


GRAND CANYON UNIVERSITY

**AUTOMATING PROCUREMENT HELPS SCHOOL
SAVE TIME AND AMPLIFY BUYING POWER**



	CUSTOMER Grand Canyon University
	LOCATION Phoenix, AZ
	INDUSTRY Education
	COMPANY SIZE 1,001 - 5,000

Grand Canyon University is a private university in Phoenix, Arizona, and is one of the largest online learning communities in higher education. We spoke with Kate Vincent, Procurement Director, about how Coupa has helped optimize their processes and save time.

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KATE VINCENT, PROCUREMENT DIRECTOR



Coupa: What were some of your biggest pain points as Procurement Director before you implemented Coupa?

Kate: The main problem I was trying to solve, when I found Coupa, was automating the requisition process. Prior to implementing Coupa, the requisitions were all paper copies. So we would have to fill it out, walk the requisition around to get all the appropriate signatures, and even sometimes the approvals were subjective.

Coupa: How were employees at Grand Canyon buying things before Coupa?

Kate: Purchasing was not centralized. It was all over the board. Buyers were using whoever they wanted. Prior to implementing Coupa, people were just running to the local office supply store and buying whatever they needed. So we weren't building up our buying power.

Coupa: What does the process at Grand Canyon look like now?

Kate: I did some research online and I found Coupa. Because it's all automated, I don't need to make sure that the right approvals are approving the right requisition. That's all done in the system for me. And I'm confident in the system.

"Coupa is great, and I would definitely recommend them to any client that was looking for a procurement solution."

**KATE VINCENT,
GRAND CANYON UNIVERSITY**

Coupa: What's been the biggest win?

Kate: People are more grateful for the efficiencies than anything else. Actually the majority of our users approve from their mobile phones, whether it's a BlackBerry, an iPhone, or a Windows Phone. Or via email. I have quite a few users that don't even log into the system.

Coupa is great, and I would definitely recommend them to any client that was looking for a procurement solution.

