

Coupa Benchmarking

Instant Insight Into Performance And Savings

Only Procurement and Finance professionals understand the efforts and pain involved in compiling the data required to respond to questions such as “Quantify savings you have achieved. How are we doing compared to our peers?” Now imagine if you had a ready access to information such as ...

- Average savings as a % of spend achieved by your peers?
- On average, how long it takes to get a request approved and an order delivered?
- What percent of purchasing requests approvers reject right out of the gate to reduce wasteful spend?
- How many suppliers are setup for electronic PO and invoice handling?

Coupa represents a paradigm shift in the way e-Procurement software is designed and delivered. Never before has this kind of information been available so readily.

With Coupa Benchmarking, you can not only get answers to above questions instantly but also compare your performance against the market average across eighteen different key performance indicators.

Benchmarking		Range: 3 months 6 months 1 year	
		You	Market
Savings			
Savings / Spend (%)		21.3%	19.5%
Requests			
Free-Form Requests (%)		17.1%	10.0%
Req Approval (Days)		about 3 hours	about 4 hours
Rejection (%)		11.4%	10.3%
Self Approval (%)		7.5%	38.7%
RFQ (%)		91.0%	9.0%
Orders			
Avg PO Value (USD)		8504.95	N/A
Purchase Orders Issued (#)		175.0	N/A
Active Suppliers (%)		74.2%	56.4%
PO Revisions (%)		5.2%	5.9%
P-card Spend (%)		3.5%	2.9%
Active Suppliers (#)		40.0	N/A
Invoices			
Approved Invoices (#)		186.0	N/A
E-Invoices (%)		34.7%	27.2%
Invoice Hold (%)		5.3%	1.5%
Time to Release Holds (Days)		about 2 hours	N/A
Non-Matched Invoices (%)		2.7%	11.9%
Voids (%)		2.1%	N/A

Top 5 Benefits

1. Customizable performance measures that you can tailor to your needs
2. Covers a wide range of Key Performance Indicators (KPIs)
3. Objective way to demonstrate your spend management performance
4. Identify additional savings areas
5. No programming or IT resources required

Benchmark and demonstrate your spend management performance

Identify areas for additional savings.