

6 Reasons Why Your ERP Falls Short of Source-to-Pay (S2P) Capabilities

Why Trusting Your ERP to Handle S2P Could Be a Costly Mistake — and How a Best-of-Suite S2P Platform Delivers Faster ROI, Innovation, and Margin Impact



Introduction

As global pressures on operating margins rise, organizations recognize the need to digitize and streamline their source-to-pay (S2P) processes to cut through operational complexity and reduce risk. However, many are burdened by siloed systems that fail to provide a seamless experience, from sourcing suppliers to managing procurement and payments. Even worse, these disconnected systems prevent clear visibility into both direct and indirect spend, leading to budget misalignment, missed payments, and lost savings opportunities. The stakes are high when investing in solutions to address these challenges, making it crucial to find the right S2P provider that can meet both finance and procurement needs effectively.

At the same time, many of these organizations are dependent on locally hosted, legacy enterprise resource planning (ERP) systems that are subject to costly, complex upgrades and looming end-of-support deadlines. While cloud adoption has been growing steadily over the past decade, many organizations, especially larger enterprises with complex legacy systems, are still in various stages of their journey. It's estimated that more than 50% of organizations running their ERP on-premise have not started their journey to the cloud.

This forces most organizations to face a choice: either upgrade their legacy ERP systems before starting an S2P transformation, or rely on their ERP vendor to enable S2P processes within their existing legacy or cloud ERP environments. However, both approaches are often mistakes carrying several costly consequences. Complex migration projects deplete budgets for technology transformation.

According to Gartner...
**Of the organizations
that have begun their
cloud transformation:**

70%

70% will fail to achieve
their stated goals

25%

as many as 25% will fail
"catastrophically"

When this happens, numerous business-critical projects get placed on hold or get scrapped altogether. With rising costs of capital, complex business environments, and structurally different economies, business leaders can't risk this type of failure.

Conversely, the savings potential of investing in a specialized, market leading S2P platform can actually help fund an ERP cloud migration and extend the value of an ERP. Further, cloud-native S2P platforms leverage the game-changing value of AI to significantly improve business productivity and performance.

When faced with this decision, business leaders need to:

- Evaluate which investment will deliver maximum ROI with the shortest time-to-value (TTV), and consider if the provider has a track record of successful implementations.
- Consider the importance of user experience in driving adoption and how it impacts bottom line savings and risk.
- Consider solutions that are easy to use for suppliers and come without network fees.
- Understand the importance of open, extensible platform architectures in the S2P landscape.
- Leverage the transformative power of AI and discover what sets the best AI solutions apart to enhance business efficiency and boost margins.
- Find a reputable partner that can meet today's needs and innovate ahead of the global pace of change.

This paper will guide you through these essential considerations while helping you understand the six key limitations of S2P capabilities enabled by ERPs.

REASON 1:

ERP S2P process capabilities are 'adequate' at best

Can you imagine day-to-day life at your company without an ERP? They are, after all, the financial backbone of many organizations. And since they're often the repository of most of an organization's spend, suppliers, specifications, and inventory, it's easy to think that ERPs can help finance and procurement teams get their work done. The reality is that ERPs' S2P capability tends to be more transactional and tactical than strategic. For the most part, ERPs are sufficient for managing direct materials with predictable volumes and repeat purchase orders, however, when it comes to indirect spend management processes, ERPs often require add-ons or extensions to manage the bulk of day-to-day transactions, ad-hoc requirements, or more complex types of indirect spend such as services procurement.

As more and more companies see their margins erode, sourcing and procurement leaders are looking for ways to create margin impact. Short-term cost-cutting isn't the answer. Strategic initiatives around cost optimization, better supplier collaboration, and increased efficiency, for example, help companies at every stage in their transformation journey gain a margin multiplier effect. This is where ERP capabilities fall short.

Conversely, Coupa's S2P platform is designed to digitize processes for direct and indirect spend and solves business challenges at every point of the S2P process.

Coupa's S2P platform pulls ahead of traditional ERPs in Total Spend Management. It provides a unified view of all spend processes — direct and indirect — across supply chain, finance, and procurement. Procurement teams, for example, can access level and multi-level bill-of-materials to look for additional ways to consolidate suppliers, negotiate better deals, and optimize costs.

Consider these questions when assessing whether your ERP can deliver the sourcing and procurement outcomes that a S2P suite is designed for:



How do we get control over spend today and tomorrow? Is there an innovation roadmap?

