

# COUPA SOURCING OPTIMIZATION

As sourcing becomes more complex and organizations need to consider multiple criteria along with price, it is essential to use a tool with the flexibility to source all types of goods and services and the analytical power to bring clarity to the vast amounts of data generated in modern strategic sourcing events.

Coupa Sourcing Optimization (CSO) is just the tool. It can be configured for sourcing in any sector and makes the most advanced sourcing techniques on the market available to all sourcing professionals.

## Optimized Sourcing with easy to learn expert-level scenario analysis tools

From event creation to bid analysis, CSO enhances each step of the strategic sourcing process. The familiar interface makes CSO quick to learn meaning sourcing professionals are free to concentrate on strategic activities, and suppliers can spend more time on creating bid proposals.

## Unrivalled Flexibility

CSO can be configured for all sectors and all types of sourcing events. It gives organizations the ability to structure projects that meet their own requirements whether its pre-qualifying suppliers, specifying the number of bidding rounds, providing live feedback or including any other necessary structural elements.

## Automated Custom Workflow

Fully customizable and automated project workflows remove the administrative burden of managing complex sourcing events.

## True Strategic Sourcing

CSO can be used as a tool to help businesses meet their broader strategic objectives. Some of the most effective implementations have seen organizations embrace the techniques and make them part of their day-to-day operations.

## Key Features

Designed for complex sourcing

Evaluate multiple factors when making sourcing decisions, not just price

Flexibility – source goods and services in any sector

Scalability – no limits on project size

Mathematically optimized sourcing solutions

Automatic and intelligent RFI and RFP creation

Flexible bidding

Whole project templates

Customizable workflows

Customizable bidder feedback

Extensive graphical reporting

Customizable dashboard

Reduce costs without compromising quality

### Mathematically Optimized

Coupa's own optimization algorithms power CSO's analysis and the solutions identified cannot be discovered any other way.

### Find Additional Value and Enhance Supplier Relationships

Allowing suppliers to group items together during the bidding phase and make offers on the packages they create allows them to express their strengths and helps organizations identify additional value.

### Flexible Bidder Feedback

CSO allows you to provide the precise feedback to bidders as necessary. Suppliers can see exactly how competitive they are and can modify offers accordingly.

### Evidence Based Decisions

Mathematical optimization brings a scientific rigor to the analysis and because numerous scenarios can be modelled quickly, sourcing professionals can see the implications of each potential solution and make informed and balanced compromises.

### Increase Project Throughput

Extensive use of templates and 'Project Cloning' features get new projects off the ground faster than ever.

### Customized Reports

Produce customized reports and dynamic dashboards spanning your entire sourcing organization.

### Professional Tool for Professional Buyers

CSO enhances the skills and experience of sourcing professionals by giving them the tools to create projects and analyze the results in ways that would have been impossible only a few years ago.



A Leading  
Global Air Freight  
Company Implemented  
A 21% Savings  
Scenario



One Of The  
World's Largest  
Food Packaging  
Companies Saved  
\$9 Million



Global Automotive  
Supplier Saved Over  
\$50 Million In Its  
First 20 Internet-  
Based Tenders