



How well does your procurement measure up?

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

May 2017



kpmg.com/us/coupa





Optimizing 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 customized and are difficult to maintain?

Do you have a high number of **manual, invoice-only** transactions? Are you processing a high volume of low-dollar 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 optimization.

KPMG and Coupa: building value for procurement

KPMG services for Coupa solutions



Pre-implementation

- Business case definition
- Advanced planning workshops
- Project planning
- Buying channel analysis
- Master data standardization

Implementation

- Process Optimization
- Configuration
- Integration
- Change management
- Tax optimization
- Supplier Enablement

Post-implementation

- Administration as a service
- Upgrade support
- New module deployment
- Adoption diagnostic and strategy

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 organizations visibility and control over all the ways spend happens in the organization — procurement, expenses, and accounts payable. Only Coupa provides a true cloud procurement application that enables customers to quickly realize significant savings.

Together, KPMG and Coupa help increase process efficiencies while reducing costs. Through our alliance, clients can realize 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

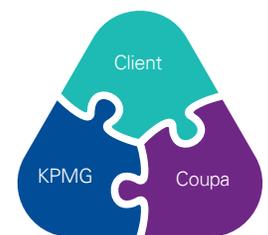
integration solution, you can quickly transform, validate, and integrate data into Coupa without impacting your ERP application or end users. KPMG helps you to:

- 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.



KPMG: a recognized leader in implementation and support

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 organizations 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.

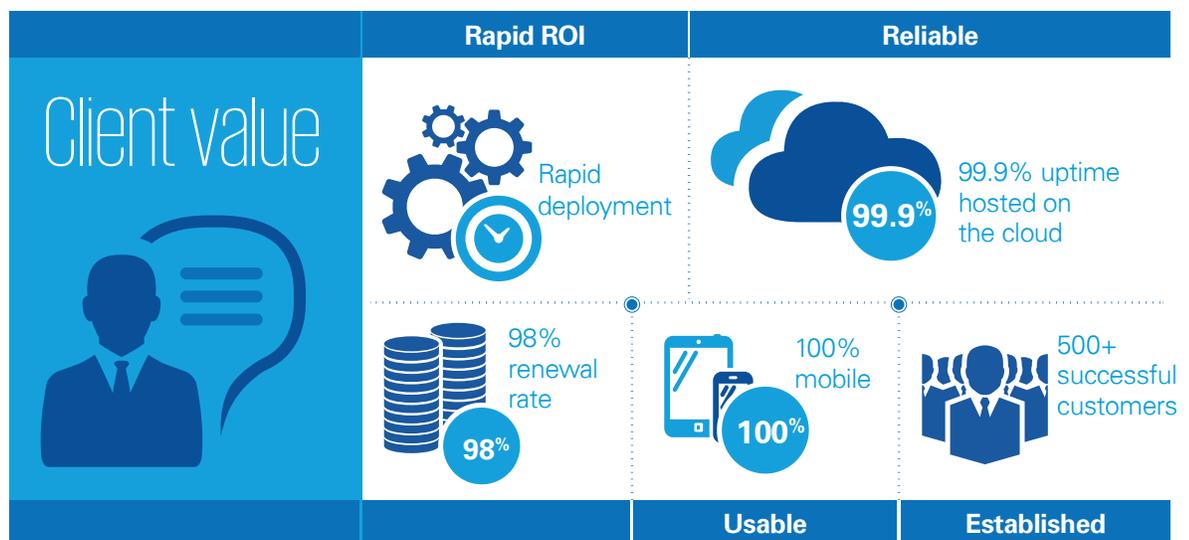
Guided buying – Increase savings and encourage responsible spending with a convenient and familiar online shopping environment.

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.

- 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



KPMG and Coupa in action: recent case studies

Global Coupa-enabled transformation for a medical devices and life sciences company

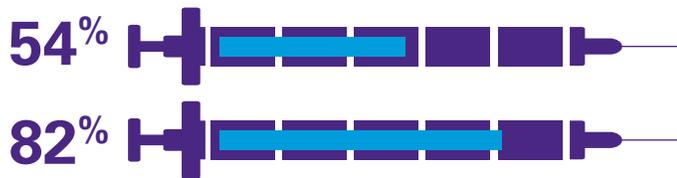
Challenge

The client had non-standard P2P processes with a highly disintegrated systems landscape across its business units. In addition, manual workarounds to satisfy regulatory and internal control processes caused a proliferation of processes and unnecessary approvals.

Global medical devices and life sciences company

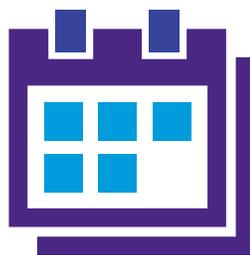
\$53 million of expected annual benefits with Coupa based on improved spend visibility, spend compliance, early payment discounts and transactional savings

Increased contract compliance from **54%** to **82%** beating the target of **75%**



Days to approve requests

Average number of days in requisition approval decreased from **12 to 1 day**



Global P2P standardization and automation for a major insurance and reinsurance brokerage

Challenge

The client's global P2P organization had grown over time into a complex, fragmented and disjointed environment. Processes were not user friendly or well defined. In addition, approvals were manual, confined within business units, and were often gathered after the spend had occurred. This limited visibility that hindered the client's ability to drive benefit from aggregating spend or eliminating unnecessary spend.

Major insurance and reinsurance brokerage

Spend under management

increased from **20%** to **60%** in the first two months



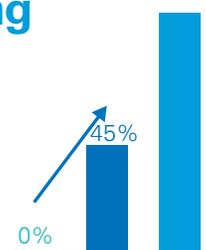
Fast user adoption

57% of users logged into Coupa in the first month



e-Invoicing adoption

Percentage of e-invoicing increased from **0%** (all manual) to **45%**





Our focus

We focus on delivering enhanced business performance and bottom-line savings. We combine leading technology, thought leadership and global perspectives to help you transform the way you source and manage your supply base. With KPMG and Coupa, key benefits include:

Collaborative working styles, from concept to the realization of your future-state vision

A focus on total value delivered across wide-ranging operations

Sustainability of benefits through structural improvements and continuous knowledge transfer

Breadth of services across transformation, technology, tax, risk and controls

Genuine function insights based on practitioners' experiences and KPMG research

Global presence through our network of professionals in over 150 countries

“What struck me about KPMG was their ability to support the full spectrum of consulting services—from strategy through execution to sustainment. They brought thought leadership and relevant insights to the program and were willing to roll up their sleeves to work alongside our people to make the vision real.”

—Vice president of sourcing at a leading financial services firm

About KPMG

KPMG LLP's (KPMG) Procurement and Supply Chain practice has a global footprint made up of over 1,100 seasoned operations specialists located in all major geographic markets. These practitioners have deep, pragmatic knowledge in every major operations discipline, allowing us to provide objective advice and compelling insights and deliver wide-ranging methodologies with established results to our clients. We leverage our industry-leading practices with an eye on appropriate controls to enhance efficiency and manage risk. In the same way, our finance heritage allows us to bring in global trade compliance, tax, and other specialists to review all processes.

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