snapLogic | ✻coupa | The Hackett Group

CUSTOMER JOURNEY FOR EPROCUREMENT

The Spend Management Handbook

End-to-End Management of Your Procurement Lifecycle: A How-To Guide for SAP ERP Integration with Coupa eProcurement

Contents

snapLogic | coupa | The Hackett Group

> "Having been spun out of a parent company in 2019, Clearway undertook an overall business process transformation in an effort to clean master data, standardize processes, and begin their journey to enhanced efficiency and effectiveness in many facets of their Finance and Supply Chain organizations.

Introduction

With spend analytics, sourcing, contracting, and vendor management, the data flows through an ERP system throughout the procurement and payment process. This can include supplier data, budgets and forecasts, user data, and much more. For mid-size and larger organizations, this inevitably requires efficient eProcurement and Procure-to-Pay (P2P) solutions to work closely with SAP ERP, the installed financial structure.
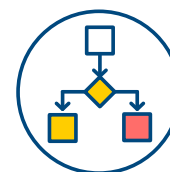
But successfully integrating these systems requires a plan that includes:

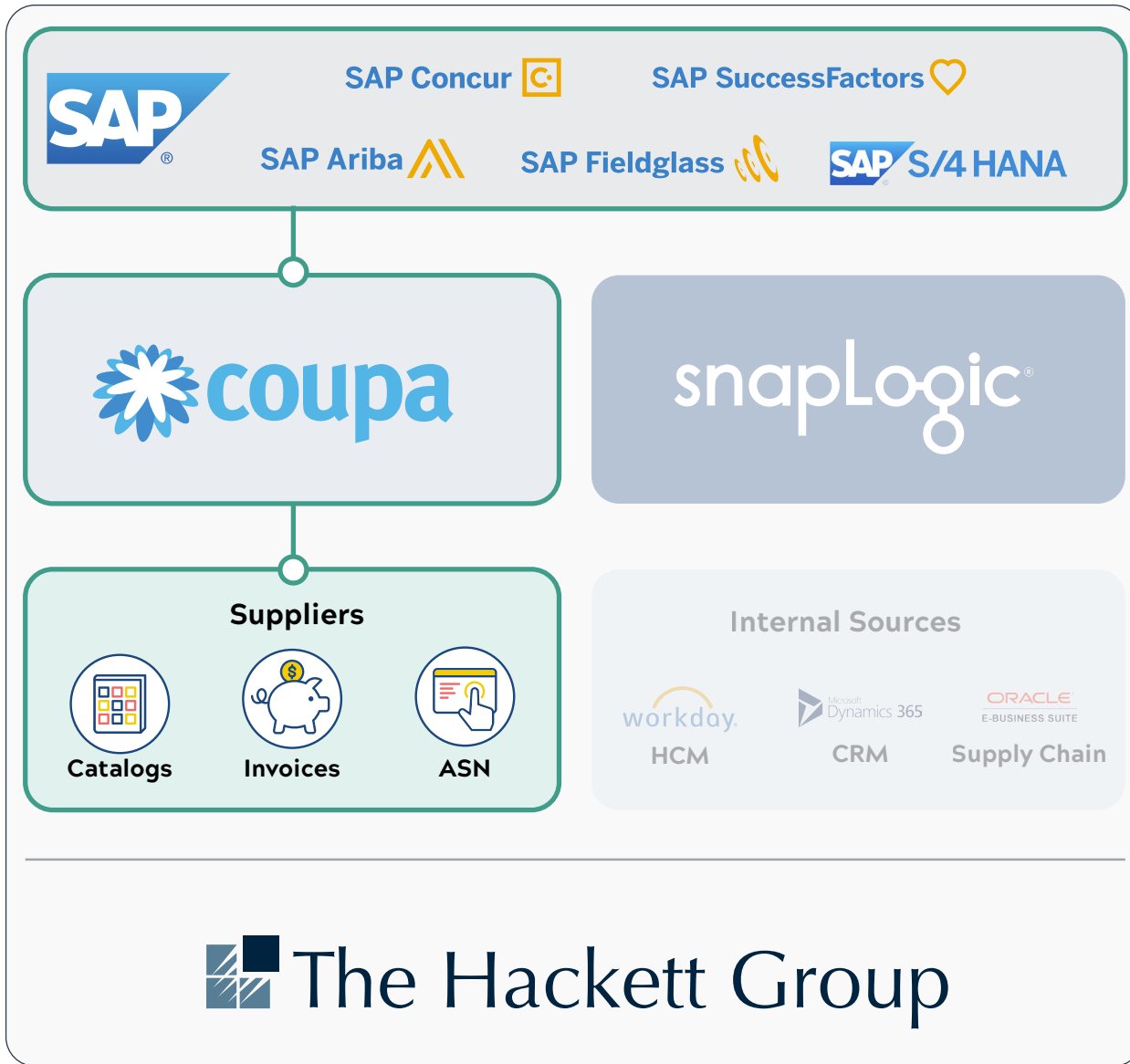| Which systems to tie together	What data formats to use	Which processes to follow	How to prepare the human resources involved

