

Coupa e-Procurement

A Disruptive, Fresh Approach That Delivers Results

e-Procurement software isn't new. In fact, e-Procurement software has been around for nearly two decades. It just never delivered on its promise...until now! Most e-Procurement initiatives fail for one of three reasons:

1. **Low adoption = Low returns:** The software lacks usability, so adoption in the user community never reaches the critical mass that the procurement and finance organizations need to increase spend under management to desired levels.
2. **Pricing:** The software prices out all but the largest companies.
3. **Hard to implement:** Riddled with cost over-runs and delays.

Coupa's mission is simple: to empower organizations to spend smarter and save money through innovative, easy to use, rapidly deployed and cost-effective cloud based e-Procurement solution.

Coupa represents a paradigm shift in the way e-Procurement software is designed and delivered. Fundamentally, this is what differentiates Coupa from Competitors.

Why Coupa?

Immediate Return on Investment

Coupa customers realize benefits in three ways: they spend less, they pay less and they are more efficient. On average, customers reduce maverick spending by 33%, increase savings from preferred suppliers by 10%, and lower average procure to pay costs by 25%. Because Coupa solution deploys very quickly, the ROI is realized in weeks versus years.

Robust e-Procurement Platform

Coupa's e-Procurement platform's capabilities span the entire procurement lifecycle, from employee requisitions and Request for Quotes (RFQ) for goods or subcontractor services, through approval workflow, catalog and contract pricing, purchase order automation, receipt, inventory and asset tracking, invoicing, and delivery.

Top 5 Benefits

1. Reduce maverick spending by ~33%
2. Increase in savings from preferred suppliers ~10%
3. Lower procure to pay costs by ~25%
4. Reduce time to get goods by ~30%
5. Reduce time spent on purchasing / auditing by ~20%



Greg Tennyson
Chief Procurement
Officer



“At Salesforce I can look to and implement best-in-class solutions, which is where we landed with Coupa.”

Top 10 Features

1. Google-like experience for searching items and PO generation
2. Configurable business rules, workflows and fields
3. Advanced, automated invoice matching
4. Spend, budget, and supplier executive dashboards
5. Market benchmarking across KPIs
6. Real-time spend and budget alerts
7. Global currencies and exchange rates support
8. Role-based access control
9. Customizable URL for your company
10. Seamless integration with ERP

Unmatched Usability

Coupa presents its unique e-Procurement functionality by embracing the latest in intuitive and familiar user-interface paradigms. Specifically, Coupa Software brings the familiar Google-like ‘search bar’ and Amazon.com-like ‘shopping cart’ user interfaces to its e-Procurement solution. This approach minimizes, even eliminates, the training needed for employees distributed across locations.

Innovation

Coupa offers a number of innovations that competitor simply cannot match. For example, Coupa enables you to be proactive with tools such as presenting commodity specific procurement policies to users at the time of creating a requisition, budget support, instant benchmarking against peers / market, and mobility support.

Ease of Integration With ERP

Coupa is the perfect e-Procurement extension to your ERP. It offers seamless integration with all ERP and accounting systems from Oracle and SAP to Microsoft, Lawson, and QuickBooks. In addition, you can choose from a range of integration options - simple csv file support to sophisticated web services.

Multi-Tenant Architecture and Pure Software as a Service Deployment Approach

Leveraging Coupa’s capabilities in a Software-as-a-Service model, Coupa customers are able to appreciate the solution’s extensive business value without significant initial implementation or infrastructure costs. The application is maintained via business-user friendly administration functions to significantly limit the burden on IT staff. Additionally, the multi-tenant architecture enables Coupa to collect unique market benchmarks and analytics, providing proactive spend analysis and management visibility.

Rapid Deployment via Coupa’s “White Glove” Fixed-Fee Implementation Service

Coupa Software’s average customers “go live” in weeks – not months or years – as a result of the Coupa Quick Start program. Due to Coupa’s easy configuration and standard best practices, and by leveraging Coupa’s robust integration capabilities, customers are able to immediately experience time and cost savings. Coupa implementation services are provided on a fixed fee basis as part of the subscription so there are no hidden costs and no surprises.