COUPA SOURCING

Sourcing teams often struggle to get the data they need to properly understand spend and identify opportunities. Cumbersome or overlapping Sourcing tools make it tough to engage effectively with suppliers and manage Sourcing events. With these obstacles and limited Sourcing resources, much of the "long tail" of spend goes unsourced. Even with categories that are properly sourced, category managers are often frustrated by off-contract spend that stifles the business impact of their efforts.

Sourcing does not have to be a slog through the swamp of shadowy spend and chaotic events. Coupa lets you optimize your limited Sourcing resources to reach further into spend and realize more business value from your Sourcing efforts.

Out of the Box Visibility into All Spend
You can give Sourcing pros the visibility they need into company spend and free them from having to manually compile purchasing, invoice, and expense data. With Coupa's integrated spend management suite, 100% of company spend is immediately accessible and reportable. Coupa even proactively notifies you of possible sourcing opportunities based on users' spending habits.

Easy-To-Manage Events
With Coupa, it's a breeze for Sourcing professionals to set up and manage events of all types including RFIs, RFPs, RFQs, and auctions. Coupa's template-based setup and intuitive user experience let teams invest their time in building relationships inside the business and understanding the market, rather than laboring through administrative tasks.

Real-Time Supplier Competition
You can watch the action live as suppliers compete in real time reverse auctions for your business. Each vetted supplier gets a chance to review the business to be awarded before the auction, so you can be sure that the winning bid represents a real opportunity for serious savings.

No Barriers to Supplier Participation
No-fee participation and an easy user experience maximize supplier participation in your events. Email invitations let suppliers review event details before they are asked to register.
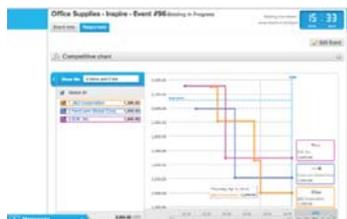
KEY FEATURES

▶ Reverse Auctions Let Suppliers Joust for your Business in Real Time

▶ Easily Manage RFIs, RFPs, and RFQs

▶ Automatic Alerts Flag Opportunities for Savings

▶ Contract About to Expire

▶ Large Purchase Requests

▶ Frequent Off-Contract Orders

▶ Easily Copy an Event or Create from a Template

▶ No Registration Required for Suppliers

▶ No Supplier Fees

▶ Live Chat with Suppliers

▶ Easy Bidding for Suppliers with Excel Download and Upload

▶ Automatic Event Extension to Capitalize on Active Bidding

▶ Savings Dashboard Summaries of Opportunities and Realized Savings

" On a particularly good auction we have achieved savings of 65% through Coupa sourcing. On average we're looking at between 25% and 35% in terms of savings."

AMBER RITSON
CHIEF PROCUREMENT OFFICER

COFELY UK - GDF SUEZ GROUP

Collaborate with Suppliers
Interact with your suppliers directly via live chat in the Sourcing Cockpit. Answering their questions in real time ensures that supplier participation is well-informed and fair.

Automatically Identify Sourcing Opportunities
Alerts identify potential sourcing opportunities, such as frequent off-contract orders and large purchase requests making their way through the approval process.

Source In-Flight Purchases
End users can identify in-flight purchase requisitions that represent sourcing opportunities and put them out to bid. Sourcing teams get email alerts on large or frequent purchase requests.
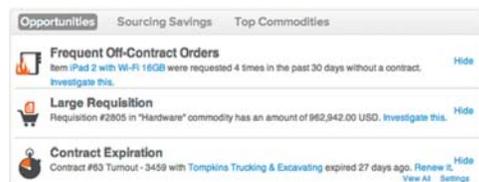
Cash in on Pre-Negotiated Supplier Contracts
With Coupa Advantage, you benefit from pre-negotiated contracts and discounts that leverage the collective buying power of Coupa customers.

Easy-to-Use Spot Buy Empowers End Users
With Coupa, end users can gather multiple supplier bids to execute spot buys without relying on the Sourcing team. Realize more savings while complying with multiple bid policies. And free up Sourcing teams to concentrate on strategic opportunities.

Quickly Capitalize on Sourcing Results
Automatically push newly awarded contracts from completed Sourcing events to catalogs, updating terms and adding new items. Start capitalizing on the benefits of new contracts immediately, even on in-flight spend.

Keep all Sourcing Info in One Place
Supplier collaboration, spend analysis, and Sourcing events with supplier responses are all maintained in a single repository. This way if someone leaves the team, the data doesn't leave with them.

Speed Time to Value
Fast-moving companies can't undertake multi-year IT projects to solve their problems. They need to be able to deploy new solutions, integrate them with other systems, and roll them out in just a few months. Companies can start using Coupa Sourcing immediately after purchase.

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