

SUPPLY CHAIN COLLABORATION

# Purchase Order Collaboration

## Improve supply assurance and reduce supply chain risks

### Get in sync with your suppliers

Coupa Purchase Order (PO) Collaboration utilizes the Coupa BSM platform to ensure supply assurance for critical raw materials and finished goods for resale by enabling collaboration between buyers and suppliers. With line-level PO confirmations and comments, it provides a reliable method for managing strategic procurement of direct, indirect, and MRO materials. Through this collaborative approach, businesses gain transparency and control over their procurement processes, ensuring timely delivery of critical supplies.

**Confirmation #2283**  
 For Purchase Order #6111

**Awaiting Buyer Review**  
 Your proposal has been sent back to Frasier Inc for review at 04/05/23 02:58 PM

Confirmation Details

#	Type	Item	Quantity	UOM	Price	Currency	Line Total	Need By Date	Promised Date	Supplier Reason	Supplier Reason Detail	Buyer Reason	Buyer Reason Detail	Confirmation Line Status	Promised Deliveries	Actions
1		Alloy Titanium	100	Box	10,000.00	USD	1,000,000.00	04/28/23	04/28/23	None	None	None	None	Confirmed	1	
2		Alloy Titanium	100	Box	50,000.00	USD	5,000,000.00	04/28/23	05/02/23	Other	Will need to break the deliveries	None	None	Pending Changes	2	
3		Alloy Steel Wire	10000	Foot	347.43	USD	3,474,300.00	04/28/23	None	Out of stock		None	None	Cannot Fulfill	0	

Promised Deliveries

#	ID	Quantity	UOM	Need By Date	Promised Date
1	3210	40	Box	04/28/23	05/02/23
2	3211	60	Box	04/28/23	05/02/23

What do you need?

Travel & Expenses | Requests | **Orders** | Spend Guard | Setup | Contingent Workforce | Invoices | Community | Payments | Reports | Supply Chain | Suppliers | Inventory

Purchase Orders | Purchase Order Lines | Stock Orders | Stock Order Lines | Service/Time Sheets | Service/Time Sheet Lines | Order Confirmations | **Order Confirmation Lines** | Promised Deliveries | Insights | Purchase Order Changes | More...

**Views** + Add **Pending Your Review**

**Favorites**

- Awaiting Buyer Review
- Overdue Confirmations
- Pending Confirmations
- Unread Comments Fro...

**Others**

- Awaiting Your Review
- Custom View Test
- Pending confirmation - ...
- Pending Your Review**

Confirmation #	Line #	Items	Supplier	Quantity	Quantity Change	Price	Price Change	Need By Date	Promised Date	Confirmation Line Status	Unread Comments From Supplier
2280	2	Alloy Titanium	Stark Industries	100	0	50000.00	0.00	04/28/23	05/02/23	Supplier Proposed Changes	No
2283	3	Alloy Steel Wire	Stark Industries	10000	0	347.43	0.00	04/28/23	None	Supplier Cannot Fulfill	No
2275	3	Carbon - Graphite	Stark Industries	100	0	1250.00	0.00	None	None	Supplier Cannot Fulfill	No
2275	2	Aluminium	Stark Industries	500	0	1500.00	1500.00	None	04/28/23	Supplier Proposed Changes	No
2275	1	Copper	Stark Industries	650	-9,150	100.00	0.00	None	04/05/23	Supplier Proposed Changes	Yes
2273	3	Carbon - Graphite	Stark Industries	800	700	1130.00	-100.00	None	04/28/23	Supplier Proposed Changes	No
2273	2	Aluminium	Stark Industries	300	-200	11000.00	-1000.00	None	04/29/23	Supplier Proposed Changes	No
2272	1	Cotton Steel	Stark Industries	100	0	10000.00	0.00	None	None	Supplier Cannot Fulfill	No

## Unmatched insight and control over PO lifecycle management

Given recent supply chain disruptions, order changes have increased significantly. In this context, a lack of visibility about purchase order fulfillment is hampering supply chain performance.