Cloud solutions and cloud-based integrations are helping organizations scale and become more efficient, to reduce risk, lower overall maintenance and ownership costs, and be more agile. The current landscape gives CPOs flexibility for maintaining tight linkages with multiple third-party tool sets and the SAP ERP system.

Making this a smooth, seamless process requires moving data from SAP ERP to Coupa and back.

Coupa, SnapLogic, and The Hackett Group are here to integrate your data and these applications to help you move your procurement lifecycle into the cloud.

snapLogic | coupa | The Hackett Group

What is Coupa?
Comprehensive and easy-to-use Business Spend Management (BSM) platform

Why do I need it?
Get visibility and control over 100% of your spend with the usability, flexibility, and compliance you need

Who uses it?
Business users, procurement teams

How do they benefit?
Coupa's industry-leading Business Spend Management (BSM) platform helps companies around the world to gain visibility and control over all spend to increase efficiency, reduce risks, and improve the bottom line

"In an effort to fast-track their time to savings, Clearway decided to leverage the Coupa Spend Management Solution as a core enabler for their Source-to-Pay transformation. Clearway engaged Hackett to first work with their Master Data team to cleanse supplier data in advance of the Coupa implementation. With numerous business units and legacy systems, Clearway decided to work with SnapLogic to act as a central hub for all these system interfaces.

Run SAP even faster with Coupa

Over 25% of the world's companies run SAP, and have for many years. Yet in most companies, user adoption of automated business processes for procurement, invoicing, and expense management still hovers around 20-40%. Coupa's modern, easy-to-use, easy-to-configure platform can change that.

Coupa's industry-leading Business Spend Management (BSM) platform helps companies around the world gain visibility and control over all spend to increase efficiency, reduce risks, and improve the bottom line. Coupa delivers value-as-a-service, with a relentless focus on partnering with customers to ensure customer success and drive measurable spend outcomes.

With Coupa, you can leverage a single, intuitive user interface for all your transactional spend activities across Procurement, Invoicing, Expenses, and Pay. Coupa then leverages this transactional core to enable power users across Spend Analysis, Strategic Sourcing, Inventory Management, Contract Management, Contingent Workforce Management, Suppliers and Risk, and Treasury Management.

Coupa is SAP API approved to integrate Coupa to serve as a strategic front end that extends the reach of your ERP system. Every employee and supplier can use Coupa at their desk or their mobile with little or no training or enablement. Data flows back and forth from Coupa and SAP through a single integration point, enriching both systems and helping everyone in your organization buy smarter. You can have SAP and Coupa integrated, up and running within a matter of months.

snapLogic | coupa | The Hackett Group

> "Clearway partnered with Hackett to design a best-practice integration architecture, then worked with Hackett, Coupa, and SnapLogic to accelerate the time to value by leveraging SAP>Coupa Snaps. SnapLogic interfaced seamlessly with the Coupa platform and easily adapted to the legacy SAP system, critical for both agile development and ongoing maintenance.

