



AP AUTOMATION FOR GROWING COMPANIES



Growing companies often struggle to keep up with rapid expansion in invoices and suppliers. AP teams can become overwhelmed in a sea of paper, while suppliers are left feeling frustrated. Whether you are preparing for an IPO or are simply a mid-sized business experiencing rapid growth, compliance, visibility and process efficiencies are key to your success.

Coupa's industry-leading, cloud-based spend management solutions help businesses transform their AP invoicing processes to realize significant savings that directly impact the bottom line while improving governance and compliance. You can drive adoption across all of your employees and suppliers, and capture all spend-related transactions in one place that's available anytime, anywhere from any device. The Coupa Invoicing solution can be rolled out in as little as 6 weeks.

Suppliers and the Open Business Network™

Collaboration and engagement between buyers and suppliers determine success in today's environment. Coupa's Open Business Network™ lets suppliers get started in minutes, gives real-time visibility into transaction status, and generally transforms the way suppliers do business with you. You can eliminate paper altogether because your suppliers will be motivated to switch from sending paper invoices to using one of several options for submitting invoices electronically.

AP Process Automation

Invoicing is expensive and error-prone, especially in an environment dominated by paper and PDFs. With Coupa, you can automate all the steps from invoice capture, matching, and exceptions — to approvals and accruals. The entire process is electronic for 100% accuracy. E-Invoicing lets you get rid of paper and create a "touchless" invoice process, even for non-PO invoices.

Eliminate paper to drive savings
with an open platform.



COUPA PROVIDES MULTIPLE WAYS TO INVOICE ENABLING
ALL SUPPLIERS TO INVOICE ELECTRONICALLY

PREFERRED

ALL OTHER
SUPPLIERS

KEY FEATURES

- ▶ Consumer-Like User Experience for Low to No Training
- ▶ 2- and 3-Way Matching for Touchless Invoicing
- ▶ PO and Non-PO Backed Invoice Processing
- ▶ Several Options for All Suppliers to Invoice Electronically According to their Needs
- ▶ Streamlined Electronic Invoicing with Low to No Supplier Enablement and No Supplier Fees
- ▶ Supplier Email Transactions—no Registration Required—with Supplier Actionable Notifications
- ▶ Real-Time Invoice Status Alerts To Reduce Vendor Inquiries
- ▶ Reporting, Tolerances, and Exception Management
- ▶ Business-Owned Configurability for Continuous Improvement
- ▶ Country-Specific Content, Electronic Signatures, and Audit Readiness for E-Invoicing and VAT Compliance



"We've opened, on average, 20 stores per year. And Coupa has allowed us to support our stores with less people in the back office than we had three years ago."

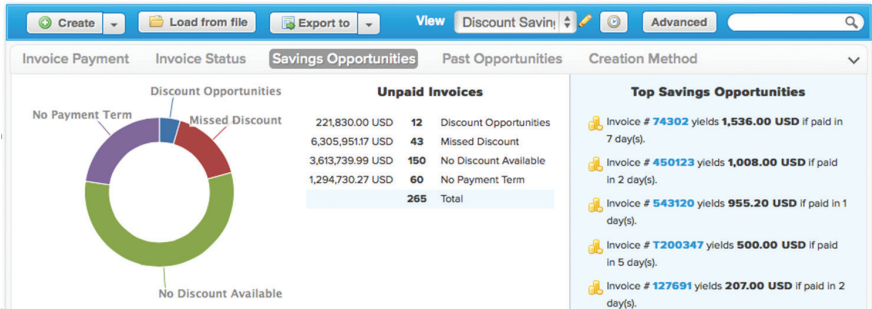
CLIFF GOTT
DIRECTOR OF NON-MERCHANDISE PURCHASING
THE FRESH MARKET

Reporting Coupa helps you radically improve governance and compliance with built-in controls, audibility, and robust reporting capabilities. With out-of-the-box AP reports and the ability for users to create their own reports independent of IT, you'll get the visibility you need to manage AP efficiently and record accruals promptly.

