

The ODS Value Assessment and Roadmap

Outcome Driven Solutions | ServiceNow Source-to-Pay Experts

Most organizations have more margin hiding in their procurement and finance operations than they realize. The ODS Value Assessment shows you where it is, what it's worth, and how to capture it.

Why Outcome Driven Solutions

With 25+ years of Source-to-Pay expertise, ODS is the only ServiceNow partner focused exclusively on Source-to-Pay — which makes us uniquely qualified to know where your S2P value lives, why it leaks, and provide an outcome-driven roadmap your leadership team can act on.

Our experience spans Healthcare, Government, Manufacturing, Higher Education, Retail, and more. Across every industry, the same pattern holds: value is negotiated at the contract table and lost in daily execution. Our 46-lever assessment framework was built to find it.

25+ Years of Source-to-Pay Expertise

46-Lever Assessment Framework

Exclusive ServiceNow Source-to-Pay Partner

What the Roadmap Gives You

Financial Picture Built on Your Numbers

Impact estimates are grounded in your company data, your initiatives, your industry, and your operating model. The roadmap includes an ROI range your CFO can present with confidence.

A Strategy, Not Just a List

Initiatives are prioritized by value, effort, and readiness. You'll know what to do first, what to do later, and why the order matters.

Foundation for Executive Alignment

The deliverable is formatted for executive audiences — with outcomes, assumptions, and a clear path to action. It is designed to start conversations, not end them.

Where the Value Lives



Accounts Payable Operations

Invoice accuracy, duplicate prevention, match exceptions, pricing discrepancies, and missed early payment discounts — identified, quantified, and mapped to specific actions.



Sourcing & Procurement Operations

Catalog compliance, off-contract purchasing, sourcing cycle efficiency, and spend under management — assessed against your current controls and prioritized by corporate initiatives.



Supplier Lifecycle Operations

Onboarding efficiency, compliance visibility, performance accountability, and unenforced contract obligations — connected to the supplier relationships where risk and opportunity are highest.

The Journey to Full Value

01

Early Measurable Impact

Controls and automation are established. Manual work drops. Visibility improves. Your team moves from reactive to preventive — with results in the first 90 days.

02

Accelerate Strategies, Automate Intelligence

Intelligence is layered across purchasing, invoicing, and supplier management. Exceptions are flagged before they become losses. The people doing the work spend their time on what matters.

03

The Value Negotiated Is Embedded into Processes

Contracts stop being documents and start being controls. The gap between what was agreed and what actually happens — in purchasing, invoicing, and supplier performance — closes continuously and automatically.