon Communications Inc.	5905
5	 AT&T Inc.	5929

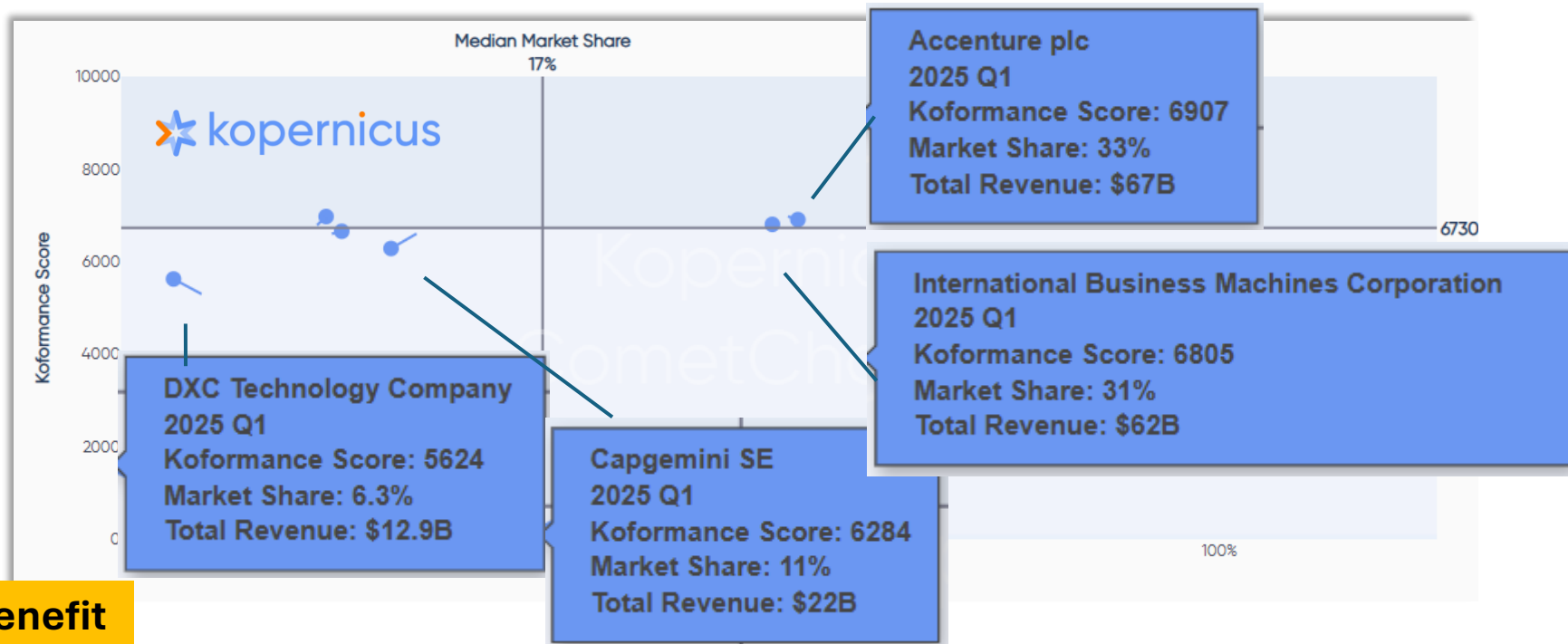
Greatest Market Share

1	 Verizon Communications Inc.	5905
2	 AT&T Inc.	5929
3	 T-Mobile US, Inc.	6641
4	 Telephone and Data Systems, Inc.	5152
5	 IDT Corporation	5945



4. Consider for Consolidation: Up to Seven Providers in IT Systems Integration & Consulting Category

- All five suppliers in this category have high resilience.
- DXC still shows resilience but is losing market share, as is Capgemini.
- Notably, Accenture which is not a client supplier outperforms on most indices.



Conclusion: Category likely to benefit from deeper rationalization study.

Highest Koformance

1	Infosys Limited	6974
2	Accenture plc	6907
3	International Business Machines Corporation	6805
4	Cognizant Technology Solutions Corporation	6656
5	Capgemini SE	6284

