



## Auto Parts Leader Drives BSM Success with Coupa

Lear now has automated spend processes to manage over \$1.5B with Coupa

**Industry** Manufacturing

**Employees** 165,000

**Revenue** \$20.5B

**Geography** Global

### Challenges

- Lack of spend visibility
- Paper-based processes
- Industry pressures

### Solutions

- Coupa Procurement
- Coupa Contracts
- Coupa Sourcing
- Coupa Advantage

### Results

- **100%** user adoption
- **\$1.5B** through system
- Integrated with **10 ERP systems**
- **0% manual processes** in Europe

### Key Objectives

- Spend visibility
- Operational efficiency
- Process automation
- Global compliance
- Control of spend
- Ease of use

### Lear Shifts Gears to Accelerate Procurement

Lear is one of the world’s leading suppliers of automotive Seating and Electrical Systems with an operational history of over 100 years. The auto industry is one with volatile demand and severe market pressure. To satisfy its customers, Lear runs multiple just-in-time locations for the for most OEM’s such as Audi, BMW, and GM who rely on Lear’s cutting-edge Electrical Systems and Seats.

Lear grew through acquisitions and organically, its Business Spend Management (BSM) processes, like sourcing, procurement, and contract management, became varied. In an industry buffeted by macroeconomic factors and ever-changing technology trends, Lear sought a solution to unify its processes, rationalize its spend, and better serve its customers.

### Standardized Processes Drive Operational Efficiencies

Lear worked with Coupa to consolidate existing BSM processes for its 257 locations into one platform and bring sustainable value to the business and its customers.

Lear’s primary objectives were to gain spend visibility and streamline procurement processes. The leadership team wanted Lear to become a more agile, efficient company to sustain recognition as a supplier of choice for innovative auto parts and systems.

## Lear Speeds Ahead with Coupa for Business Spend Management

### Coupa Allows Lear Visibility of over \$1.5B Worth of Spend

With 100% user adoption, Lear gained visibility of over \$1.5 billion in spend, allowing more informed decision-making and business opportunity.

### Lear Implements Coupa in 189 Locations in Less Than 2 Years

In just one and a half years, Lear introduced Coupa in nearly 75% of their 257 locations, representing 29 different countries with varying currencies, governmental regulations, and compliance factors.

### With Coupa, Lear Achieves Significant Success in Europe

Manual procurement and requisition approval processes were completely eliminated. And spend transparency climbed from \$0 to above \$0.5 billion as the many locations converted to Coupa's BSM platform.

### 10 ERP Systems Are Now Integrated into the Coupa Platform

Lear connected their 10 ERP systems with the Coupa platform for a cohesive and intuitive experience, for both end-users and IT staff.



“Coupa is a very business-friendly system and easy to use. It brought efficiency and transparency to all aspects of our indirect spend.”



— Asim Malik,  
Project Manager

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