



How well does your procurement measure up?

**Find out how KPMG and Coupa
can help you achieve smarter
spend management.**





Optimising procurement

Procurement can offer both challenges and opportunities. Manual procurement processes, lengthy management approvals, reconciliations, and payment cycles, and a general lack of integration with other business processes and systems can create inefficiencies and high transaction costs.



Equally important, a lack of management visibility into these processes can inhibit effective supplier management, weaken spending controls, and limit the benefits of strategic sourcing.

Focusing on the right technology can help increase procurement effectiveness and drive business value to the bottom line.

“ KPMG has been a true business partner and critical to the success of our operations transformation. ”

— Supply chain excellence program manager major power and utilities company



Questions to consider

To better determine whether you need to take your procurement function to the next level, consider the following questions.

Do you **have a strong operating model** that facilitates business excellence across your global locations?

Is your **staffing properly balanced** between strategic sourcing, supplier management, and transactional procurement?

Do you **have older, legacy IT systems** that have been highly customised and are difficult to maintain?

Do you have a high number of **manual, invoice-only** transactions? Are you processing a high volume of low-value invoices?

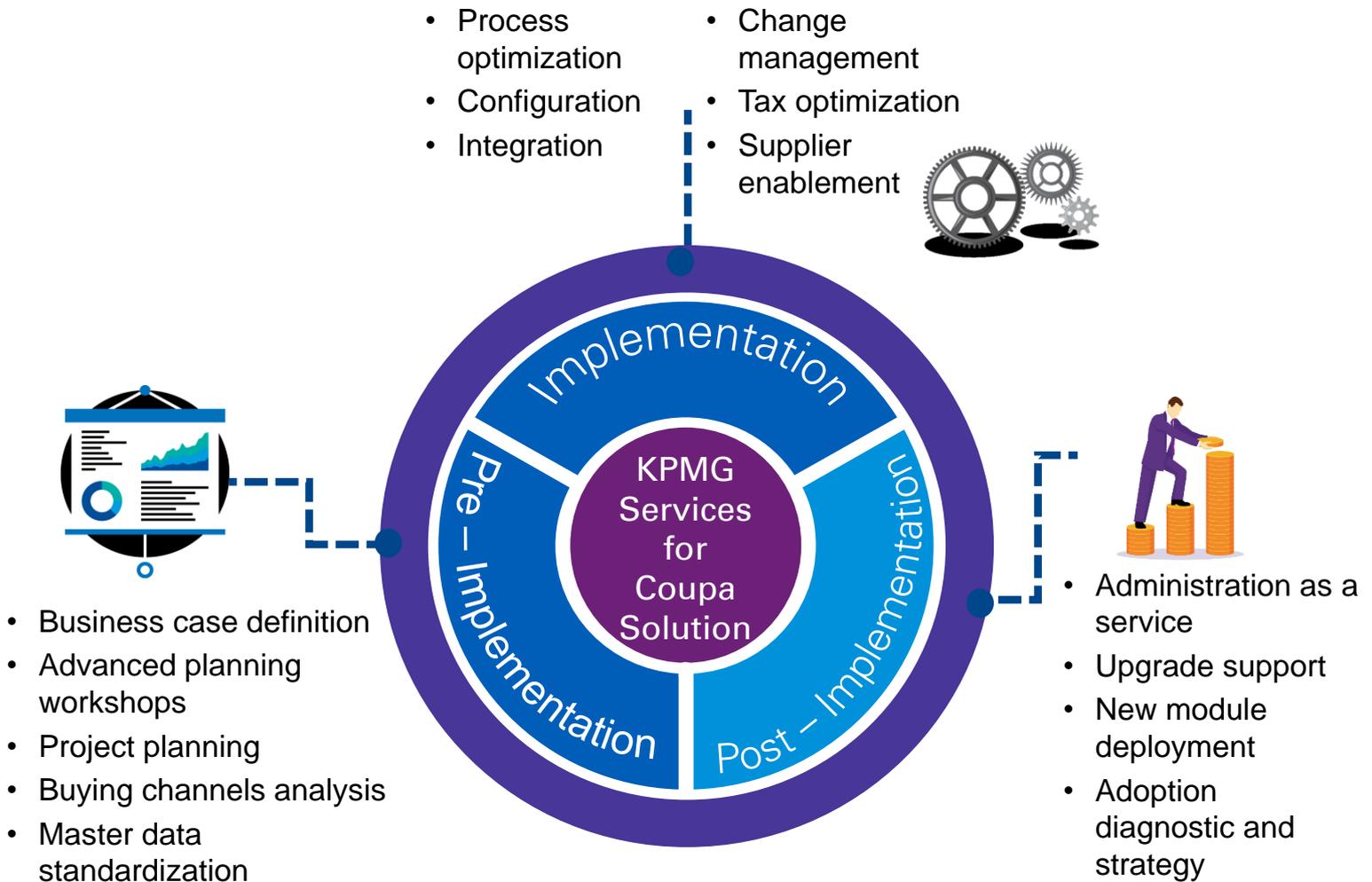
Do you have **proper visibility** into what is being bought, and from whom, across all spend, including purchase order (PO), non-PO, and expensed spend?