Coupa's S2P platform automates business rules using easy-to-configure workflows, with built-in budget controls. It also maps seamlessly over existing processes and applies community-driven best practices to refine processes where needed.



How early can we spot problems? Fragmented and outdated data can complicate processes downstream and waste valuable resources. As a purpose-built S2P platform, Coupa unifies the entire S2P process to find blind spots and make it resilient, correcting errors that occur early on to avoid delays in processing requests and generating and collecting invoices.



How well do we manage suppliers? Coupa's S2P platform fosters stronger, more strategic supplier relationships, starting with a broad set of invoicing and payment options that drive rapid adoption. With digitized information management, comprehensive self-service capabilities, and automated onboarding processes, the platform significantly improves the buyer and supplier experience. Furthermore, it empowers organizations to manage and diversify their supply base, effectively mitigating risk while uncovering incremental value.



Can we evolve our sourcing capabilities? Coupa's S2P platform offers sophisticated sourcing tools designed to optimize purchasing and build resilient supply chains. Sourcing teams can establish bid and award criteria, perform advanced award analyses, and leverage community sourcing to improve category management while controlling tail spend. Additionally, the platform supports the acceleration of sustainability initiatives, helping organizations meet regulatory expectations and integrate ESG principles into all spend processes and decisions.



Can anyone buy what they need, and buy quickly? Coupa's S2P platform connects intelligent intake with its modern P2P solution to create the right experience for end users, process requests quickly, and maximize spend with vendors at terms of choice.



How well do we manage contracts? Coupa's S2P platform centralizes contract management to eliminate costly auto-renewals (no customization required), helps procurement teams quickly turn awards into contracts, and ensures that negotiated contract terms and savings are being applied to purchases.



Coupa named a Leader in the inaugural Gartner® MagicQuadrant™ for Source-to-Pay Suites

In the first-ever source-to-pay (S2P) report from Gartner, **Coupa is named a Leader** for its completeness of vision and ability to execute. The Magic Quadrant™ evaluated 10 vendors based on customer experience and innovation, among others. Coupa was placed as one of only two vendors named a Leader.

Explore the report [here](#).

REASON 2:

ERP projects lack fast, tangible results

New investments and projects mean that procurement, finance, and IT leaders must be able to demonstrate value and ROI as quickly as possible. ERP implementations can take **three to four years** and often carry a double-digit million dollar price tag. Additionally, they tie up company resources for years.

Coupa's S2P platform drives faster results and is less capital intensive.

Demonstrating quick, tangible ROI is critical for gaining stakeholder buy-in, and it's a top priority for organizations investing in S2P solutions. Coupa's S2P platform consistently delivers this by driving immediate cost savings and operational efficiencies. Unlike traditional ERP systems that can take longer to demonstrate financial impact, Coupa enables businesses to realize positive ROI early in the process while integrating seamlessly with any ERP.



"I always say that my love language is ROI, and **one of the benefits we have been able to immediately realize with Coupa is actual positive ROI.** And what I mean is that we've actually been able to operate our team with a lot fewer resources than a typical team would take with a process while maintaining speed and scale that the business requires."

— David Hose, Former Director of Financial Systems, Bowery Farming

BOWERY

The large savings and financial results delivered by Coupa's S2P platform make it possible for organizations to reinvest those savings into other projects, effectively funding other initiatives with the value already gained. To uncover the real cost-benefit of an ERP implementation versus an S2P platform, it's essential to compare financial models by running various scenarios within the context of your business.

\$20M

The project is projected to deliver more than \$20 million over five years



The American Red Cross self-funded its Total Spend Management initiative with the savings realized from implementing and adopting Coupa's platform, achieving 86% of the business results expected by the Business Unit Presidents. Specifically, the American Red Cross is on track to achieve three times its ROI on this investment which includes increasing spend with diverse suppliers by more than 35%. The project is projected to deliver more than \$20 million over five years and a payback period of under two years.

"Low upfront costs and fast time-to-value have allowed this business process transformation to be self-funded."

— Thomas Nash, Chief Procurement Officer, The American Red Cross

80%

Coupa's source-to-pay solution delivered 80% more value than the ERP implementation.



Summit Materials was deciding between an ERP upgrade and an S2P investment, evaluating various scenarios ranging from conservative to best-case. For the former, the team modeled scenarios in which only 50% of the benefits were achieved or there was a 50% increase in implementation costs. They also looked at internal rate of return (IRR), net present value (NPV), cash flows (forecasted vs. actual), and payback period. For Summit Materials, the financial models showed that most of the value came from Coupa's S2P platform. The company implemented Coupa within 10 months.

