

# The IDP Market Scan

## Choose the right vendor. With confidence.



A structured, end-to-end consulting engagement that takes you from defining your use case through to a fully evidenced vendor recommendation — typically delivered in **~3 months**.

### Why your business needs this

The Intelligent Document Processing (IDP) market is crowded, the technology is moving fast, and the cost of choosing the wrong solution is significant. An IDP Market Scan is for you if any of the following apply:

- Your **current IDP solution is underperforming** — accuracy, Straight Through Processing (STP) or vendor support has plateaued or is declining.
- Your incumbent platform is **2+ years old** — the technology has moved on and you suspect you're leaving value on the table.
- You're **moving from manual processing to automation** for the first time and need to get the decision right first time.
- You rely on an **offshore BPO or large in-house operations team** and want to materially reduce that cost and risk.
- You process **50,000+ documents per year** of a given type (e.g. invoices, POs, mortgage applications, claims).
- You need an **independent, vendor-agnostic view** — not a sales pitch dressed up as advice.

### What it is and how it works

A **five-phase funnel methodology**. Each phase applies a tighter, more demanding set of criteria than the last — vendors must pass one phase before progressing to the next.

#### 1. Define your scope

Use case, evaluation criteria, timings, milestones and stakeholders.

#### 2. Initial evaluation

Wide-funnel desktop research to identify **all** potential solutions (~30+ vendors typical).

#### 3. Shortlist evaluation

Discovery calls and demos with the strongest candidates (~6–10 vendors) to test fit and engagement.

#### 4. Deep-dive evaluation

Proof of Concept, technical assessment, commercials and implementation plan (~2–3 vendors).

#### 5. Decision

A single recommended solution with a clear, evidence-backed business case and next steps.

### **Independent. Evidence-based. Vendor-agnostic.**

The output is a single recommended solution with a clear business case — not a longlist for you to sift through.

# Proven results

## A case study from a recent engagement



### The client and the challenge

A **large Australian NDIS plan manager** processing **7m+ invoices per year**, engaged Cactus and Cubby to run an IDP Market Scan. The three drivers were:

- **Growing risks and challenges** with the incumbent IDP solution.
- Incumbent platform had been in place for **3 years** – technology had advanced considerably in that period.
- Straight Through Processing (invoices requiring no human intervention) was **stuck at ~50%** for ~18 months.

### The engagement

**~3 months**

Duration

**~\$50k**

Cost to client

**35**

Vendors longlisted

**2**

Vendors POC tested

### The outcomes

**~\$2.2m**

**Expected annual savings**

~65% reduction on current spend

**50% → 70%**

**Straight Through Processing**

Significant operational capacity unlocked

**98% → 99%**

**Extraction accuracy**

Material at 7m+ invoices per year

**BPO removed**

**Offshore dependency**

Management + commercial benefit

**Risk mitigated**

**Technology + operational**

Removed from incumbent platform

**Future-ready**

**New use case optionality**

Leverage solution beyond invoices

### Your next step

If you process **50,000+ documents a year** of a given type and want an independent, evidence-led view on the right IDP solution for your business, get in touch for an initial conversation. No obligation, no sales pitch – just an honest assessment of whether a Market Scan is right for you.

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