

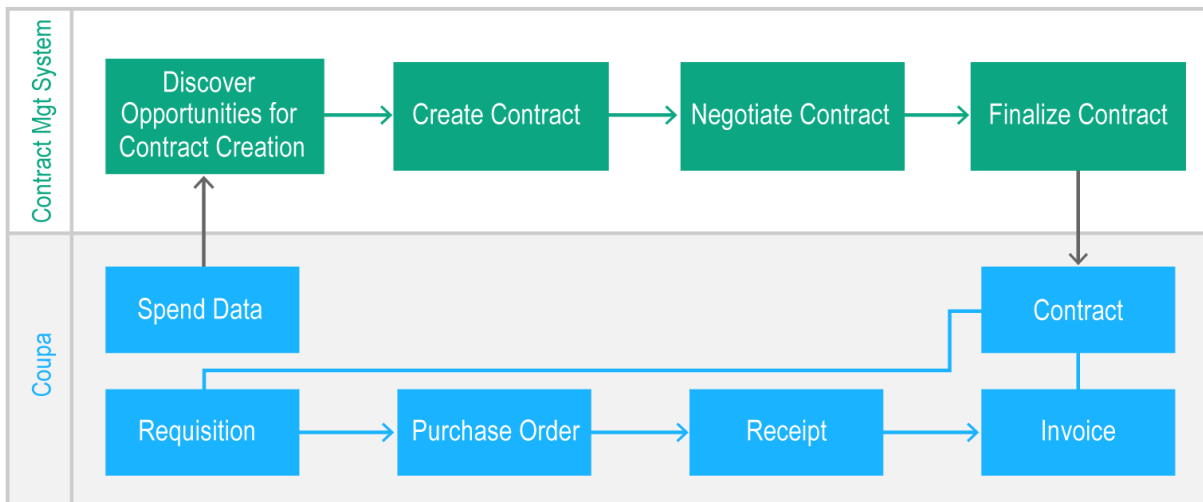


Contract Management

Your contract management system helps your customers manage the contract lifecycle from creation through final contract execution. The next step is to make these contracts available in the procurement system. You can easily integrate your contract management system with Coupa using Coupa's open API platform. The integrated solution will ensure that your customers realize cost savings with proactive contract management and contract enforcement at the time of purchase, and that they get the discounts they negotiated. It will also allow your customers to analyze spend data from Coupa and identify opportunities to bring more spend under contract.

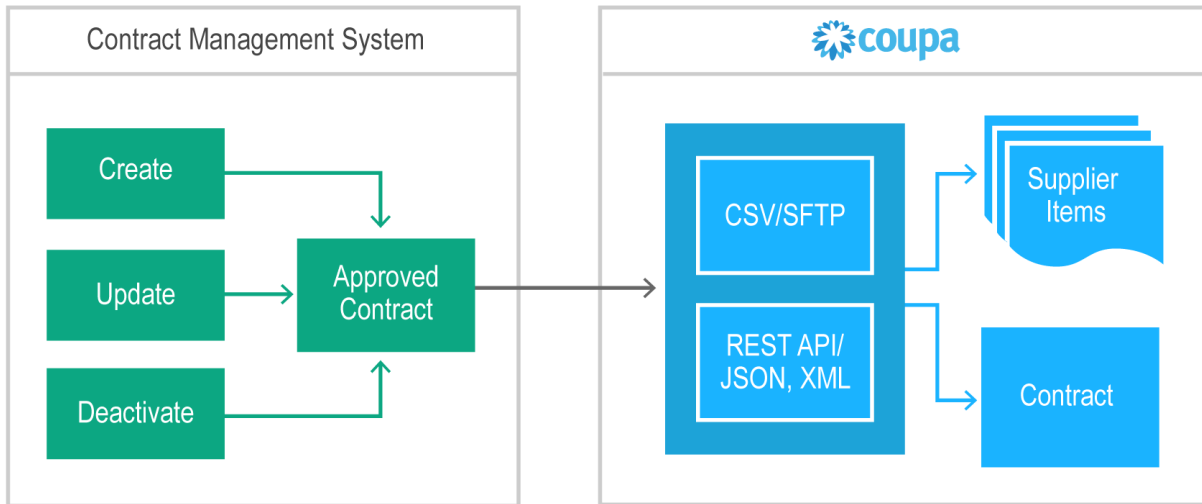
Business Process Overview

In this case the entire Procure to Pay process happens in Coupa. The entire lifecycle of the contract from contract creation through contract execution happens in your contract management platform. The newly executed contract from your system can then be integrated into Coupa and used in the standard Procure to Pay process. If your platform supports sourcing, we can optionally get supplier items associated with the contract into Coupa.



