



Transform procurement into a competitive advantage

Achieve smarter business spend management with KPMG LLP and Coupa

Create value, increase effectiveness, and drive business value to the bottom line with cloud-based technology and a rapid implementation framework.



Optimizing procurement

As a procurement executive, you face a variety of challenges.

Internally, manual procurement processes, lengthy management approvals, reconciliations, protracted 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 visibility into these processes can impede effective supplier management, weaken spending controls, and limit the benefits of strategic sourcing.

Externally, your company faces disruption from competitors and new entrants that upend established business models by leveraging new technologies. These competitive pressures demand that you extract value from every operation, leaving no room for waste or inefficiency. Departments throughout your company—including procurement—must be lean and agile.

Fortunately, the same technologies that disrupt industries also deliver the tools for value creation. Cloud-based procurement solutions provide the opportunity to innovate, automate, and transform old processes.

KPMG and Coupa can help you modernize your procurement organization, increasing efficiencies while reducing costs. By focusing on the entire procure-to-pay process, KPMG and Coupa can help you quickly realize the benefits of a user-friendly procurement platform—including rapid adoption, enhanced oversight, reduced risk, access to data for

accurate decisions, and greater visibility into spend. Procurement becomes a competitive advantage, delivering value and innovation to your company.



KPMG: A framework for accelerated implementations

Drawing upon extensive industry knowledge and decades of domain experience, KPMG helps clients develop a sustainable competitive advantage in the procurement space. Its Powered Procurement implementation approach creates modern, efficient procurement organizations that provide greater insight, control, and flexibility without the burden of a long implementation time line. This approach incorporates strategy, service delivery models, controls, and metrics—all supported by process and technology templates through an integrated framework for accelerated business transformation. Because supplier and user adoption is essential for long-term success, KPMG focuses heavily on stakeholder management and user training as well as providing a robust supplier onboarding program to foster increased participation.

KPMG Powered Procurement also accelerates the speed to value for your transformation. Predefined data mappings to common ERP suites speed integration design and development. Thorough design and configuration, libraries drive prompt decisions in line with leading practices; standard commodity taxonomies, sourcing templates, and Web forms speed decision making and reduce implementation time. As a result, KPMG can deliver your solution quickly and at a competitive cost.



Coupa: A leading business spend management software

Coupa's cloud-based business spend management platform supports the entire source-to-pay process—including contracts, inventory, sourcing, and supplier management. It is designed to give organizations visibility and control over all the ways spend happens in the organization—procurement, expenses, and accounts payable. Coupa provides visibility to analyze enterprise-wide spend and make effective sourcing decisions, all while delivering transactional efficiencies via automation.

Key features include:



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



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



Mobility. Broaden use with mobile capabilities, enabling managers to make approvals and execute expense management activities via handheld devices.



Supplier portal. With an easy-to-use, fee-free portal, suppliers can quickly get on board, providing you with a platform for stronger collaboration and innovation.



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



Cloud-based. Updates are delivered automatically, providing access to new features so your procurement organization is always powered by the latest technology.

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Driving value with the KPMG and Coupa alliance

KPMG and Coupa work together to drive value from your investment in targeted procurement improvements and broad procurement transformations. This includes:



Lower total cost of ownership.

Reduce your total cost with a subscription-based, annual licensing model with no hidden fees along with rapid deployment and low maintenance overhead.



Streamlined procurement processes.

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



Enhanced program management.

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



Robust supplier enablement. Empower employees to purchase through catalogs, thereby driving them to preferred pricing and increasing supplier compliance with pricing and e-invoicing.



Business insight. Draw data from across your business functions and leverage sophisticated analytics to get answers now and to look ahead at how costs and spend are trending.



Dependable change management.

Drive user adoption with end-user training and supplier onboarding.



Rapid time to value. Speed up your return on investment with powerful methodologies and tools, along with a full suite of project accelerators and templates.



Reduced risk. Ease your compliance burden and understand the tax implications of procurement spend by leveraging KPMG's finance knowledge.



Make procurement a strategic advantage

Your procurement organization can quickly transform, realize a rapid ROI, and deliver value to the business by taking advantage of KPMG's global implementation experience and Coupa's software. Instilling leading practice processes and engaging cloud technology can make your procurement organization more efficient so you can deliver higher levels of service. With KPMG and Coupa, you can build a high-efficiency, value-added procurement organization that delivers a sustainable competitive advantage.

KPMG member firms' credentials: A recognized leader in implementation and support

- More than 50 clients representing Coupa deployments in over 80 countries
- Over 300 certified and experienced Coupa deployment resources located worldwide
- More than six years of joint implementation experience
- Coupa implementation experience with many of the FORTUNE 500 companies

Adding value through CoupaLink certification

Companies typically need to build two-way interfaces between their ERP system and Coupa to exchange supplier, account, and vendor information. KPMG helps to 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 prepackaged iPaaS integration solution, you can easily and effectively transform, validate, and integrate data into and out of Coupa without impacting your ERP application or end users.

Customer success with KPMG and Coupa

Customers have achieved remarkable results by working with KPMG and Coupa to transform procurement.

- A global snack food and beverage company increased electronic invoicing significantly, with over 60 percent of all invoices submitted electronically and over 13,000 suppliers transacting through the Coupa supplier portal.
- A global life sciences company decreased its non-PO spend by 84 percent and reduced the number of days for requisition approval from 12 days to 1 day.
- An insurance and financial services company increased spend under management from 20 percent to 60 percent in the first two months after deployment.
- A real estate firm decreased the cycle time for requisition approval from eight days to 20 hours; it increased its use of electronic invoices from zero to 75 percent.
- A global consumer packaged goods company improved its transactional efficiency with a first-pass invoicing match rate of 75 percent and climbing.

KPMG was one of Coupa's first alliance partners, and they have continued to invest heavily in building excellent Coupa capabilities globally. They bring a structured methodology, collaborative approach, robust set of accelerators, and a strong set of skilled and certified resources who have worked on many of Coupa's most complex implementations. KPMG supplements their deep knowledge of the Coupa platform with process expertise, compelling insights, change management, and a focus on end-to-end solutions that drive sustainable business benefits. We are thrilled to have such a strong alliance with KPMG that has, and continues to deliver, sustainable client value!

— **Roger Goulart, Senior Vice President of Alliances & Business Development, Coupa Software**

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