

Auto Parts Supplier Optimizes eTenders with Coupa

Company Sources \$500M with CSO to Save \$50M in 18 Months

Industry: Manufacturing

Employees: 40,000+

Geographies: Global

Revenue: 78B kr

Challenges

- Inadequate ERP sourcing capabilities
- Supplier management
- Lack of accurate data

Solutions

- Coupa Sourcing Optimization

Results

- **\$500M** in spend allocated across **20 tenders**
- **\$50M** saved in **18 months**
- **10%** saved on first **7 tenders**
- Highly structured data

Key Objectives

- Sourcing optimization
- Supplier management
- Category management
- Category management
- Data visibility
- Operational efficiency

Looking Beyond ERP to Optimize RFX for Sourcing

A global auto parts manufacturer and supplier had recently implemented a new ERP across 100 countries, but quickly found its native RFX capabilities were inadequate.

Historical purchasing data was not available, so suppliers had to provide this data. After spending millions on the new ERP implementation, company leadership decided that any new solution for sourcing must provide its own funding.

Coupa is Selected to Optimize Global Sourcing

The Company sought a solution that would provide easy-to-use category- and supplier-specific data collection templates that would drive supplier adoption while providing the highly structured data needed.

The Company chose Coupa for Sourcing Optimization due to its intuitive nature and ability to model and simplify complex sourcing scenarios. Coupa's advanced analytic capabilities would allow the Company to source globally and manage at a category level for optimal business value.

Optimized Sourcing Delivers Significant ROI

\$500M in Spend Allocated Across 20 Tenders

With Coupa Sourcing Optimization, the Company was able to allocate \$500 million in spend across twenty different tenders based on the appropriate optimized scenarios.

\$50M Saved in First 18 Months with Coupa Sourcing Optimization

Coupa Sourcing Optimization identified and saved the Company \$50 million in the first 18 months after implementation. With this savings, the Company was able to fund additional staff and budget as originally predicted.

10% Saved on First Seven Tenders with Coupa

Despite the relatively simple structure of each tender, suppliers were creative in their proposals, resulting in 10% saved on the first seven tenders with Coupa Sourcing Optimization.

Highly Structured Data Enables Intelligent Decision-Making

Because the Coupa interface is so easy to understand, suppliers were quick to adopt Coupa and provide the necessary information. The Company is now sourcing everything from transportation to maintenance, repair, and operations (MRO) with Coupa.

To see more Success Stories, [visit **coupa.com/results**](https://coupa.com/results)

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