

# Optimize B2B Payments to Reduce Risk and Improve Back-Office Efficiency

Managing B2B payments is more complex than ever. Companies often use manual processes and disparate systems to send supplier payments and employee expense reimbursements. Accounting teams struggle with manual processes for payments and reconciliations, even as CFOs voice concerns about fraud and move to shift resources towards more strategic, forward-looking finance activities. Complex payment processes also cause confusion for suppliers, who may lose early-payment opportunities and experience liquidity issues, and then create escalations as a result.

## A Comprehensive Payments Solution to Streamline Supplier and Expense Payments

Coupa addresses the challenges of manual processes and disparate systems with an all-in-one solution to completely digitize the payment process for companies and their suppliers. Accounting teams get one simple place to manage all accounts and payment rails. Part of the leading solution for Business Spend Management (BSM), Coupa Pay gives companies a truly end-to-end Procure-to-Pay process that starts with the all-important purchase order. While suppliers may ignore requests to view online payment status or participate in early-payment discount programs that come from unfamiliar systems, any information delivered in an actual PO is sure to grab their attention, since it's the PO that cements a new sale.

## A No-Hassle Approach to Handling Payment Processes Across all Rails

Accounting teams get a single solution and one simple interface that spans all accounts and payment rails, from wires to virtual cards and online wallets. With one central place to go for payments, there's no need to fumble with multiple key fobs and interfaces to access your accounts and make payments. Coupa optimizes payment batches to reduce transaction costs, with each batch approved according to your DOA rules and then automatically run and reconciled, freeing up time for your team and reducing risk of fraud and error—as well as bank fees for the failed transactions that errors can cause.

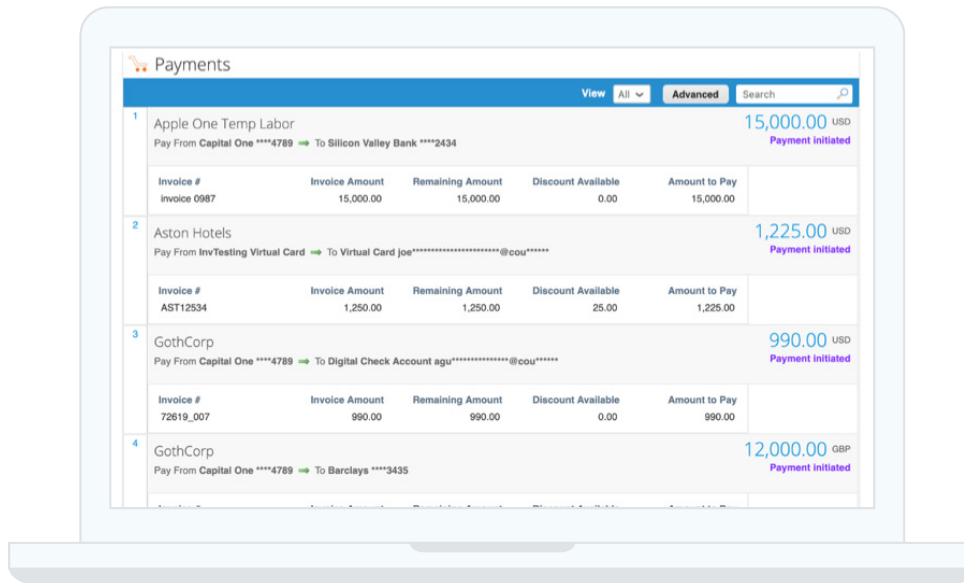
### Key Benefits of Coupa Pay

Increase Efficiency in Payments, Reconciliations, and Supplier Management

Reduce Risk of Error and Fraud with Intelligent Tools

Increase Control over Payment Timing

Drive Financial Returns with Early-Pay Discounts and Virtual Card Rebates



“Before **Coupa Pay**, there were many time-consuming steps that our team had to take to pay our suppliers. With Coupa Pay, the process is now much simpler and we’ve gained time back to focus on more strategic projects that are valuable to the business.”

- Alison Bussett, Senior Director, Accounting and Controller at Odonate

## Increased Visibility and Control over Payments

With Coupa Pay, teams get improved visibility into payment timing and cash impact, as well as the ability to optimize payment strategies in order to maximize early-payment discounts and card rebates while reducing transaction fees.

### Enhance Efficiency in Payments and AP

Automate manual processes to generate payment batches based on approved invoices, saving time for AP and avoiding risk of error. Replace traditional p-cards and automatically tie completed payments to transactions to automate reconciliations. In addition, moving to virtual cards in the purchase process avoids on-boarding one-time and infrequent suppliers, and processing their (often paper) invoices.

