

Coupa Pay Virtual Cards:

Increase Efficiency and Drive Rebates

Making B2B payments is more cumbersome than it needs to be. Use of P-Cards across the company, without the pre-approval, account coding, and budget checks typical of the PO process, forces accounting teams to use manual processes for coding, approvals, and statement reconciliations. Such inefficiency and lack of control leads many companies to limit P-Card use. But effective use of cards can benefit AP and provide business advantages such as rebates and the cash flow benefits of card billing cycles.

Streamline Supplier Payments and Maximize Rebates with Coupa Pay Virtual Cards

Coupa addresses the challenges of P-Cards and traditional virtual cards as part of its overall cloud Business Spend Management (BSM) platform. Companies have the option to issue a one-time-use virtual card right at the time of purchase or as payment on an invoice. Accounting and budgeting information can be collected and approved up front as part of a purchase request, eliminating the risk and reconciliation issues of P-Card transactions. Supplier acceptance of credit card as payment is straightforward, giving them fast access to cash and often reduced costs with straight-through-processing (STP) of Coupa Pay virtual cards. For each transaction, Coupa generates a unique credit card number for the authorized amount and automatically reconciles the resulting charges and statements back to the transaction. Because cards are integrated into the P2P process, AP, Procurement, and Treasury realize the potential of their card-provider relationships through Coupa's integrated BSM suite along with improved visibility and control over spend.

Treat Traditional P-Card Pain Points for Payments, Supplier Management, and AP

Traditional P-Cards have many drawbacks that can be addressed by Coupa Pay Virtual Cards. Traditional cards are typically used by multiple employees and aren't pre-approved, and so they must be manually coded and reconciled by Accounting. Corporate controls typically require approval for each expense transaction, but it's not always clear who should approve. Without POs to specify the accounting, it is very difficult for the accounting team to code purchases to the appropriate GL account. Such challenges with traditional P-Cards lead companies to restrict usage, forgoing potential benefits. Using Coupa Pay Virtual Cards on PO treats the pain points of P-Card use by automatically getting approvals and budget information up-front.

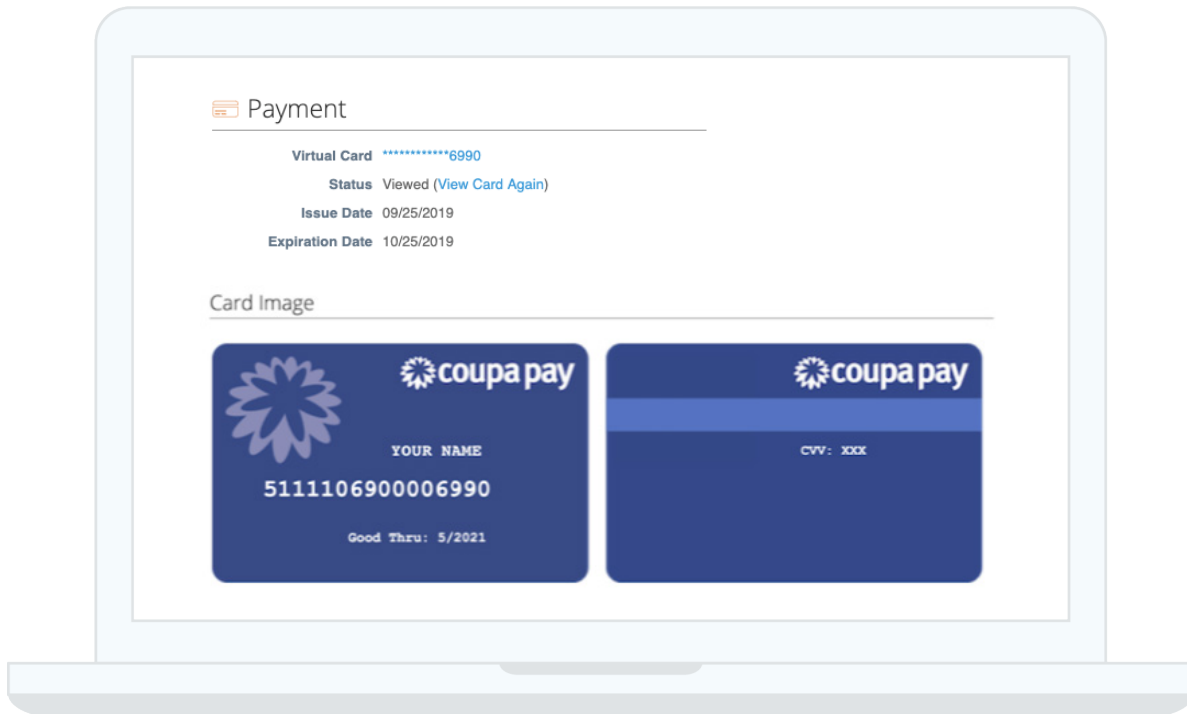
Key Benefits of Coupa Pay Virtual Cards

Pre-approved card spend with one-time-use virtual cards

Automated card reconciliation

Reduced AP burden for long-tail suppliers

Maximized rebates, increased days payable outstanding (DPO)



