



Dynamic procurement transformation that drives lasting value

Procurement transformation to help you quickly and confidently realize a scalable solution, enabling you to reduce costs, mitigate risk, improve decision-making, and drive enterprise-wide value.

Transformation to help you seize results

For over a decade, Deloitte and Coupa Software have worked with enterprises across the world to help them transform their procurement operations and unleash growth and value across their organizations.

Our distinctive approach and on-site delivery model, coupled with Coupa's industry-leading digital procurement platform, P2P cloud-native structure, and S2P management tool, can help you realize a scalable procurement solution that drives enterprise-wide growth through cost savings, risk reduction, and better decision-making.

With a consistent track record over the last eight years delivering the largest Coupa projects in the world, we understand what's at stake in procurement transformation, how to drive user adoption, how to build sustainable processes, and—most important—how to support your Coupa implementation. From building the business case to transferring knowledge, we'll be by your side from start to finish.

Global leaders with a powerful procurement solution

DELOITTE IS A GLOBAL LEADER IN

- Supply Management Strategy Consulting¹
- Procurement Operations Consulting²
- Supply Chain Strategy Planning³

COUPA IS A GLOBAL LEADER IN

- Procure-to-Pay Suites⁴
- Sourcing Applications⁵
- Worldwide SaaS and Cloud-Enabled Procure-to-Pay Applications⁶

Together, we deliver rapid fully-vetted global designs and deployments, accelerated timelines, more efficient processes, and greater visibility into procurement decisions.

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⁴Gartner 2018 Magic Quadrant

⁵IDC 2018 MarketScape Report

⁶Ibid.

Reducing risks—and costs—with procurement transformation

- With Deloitte's process-centric approach and on-site delivery model, a global pharmaceutical company increased user adoption by 40 percent and reduced purchase order and invoice cycle time by 50 percent.
- An industrial equipment manufacturer with operations in more than 40 countries and \$3.0 billion in facility-managed spend turned to Deloitte for process-driven design and procurement transformation services, allowing the company to capture \$100 million in savings in 24 months.
- A global leader in medical technology working in 60 countries engaged Deloitte and Coupa for end-to-end process transformation and a touchless solution for invoice processing, resulting in \$80 million in cost reduction over three years.

Why Deloitte?

DEEP EXPERIENCE AND SPECIALIZATION

We have a proven track record of successful Coupa projects with enterprise-scale clients, and our senior leaders are staffed on every project.

COMFORTABLE WITH COMPLEXITY

We work with a range of enterprises, including some of the largest and most complex organizations in the world, and we can guide your procurement transformation amid any business complexity.

FOCUSED ON SUSTAINABILITY

We focus on long-term, sustainable results, not merely a successful go-live. We help develop the strategies that enable effective change management, and we can help you take your team's skills and knowledge to the next level.

COMMITTED TO HONESTY

You deserve straightforward information about what's really needed to be successful in your transformation journey. You can count on us for candid and tailored insight and advice.

Transformation, accelerated

Deloitte's Coupa accelerators are rooted in our broad experience and process-driven methodology. They can help expedite your implementation with:



A vetted design that provides flexibility and scalability, developed with Deloitte's interactive, agile "workshop" method for engaging stakeholders



A compressed implementation timeline by fast-tracking high-stakes decisions and reducing or eliminating the need for redesign/rework

The result is an end-to-end solution that yields an effective technology deployment while incorporating relevant business processes, laying the foundation for sustainable, long-term procurement success.



Coupa Design Accelerator: Facilitates Coupa technology configuration and business process design decisions based on Deloitte's IndustryPrint Source-to-Pay Process model and the functional technical specification library



Coupa Supplier Enablement Accelerator: Plans and executes a supplier enablement strategy to support communication, enablement, and testing activities



Coupa Integrations Accelerator: Leverages the full capability of the Coupa platform and incorporates leading practices from other Coupa implementations and Source-to-Pay business processes



Coupa Compliant Invoicing Accelerator: Designs and processes considerations when testing and enabling suppliers on the Coupa Compliant Invoicing tool

Invested in your success

Procurement transformation can be challenging, but we're dedicated to seeing your implementation succeed—so much so that we'll put our own resources on the line. We're not successful until you are, and part of that means bringing to bear the full breadth of Deloitte's experienced team of accounting, procurement, tax, industry, and digital transformation professionals. We stand ready to help your organization rethink and redesign operating models to enhance experiences and financial outcomes. What's more, given enterprise strategies and goals, sustainability sometimes requires outside support, and when needed, we can help you operate aspects of your procurement over the long term.

Ready to begin your transformation?

Please reach out! We value the opportunity to speak with you, to learn about your challenges and goals, and to share more about how our procurement transformation and Coupa's technology can help you unleash real results with a bottom-line impact.

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