"What am I actually going to get incrementally for the [ERP implementation] versus what am I going to get incrementally if I roll out a source-to-pay solution? The delta between the benefits was huge: 80%. That was the value coming out of the source-to-pay solution."

— Former SVP Chief Procurement Officer, Summit Materials

Coupa and its partners ensure a smooth, specialized implementation process

Software implementation projects are often fraught with complexities, requiring the coordination of multiple stakeholders, business process alignment, and change management, which is why so many fail due to poor planning and insufficient user adoption. To help organizations execute these complex projects and reach their desired results in short time frames, Coupa and its partners have extensive implementation experience and have developed best practices specifically designed for organizations with unique needs. Coupa and its implementation partners leverage ERP integration accelerators that reduce implementation time by up to 70%, saving customers time and allowing them to achieve faster time to value (TTV). With this expertise, Coupa customers can reduce project risks and navigate these complexities effectively, maximizing ROI as quickly as possible.

Coupa and its implementation partners leverage ERP integration accelerators that reduce implementation time by up to

70%

REASON 3:

ERPs aren't known for being user friendly, resulting in lower adoption rates

While companies may use ERP systems to provide a foundation for business operations, employees often struggle with their user interfaces, even for basic functions. This poor user experience leads to low adoption rates and a surge in IT tickets for simple tasks, creating a frustrating, disconnected buying experience. Employees may resort to workarounds – such as purchasing through unapproved channels – which introduces risk, undermines pre-negotiated pricing, and circumvents appropriate approvals. These gaps not only heighten risks but also impact ROI.

CFOs and CPOs often cite low user adoption as a significant barrier to digital transformation in procurement and it's a known fact that ERP-based S2P processes typically require extensive training and super users to function effectively, making scaled adoption a challenge. In contrast, organizations need an easy-to-use S2P platform that drives user adoption, boosts visibility and control, and improves risk management.

One intuitive S2P platform built for everyone, managing all direct and indirect spend needs

Coupa's platform is designed with the end-user in mind, ensuring that all employees can get what they need in a simple, efficient process. By centralizing direct and indirect spend on a single, intuitive platform, Coupa enhances data accuracy, visibility, and control. Its modern architecture features an easy-to-use interface that supports multi-device usage and creates seamless multi-channel supplier engagement – without the disruptions and costs typically associated with ERP solutions.

From the start, Coupa creates a seamless buying experience

Coupa's intelligent intake and orchestration simplifies the purchasing process. By guiding users to approved suppliers and items, Coupa empowers employees to make cost-effective, compliant choices effortlessly. Coupa's intake solution enables real-time tracking and incorporates powerful, flexible approval workflows. This holistic approach connects all S2P activities for direct and indirect spend within a single platform, providing comprehensive transparency and control across the entire procurement lifecycle. As a result, organizations benefit from reliable data analysis and reporting, promoting strategic business decisions and driving meaningful transformation.

As Gartner recognized in its [Magic Quadrant™ for Source-to-Pay Suites](#), Coupa excels in user interface and intuitive workflows:

“Coupa is routinely cited during discussions with users of Gartner's client inquiry service as having a very good user interface and intuitive workflows when using the solution. Coupa extends this across all device sizes, from desktop down to mobile devices, so users can work how and where they want to work.”

This accessibility drives user adoption, leading to better data and more controlled, on-contract spend, as Chris Courtemanche, Procurement Innovation Manager at Glencore, notes: “Coupa has transformed our business. We went from rogue spend to 100% on-contract spend classified in Coupa.”



“Our biggest challenge was really around the user experience. At Salesforce, users struggled with how to open a requisition and follow it through to the PO with our existing ERP. Prior to Coupa implementation, we had manual and non-standard processes across a variety of different regions. From country to country, people were opening requisitions and processing them through to PO using different methods. **Coupa gave us a standard system to use where all of the right checks happen throughout the process** and it’s a global system.”

— Jennifer Browne, VP Global Procurement Programs, Operations & Enablement



“During the selection process for a new spend management system it became clear that **Coupa had an enhanced user experience relative to the other platforms** under evaluation, with a rich functionality that met AstraZeneca’s business requirements”



— Rob Christmas, Finance Director



Supplier adoption is just as important to reap the benefits of an S2P platform

ERPs often experience poor supplier adoption due to network fees and clunky interfaces. However, with Coupa, ease of implementation and adoption extends to both internal teams and suppliers. Coupa’s supplier network and portal make it easy for suppliers to securely manage their own remittance and payment information, and the portal is free for all suppliers. This higher supplier adoption strengthens relationships and creates opportunities for the best terms and discounts, helping organizations reduce costs and optimize margins. Through these elevated supplier relationships, Coupa’s able to offer [pre-negotiated supplier savings](#) through its platform.