POs are generated within ERP systems and transmitted to suppliers with the expectation that the suppliers will deliver on time. In reality, suppliers are not always able to meet the PO requirements, requiring tighter collaboration between planners and suppliers to minimize disruptions. Currently, these communications are via emails & spreadsheets, and manual processes cause friction and delays due to a lack of visibility into the order fulfillment process.

Coupa Purchase Order Collaboration addresses these challenges by providing automated and bi-directional visibility into POs for planners and suppliers. Planners gain supply assurance and become preferred customers for suppliers. Suppliers confirm quantities, prices and promise dates at a line-item level. This ensures buyers and suppliers have accurate and up-to-date information and automatically communicate necessary actions.

### Key Value Areas

Improved top-line revenue because of:



Improved business continuity through supply assurance



Improved on-time and in-full delivery



Reduced overall supply chain costs

*“A digitized and optimal Procure-to-Pay process is critical to ensure that supply chains flow smoothly and with minimal supplier late deliveries, full orders, and reduced invoicing errors. Coupa’s Purchase Order Collaboration capabilities unite buyers and suppliers to know **where** materials are in the order cycle and to **communicate in real-time with each other to avoid unwanted surprises.**”*

Senior Manager

Corporate Finance  
Large Luxury Retailer

## Manage your inbound supply chain for complex category products

Coupa Purchase Order Collaboration is part of the Supply Chain Collaboration suite of products, which enable planner-supplier collaboration for strategic direct, MRO and other complex products that are procured from suppliers.

### 1. PO line-level collaboration for real-time communication

Our platform empowers planning and buying organizations to communicate their orders electronically and enables suppliers to review orders and indicate their ability to supply goods by providing a promise date. They can also request changes to quantities and prices, and even stagger deliveries to meet their customers’ specific needs.

Best of all, our platform encourages collaboration between buyers and suppliers at the order line level, ensuring that any open questions can be asked and addressed quickly and easily. Organizations can enjoy greater transparency and control over their procurement process while streamlining operations and maximizing efficiency.

### 2. Planner workbench for comprehensive visibility

Planners play a crucial role in managing multiple orders concurrently, often numbering in the thousands. To maintain efficient operations, it is essential for planners to have a centralized platform where they can swiftly identify and address any production line issues that require their attention.

To support planners in handling these vast and complex operations, Purchase Order Collaboration offers a comprehensive workbench that streamlines the management of disruptions and expedites their resolution. This collaborative tool facilitates communication and cooperation between planners and suppliers, enabling them to quickly resolve any problems that arise. As a result, organizations gain greater control over the procurement process for direct materials across the extended value network.

### **3. Supplier workbench for comprehensive visibility**

Suppliers get an at-a-glance view of orders and order statuses akin to the planner's workbench, allowing both parties to have a common understanding of price, quantity, and timelines. Similar to the planner workbench, order exceptions trigger alerts to users according to their roles in the business process. Suppliers get the ability to make line-level comments. These capabilities allow suppliers to make the buyers aware of their supply challenges. Problems can be identified quickly and resolved before they become big disruptions.

### **4. Coupa Supplier Network and ERP integration capabilities**

Coupa has a long track record of onboarding suppliers and enabling collaborative processes with those suppliers. Coupa Procure-to-Pay provides bi-directional integration and scalability to enable collaboration across all internal planning systems and external trading partners. Whether a partner communicates through cXML, XML, uses CSV spreadsheets, a browser-based user interface (UI), or system-integrated email, connections are smooth, seamless, and scalable.

### **5. Supplier Performance Scorecards**

Continuous performance monitoring is an essential component of effective order management. PO Collaboration provides a rich set of key performance indicators (KPIs) and metrics such as the following:

- Rate of confirmation on new purchase orders
- Median time of successful confirmation of new purchase orders
- Rate of confirmation of purchase order lines
- Median time of successful confirmation of purchase order lines
- Rate of on-time deliveries

## **Reduce unplanned shutdowns**

Purchase Order Collaboration takes collaborative supplier networks to a completely new level, providing unparalleled insights and real-time control over all your purchase orders. By utilizing the visibility and early alerts to disruptions, you will be able to make better and more timely decisions around your strategic raw materials or goods for resale, thereby reducing unplanned shutdowns and customer delays.