Unlock Financial Opportunity with Coupa Pay Virtual Cards

Deeply integrated into spend management processes, Coupa Pay Virtual Cards can unlock opportunities that may surprise practitioners. Breaking through the inefficiencies of traditional cards lets companies expand card usage, avoiding wire fees and increasing card rebates. Furthermore, credit through the Virtual Card can give Treasury valuable tools for cash management, from utilizing the card billing cycle to hold onto cash, to using cards to fund early-payment discounts.

Increase Efficiency and Gaining Advantage

Coupa Pay Virtual Cards ease the pain of traditional cards while optimizing the overall BSM process for AP, Supplier Management, and Treasury:

Automate Card Account Coding, Approvals, and Reconciliation

Cut workload for the accounting team with account coding and approval as part of the PO process—before the virtual card is even issued. Deep integration between BSM and your card provider enables automatic reconciliation of card statements. In addition, use the bank dispute process to streamline management of supplier issues.

Reduce AP Workload by Shifting Long-Tail Suppliers to Virtual Card

Cut the workload for AP and Supplier Managers for the one-time or infrequent long-tail suppliers that plague many organizations. Using Virtual Cards, you can reduce the invoice processing volume by giving suppliers a virtual card at the time of issuing a purchase order. Since they have already been paid, there's no longer any need to on-board these suppliers or process their invoices.

Get Visibility and Control by Pre-Approving Card Spend

By moving from traditional P-Cards to Coupa Pay Virtual Cards, extend budget checks and manager pre-approvals from the purchase request process to card spend.

Reduce Risk and Fraud

Limit cards to set amounts. Leverage due diligence by the supplier's acquiring bank on supplier remit-to information and restricted party screening to avoid misdirection of supplier payments and restricted-party violations.

Save on International Payments

Move spend to Virtual Cards, replacing wire transfers or cross-border card payments in order to drive down FX costs, move funds faster, and eliminate unnecessary fees. Coupa Pay's bank partners cover 45+ countries, so cards can be issued in local currency.

Maximize Card Rebates

Increase card rebates by leveraging existing rebate programs and spend tiers with your bank.

Get More Flexibility in Payment Timing and Stretch DPO

Use Virtual Cards to take advantage of your billing cycle to extend DPO, alone or in combination with an early-payment discount program.

Leverage Virtual Cards Bank Partners

Coupa Pay Virtual Cards lets companies use their existing relationships and credit lines with one or more bank partners, selecting strategically to optimize card rebates and geographic coverage. Coupa works with leading bank partners including:



BANK OF AMERICA

J.P.Morgan



BREX

Extend Business Spend Management with Coupa Pay

Built on the same highly secure cloud platform as Coupa, the leading solution for BSM, Coupa Pay Virtual Cards are fully integrated into the Procure-to-Pay (P2P) experience. 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.

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 Card Transactions to POs and Invoices

Deep integration between POs and invoices drives adoption to improve visibility and control over spend, reducing fraud risk and automating reconciliations.

Get Insights with Community Intelligence

Participation in the BSM community offers insights drawn from across the community, such as which suppliers accept Coupa Pay Virtual Cards.

Key Capabilities of Virtual Cards

- Virtual Card for Invoice Payments—lets customers generate virtual cards to pay approved invoices. There is no need for bank integration.
- Virtual Card for Purchase Orders—lets customers generate virtual cards as part of pre-approved spending on purchase orders.
- Requester Cards—sent to requester where the supplier is unknown at the time of PO creation. Company employees use these cards to make one-time purchases, without the need to be assigned a corporate card.
- Supplier Cards—lets higher volume and trusted suppliers accept payment via virtual cards.
- Automated Reconciliation—lets Coupa consume the charges and statements from the company's credit card account to automate the reconciliation and create corresponding journal entries associated with those transactions. Thus, companies have total visibility into all of their spend by using virtual cards, since all charges come into the Coupa platform and are associated with a PO, a virtual card, and the supplier/employee who charged the card.

To Learn More about Coupa Pay Virtual Cards,
Go to coupa.com/products/pay