Coupa Named a Leader in The Forrester Wave™: Supplier Value Management Platforms 2024

Forrester recognized Coupa as a leader in its Wave for Supplier Value Management (SVM) platforms, with Coupa receiving the highest score in the current offering category in the report. Forrester notes that Coupa excels with source-to-contract (S2C) and supplier relationship modules that leverage AI for optimization and offer customizable templates and content suitable for a wide range of enterprise maturity levels.

Explore the report [here](#).

REASON 4:

ERP S2P transformations fail to optimize IT costs for profitability

At larger enterprises, IT costs can be the second or third largest cost for the organization. Yet **nearly two out of three CFOs and finance leaders** are never aligned with their CIO on strategic priorities. Working to develop alignment between departments creates a tremendous opportunity for IT, finance, and procurement to collaborate on initiatives that drive profitability across the organization. The pace of AI innovation and emerging use cases as well as new challenges in data security are prompting CIOs and IT leaders to re-examine total cost of ownership, particularly the costs beyond purchase price.

With every technology budget under scrutiny, it's imperative that CIOs and IT leaders understand how an investment in Coupa delivers digital transformation for IT and helps create exponential margin impact far beyond their department's traditional remit.

A transition from an ERP-first operating model to an S2P platform for Total Spend Management is, generally speaking, a business change project enabled by technology. This approach reduces the burden on IT systems and resources, so the Coupa implementation can run parallel to other strategic IT initiatives. Depending on how CIOs and IT leaders set priorities, however, those teams can still be involved in maintenance and optimization – whatever the business needs.

ERPs vs. Coupa's S2P platform: key differentiators to consider

Finance, procurement, and IT teams concerned about efficient implementation, scalability, and security should investigate these technical elements:



Integration in a Heterogeneous ERP Landscape

Within Coupa, each ERP system can be assigned its own chart of accounts. This helps ensure the transaction data is consistent and can be posted correctly in the ERP system.



Rapid Integration into the System Landscape

A standardized API and pre-configured ERP accelerators allow Coupa to be integrated quickly into the system landscape, usually without requiring any development work.



Easy Process Automation within the S2P Platform and Third-Party Systems

Coupa's process automation system enables HTTP callouts to the ERP or other systems to be created. Users can decide what should happen based on a triggering event, such as the creation of a purchase order.

Gain IT buy-in to create margin impact

Finance, procurement, and IT can also assess the business case for an ERP versus S2P platform to align on the common goal of profitable growth. Cross-functional teams should ask:



How can we get more value out of global deals? Multiple ERPs are often the culprit behind data silos that prevent teams from using aggregated data and seeing what's happening across the business. As a result, an organization might negotiate multiple deals with the same global service provider. Coupa gives sourcing teams the visibility they need across ERPs to uncover opportunities that leverage a global scale of operations for cost reduction. Bigger deals tend to get better rates.



How can we accelerate smarter buying decisions? It's common for multiple ERP systems to produce inconsistencies, but users may not have immediate insight into what's causing these issues. Coupa's open, service-oriented architecture creates a common data model and cleanses master data, eliminating the risk of fragmented viewpoints from multiple ERPs. Finance teams trust the numbers in front of them during forecasting and budgeting.



How can we lower the complexity and cost of mergers and acquisitions (M&As)? M&A processes often drive up costs and cause delays. ERPs need to be integrated and migrated, and new employee back office teams will most likely need to learn new ways of working. Coupa does away with costly, time-consuming integrations and migrations. And regardless of where an organization is in its M&A and organizational change, Coupa enables organizations to manage their total spend without any disruptions. Every user is quickly onboarded to a global platform, which leads to high adoption rates.



How can we create a more efficient IT culture? IT professionals love to fix problems, optimize services, and build the perfect solution for every application. This doesn't always translate to profitable outcomes. Coupa's low/no-code approach helps organizations avoid developing processes and roles focused on custom code that will soon be obsolete. IT teams are empowered to perform three major upgrades a year with no change to operational configuration in their environment. IT leaders can also move specialists from one country to another without having to retrain them on regional or division-related ERP software customizations.