Discount Management

You'll be able to process both pre-negotiated and dynamic discounts with ease. Coupa automatically prioritizes invoices based on the discount opportunity to help your AP function look at invoices strategically instead of simply processing all invoices in a first-in, first-out model.

Invoices



Global Compliance

Partnering with TrustWeaver, Coupa provides country-specific invoicing with full VAT compliance that meets all legal and documentation requirements for e-invoicing success.

Full Mobility

Business today is on the go, and Coupa is on the go with you—on everything from mobile phones to tablets to wearable support. Coupa has your employees covered and your business moving at the speed of light.

SUITE BENEFITS

- ▶ Optimize All Of Your Spend With Complete Visibility And Control Across Procurement, Invoicing, and Expenses
- ▶ Provide A One-Stop-Shop For Employees To Request What They Need To Do Their Jobs
- ▶ Easy To Learn For Employees and Suppliers (And No Supplier Fees) Ensure Adoption By All
- ▶ Consistent User Experience Lets Employees Learn It Once And Apply It Everywhere
- ▶ Workflows, Policies, Approvals, And Audit Trails Provide Complete Control
- ▶ Actionable Alerts Let Employees Take Immediate Action
- ▶ Actionable Notifications Let Approvers and Suppliers Take Action Directly From Email With No Need To Log In
- ▶ Intelligent and Predictive Capabilities Reduce Manual Work For Users
- ▶ Customers Benefits From The Participation Of Others With Benchmarking And Pre-Negotiated Contracts In Common Categories



Coupa Helps You Save in Other Ways

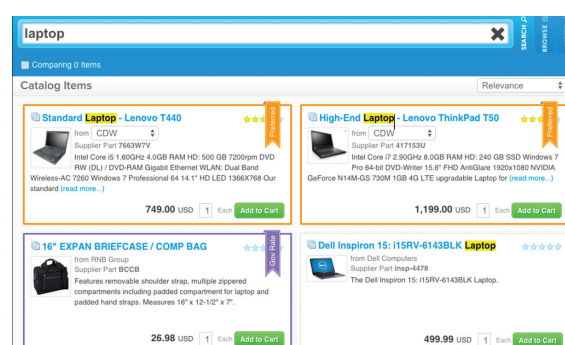
As your company looks beyond invoicing to reduce costs, Coupa is with you. Solutions for Expenses, Procurement, and more mean you can remove cost and enhance efficiency by decreasing your IT costs and technology footprint—and by operationalizing your pre-negotiated contracts.

Intelligent Expenses

Get more visibility and control from expense management with automation that's easy to use for travelers, approvers, and your AP team. Improve compliance by reminding travelers of policy and encouraging thrifty behavior in real time. A single unified end user experience means that users don't have to spend time coming up to speed.

Consumerized Procurement

A complete solution starts with a consumer ecommerce experience, from the point where an employee decides "I need" goods or services, through the entire purchasing process. That's what you get only with Coupa.



Real-time Budget Controls

Avoid budget nightmares by informing purchasers of budget impact at the time of purchase requisition. Budget owners get up-to-date lists of all transactions that impact budgets. Alerts help avoid surprises by letting the owner know when a budget is almost consumed.

Contract Management

Make your contracts come alive. Operationalize your negotiated contracts by enforcing any and all negotiated prices and terms at the time of requisition. Automatically track your spend and savings to contract, and receive alerts for critical commitment timelines and expirations.

Pre-negotiated Supplier Contracts

With Coupa Advantage, you benefit from pre-negotiated contracts and discounts that leverage the collective buying power of Coupa customers. You'll experience extraordinary savings.

Sourcing

Coupa's self-service sourcing solution makes it easy for others in procurement to host and actively participate in eBay-like jousting between suppliers competing for your business. Negotiate more efficiently and import information from the winning bid right into Coupa Procurement to start realizing savings immediately.

Savings-as-a-Service

Only Coupa provides a transformational Savings-as-a-Service platform that is easily configurable for your constantly evolving business needs. With Coupa, you can leapfrog your competition and maximize savings with an amazing experience that drives 100% adoption for all your employees and suppliers.

[LEARN MORE](#)