



# Smarter Spend Management

How KPMG and Coupa can help

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# How well does your company manage spend?

- Do you have a strong operating model that facilitates business excellence across your global locations?
- Is your staffing in line with leading industry benchmarks?
- Is your staffing properly balanced between strategic sourcing, supplier management and transactional procurement?
- Do policies and governance drive compliance to strategic suppliers and contracts?
- Do you use technology to drive process automation and standardization?
- Do you have older, legacy systems that have been highly customized, are difficult to maintain and don't deliver the desired buying experience to your end users?
- Do you have a high number of manual, invoice-only transactions? Are you processing a high volume of low dollar invoices?
- Does your master data facilitate high levels of automation and end user system satisfaction?
- Does your data have the right level of granularity and accuracy at the source to provide reliable metrics to measure operational performance to drive new actions for your organization?
- Can you tie the value from your sourcing activities back to the bottom line?
- Does the business look to Procurement as a key business partner to deliver value?



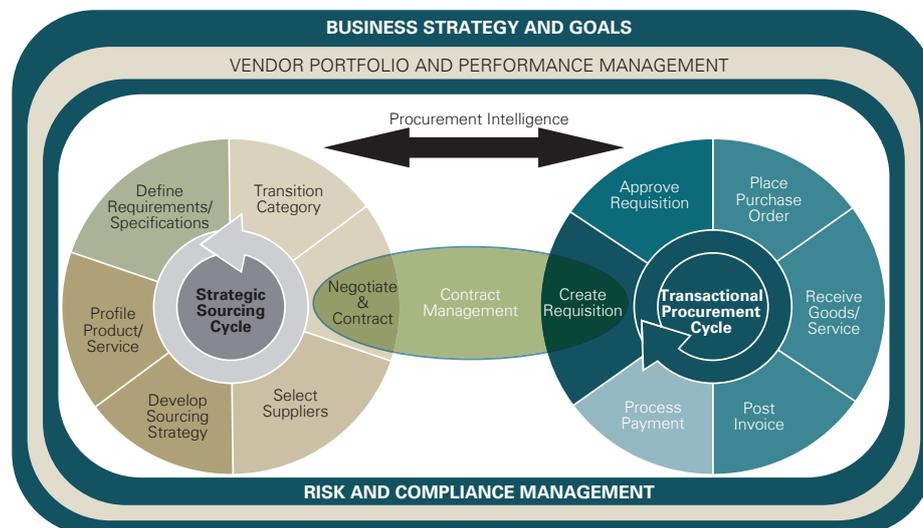
# A trusted global advisor implementing the future of procurement

## Our team

KPMG's 900 Operations Advisory practitioners around the globe are seasoned specialists, coming from a rich background of industry, technology and advisory experiences. Member firms deliver practical, fit-for-purpose designs across the procurement life cycle, from category management to process and technology enablement to organizational effectiveness.

## Our approach

Our perspective on the integrated life cycle of sourcing and procurement drives an approach focusing on identifying, capturing, delivering, and sustaining value.



## Client value

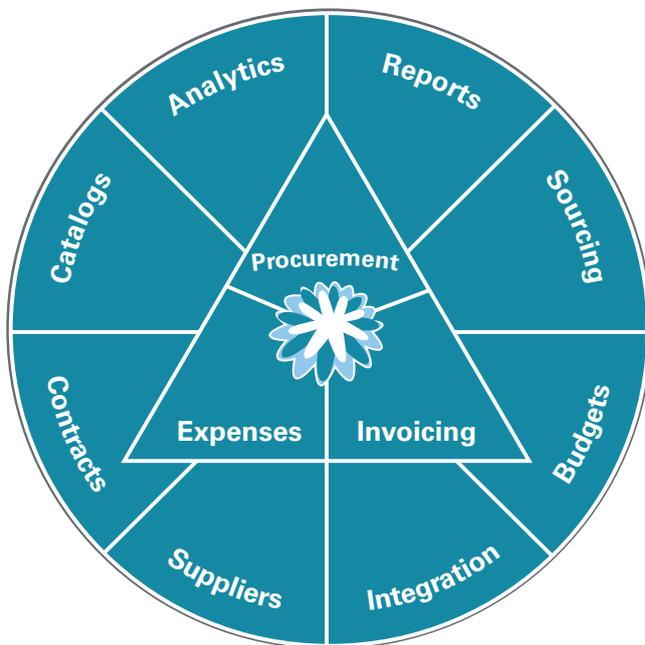
- **Focus on total value delivered:** holistic lens to help maximize value across the supply chain instead of localized, incremental cost savings
- **Sustainability of benefits:** overriding focus on structural improvements and knowledge transfer to deliver sustainable benefits
- **Genuine functional insight:** experienced practitioners with domain knowledge and industry insights to help clients tackle complex challenges
- **Collaboration in vision and execution:** business advisors from concept to realization of future-state vision
- **Trusted adviser:** objectivity in recommendations and solution design, not compromised by affiliation to technology or outsourcing providers
- **Global reach:** network of professionals in major sectors and countries to address global client needs