Create SAP integration flows

A typical integration flow between SAP, Coupa, and your suppliers starts with passing enterprise master data from SAP into Coupa, followed by passing transactional data on an ongoing basis.

These are the most common data objects:
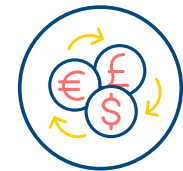
Vendors   Accounting Data   Budgets   Exchange Rates

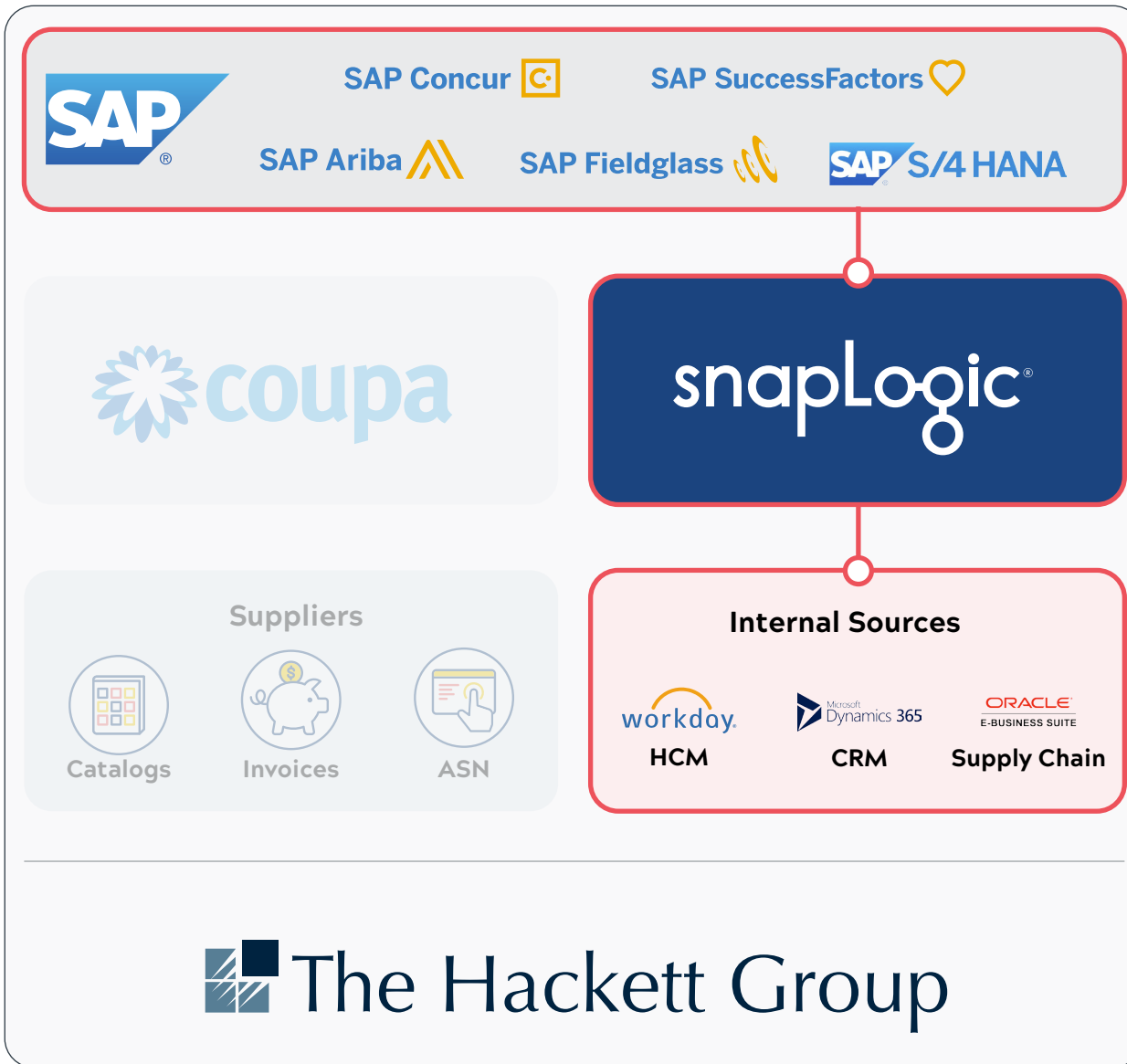Invoice Payments   Purchase Orders   PO Revisions   Invoices   Receipts

The integration scope, processes, and data flows vary based on the set of Coupa products that you choose to deploy. You may choose to deploy the entire Coupa spend management suite, a few Coupa products, or even a single product.

