



DRIVING EFFICIENCY WITH AP AUTOMATION



In today's economy, companies are looking to control costs in every part of their businesses. Manual work in accounts payable is a large source of cost that can be cut relatively quickly through automation. With AP Automation it's possible to reduce the cost of processing a single invoice by as much as \$10. For large companies that process thousands or even millions of invoices per year, this operational cost savings delivers substantial bottom-line impact. Coupa can help your AP function tighten its belt while gaining compliance, visibility, and process efficiency.

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 With 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



"In Accounts Payable, we've gone from 12 people to 14 people while tripling our volume. That's an efficiency gain of at least 250%."

BRYCE BERG
VP OF CORPORATE
ADMINISTRATION

MOLINA HEALTHCARE

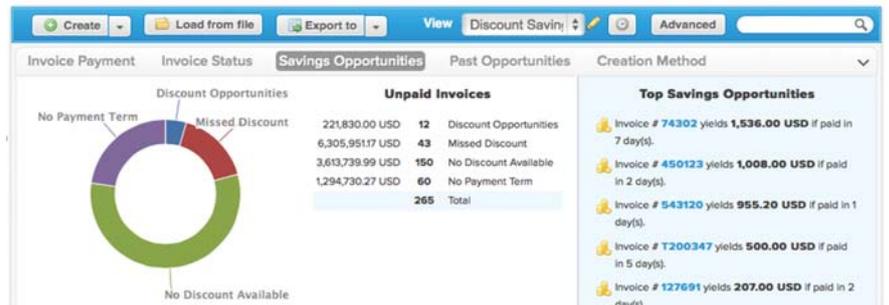
Reporting

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

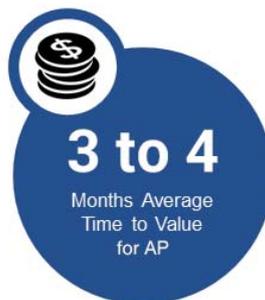
Partnering with TrustWeaver, Coupa provides country-specific invoicing with full VAT compliance that meets all legal and documentation requirements for e-invoicing success around the world.

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.

Minimal Time to Value

Growth companies can't undertake multi-year IT projects to solve their problems. They need to be able to deploy new solutions, integrate with other systems, and roll them out in just a few months. Companies can configure Coupa and integrate with ERP and other systems using standard methodologies. The software is easy for users and suppliers to pick up with minimal to no training. Experience shows that 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)-- 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 Benefit From the Participation of Others With Benchmarking and Pre-Negotiated Contracts in Common Categories

Coupa Helps You Save in Many Ways

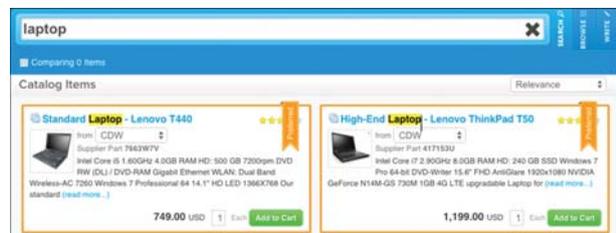
As your company grows and the amount of paper that your AP team receives dramatically increases, Coupa helps your finance team take things to the next level. Solutions for Expenses, Procurement, and more let you continue to grow your business without having to increase your IT costs and technology footprint.

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 e-commerce 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 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.

Savings-as-a-Service

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

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