### Streamline Management of Corporate Bank Accounts

Get a single place for managing all payments that’s completely integrated into Procure-to-Pay (P2P) to eliminate the need to manually manage bank accounts and enter payment instruction files.

### Improve Supplier Relationships

Let suppliers benefit from visibility into payment processing and timelines. They can also accept early-payment discount offers to unlock liquidity as needed.

### Avoid Losses to Fraud and Cyber Attack

Get automatic payment batch creation and account access control to reduce the risk of internal fraud. In addition, you can use virtual cards to leverage the card processor's due diligence on supplier remit-to information and restricted party screening, helping to avoid misdirection of supplier payments and restricted party violations.

### Time Payments to Optimize Business Value

Integrate offers of early payments in exchange for supplier discounts into the PO process to drive supplier adoption and give Finance maximum flexibility to either pay early to realize discounts or stretch DPO to conserve cash. Use virtual cards to take advantage of your billing cycle to extend DPO, alone or in combination with early-payment discount programs.

## Purchase Order #10410

<p><b>Status</b> Issued - Sent via Email</p> <p><b>Order Date</b> 08/22/19</p> <p><b>Revision Date</b> 08/22/19</p> <p><b>Requester</b> Himica Kumar</p> <p><b>Email</b> himica.kumar@coupa.com</p> <p><b>Payment Term</b> Net 30 <span style="border: 1px solid #00a0e3; padding: 2px 5px; font-weight: bold; color: #00a0e3;">Accelerate Payment</span> <span style="font-size: 1em; color: #00a0e3;">i</span></p> <p><b>Attachments</b> None</p> <p><b>Acknowledged</b> <input type="checkbox"/></p>	<p><b>Shipping</b></p> <hr/> <p><b>Ship-To Address</b> 7489 Wellington Ave Boston, MA 02201 United States Attn: Himica Kumar</p> <p><b>Terms</b> Standard</p>
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### Reduce Bank Fees

Get a single payment process for domestic and international payments that spans all payment rails to avoid bank fees for international transfers. Automatic batching of payments helps you avoid high-cost rails such as wires.

### Maximize Card Rebates

Reduce administrative barriers to using p-cards in order to expand their use across both PO-timed and invoice-timed p-card payments. Virtual cards limited to an approved PO amount replace uncontrolled p-cards not tied to budgets. Driving more spend onto cards maximizes the benefits of rebate programs, including higher rebates and access to additional rebate tiers.

**Coupa Pay and Business Spend Management** — built on the same highly secure cloud platform as Coupa, the leading BSM, Coupa Pay delivers a truly integrated P2P experience.

- **Engage Suppliers Across the P2P Experience** — deep integration between payments and purchasing lets you offer suppliers a virtual card or an early-payment discount before they've even issued an invoice—increasing adoption of these strategies.
- **Integrate Expense and Invoices Transactions to Payments** — deep integration between invoices, expenses, and payments lets Coupa automate and optimize creation of payment batches to avoid manual work, errors, and fraud.
- **Get Insights with Community Intelligence** — participation in the BSM community offers insights drawn from across the community, such as common indications of invoice fraud and supplier preferences for early-payment discounts.

### It's Easy to Get Started with Coupa Pay as Part of the Leading BSM Suite

Coupa Pay and the Coupa BSM suite are pre-integrated with payment platform and bank providers, cutting out the extensive integration work typical of digitization efforts. For Coupa P2P customers, General Ledger and other accounting configurations are leveraged directly. Setup and administration of Coupa Pay is easy, using standard Coupa configurations.

### Key Capabilities

#### Transactional Payments

- Digital Supplier Payments — both domestic and cross-border, from digital checks to corporate cards and PayPal digital wallets
- Virtual Credit Cards — one-time-use virtual cards that can be issued within your supplier POs, to avoid on-boarding small or infrequent suppliers and reduce AP invoice volume, or can be used to pay approved supplier invoices.
- Employee Reimbursements — easily manage employee reimbursement with digital payments, both domestically and internationally.

#### Early Pay Discounts

- Early-Payment Discounting — discount offers embedded directly into supplier POs let suppliers set lasting discount preferences, driving adoption by eliminating the need for them to reissue discounted invoices when accepting a discount.

To Learn More about Coupa Pay, Go to [coupa.com/products/pay](https://coupa.com/products/pay)