



# COUPA PROCUREMENT

Coupa's industry-leading, cloud-based Procurement platform helps businesses improve indirect spend visibility, make better purchasing decisions, and realize savings that directly impact the bottom line.

You can drive adoption across all employees and suppliers, and capture all spend-related transactions in one place that's available anytime, anywhere from any device.

### Why Use the Coupa Procurement Solution?

Whether you're a smaller high-growth company or a large global organization, Coupa Procurement gives you everything you need to manage 100% of your spend and maximize savings.



### Easy User Experience

Right from the point when an employee decides "I need" goods or services, through request and requisition, the entire purchase requisition process is straightforward and easy to use.

### Addressing Employee Needs

One-stop shopping is essential for everything employees need to do their jobs. Coupa's easy shopping experience lets them search and browse catalogs. But it doesn't end there. You can handle a wide variety of employee requests using Coupa's policies, forms, and workflow.

### Smarter Contracts

Make your contracts come alive. Coupa lets you operationalize your contracts to enforce negotiated prices and terms from the time of requisition. Automatically track your spend and savings against your contracts, and receive alerts when contracts will expire soon.

### KEY FEATURES

- ▶ Consumer-Like User Experience Requires Low to No Training
- ▶ Flexible Request and Approval Engine Provides a One-Stop-Shop for Employee Needs
- ▶ Incorporating Contracts Into Purchasing Drives Compliance
- ▶ Get Real-Time Visibility Into Budget Impact of Every Decision
- ▶ Approvals, Workflow, and History Give Control Over Spend
- ▶ Dashboards and Reports Provide Complete Visibility Into Spend
- ▶ Open Business Network Gives Suppliers Choice and Drives Adoption
- ▶ Pre-Negotiated Contracts With Coupa Advantage in Common Categories Deliver Day-One Savings
- ▶ Business-Owned Configurability Gives Agility To Continuously Optimize, Based on Your Needs



*"Coupa has saved us a little bit over \$7 per order. That's more than \$363,000 per year."*

**CLIFF GOTT**  
**DIRECTOR OF NON-MERCHANDISE PURCHASING**

**THE FRESH MARKET**

### Workflow and Approvals

Automatically route purchase requests to the appropriate approvers based on your business rules, using electronic workflow that is easily configured without support from IT. Approvers get all of the information they need to make an informed decision, and they can accept or reject from their mobile device of choice.

### Real-Time Budget Controls

Don't wait until budgets are in the red. Get rid of excuses for blown budgets by giving budget owners real-time insight into the budget impact and amount remaining each time they approve a purchase request. Get up-to-date lists of all transactions that impact your budget and alerts that let you know when you're reaching your budget limit.

### Suppliers

Collaboration and engagement between buyers and suppliers determines success in today's environment. Many organizations try to engage suppliers using rigid portals or forced networks. Coupa provides multiple options for engaging suppliers and ensuring success. Suppliers can receive and acknowledge POs from anywhere.

### Receiving

Receiving can be handled by a central receiving department or by your end users. End users can receive using the same system that they used to make the initial request, ensuring maximum adoption.

### Actionable Dashboards and Reporting

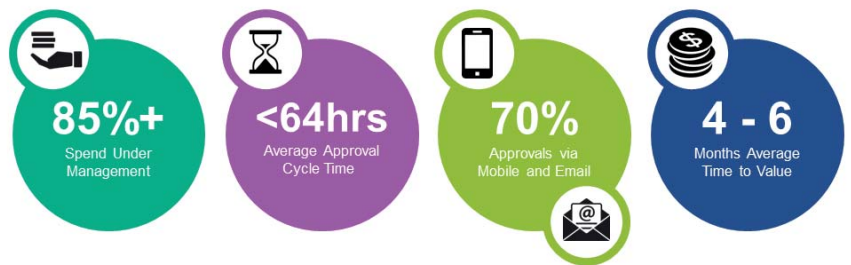
Coupa's actionable dashboards and reports allow you to monitor and analyze performance and quickly take action to adjust your spend. Benchmarks calculated across participating Coupa customers help you understand your operational metrics in context.

### Harness the Power of the Collective

With Coupa Advantage, you benefit from pre-negotiated contracts and discounts that leverage the collective buying power of Coupa customers.

### Speed Time-to-Value

Coupa customers have been able to deliver substantial bottom-line impact in just a few months. Companies can configure Coupa to support their needs and integrate with their ERP and other systems using standard methodologies. The software is easy for users and suppliers to pick up with minimal to no training. Entire projects can go from contract to roll-out in as little as six weeks.



## 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 for Their Work
- ▶ Easy To Learn for Employees and Suppliers (and No Supplier Fees)-- Ensures 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 Benefit From the Participation of Others With Benchmarking and Pre-Negotiated Contracts in Common Categories

## Coupa Helps You Save in Many Ways

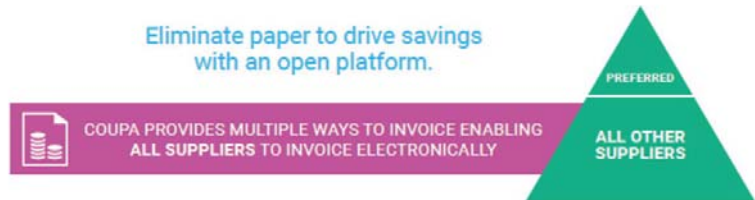
As your company looks beyond procurement, Coupa is with you. Solutions for invoicing, expenses, and more mean you can remove cost and enhance efficiency by decreasing your IT costs and technology footprint—and by operationalizing your pre-negotiated contracts.

### Integrated Inventory

Shatter the barriers to effective use of inventory by integrating on-hand inventory into the familiar request experience. Reduce redundant ordering while streamlining stock management and getting actionable insights on ways to optimize ordering and prevent stockouts.

### AP Automation

Get rid of paper and move to “touchless” invoice processing with flexibility for suppliers and automatic matching, tolerances, and approvals in AP. Letting suppliers choose how to submit invoices electronically maximizes adoption, from email based options for small suppliers to cXML integration for strategic suppliers. Touchless processing frees up time for your AP team to manage cash and pursue early payment discounts.



### Expenses Automation

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.

### Intelligent Sourcing

Coupa’s self-service sourcing solution makes it easy to host sourcing events featuring eBay-like jousting between suppliers competing for your business. Anyone in the company can run a spot-buy event, which extends sourcing beyond the procurement team. Results from the winning bid can be automatically moved into Coupa Procurement to start realizing savings immediately.

### Complete Spend Analytics

Coupa Analytics lets you see trends and savings opportunities from across all of your spend without having to design and maintain a BI solution from scratch. Users get actionable insights and the option to drill down to perform root cause analysis. You can rest assured that the data is accurate because it is fully integrated with the Coupa spend management suite. Users get the data that they need to understand process efficiency, eliminate bottlenecks, and unlock even more savings.

### 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.

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