COUPA EXPENSES

coupa

STAPLES®

"We bought coupa expenses along with other coupa solutions. We now have more than 17,000 active users on coupa expenses, which was implemented early on and helped pave the way for implementation of other modules. Coupa continues to make life easy for our employees, and my teams get to see all our corporate spend in one place. It's a win-win."

— **Michael Jacobs, Chief Procurement**

QUICK INSIGHTS

Industry: Retail
Revenue: $20B
Geography: US, Global
Employees: 70,000

Expenses Users (2016)
17,000 and counting

Solutions
Expenses & Source-to-Pay

Why Coupa
Staples purchased Coupa Expenses with S2P as part of an initiative to automate spend management and increase visibility

Key Challenge
Multinational organization with locations and clients spread across 25 countries on five continents

Coupa at Staples
- 17,000 users on Coupa Expenses
- Coupa's continued innovations in Expenses, such as voice recognition, save employees time
- With pre-approved, post-approved, and recurring spend in one place, Staples has the insights on hand to make better spend decisions

OVERVIEW

Headquartered outside Boston and operating in 25 countries, Staples is the world's largest office products company and second largest internet retailer. For 30 years, Staples has served the needs of business customers and its vision is to provide every product that businesses need to succeed.

BEFORE COUPA

Staples used a legacy Expenses system that led to manual processes and created extra work for both employees and Finance teams across the organization. Staples needed an intelligent expense management solution to manage its global T&E spend, and selected Coupa Expenses after a rigorous process to select an end-to-end Source-to-Pay and Expenses solution.

WITH COUPA

Staples bought Coupa Expenses with Coupa Sourcing, Procurement and Invoicing in order to get all its spend in one place. According to Mike Jacobs, Chief Procurement Officer at Staples, "through Coupa Expenses, we have gained improved audit functionality of our expenses, while giving associates a tool that is flexible and easy to use. Moreover, Coupa Expenses is so user-friendly and intuitive that the training was a snap."

INTELLIGENCE

Mike comments, "Coupa Expenses is so user-friendly, whether on a computer or on a mobile device, and it saves us a lot of time. Their rate of innovation is second to none – we recently started using their voice-activated expensing feature, and it feels magical. It's really cool."

COMPLETE VISIBILITY

With Coupa's single unified platform, Staples can manage and control all its spend in one place. Mike remarks, "With Coupa, you can see who's spending when, where, and on what. With PO, invoiced, and expensed spend in the same place, we have real-time visibility at Staples, which means we can make better spend decisions."

THE RESULTS

Staples now has more than 17,000 users on Coupa Expenses.
Mike says, "Coupa Expenses has helped our users to save valuable time and paved the way to a successful rollout of the rest of the Coupa suite. We deeply appreciate our transparent, results-focused partnership with Coupa."