Learn more about the power behind Coupa's SAP integration »

What is SnapLogic?
Integration platform that automates connections to disparate data and apps

Why do I need it?
Immediately connect new apps and data sources as your workforce needs while also integrating procurement with other business units for greater business agility

Who uses it?
Business analysts, tech savvy business users, IT, developers

How do they benefit?
Analysts and technical users don't have to rely on IT to build integrations quickly; IT can use the same tool to ensure governance and security

Easier SAP and Coupa integration with SnapLogic

SnapLogic automates integration

The SnapLogic Intelligent Integration Platform accelerates data and process flow across applications, databases, data warehouses, big data streams, and IoT deployments - whether on-premises or in the cloud. Unlike traditional integration software that requires painstaking, hand-crafted coding by teams of developers, SnapLogic's simple but powerful platform enables both IT and business users to create quality, scalable data pipelines that get the right data to the right people at the right time.

Pre-built Coupa integrations

IT and business users can take full advantage of Coupa and 3rd party solution data to make data-driven decisions. With pre-built connectors (Snaps) and reusable integration templates, SnapLogic makes it easy to integrate new B2B trading partners or apps into highly efficient choreographed pipelines between Coupa and hundreds of other systems. The SnapLogic Coupa Snap enables you to integrate SAP ERP, HCM and other data with Coupa without the complexity of an enterprise service bus (ESB) or the limitations of traditional integration methods.
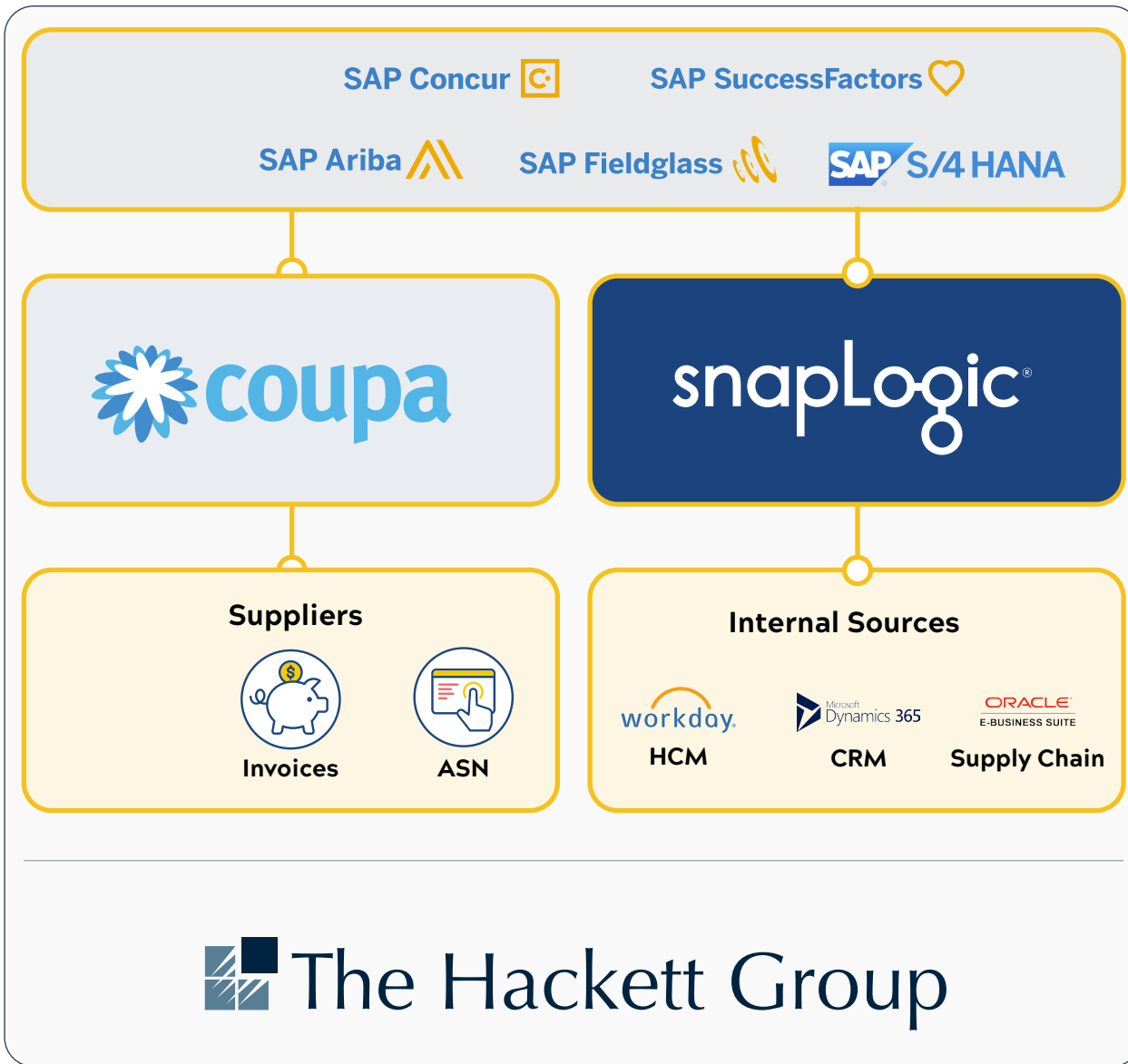
" Whether your use case is Procure-to-Pay, or you need to automate HCM processes, many Coupa customers run the SnapLogic Intelligent Integration Platform (IIP) to automate the integration of HR and B2B supply chain data from on-premises or cloud-based sources.

