



CooperStandard

Leading Auto Manufacturer Turbocharges Procurement with Coupa

Cooper Standard achieves 100% user adoption and saves 75% on p-card spend

Industry Manufacturing

Employees 32,000

Revenue \$3.6B

Geography Global

Challenges

- Lack of visibility
- Enforcing global compliance
- Highly manual processes

Solutions

- Coupa Procurement
- Coupa Invoicing
- Coupa Contracts

Results

- **100%** user adoption
- **80%** touchless invoicing
- **75%** reduction in p-card spend
- **12%** savings in MRO

Key Objectives

- Spend visibility
- Process efficiency
- Digitize procurement
- User adoption
- Spend control
- Seamless ERP integration

Auto Manufacturer Shifts Gears to Digitize Procurement

Cooper Standard manufactures car brake systems, sealing systems, and more, and the company aims to be one of the largest 30 Tier 1 auto suppliers and in the top 5% of peers for return on invested capital.

With operations in 20 countries, Cooper Standard had 24 indirect procurement systems, no single catalog, and zero visibility into spend until it was time for invoicing. They needed a comprehensive, digital Procure-to-Pay process to drive sustained excellence and deliver superior products for their auto-maker customers.

Cooper Standard Speeds Ahead with Coupa for BSM

Cooper Standard selected Coupa for Business Spend Management (BSM) due to its lack of supplier fees, end-to-end process enablement, and ease of use for employees, IT staff, and suppliers alike.

Cooper Standard found that not only could Coupa help them reach "Top 30/Top 5" status, Coupa's ease of use could also help solidify their standing as a customer of choice with their supply base.

Cooper Standard Accelerates Innovation with Coupa for BSM

Coupa Platform Goes Live in Just 6 Months

In 6 months, Coupa's BSM platform was live for Cooper Standard. "We implemented [Coupa's platform] across North America and...it delivered everything we expected and more," reports Sue Kampe, SVP, Chief Information Officer.

Seamless Integration into Existing Systems and 100% User Adoption

The Coupa platform's ease of use for both IT and business users was apparent as it connected seamlessly with Cooper Standard's existing ERP and Workday systems and resulted in 100% user adoption.

With Coupa, Cooper Standard Achieves 80% Touchless Invoicing

Before introducing Coupa, a quarter of Cooper Standard's 20,000 invoices were 100% manual, with no PO. With Coupa's platform, 80% of their invoices are touchless.

Cooper Standard Realizes Significant Savings with Coupa for BSM

Cooper Standard has seen a 75% reduction in p-card spend and is now saving 12% on maintenance, repair, and operations costs. These savings are reinvested in the business to continue to drive them toward world-class.



“ With Coupa, you get speed. You're able to run reports quickly. Within minutes, you can determine your spend by commodity, by supplier, by location. ”

— Steven De Luca,
Director of
Indirect Purchasing

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Coupa Software (NASDAQ:COUP) is the cloud platform for business spend management. With \$570B of spend under management, Coupa serves companies of all sizes with the only comprehensive, open, user-centric, prescriptive and accelerated platform for spend management. Coupa's platform offers solutions for source-to-contract, procure-to-pay, expense management, supplier management, risk management and spend analysis. For more information, visit [Coupa.com](https://coupa.com).