

Deloitte.

Deloitte and Coupa Software
Transform your approach to
procurement to achieve
bottom-line savings





Real value comes from a combination of strategy and execution

Deloitte has years of experience helping companies focus on sourcing strategies, and improved vendor performance. These improvements, combined with Coupa software, can help stakeholders achieve fuller value from their Enterprise Resource Planning (ERP) investments. With Deloitte offerings built on Coupa solutions, organizations can unlock the hidden potential of Strategy x Enablement (the Value Equation) and successfully drive procurement transformation.

Traditional procurement approaches offer limited visibility

Traditional ERP solutions have not always given sourcing and procurement managers the visibility they need to drive bottom-line savings when controlling spend under management. Traditional approaches often include manual processes that can result in overspending as users make purchases outside the system. The value isn't limited to purchasing, as this greater visibility allows for an increase in "commitment accounting", which can improve Finance controls and reporting.

Deloitte and Coupa bring a new approach

Deloitte and Coupa Software have teamed to bring a new approach to procurement that can help you realize bottom-line savings through enhanced visibility and better control of spend under management. Our alliance combines Deloitte's deep experience in sourcing and procurement with a leading cloud platform for spend management. Together, we can help you transform your sourcing and procurement processes to build a more profitable and successful business.

Combining our strengths

Coupa's suite of cloud applications is designed to help customers increase control and deliver greater savings by improving visibility of spend under management. Its ease of use fosters greater user adoption than traditional procurement offerings.

Deloitte can help clients extend the value of Coupa by looking beyond the technology to embrace strategic transformation and tackle challenging business issues such as complex regulatory requirements or global tax strategies. We have delivered very large and complex

Coupa installations and bring a strong combination of deep domain knowledge in sourcing and procurement and vast experience in technology delivery.

Driving successful outcomes

We can help you create successful business outcomes by combining business strategy and transformation experience with Coupa's leading technology.

Potential benefits can include:

- Cost reduction in areas such as SG&A and cost of goods sold
- Regulatory compliance with various laws and regulations, including the Foreign Corrupt Practices Act, in the U.S. and other jurisdictions
- Enhanced efficiency and effectiveness of people, processes, and technologies through transformation of procurement processes
- A total-cost point of view through strategies that help you evaluate the long-term sustainability aspects of a purchase in addition to the short-term price-related benefit
- Increased visibility and control through innovative uses of Coupa technology that align with your business objectives

About Deloitte's Sourcing and Procurement Strategy practice

We have a dedicated Sourcing and Procurement Strategy practice that has enabled us to assimilate deep business insights from hundreds of client engagements. Our experienced practitioners can help you redefine your sourcing and procurement strategy and streamline your sourcing and procurement business processes.

Our Sourcing and Procurement Strategy practice is differentiated by our executable mindset, focus, and strategy capabilities—with emphasis on executable. We design and employ strategies that are deliverable, delivered through a combination of strong category experience, broad-based knowledge and skills, and geographical reach around the world. We also team with other Deloitte services, such as tax, technology consulting, human capital consulting, and enterprise risk services, to address the many facets of sourcing and procurement-related engagements.

Learn more

To learn more about how Deloitte and Coupa Software can help you transform your approach to procurement and achieve bottom-line savings, please contact one of the following:

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