Highest Growth

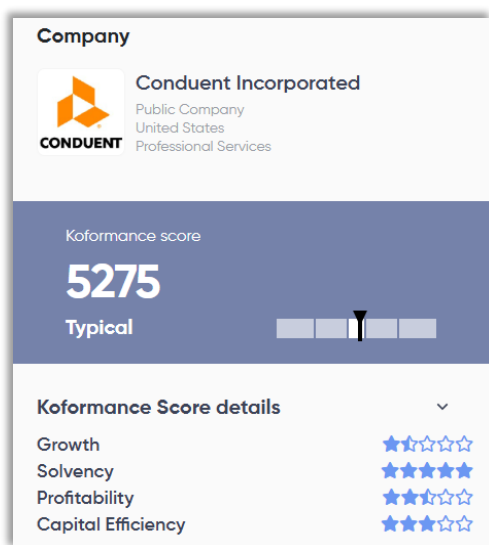
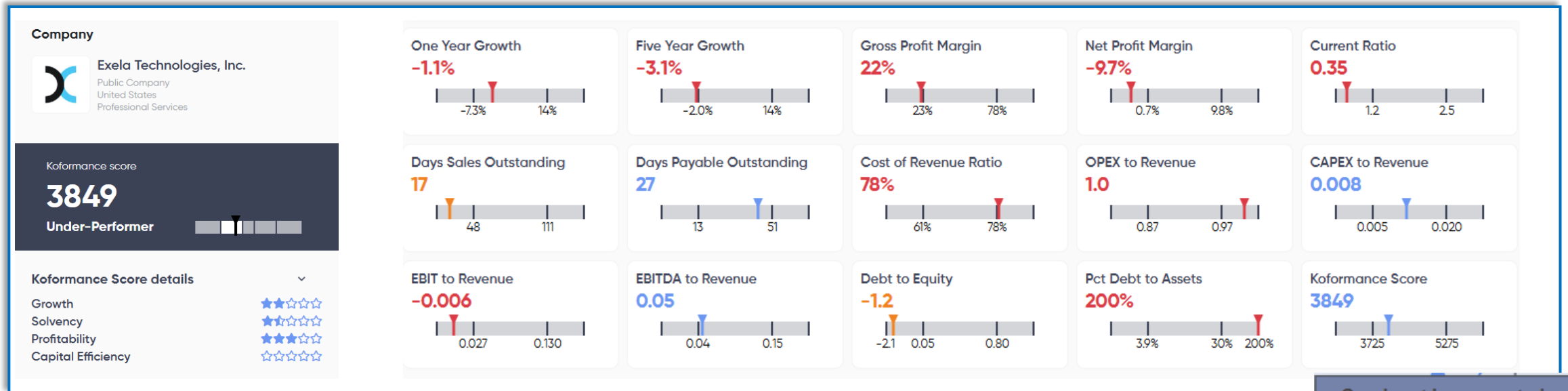
1	Accenture plc	6907
2	Cognizant Technology Solutions Corporation	6656
3	Infosys Limited	6974
4	International Business Machines Corporation	6805
5	Capgemini SE	6284

Greatest Market Share

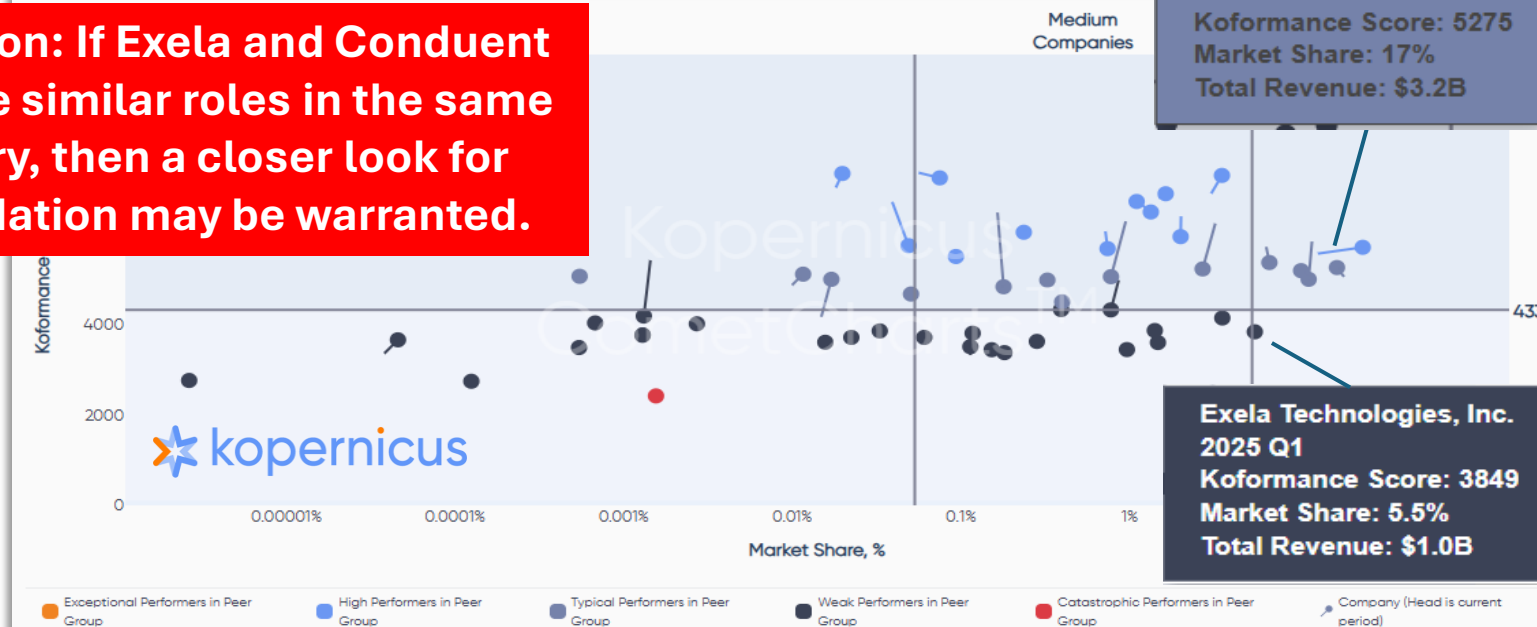
1	Accenture plc	6907
2	International Business Machines Corporation	6805
3	Capgemini SE	6284
4	Cognizant Technology Solutions Corporation	6656
5	Infosys Limited	6974



