



BSM Bet Pays Off for Hospitality Leader

Now 100% PO-based invoicing for extremely diverse supplier network

Industry Hospitality/ Entertainment

Geographies Global

Employees 77,000

Revenue \$10.8B

Challenges

- Spend visibility
- Paper-based processes
- Global locations
- Supplier Management

Solution

- Coupa Procurement
- Coupa Invoicing
- Coupa Contracts
- Supplier Information Portal
- Single Sign On

Results

- 100% PO-based invoicing from 30%
- 90% e-invoicing from 0%
- \$2.4M saved

Key Objectives

- Supplier management
- Scaling for growth
- Process digitization
- Process efficiency
- Spend visibility
- Global compliance

Upping the Ante on Spend Visibility and Control

MGM Resorts International is global public company specializing in hospitality and entertainment, procuring everything from linens to dolphin medicine to \$4.5 billion worth of wires. The organization manages over \$7 billion in spend each year, but had limited visibility into the end-to-end process of procurement and payment.

With several mega-resorts around the world, operational efficiency and better business spend management (BSM) practices became table stakes for the MGM team.

The House Wins Using Better BSM Processes

MGM Resorts International wanted a “one stop shop” to manage all procure and pay processes.

They chose Coupa’s integrated, intuitive BSM platform to make spend visibility and control easy. They needed a solution to grow with the business, quickly scaling to include new locations or exciting guest experiences.

Global Supplier Management Capabilities “Wow” at MGM Resorts International

Over 3 Times More PO-Based Invoicing with Coupa for BSM

Almost overnight, the portion of PO-backed invoices tripled at MGM Resorts International, rising from 30% to 100%. Now, Finance and Procurement teams have greater predictability in their budgets.

E-Invoicing Adoption Jumps to 90% for 1 Million Annual Invoices

With Coupa’s BSM platform, MGM Resorts International drastically reduced the need for paper invoices from suppliers. Electronic invoicing jumped from 0% to 90% for the one million invoices processed each year.

\$2.4M Saved with Better Spend Management

With fast adoption and increased spend under management in Coupa’s unified platform, teams at MGM Resorts International started their BSM journey by saving \$2.4 million dollars.

Immediate Time to Value for BSM Platform

Day 1 after implementing Coupa’s BSM platform, the MGM Resorts International team had greater visibility into their spend and suppliers for their locations around the world.



MGM RESORTS
INTERNATIONAL®

“We are thrilled with the results of partnering with Coupa.”



— Amanda Prochaska,
Vice President of
Procurement PMO

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Coupa Software (NASDAQ:COUP) is the cloud platform for business spend management. With \$570B of spend under management, Coupa serves companies of all sizes with the only comprehensive, open, user-centric, prescriptive and accelerated platform for spend management. Coupa’s platform offers solutions for source-to-contract, procure-to-pay, expense management, supplier management, risk management and spend analysis. For more information, visit [Coupa.com](https://www.coupa.com).