

GRASS VALLEY, INC.

AT GRASS VALLEY, UPGRADING TO COUPA'S CLOUD
AIDS INTEGRATION WITH SAP



	CUSTOMER Grass Valley, Inc.
	LOCATION Hillsboro, OR
	INDUSTRY Media & Entertainment
	COMPANY SIZE 1,001 - 5,000

Grass Valley, Inc. designs and produces video equipment. The company offers broadcast products, such as cameras/camcorders, switchers/effects, digital news production, servers/media storage, IVDRs, IDDRs, routers and controls, master controls, modular products, production control, C2MD, and integrated production products. Additionally, it offers hardware and software products for creating, storing, manipulating, and distributing video content.



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DIXIE ROCK, IT MANAGER

Coupa: You’ve implemented Coupa’s procurement software for Grass Valley. How is that working out for you?

Dixie: It’s working well for us. We use it for two divisions of the company that do the bulk of the non-production purchasing. For production-related purchase management, we use SAP.

Coupa: How did you come to choose Coupa?

Dixie: We were being sold by a previous owner (Technicolor), and had been using a different procurement package. We had a rather aggressive time frame to find a new tool and ended up choosing Coupa. We’ve been pleased with it. So much so that I’ve recommended it to others.

Coupa: What was that like, going from one system to another?

Dixie: It was a lot of work. We were on our own SAP instance, so that moved forward with us. Thankfully, we didn’t have to change our ERP system. We did have to change the procurement piece and develop interfaces to SAP. Coupa has experience interfacing to SAP, so it was relatively painless. Subsequently, it’s been pretty easy to train users who are new to Coupa.

Coupa: How easy was it for your employees to switch to Coupa?

Dixie: We had very little issue with people finding it hard to use. It’s been pretty straightforward. We’ve developed punch-outs with our office supplies vendors. That simplified the process.