

## Press Release

Melbourne, 06 July 2021

### **VendorPanel acquires EBMS Nimblex, creating a world class Guide-to-Pay procurement suite**

ProcureTech scaleup VendorPanel, a leading Australian procurement platform operating in the US, Canada, Australia and New Zealand, has acquired EBMS Nimblex, developer of the Nimblex suite of low-code procurement solutions. The acquisition enables VendorPanel to deliver on its long term product vision by providing an end to end Guide-to-Pay solution that will challenge global software providers in the government, enterprise and SME markets.

First developed in 2010, Nimblex has become a leader in the Australian procurement solutions market. Enterprise clients such as the Governments of South Australia and Western Australia, Melbourne Airport, Yarra Valley Water, and Hastings and New Plymouth councils in New Zealand rely on Nimblex for procurement planning, and for vendor, risk and contract management.

Nimblex Contract Management has now been integrated with the VendorPanel sourcing platform. Further integrations are underway, fast tracking VendorPanel's roadmap in delivering a modular, enterprise-grade Guide-to-Pay procurement platform. This direction aligns with the views of Gartner and other analysts<sup>1</sup> that ecosystems of integrated, best-of-breed tools will increasingly take market share from traditional Procure-to-Pay monoliths.

"This is a significant acquisition that changes the procuretech landscape in our key customer markets," commented VendorPanel CEO James Leathem. "We are excited about it for a number of reasons. Firstly, it fast tracks our product roadmap by at least three to four years. That's a big win for customers. Secondly, we gain access to powerful low-code<sup>2</sup>, drag-and-drop tools to give customers unparalleled flexibility in aligning technology with business processes and policies. Thirdly, we are delighted to welcome over fifty Nimblex clients, strengthening our position in our key markets of corporate, state and local government and significantly broadening our geographic footprint.

"Finally, we know from partnering on recent opportunities that there is an excellent cultural fit across the two teams. Customers will see very little disruption in the short term, while we work together to deliver the medium and longer term benefits. In short, Nimblex brings us a rich suite of technology, a strong customer base, and an experienced team."

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<sup>1</sup> Source: Don't Assume You Have to Use an S2S Suite to Digitalize Procurement and Sourcing. April 2019, Gartner Inc)

<sup>2</sup> Gartner has forecast that, by 2024, low-code application development will be responsible for more than 65% of application development activity. (Source: Forecast Analysis: Low-Code Development Technologies. Feb 2021, Gartner Inc)

Nimblex founder Bert Myburgh has spent time with a number of customers over the past week. “I wanted to personally outline the plans to bring these businesses together” he said, “and the reaction in those discussions has been hugely positive.”

Yarra Valley Water serves over two million customers in suburban Melbourne and has been a Nimblex client since 2018. Dominique Gibert, Manager of Procurement and Contracts, commented: “With Nimblex, Yarra Valley Water has a solution that has enabled a world class strategic procurement and contract management function. VendorPanel is a well-regarded, established provider and we’re looking forward to seeing what the combination of these two businesses will bring.”

All 28 Nimblex employees, including founder Bert Myburgh and Head of Technology Stuart Murray, have joined VendorPanel, giving the business a presence in Sydney, Melbourne, Brisbane and Perth, as well as in the US.

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For media enquiries, including imagery and interviews with VendorPanel CEO James Leathem, please contact: Frank Carron, Head of Brand & Communication | 0412 891 066 | [frank.c@vendorpanel.com](mailto:frank.c@vendorpanel.com)

**About VendorPanel:** VendorPanel Group is a procurement technology company based in Melbourne with clients in the United States, Canada, Australia and New Zealand. The platform originally came to prominence for its innovative approach to addressing governance, probity and value for money in low value (below tender) procurement spend, and for transforming whole-of-government collaborative procurement. Today, the web and mobile platform, incorporating Nimblex products acquired in July 2021, offers Guide-to-Pay procurement capability to clients in Government, enterprise and the mid-market.

Investors in the business include EVP, Ord Minnett Private Capital, Five V Capital, The Sypkes Group and Aconex co-founders Leigh Jasper and Rob Philpot.