

Procurement software vs. Excel & spreadsheets

Spreadsheets work fine at five purchase requests a month. Past that, procurement in Excel and email stops being a system and starts being a risk nobody signed up for.

80%

of mid-market companies still run procurement on spreadsheets and email

3×

longer approval cycles in spreadsheet-based procurement vs. structured workflows

Up to 35%

reduction in procurement costs after switching to structured sourcing

95%+

spend visibility coverage with real-time dashboards vs. manual roll-ups

CAPABILITY	EXCEL & EMAIL	APSENTRA
Purchase intake	✗ Requests via email, Slack, WhatsApp or a hallway conversation	✓ Structured digital intake form, every request logged the same way
Approvals	✗ Reply-to-email chains; easy to skip, forget, or approve twice	✓ Automated routing by role, department and dollar threshold
Budget control	✗ Checked manually, usually after the PO is already raised	✓ Validated against live budget before a purchase is approved
Supplier sourcing	✗ Chosen by familiarity — whoever the requester already knows	✓ Verified supplier pool with competitive RFQs and side-by-side bids
Supplier & risk management	✗ No centralized risk profile — performance and risk tracked nowhere, or by memory	✓ Centralized supplier profiles with continuous risk and performance monitoring
Invoice matching	✗ Manual reconciliation against a spreadsheet, prone to duplicates	✓ Automated 3-way match between PO, receipt and invoice
Inventory & stock control	✗ Manual counts updated by hand, disconnected from purchasing — stockouts found late	✓ Automated, real-time stock tracking tied to procurement, with replenishment triggers
Audit trail	✗ Reconstructed after the fact from inboxes and chat history	✓ Every action timestamped and attributed — audit-ready by default
Spend visibility	✗ Someone manually consolidates a dozen sheets when finance asks	✓ Live dashboards by department, entity, category and period
Scaling	✗ Works at 50 purchase requests a month, breaks down well before 500	✓ Built for multi-entity, multi-geography growth from day one
Process knowledge	✗ Lives with whoever owns the master spreadsheet — a single point of failure	✓ Built into the system; visible to every role that needs it

TO BE FAIR TO EXCEL

APSentra doesn't replace Excel entirely — **it replaces Excel for procurement workflows**. Financial modeling, planning and ad hoc analysis stay exactly where they are, and structured data still exports to Excel for anyone who wants it there.

See it on your own data

Live in 8 weeks, ERP-integrated, no professional-services dependency.

[Book a demo →](#)