

SUTRO BIOPHARMA

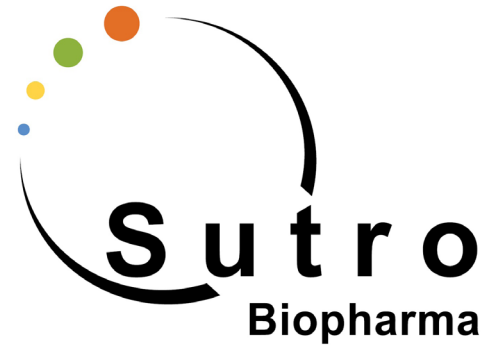
CLOUD PROCUREMENT SOLUTION HELPS KEEP
BIOTECH START-UP FOCUSED ON SCIENCE

	CUSTOMER Sutro Biopharma
	LOCATION San Francisco, CA
	INDUSTRY Biotechnology & Pharmaceuticals
	COMPANY SIZE 1-1,000

One of the best perks of working with some of the most visionary companies in the world is having access to the thinkers behind them. We sat down with Sutro Biopharma CFO Jay Shukert and Controller Sheri Haynes and got their thoughts on what made Coupa the choice for them.

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JAY SHUKERT, CFO



Coupa: What was your procurement process like before you implemented Coupa?

Jay: Before Coupa, we were a traditional paper-based procurement shop.

Sheri: I think our biggest pain point was just inefficiency in the purchasing process, from manual spreadsheets.

Jay: You’re forever chasing around purchase orders that have been lost, invoices that you can’t match up with any other paperwork. And so it was very time-consuming for our staff.

Coupa: Why did you choose a cloud-based system?

Jay: We wanted a cloud-based system. We didn’t want to put any additional burden on the IT staff.

Sheri: But most importantly for us, it was the ease of implementation, cost, and adoption. You can put in all the process and system in the world, but if you don’t have adoption of the process, you spend some money just to go back to an old broken process. And so you’re right back where you started.

Coupa: What are some of the benefits you’ve experienced using Coupa?

Jay: We saw an immediate time savings. One of the main advantages was that we were very quickly able to get the full product catalogs of several of our key suppliers immediately active.

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**SHERI HAYNES,
SUTRO BIOPHARMA**

Sheri: The scientists, when they put purchase orders into Coupa, its very easy for them to use. And that, for them, means that they spend more time doing science, as opposed to chasing around purchase orders. And that's exactly where we need to be as a company. And Coupa has been great in that respect for us. More often than not, the response I get from employees is, they're like, boy, this is easy.

Jay: For finance, we're able to manage a level of transactions that has now grown four to five times what it was a couple of years ago without any increase in staff or time of our people. I think it's fair to say that we achieved a trifecta that's rare. We got it better, faster, and cheaper. It's allowed us to do things more efficiently. We do things faster. We do things better. And there's still nothing else out there, in terms of procurement software, that we think is going to be a better fit for us than Coupa.

Sheri: Coupa's making us look good.