Can you tie **financial control and smart spending** from your sourcing activities back to the bottom line?

Not satisfied with the answers? Then now might be the time to consider the advantages of KPMG services and Coupa software for cloud-based, P2P optimisation.

KPMG and Coupa: building value for procurement

KPMG services for Coupa solutions



As a leading implementer of procurement technology solutions, KPMG draws upon extensive industry knowledge and deep domain experience to help clients develop a sustainable competitive advantage in the procurement space. The KPMG approach delivers tangible benefits focused on targeted procurement improvements as well as broader procurement transformations. Our finance background enables us to assess tax considerations and implications for procurement spend.

Coupa's cloud-based suite of financial applications is designed to give organisations visibility and control over all the ways spend happens in the organisation — procurement, expenses, and accounts payable. Only Coupa provides a true cloud procurement application that enables customers to quickly realise significant savings.

Together, KPMG and Coupa help increase process efficiencies while reducing costs. Through our alliance, clients can realise the benefits of a user-friendly procurement application that encourages adoption, increases management oversight and enables greater visibility into corporate spending.

Adding Value through CoupaLink Certification

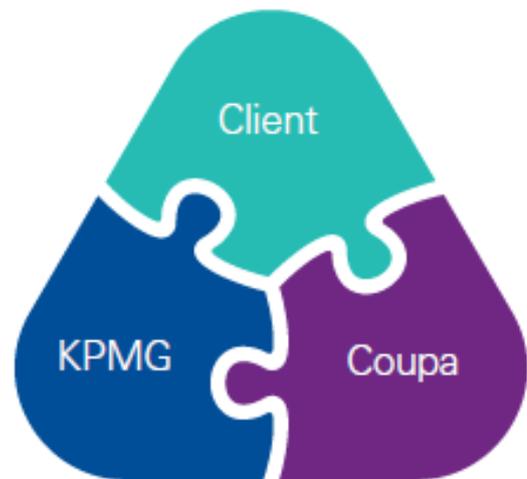
When implementing Coupa, companies typically need to build a number of interfaces with their ERP system to extract supplier, account, and vendor information. The integration consumes time and budget—and involves risk from new and untested connections. KPMG helps make integrations simpler, faster, and more reliable with its CoupaLink-certified Cloud Integration Framework—complete with data mapping, error handling, and process management. With KPMG’s pre-packaged iPaaS integration solution, you can quickly transform, validate, and integrate data into Coupa without impacting your ERP application or end users. KPMG helps you to:

- Reduce integration development time considerably by leveraging a library of design, development, test, and deployment assets
- Decrease the cost of integration services versus traditional integration methods
- Increase application reliability with tested interfaces
- Enable robust and real time error validation and resolution to manage exceptions
- Streamline the integration footprint and complexity
- Gain visibility, control, and governance over the integrations

KPMG, Coupa and the client: the power of collaboration

Three-way partnership with KPMG, Coupa and client

KPMG and Coupa provide clients with leading services for the process design and implementation of Cloud-based spend management applications. Areas include procurement, invoicing, expenses, sourcing, supplier information management, inventory, contracts, and analytics. Working closely together, we help clients think methodologically and execute smoothly on their journey to transform the procurement function.



Our combined value for clients

KPMG

Total cost of ownership – Deliver a lower total cost of ownership via a single subscription-based annual licensing model with no hidden fees along with rapid deployment and low cost of maintenance

Streamline procurement processes – Drive increased operational performance by enhancing and aligning future-state source-to-contract (S2C) and procure-to-pay (P2P) processes.

Program management – Collaborate with and help organisations achieve program success through tight management of scope, resources, and deliverables.