Once integrated, business users and admins can build, test, and deploy workflows without assistance from IT. Coupa customers build and automate choreographies around supplier, expense and contract management that accelerate productivity while helping to realize savings by improving throughput, reducing errors, and gaining access and insight from the data being collected.

SnapLogic makes integration easy and fast, giving you the speed, agility, and responsiveness your business needs across the procurement lifecycle.

With Coupa and The Hacket Group, you can harness the benefits of the cloud for procurement. However, you don't have to do it alone. Many organizations benefit from bringing on a partner with deep expertise in driving transformational improvement in the procurement process across organizations.

The Hackett Group | snapLogic® | coupalink CERTIFIED

snapLogic® | coupa | The Hackett Group

What is Hackett Group?
An IP-based management consultancy specializing in Enterprise Transformation. Areas of specialty include Procurement, Finance, IT, and HR improvement.

Why do I need them?
Experience and expertise in Source-to-Pay Transformation. Best practices are deployed by a seasoned and agile cadre of consultants to make your Coupa Implementation a success.

Who uses it?
Hackett has worked across numerous verticals with companies of all sizes: 100% of the Dow Jones, 87% of the Fortune 100, and 88% of the Dow Jones Global Titans. Coupa Implementations can also be referenced by countless satisfied clients.

How do they benefit?
CPOs and CIOs benefit because our practitioners rely on fact-based success metrics and proven best practices, which decrease time to value, yielding a stronger ROI on these important investments.

The Hackett Group

Transform your procurement with The Hackett Group

The Hackett Group is a global leader in operations improvement strategies, implementation know-how, and G&A agility. Hackett brings a broad array of integrated, business improvement capabilities to help your organization drive solutions - and improve both efficiency and effectiveness – including procurement transformation and technology implementations.

Bring on a supportive partner

The Hackett Group can work with you to drive transformation improvements, organizational effectiveness, and help align your organization on best practices for your procurement lifecycle.

snapLogic | coupa | The Hackett Group

The Hackett Group

- Broad ERP development experience
- Depth in ancillary systems (HR, Manufacturing, Tax, etc.)