Designing the Solution

You can use either Coupa REST API or Coupa flat file integrations to move newly created contracts or updated contracts (including deactivations) from your contract management system into Coupa. If your contract management system supports sourcing, you may also move the associated supplier items into Coupa using REST API or flat files.



Supplier synchronization

You should make sure that supplier data is synchronized between your contract management system and Coupa. The client ERP system is the source of truth for supplier data. You have two options when it comes to supplier synchronization:

1. The ERP system sends supplier data to both Coupa and the contract management system.
2. The ERP system sends supplier data to Coupa and Coupa sends supplier data to the contract management system.

The ERP supplier ID that's stored in the Supplier Number field in Coupa will be used as the key for the supplier record shared between all three systems: the client ERP, Coupa, and your contract management system.

Integration Points

Object	Source	Target	Method
Contract	Contract Management	Coupa	Coupa Standard CSV / REST API
Supplier Items (optional)	Contract Management	Coupa	Coupa Standard CSV / REST API
Suppliers (optional)	Coupa	Contract Management	Coupa Standard CSV / REST API



Integration Methods

General Documentation:

1. Coupa Flat File interface: https://success.coupa.com/Integrate/Technical_Documentation/CSV?
2. Coupa REST API: https://success.coupa.com/Integrate/Technical_Documentation/API?

Contract Creation/Updates via CSV Flat Files:

https://success.coupa.com/Integrate/Technical_Documentation/CSV/Import/Contracts

Contract Creation/Updates via REST API:

https://success.coupa.com/Integrate/Technical_Documentation/API/Methods/Reference_Data_API/Contracts_API

Supplier Items Creation/Updates via CSV Flat Files:

https://success.coupa.com/Integrate/Technical_Documentation/CSV/Import/Items

Supplier Items Creation/Updates via REST API:

https://success.coupa.com/Integrate/Technical_Documentation/API/Methods/Reference_Data_API/Supplier_Items_API

Suppliers via CSV Flat Files:

https://success.coupa.com/Integrate/Technical_Documentation/CSV/Export/Suppliers

Suppliers via REST API:

https://success.coupa.com/Integrate/Technical_Documentation/API/Methods/Reference_Data_API/Suppliers_API

Testing Scenarios

1. **New Contract creation:** Create a new contract in contract management tool. Activate this new contract in the contract management tool once it has gone through the configured workflow. Trigger the integration and confirm that the integration creates the contract in Coupa successfully.
2. **Contract updates:** Update (attributes of) an existing contract in contract management tool. Trigger the integration and confirm that the integration successfully updates the contract in Coupa.
3. **Contract Deactivation:** Deactivate an existing contract in contract management tool. Trigger the integration and confirm that the integration successfully deactivates the contract in Coupa.
4. **Supplier items creation after sourcing event:** Once the sourcing event has completed and contract has been executed and integrated to Coupa, trigger the integration of supplier items from your platform in to Coupa. Confirm that the integration successfully creates the supplier items in Coupa



5. **New Supplier creation:** Create a new supplier in Coupa. Trigger the integration and see if the integration creates the supplier record successfully in your platform (note that the end to end testing of this scenario would mean creating the new supplier record in the ERP, having this supplier record integrate into Coupa and then triggering the integration of this supplier record to your platform)
6. **Supplier updates:** Update an existing supplier in Coupa. Trigger the integration and see if the integration updates the supplier record successfully in your platform (note that the end to end testing of this scenario would mean updating the supplier record in the ERP, having this supplier record integrate into Coupa and then triggering the integration of this supplier record to your platform)