Supplier enablement – Enable purchasing through catalogs, thereby driving users to preferred pricing and increasing supplier compliance with e-invoicing.

Change management – Help manage change to drive higher user adoption and a higher percentage of compliance and savings.

Experience – Enhance implementation with KPMG’s well-established global implementation experience.

Powerful methodology and tools – Speed time to value with a full suite of project accelerators and templates.

Coupa

Usability – Support rapid adoption with an easy-to-learn, easy-to-use application for employees and suppliers.

Guided buying – Increase savings and encourage responsible spending with a convenient and familiar online shopping environment.

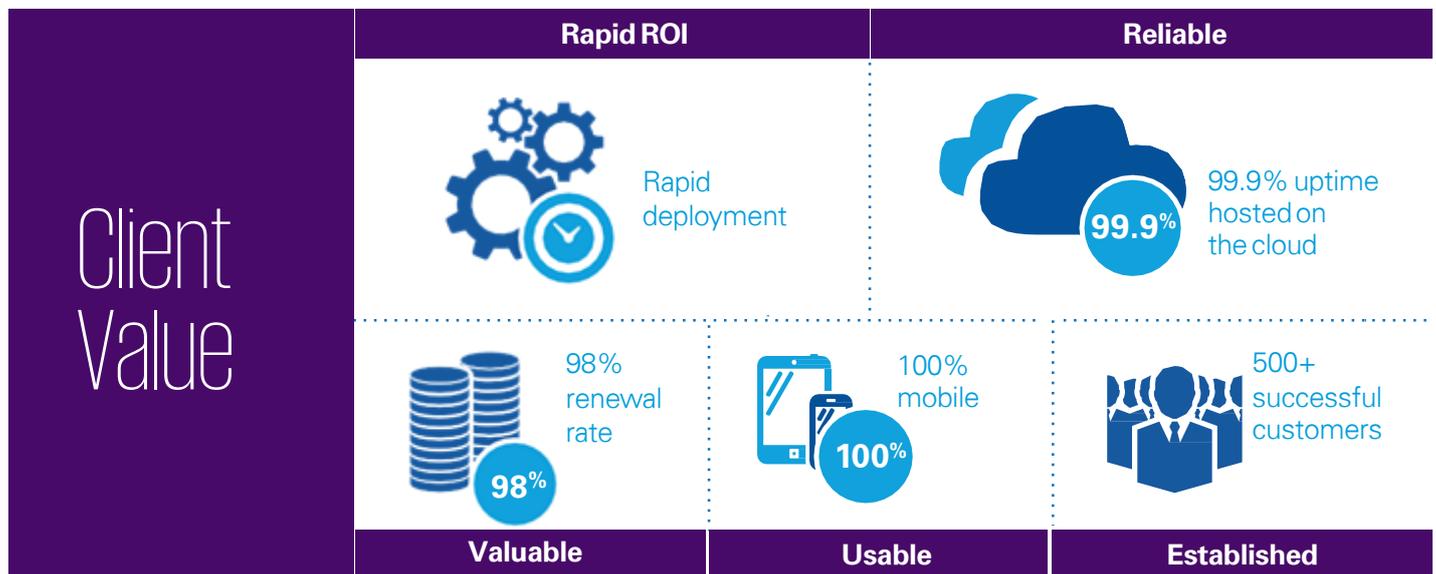
Operational efficiency – Deliver ongoing savings with a Cloud delivery model, e-invoicing for suppliers, and internal process automation.

Mobility – Broaden use with mobile design — over 70 percent of approvals are made via handheld devices.

KPMG: a recognised leader in implementation and support

- Over 40 clients representing Coupa deployments in over 80 countries
- Over 150 certified and experienced COUPA deployment resources located worldwide
- COUPA implementation experience with the Fortune 500
- KPMG Ignition Centers, an integrated network of collaborative spaces designed to spark innovation and support new technology
- Named a leader among insight service providers in The Forrester Wave™: Insights Service Providers, Q1 2017
- An ALM Intelligence Vanguard Leader of Sourcing & Procurement Consulting - 2015
- Top 50 Providers to Know – 2014 and 2015

Client value with Coupa software



About KPMG

KPMG Management & Risk Consulting's CIO Advisory practice helps CIOs, technology leaders, and business executives harness technology disruption and more effectively manage technology resources to drive agile and enhance strategic position. We improve the strategic value of our clients' technology investments, helping IT organisations become sources of innovation and business growth.

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