Enterprise Data Sources

ERPs

SAP   ORACLE NETSUITE

Microsoft

workday.

HR/Users

Budgets

Work Order

Tax Validation

- Certified and Experienced Snap Developers
- Best Practice Data Mapping for eProcuremet

snapLogic

- Cloud middle-ware
- Pre-build pipelines
- Broad application
- Easy to use interface

- Premier Coupa Partner
- Hackett Implementation Playbooks
- Configuration Expertise
- Procurement Transformation Professionals
- Extensive Change Management Background

coupa

- Intuitive User Interface and Experience
- Versatile configuration
- Broad supplier enablement and adoption
- Advanced Spend Assessments and Savings Realization

Trust the procurement transformation experts!

Coupa, SnapLogic and The Hackett Group are bringing you a holistic approach for integrating Coupa to SAP and a variety of applications.

Be intentional in your design

- Agile cloud platforms and implementation
- Faster time to value
- Procurement Transformation Expertise
- Enterprise wide application across diverse systems and data connectivity
- Broad adoptions for both end users and suppliers
- Proven Best Practices

snapLogic | coupa | The Hackett Group

The Hackett Group

Hackett's dedicated Coupa implementation practice

As a long-term, trusted, and Premier Coupa Implementation Partner, The Hackett Group's professional services team will provide the level of support, guidance, and expertise you need to achieve your goals.

Hackett's SnapLogic integration approach

Hackett has deep expertise in using SnapLogic to quickly develop integrations between SAP, Coupa and sub-systems:

Hackett deploys a partnership model with Coupa, SnapLogic, and you, to ensure a rapid application of best practices to pre-built integration logic and to support a smooth knowledge transfer so your transformation is sustainable and supported within your organization.

snapLogic® | coupa | The Hackett Group

Clearway Energy

SAP

CONCUR

coupa

Fast-to-implement migration from SAP to Coupa P2P

A next-generation Green Energy company covering Solar, and Wind Turbine energy access 40 locations in the USA

$1B
revenue

600
employees

1,500
Wind turbines in N. America

Needed a no-code, fast to implement integration platform

30
Days to deployment

75%
Increase in productivity

Self service
Beat MuleSoft and Informatica by proving the self-service, citizen integrator approach

Hybrid
Required on-premise connectivity plus Cloudeplxes

Migration
Completed in days

snapLogic | **coupa** | The Hackett Group

JDBC

REST

salesforce

workday

workfront

Microsoft Azure

Microsoft Dynamics

ORACLE

servicenow

coupa

CONCUR

Modern consolidation of CRM Please 2 – Expense / Procurement Management

Driving efficiency via transformation

A large multinational media and digital marketing communications company that specializes in digital creative execution

$9B
revenue

45K
employees

145
Presence in countries

Needed a standardized method to unify multiple instances of Salesforce

Many other applications needed an input and a feed from their CRM to drive analytics

Successfully consolidated their SFDC instance into Workfront within 8 months

Self service
Allowed for more users within DAN's many subsidiaries to run with SnapLogic

Low overhead
Utilized the Cloudplex model to reduce IT infrastructure overhead

Migration
Migrated old many other older middleware solutions into a central point

snapLogic | coupa | The Hackett Group

Get started today

Transform your procurement lifecycle with Coupa, SnapLogic, and The Hackett Group to automate data and system integrations with SAP ERP and experience the speed, agility, and efficiency of the cloud in your procurement process.

Customize your Coupa and SnapLogic free trial today.

SnapLogic provides the #1 intelligent integration platform. The company's AI-powered workflows and self-service integration capabilities make it fast and easy for organizations to manage all their application integration, data integration, and data engineering projects on a single, scalable platform. Hundreds of Global 2000 customers – including Adobe, AstraZeneca, Box, Emirates, GameStop, and Wendy's – rely on SnapLogic to automate business processes, accelerate analytics, and drive digital transformation. Learn more at snaplogic.com.

snapLogic®