



Pearson Gets an A in Business Spend Management

Leader in education increases compliance by 63% with 87% user approval

Industry Education

Geographies Global

Employees 34,000

Revenue £4.5B

Challenges

- Spend visibility
- Compliance
- Lack of data
- Contract management

Solution

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

Results

- Increased compliance 63%
- £300M+ per year through Coupa
- PR to PO now less than 24 hours
- 25,000 global users
- 87% user approval

Key Objectives

- Spend visibility
- Contract compliance
- Operational efficiency
- Supplier management
- Spend management
- User satisfaction

Disjointed Systems for Procurement Challenge Leader in Education

Pearson Education is a FTSE 100 company and the world's leading education organization. With thousands of employees around the world, Pearson spends at least £2.5 billion per year on goods and services that support the business.

Pearson started with a mix of solutions for managing procurement. They had several systems, but they were disjointed and didn't allow for a comprehensive view of spend or enforce compliance. The organization's leaders still lacked overall business spend data and information around contracts to make strategic decisions quickly.

Pearson Chooses Coupa to Manage Their Spend

Pearson sought a single solution to improve risk management and compliance while getting better deals and channeling savings back into their organization.

They chose Coupa's Business Spend Management platform for its user-centric nature. They wanted adoption to be easy for employees, so decision-makers could quickly realize the benefits of increased visibility.

Pearson Makes the Grade with Better BSM Processes

Percent of Compliant Spend Nearly Quadruples with Coupa

With Coupa's Business Spend Management platform, Pearson's spend compliance rose from 22% to 85%, decreasing the organization's overall risk.

Process Efficiency Improvements Drive Business Success

Coupa's efficient solution plus hard work from Pearson has resulted in significant time savings. The P.R. to P.O. process now takes less than a day.

Users Around the World Approve of the Coupa Experience

With 25,000 of Pearson's 34,000 global employees onboarded to the Coupa platform, a whopping 87% of them are happy with their experiences as users.

£300M in Spend Managed Through the Coupa Platform

In just 6 months, Pearson has gotten £300 million in spend onto the Coupa platform for comprehensive management.



“We've really seen the powerful benefits of information flowing seamlessly end-to-end on the Coupa platform.”



— Dan Cameron,
Senior Vice President
of Procurement

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