# An innovator in cloud procurement

## The Coupa team

Coupa is the fastest-growing provider of cloud-based spend optimization software. More than 500 customers in over 100 countries use Coupa purchasing and procurement software to amplify their spend power and reduce spending costs up to 11 percent. Coupa provides a true cloud procurement application that enables customers to launch the solution rapidly, and quickly realize significant savings, providing customers with an innovative, cloud-based spend optimization tool.



## Our approach

Coupa's cloud-based suite of financial applications is designed to give you visibility and control over all the ways spend happens in your company – procurement, expenses, and AP.

## Client value



# The power of collaboration – Coupa and KPMG

KPMG and Coupa have developed a strategic relationship to provide leading services associated with the process design and implementation of cloud-based, purchase-to-pay (P2P) applications to help clients think strategically and execute seamlessly on their journey to transform the procurement function.

## KPMG and Coupa: Our Combined Strategic Value

### KPMG

#### **Streamline Procurement**

**Processes** – Drive increased operational performance by optimizing and aligning future state S2C and P2P processes in line with leading practices.

#### **Program Management**

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

**Supplier Enablement** – Enable purchasing through catalogs, driving users to preferred pricing, and increasing supplier compliance with e-invoicing to enhance efficiencies.

**Change Management** – Helps manage change across the enterprise to drive higher user adoption and a higher percentage of savings.

### Coupa

**Usability** – Convenient and familiar online shopping environment requires limited training and increases savings.

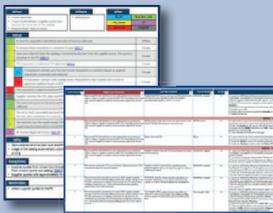
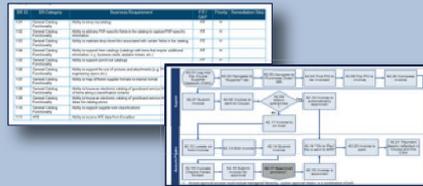
**Visibility** – Allows companies to track spend more effectively and gives real-time insight into impact on budget.

**Mobility** – Ease of use for end users drives adoption – 70%+ of approvals are made via handheld devices.

**Compliance** – User compliance increases through policy enforcement and reduction of maverick spend. Enables extensive audit trails for compliance with external regulations, e.g., SOX.

# Coupa Accelerators

Previous **Coupa System Blueprints**, **Mapping Documents** and **Business Requirements Documents** can be leveraged to aid in the design phase.



**System integration testing scripts** can be re-used to test integrations once they are built and prior to starting User Acceptance Testing.

**Integration strategy document** outlines the overall integration approach and summarizes all of the integrations in scope and any unique considerations that must be addressed.



Various **training manuals**, **demo scripts**, and **quick reference guides** can be utilized to facilitate training efforts.

**Move to production checklists** and **knowledge transfer documents** to help with go-live and sustainability activities.





## Contact us



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## Case study

Client Challenge	Service Provided	Benefits Delivered
<p>The organization's (global building construction company) ability to achieve best practice transactional procurement was limited due to:</p> <ul style="list-style-type: none"> <li>• A lack of key procurement system functionality;</li> <li>• An over system and process reliance on end-users;</li> <li>• Poor data integrity as a result of extensive miscoding and classification of spend;</li> <li>• A lack of a contract management approach resulting in contract leakage on national deals and sub-optimal contracts; and</li> <li>• Limited visibility of wider commercial terms on supplier selection.</li> </ul>	<p>A KPMG member firm provided the following advisory services:</p> <ul style="list-style-type: none"> <li>• The implementation of Coupa P2P platform which included Business Process design, Integration design, Configuration, Testing, Change Management, and Supplier Enablement;</li> <li>• Assessed the requirements for an operating model to support the new P2P business processes;</li> <li>• Supported the change management plan to ensure the organizational adoption of new P2P processes for 10,000+ employees; and</li> <li>• Designed and implement a post go-live benefits tracking process.</li> </ul>	<p>Key benefits achieved included:</p> <ul style="list-style-type: none"> <li>• Execution of a go-live strategy in under 5 months;</li> <li>• Ramp up of 640+ users trained and 5,100+ active suppliers on Day 1; and</li> <li>• Implementation of &gt;380 catalogues on day 1 (&gt;80% of suppliers) covering US\$300+m of spend.</li> </ul>

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