How can we use AI purposefully? Generic AI hype is coming under scrutiny. Finance, procurement, and IT leaders want to know how AI will deliver business benefits from a model that understands the nuances and complexities specific to S2P processes. Coupa applies its diverse, purpose-built AI models – more than 15 years in the making – to deliver real-world outcomes and optimize automation and autonomy for maximum adoption.



As opposed to many traditional IT projects that are labor-intensive and require a lot of IT expertise, [the implementation of Coupa] just didn't. The business took a very active role in the implementation and actually drove the IT team in ways that they never had before, so it was a very business-led implementation. As most of the IT organization, in fact most of the business, was focused on this big difficult ERP implementation, a very small ninja group of business people and a couple of IT guys got together and implemented Coupa almost overnight. It was just that simple."

— Bob Worrall,
Former SVP and CIO

JUNIPER
NETWORKS

"When implementing Coupa, we decided that we would not customize a system to solve a problem. We wanted to work as the system is designed. And based on some lessons learned from our old setup, we would not create, for example, named workflows. They're too easy to lose track of. To solve problems, we realized we had to tell users they had to change their behavior and that everything they need is in the system."



— Ulrik Lolk, Head of
Indirect Procurement

salling group

REASON 5:

Limited AI capabilities in ERP systems hinder business efficiency and profitability

Organizations today face significant challenges due to economic restructuring and complex supply chain dynamics. A lack of advanced AI capabilities, including machine learning, deep learning, and generative AI (GenAI), hampers organizations' ability to keep pace with these changes. As data demands surge, the need for sophisticated technology to efficiently process and interpret data becomes increasingly critical.

The competitive advantage of robust AI solutions

While many companies use AI to enhance process efficiencies and data accuracy, staying ahead in the competitive landscape requires top-tier, domain-specific data paired with advanced AI capabilities. In a world buzzing about AI, the real competitive advantage comes from solutions that combine trusted, high-quality data with robust AI capabilities.

Vendors with deep domain knowledge, like Coupa, lead the way especially in S2P processes, where data precision and accuracy directly influences the effectiveness of AI-driven insights. Although ERPs provide some AI functionality, Coupa has spent more than 15 years building AI solutions explicitly tailored to procurement and spend management, making it a more suitable choice for S2P needs.

\$6 trillion in transactional data: Coupa's unique AI differentiation

Coupa's AI differentiation lies in its community-generated data. From the outset, Coupa has safely and ethically sourced data from companies across all sizes, industries, and geographies. With access to a vast network of 10 million buyers and suppliers and more than \$6 trillion in verified transactional data, Coupa has the largest private B2B S2P data set globally. This data set that's growing at a rate of 23% year-on-year, is used to train models on complexities unique to S2P to make relevant predictions and solve specific challenges. Ultimately, Coupa AI delivers unparalleled insights and benchmarks that ERP providers don't have access to at the same scale.

From purchases and approvals to invoices, contracts, and beyond, Coupa's data helps organizations make informed decisions that balance efficiency and risk, optimize cash flow, identify savings opportunities, and drive significant margin impact. Coupa's recommendations and KPIs are highly tailored and precise, accounting for each organization's specific business rules, supplier dynamics, market conditions, and operational constraints. This contextualized AI is critical for driving measurable value across the entire S2P cycle.

Coupa also continually advances AI-driven innovations specifically designed for procurement and spend management, including Contract Intelligence, PO Collaboration, and Coupa Navi™ AI Agent. By contrast, most ERPs offer only basic automation with AI, relying on surface-level intake tools, AI wrappers for legacy solutions or multiple workflow layers to extract meaningful data from applications. They lack the depth and specificity required for comprehensive spend management use cases.

One of the greatest concerns engineers have with GenAI models is termed the 'last mile' or the gap between an impressive demo and the dependency post deployment. AI models must ensure fairness, transparency, privacy, and security. Coupa's data set is so vast and diverse that it allows data scientists to train models that build procurement centric AI features in a responsible and unbiased manner. Furthermore, Coupa has doubled down on hardening processes to rapidly respond to the ever evolving regulatory requirements for responsible AI.

Notably, Coupa's open architecture and APIs facilitate seamless integration with various ERP systems, making its advanced AI capabilities more accessible and adaptable to diverse technology stacks – unlike ERPs, which are tightly integrated and limited to their own ecosystem.

REASON 6:

ERPs provide limited innovation for the modern enterprise

Traditional ERP systems have been integral to business operations for years, but their monolithic architecture presents significant limitations in today's fast-paced business environment. These systems integrate all processes into a single framework, dictating how information flows and often limiting efficiency and collaboration. As organizations face increasing demands for agility and responsiveness, these constraints become more pronounced, making it difficult for ERP systems to keep up with the rapid pace of change.

