



Industry Life Sciences

Geographies U.S, U.K.

Employees 435

Revenue \$507.7M

Challenges

- Scaling for growth
- Regulatory compliance
- Global digitization
- Process simplification

Solution

- Coupa Procurement
- Coupa Contracts
- Coupa Invoicing

Results

- 250% increase in invoices processed/year
- Compliant P2P process
- 1,000 POs per month

Scaling a Global Pharmaceutical Business with Coupa

Public pharma firm accelerates growth with digital P2P

Key Objectives

- Global scaling
- Regulatory compliance
- Paperless processes
- Operational efficiency
- Spend visibility
- AP & Purchasing Management

Public Pharma Company Outgrows Paper P2P

Ionis Pharmaceuticals is a global, public company that creates and develops pharmaceutical therapies. Despite recent growth, centralized, manual, and paper-intensive Procure-to-Pay processes burdened the small Finance team and hindered progress.

Industry regulations demanded strict compliance and global expansion necessitated digitization. But resources were limited (and fixed). The team needed a better solution to manage their business spend on a global scale across the entire P2P lifecycle.

Transforming Business Spend Management with Coupa

Ionis Pharmaceuticals chose Coupa to digitize their Business Spend Management (BSM) processes. The platform brought an intuitive and seamless user experience, global scalability, and a comprehensive suite of capabilities with built-in compliance features.

With Coupa, the same teams now manage spend with agility and efficiency. "Coupa helps us deliver on our vision of dreaming big while staying small," says Richard Crook, Director of Applications Development.

Ionis Pharmaceuticals Scales Up with Coupa for BSM

Paperless Purchasing & AP Drive Huge Efficiency Gains

Without adding headcount to their 1-person Purchasing and AP teams, Ionis Pharmaceuticals saw a significant increase in operational efficiency. The number of invoices and requisitions processed doubled, rising to 30,000 invoices and 13,000 requisitions handled per year.

Going Global: Expanding into New Geographies

Coupa's agile, comprehensive BSM platform bolstered the pharmaceutical organization's accelerating pace of business. I.T., Finance, and Research teams all benefited from the aggregation and accessibility of business spend processes in the cloud.

Complete Audit Compliance Achieved

As a public biopharmaceutical company, Ionis needed to adhere to strict audit and compliance regulations. "Coupa allowed a strong internal control environment, yet transparency for auditors," said Darren Gonzales, Vice President of Finance.

Coupa Delivers Accelerated Time to Value

A major driver for the teams at Ionis Pharmaceuticals was doing business faster. With Coupa's intuitive and configurable BSM platform, time to value was almost immediate.



“Time to value was immediate. If someone asked me about Coupa for BSM, I'd say it's a no-brainer.”



— Isaac Ballesteros,
Assistant Director of
Accounting

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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://www.coupa.com).