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PROCURE-TO-PAY

Coupa's industry-leading, cloud-based Procure-to-Pay (P2P) solution helps businesses improve visibility into indirect spend, make better purchasing decisions, increase the efficiency of their AP processes, 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.

Coupa's P2P solution is focused on the success of your initiative and driven by your KPIs, metrics, and Coupa's benchmarks.

Why Use the Coupa Procure-to-Pay Solution?
Whether you're a smaller high-growth company or a large global organization, Coupa P2P gives you everything you need as a company to manage indirect 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.

Smarter Contracts
Make your contracts come alive. Enforce 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.

Real-Time Budget Controls
Don't wait until budgets are in the red. Inform 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.

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 and Invoicing Drives Compliance

▸ Get Real-Time Visibility into Budget Impact of Every Decision

▸ Approvals, Workflow, and History Give Control Over Spend

▸ Open Business Network and Invoice Status Alerts Give Suppliers Choice and Drive Adoption

▸ AP Automation Includes Matching, Tolerances, and Exception Management

▸ Deliver "Touchless" Invoice Processing

▸ Get Country-Specific Content, Electronic Signatures, and Audit Readiness for E-Invoicing and VAT Compliance

▸ Dashboards and Reports Provide Complete Visibility Into Spend

▸ 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

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> "We started seeing results almost immediately. Before Coupa, we had dollar visibility but no unit or item visibility. With Coupa, we had delivered line item level spend within 30-60 days. That visibility gives us better data, better reporting and allows us to make better decisions."

RONE LUCZYNSKI
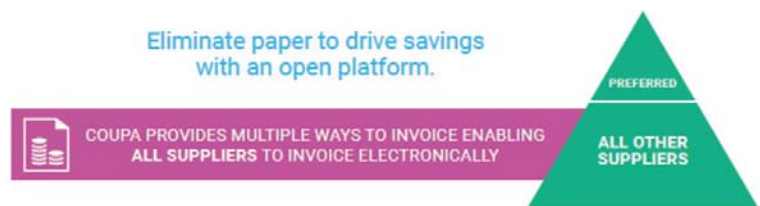**MANAGING DIRECTOR OF**
SUPPLY CHAIN MANAGEMENT

SERVICE CORPORATION
INTERNATIONAL

Suppliers and the Open Business Network

Collaboration and engagement between buyers and suppliers determines success in today's environment. Many organizations have tried to manage suppliers using rigid portals or forced networks. Coupa's Open Business Network provides multiple options for engaging suppliers and never charges supplier fees, to maximize your success.

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.

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

Global E-Invoice Compliance and Archiving

Partnering with TrustWeaver, Coupa E-invoice Compliance and Archiving provides country-specific invoicing compliance to meet VAT requirements for e-invoicing success.
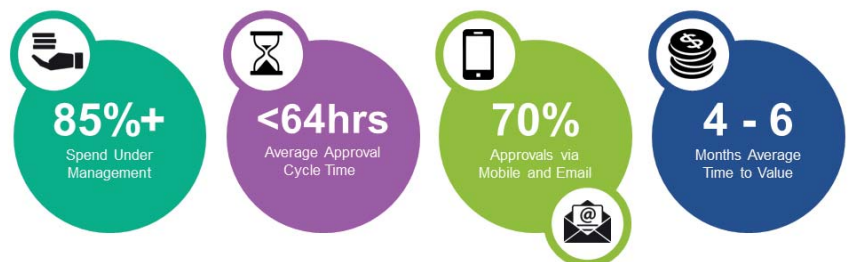
Actionable Dashboards and Reporting

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 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.

85%+ Spend Under Management

<64hrs Average Approval Cycle Time

70% Approvals via Mobile and Email

4 - 6 Months Average Time to Value

Coupa Software, Inc. | 1855 South Grant Street | San Mateo CA 94402 | United States | www.coupa.com

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 P2P to fully optimize all spend, Coupa is with you. Solutions for Expenses, Analytics, and more give you visibility and control over all spend while decreasing your IT costs and technology footprint. A single, unified end-user experience means that users don't have to spend time coming up to speed.
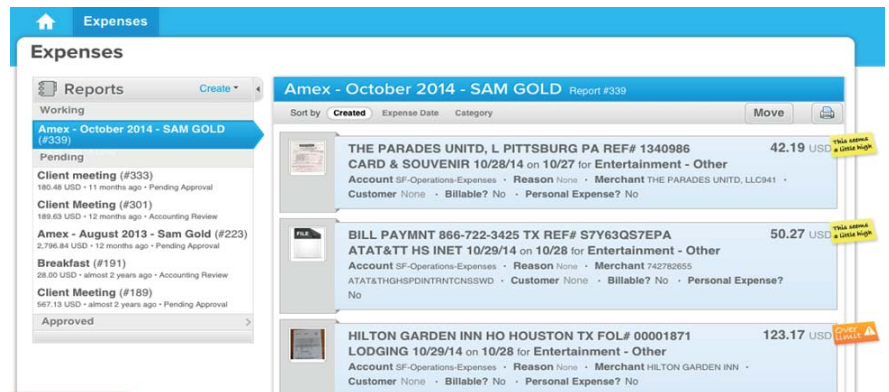
Intelligent Sourcing

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.

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.

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.

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 ability 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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