In response to these challenges, vendors are increasingly focused on promoting modularity and migrating legacy customers to the cloud. While this approach aims to deliver a smaller, cleaner core, it also reflects the same fundamental limitations inherent in traditional ERP systems. By breaking up their traditional architectures, vendors create modular solutions that still struggle with integration and coherence. This fragmentation leads to inefficiencies, as disparate modules may not communicate effectively, resulting in gaps that prevent real-time decision-making and complicate the user experience.

When considering an ERP system, ask the vendor: How old is the code? It may be two or even three decades old. Although some vendors attempt to accelerate their innovation timelines, they remain constrained by rigid technologies and architectures designed for a bygone era. This outdated framework results in limited integration capabilities with newer technologies, leading to inefficiencies and manual workarounds. Customizing or configuring these systems to fit unique business processes can be cumbersome, incurring additional costs and complexity—especially when frequent upgrades and specialized skills are required.

As market demands evolve, real-time decision-making has become essential. Traditional ERPs struggle to provide the agility needed for rapid, informed decisions, leading to delays and inefficiencies. They often fail to adapt to new functionalities that are critical for optimizing productivity and meeting the needs of modern procurement practices. Moreover, maintaining and supporting these legacy systems drains IT resources and budgets.



“With [our ERP], we relied on customization, and that caused friction within the organization. Coupa enables internal processes. **It allows us to be more agile in the projects we create and the problems we solve.**”

— Jeffrey Pernoud, Director of Supply Chain Operations



Procurement and finance leaders should invest in S2P solutions that not only meet current demands but also proactively innovate to stay competitive.

As emerging technologies such as AI and machine learning revolutionize business operations, organizations need a system that continuously evolves and adapts. Coupa's S2P platform is built to innovate continuously, guided by both emerging industry trends and customer feedback. Coupa consistently integrates cutting-edge technologies like AI to deliver prescriptive insights and actionable analytics that drive smarter decision-making.

Coupa's ongoing S2P Innovation: seamless upgrades for a future-ready business

With Coupa, businesses can stay plugged into the latest platform innovations through one straightforward, seamless upgrade experience. Currently, Coupa rolls out innovations three times a year, staged as upgrades with no change to operational configuration in their environment. This ensures that users across the organization have access to the most up-to-date tools and features, empowering them to make faster, more informed decisions—whether it's about controlling costs, improving efficiency, or advancing environmental, social, and governance (ESG) commitments.

By focusing on customer-centric innovation and leveraging advanced technologies, Coupa keeps pace with the demands of the modern enterprise, delivering greater value than legacy ERP systems, which struggle to adapt to today's dynamic business environment.



"Our challenges had to do with being in the 1990s really, you know 1980s, 1970s maybe ERP technology. Solving this challenge for us was very critical because of scalability. We are a growing company...We've also continued to grow with acquisitions and changing our business models as the business needs dictate and if you're not scalable, you can't keep up with that in an old school ERP. Coupa has made my day-to-day life better because when I'm challenging our directors — 'What are we doing about this problem?' or 'Where are we going with this problem?'— Coupa gives a platform for me to ask, 'Well, what's Coupa capable of? What can it do for us?'"

— Randall Izzard, Chief Procurement Officer



Conclusion

Every business has unique complexities. Too many organizations have been burned by either one-size-fits-all technology, or solutions that have been so complex that by the time they're implemented, they're already out of date.

No matter where you are on your ERP or S2P transformation journey, Coupa can help. At Coupa, we believe technology should grow with your company. That it should help you take control of all of your spend – direct and indirect – in one integrated S2P process across finance, procurement, and supply chain. We help our customers achieve fast time-to-value, provide them with unparalleled visibility and control, and empower them to achieve durable, profitable growth.

Discover why Coupa has been named a top source-to-pay solution provider year after year.

[See Coupa S2P in action](#)



About Coupa Software

Coupa makes margins multiply through its community-generated AI and industry leading total spend management platform for businesses large and small. Coupa AI is informed by trillions of dollars of direct and indirect spend data across a global network of 10M+ buyers and suppliers. We empower you with the ability to predict, prescribe, and automate smarter, more profitable business decisions to improve operating margins. Coupa is the margin multiplier company™. Learn more at coupa.com and follow us on [LinkedIn](#) and [X \(Twitter\)](#).