5. Consider for Consolidation: With possibly two suppliers in BPO, Exela Shows Signs of Decline

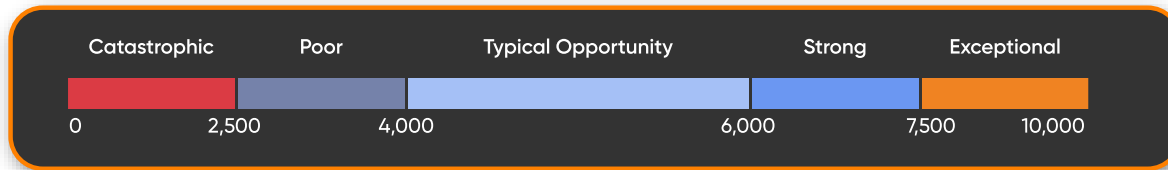


Conclusion: If Exela and Conduent truly have similar roles in the same category, then a closer look for consolidation may be warranted.

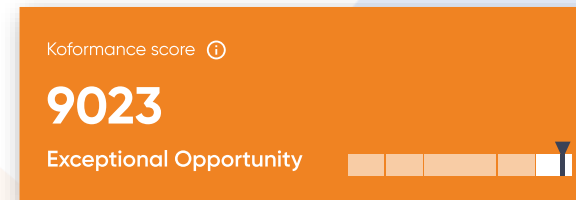
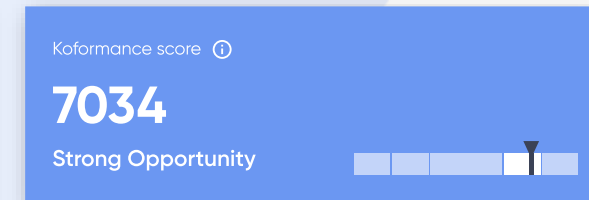
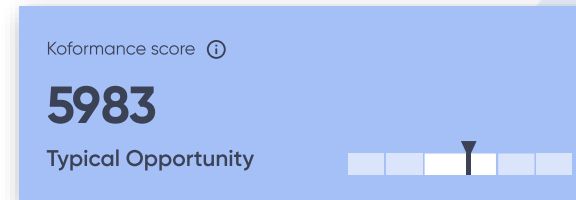
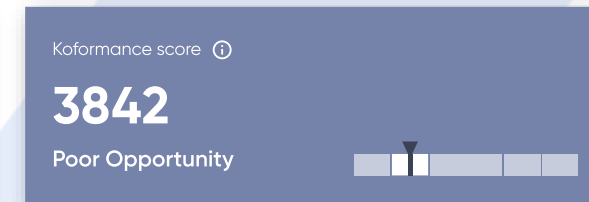
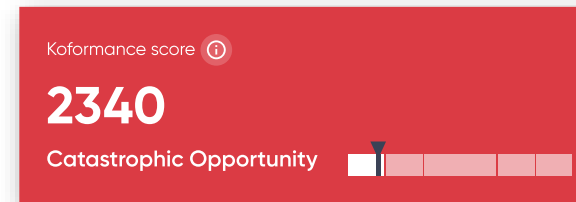


The KOFO™ Score

Quantifying Vendor Resiliency



- Scores suppliers on growth, margin, liquidity, and efficiency.
- Scale: **7500+** = exceptional, **5000** = typical, **<2500** = high risk.
- Extends scoring to niches, enabling category-wide assessments.





Procurement at the Speed of Insight

Next Steps: Register for 14-Day Trial



Contact

Nick P. Lazares - Chief Operating Officer
517-529-7255 | nicholas.p.lazares@kopernicus.com
www.kopernicus.com