

CELLERANT THERAPEUTICS

**COUPA HELPS BIOTECH STARTUP GROW
PURCHASING, NOT HEAD COUNT**

	CUSTOMER Cellerant Therapeutics
	LOCATION San Carlos, CA
	INDUSTRY Biotechnology & Pharmaceuticals
	COMPANY SIZE 1-1,000

Cellerant Therapeutics is a young biotech company that is focused on developing human stem cell and antibody therapies for oncology applications and blood-related disorders.

“SINCE WE’VE IMPLEMENTED COUPA, WE’VE DOUBLED THE AMOUNT OF TRANSACTIONS, AND WE HAVE NOT ADDED ANOTHER HEAD COUNT. THAT’S A HUGE BUSINESS IMPACT. ”

SEANGIVENS, VP, GOVERNMENT OPERATIONS AND CONTROLLER



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THERAPEUTICS**

Coupa: What was life at Cellerant like before Coupa?

Sean: Before we implemented Coupa, we were using an internal, kind of web-based procurement software. The biggest limiting factor with it was that there was lack of visibility in the approval process.

Coupa: What drove your decision to get Coupa?

Sean: So the reason I selected Coupa was, number one, the ease of implementation. Instead of having to build the system internally and spend all that time and training to bring that system up, we were able to implement it much faster.

Coupa: Was it as easy to use as promised?

Sean: I would say Coupa's ease of use is awesome. The time to market using Coupa cloud is huge. It was so much faster than to do a build onsite version.

The team that helped us with the implementation was first-class. They were there on the phone, email. Support was always accessible.

With Coupa, the best part was it was so easy to use, and getting our users to actually use it is key, because if you put your money into an expenditure like this, you want the users to use it. Coupa provides the easiest interface you can possibly imagine on a purchasing software. Just go on like you're shopping for anything and away you go. It's a snap.

"Since we've implemented Coupa versus last year, we've doubled the amount of transactions, and we have not added another head count."

**SEAN GIVENS.
CELLERANT THERAPEUTICS**

And Coupa's mobile ability was probably the number two reason why I selected Coupa as the solution. We travel all the time. So having the ability to do an approval in real-time is huge.

Coupa: How else has Coupa benefitted Cellerant?

Sean: One of the great things with Coupa is that they have metrics. So when we did our last board meeting, I went through and looked at the metrics of how many purchase orders had been done year-over-year. Since we've implemented Coupa versus last year, we've doubled the amount of transactions, and we have not added another head count. To me, that's a huge impact just on the fact that we can do that kind of transactions without adding people. It's a huge business impact. I would definitely suggest people use Coupa.