

# NEC

## European Technology Provider Achieves Compliance

€2M saved in 12 months, across 10 European countries

### Industry Technology

**Geographies** Europe

**Employees** 1,200+

### Challenges

- Offices in 30 countries
- Global Compliance
- Limited spend visibility
- Supplier management

### Solution

- Coupa Invoicing
- Coupa Contracts
- Coupa Procurement
- Coupa Analytics

### Results

- €2M saved in 12 months
- €2.5M/month managed via Coupa BSM platform
- 2x faster requisition approvals (after only 6 months!)
- 110+ trained users in 4 months

### Key Objectives

- Spend visibility & control
- Operational efficiency
- Built-in global compliance
- Ease of use
- Supplier management
- Digital transformation

### Distributed Offices Necessitate Spend Visibility

NEC Europe is the regional subsidiary of the NEC Corporation, a large public company that develops and provides innovative IT products and services to governments, companies, and people.

With offices in 30 countries, global compliance was critical for NEC Europe. Visibility and control of their business spend was also difficult. Company leaders, especially in Procurement, didn't have an efficient way to see where money was going. At over 1,000 employees and counting, the organization needed to make better, faster decisions.

### NEC Europe Selects Coupa to Manage Spend

The first priority for the NEC Europe team was gaining spend visibility and compliance. They needed business spend management (BSM) processes that were efficient and easy for both employees and suppliers.

NEC Europe chose to partner with Coupa to manage the millions of euros (and other currencies) of monthly spend. Coupa's BSM platform provided a "one stop shop" for the company's leaders to easily generate spend reports, comply with diverse regulations, and identify areas to save.

## NEC Europe Gains Visibility, Control, and Compliance with Coupa for BSM

### Total Compliance for Multiple Currencies and Tax Codes

The Coupa platform's built-in compliance standards, automatically configured for each country's currency and tax code, took a load off the Procurement team and allowed them to focus on higher-value tasks.

### 110+ Trained Users Throughout 10 Countries

Coupa superusers in NEC Europe promote usage of the BSM platform through training. In just 4 months, 110+ employees have been fully trained to use Coupa's intuitive solution.

### €2M Savings Elevate Procurement Team to Strategic "Front Office"

With Coupa's BSM platform, NEC Europe saved €2 million in just a year through better spend management. The Procurement team now adds even more value in strategic decisions with the new processes.

### Purchase Requisitions Approved Twice as Fast

After just 6 months with Coupa for BSM, purchase requisitions approval times had reduced by 50%, making it easier to do business faster. Suppliers were happier, too, because they got paid sooner.

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“Our ability to transform rapidly has increased significantly using Coupa.”



– Mike van Gerven,  
Chief Procurement  
Officer

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