

Focus on the Mission, Not the Back Office

Generate Savings to Invest in What Matters Most



Building a sustainable operating model for a growing non-profit can be a balancing act. Finding the right technology to drive efficiency across finance and procurement ensures that every dollar is available to support the overall mission of the organization. Whether it's standardizing purchasing processes or more closely managing budgets and grants, Coupa addresses key challenges and opportunities facing your finance, procurement, and IT teams. Gain visibility and control over costs, drive efficiency across accounts payable and procurement, and achieve compliance objectives – all within a single, scalable platform.

The Coupa Difference

Coupa provides the most accurate and powerful artificial intelligence (AI) models in the industry. \$6T+ of customer-contributed, anonymized spend data delivers precise, actionable insights to elevate spending decisions and drive business value. With Coupa, make meaningful connections, set industry-leading benchmarks, and combine spending power to get the most out of your procure-to-pay (P2P) transformation.

Proven track record of success

- Don't lose sight of mission-critical resources. Entrust them to a proven platform with a track record of delivering innovation and customer success.
- Coupa invests \$200M+ in Research & Development (R&D) annually to make our platform easier to use, and 95% of new features incorporate customer input.

Community of experts

- Engage with Coupa's rich community of nonprofit customers, from charter school networks to scientific research organizations, to scale your organization efficiently.



“Community Intelligence helps provide dashboards that our CFO and CEO love, giving us visibility to identify improvement opportunities that we don't see anywhere else.”

– Senior Director of Procurement and Contract Management, USO

Instant advantage program

- Gain access to pre-negotiated savings, terms, and contracts from dozens of trusted suppliers, including Staples, Office Depot, Amazon, and more.
- Deliver instant access to punch-out catalogs across your spend categories with no IT support required.

Achieve supplier success and ESG goals

- Easily achieve DEI supplier metrics by surfacing verified, diverse suppliers in search results and tracking Tier 1/ Tier 2 supplier spend in the platform.
- Accelerate your financial close and business results with high supplier adoption and flexible invoicing options across our community of 10 million suppliers.

Performance benchmarking

- Benchmark your organization against the world's leading nonprofits with Coupa's advanced AI and optimize your spend by tracking key performance indicators with prescriptive insights, all in one place.



“In the last three years, Leukemia and Lymphoma Society has freed up \$18.4 million by smarter business spending through Coupa that we’ve invested in lifesaving programs. That translates to a 6.3% improvement in operating margin.”

— CFO, Leukemia and Lymphoma Society

 **LEUKEMIA &
LYMPHOMA
SOCIETY®**
fighting blood cancers

One AI Total Spend Management Platform to Meet All of Your Spend Needs

Coupa's industry-leading AI Total Spend Management platform helps centralize control and visibility so that your team can watch every dollar carefully and focus on what matters. An intuitive user experience drives employee adoption while Coupa's unified platform enables your team to track spend down to the budget level and optimize every dollar.

One comprehensive platform

- Unite all of your buying processes and controls from intake requests to payment settlement in one place.
- Start your transformation with Coupa's widely adopted P2P solution and scale on the platform as Contract Management, Inventory, Expenses, and Sourcing become priorities.
- Provide a flexible, intuitive interface across your communication channels, including email, mobile app, Slack, Teams, and more.

Industry-leading control and compliance functionality

- Embed compliance with audit and regulatory requirements.
- Create sourcing events for certain spend, without manual effort, minimizing audits and risk.
- Incorporate sustainability, diversity, and supplier risk into sourcing decisions.
- Monitor third-parties for fraud and corruption while creating a real-time ledger of approvals and ordering.

Powerful intake and orchestration engine

- Simplify usability to drive adoption for end users and approvers, enabling on-contract ordering, preventing delayed supplies, and accelerating approval cycle times with greater visibility and efficiency for all.
- Embed ESG governance into approval workflows.

“Audits are very, very important to us. Since we’ve implemented Coupa, we’ve had zero problems in producing the documents auditors need.”

– President and CEO, Southcentral Foundation



Intuitive shopping experience for employees

- Empower end users with buying insights, powered by AI, to make informed decisions by surfacing green, small, and diverse suppliers.
- Help your employees find exactly what they need with a seamless, unified shopping experience across your catalogs, punchouts, and services agreements.
- Achieve cost savings on purchases through a guided buying experience across popular vendors in a matter of seconds.

Deeper punch out capabilities

- Gain established and successful punch out capabilities with marquee suppliers like Amazon, Office Depot, Staples, and more.
- Leverage Coupa Open Buy to consolidate items from punchout suppliers with your catalog items into a unified search experience. From one set of search results, users can quickly and easily find exactly what they need and compare items to make confident, compliant choices.



“With our spend management capabilities, we’ve increased our Diverse spend across the supply chain to top tier levels as measured against benchmarks over the last 4 years.”

— CPO, American Red Cross





Coupa is the pulse of the global economy, helping companies navigate today's business complexities and uncertainties with confidence.

Coupa's margin multiplier capabilities enable customers the ability to predict, prescribe, and automate smarter decisions that help improve operating margins beyond traditional expectations to redirect toward durable, profitable growth strategies. Coupa's margin multipliers capabilities couple their industry-leading source-to-pay technology platform with Coupa community-generated AI—\$6T of transactional spend behavior from 10M+ suppliers and buyers running on Coupa—helping businesses successfully navigate today's increasingly complex and structurally different global economy with greater margin performance and newfound business confidence. Coupa is the margin multiplier company.

Learn more at coupa.com and follow us on [LinkedIn](#) and [X \(Twitter\)](#).