

COUPA FOR IT EXECUTIVES

CIOs are under intense pressure from their CEOs and boards to deliver solutions that can add **business value quickly**, accelerate **digital transformation**, and control ongoing **costs**.

According to Gartner, 47% of you are "experiencing pressure to make progress in digital" from your CEO and boards of directors. In 11 of 15 industries surveyed you've listed it in amongst your top 3 objectives.

Unfortunately with Spend Management the so-called 'low risk' option of choosing your ERP vendors' solutions does nothing to solve these problems due to **chronically low user adoption, slow and cumbersome deployments and high total ownership costs**. Point solutions are a poor option due to high cost of trying to integrate solutions together, a proliferation of vendors to manage and poor visibility across all spend.

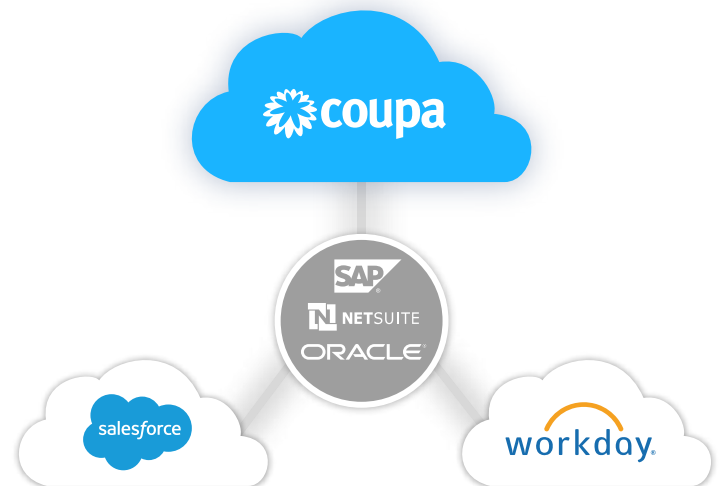
ACCELERATE BUSINESS VALUE

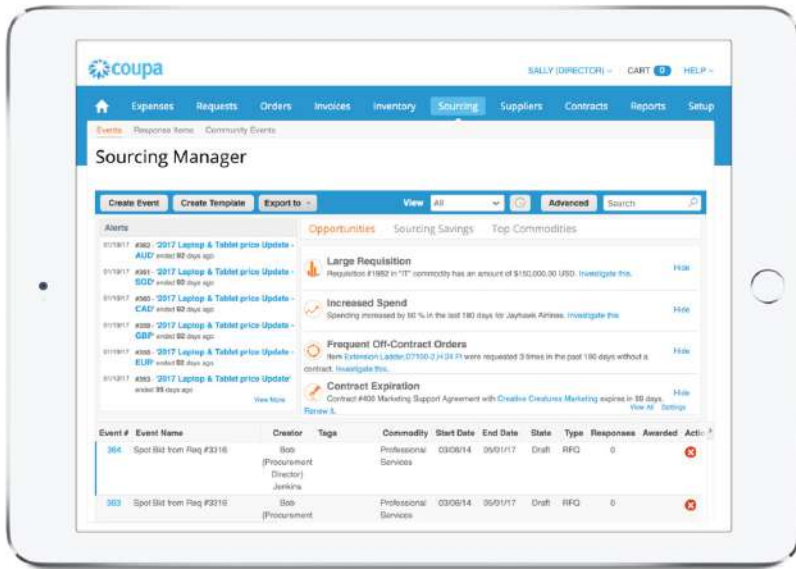
Coupa allows IT leaders to deliver measurable business value quickly while allowing them to easily pivot as the business requirements change. Key capabilities include:

- **A completely user-centric approach to spend management.** The result: high user adoption, which translates to high business value.
- **Rapid Deployments.** Coupa deployments take on average 4-6 months, much quicker than with other enterprise software solutions.
- **Result-driven engagements.** All engagements with Coupa start by establishing measurable KPIs, which are continuously tracked after go-live, giving IT proof that it is delivering measurable value to the business.

Why Coupa for IT?

Coupa is a 100% cloud-native multi-tenant solution for Business Spend Management that, like Salesforce for CRM, is a best-of-breed, low-risk, easily deployed, high business impact solution used by large global brands





SANOFI

"Within three years, we've been able to reduce our system landscape from 22 systems to only one for P2P. And we've put 60,000 users live on the Coupa platform."

—Thomas Lang, IT Director, Sanofi

CHAMPION DIGITAL TRANSFORMATION

Coupa ensures CIOs can champion their digital transformation initiatives by delivering a highly visible example of modern best-of-breed cloud technology solving a clear business need. Key capabilities include:

- Coupa is **100% cloud native** and is an ideal compliment to other modern cloud native solutions in CRM, HCM and Service Management. With cloud comes built-in security, easy connectivity and the ability to scale as the business grows
- A **consumer-like experience** allowing buyers, admins, partners and suppliers to easily use the system with a minimal amount of training
- **Rapid innovation.** With 3 major releases a year, a proven track record of delivering on our promises Coupa allows IT leaders to remain operationally agile.

LOWER TOTAL COST OF SERVICES

As cloud-based SaaS solution, Coupa helps CIOs to control costs: not just total cost of acquisition but lowering overall Total Cost of Services. Key capabilities include:

- Coupa is a cloud service that is **configurable, not customizable**, meaning business units can configure the solution themselves, lightening the load on IT and increasing the business' ability to be agile and self-supportive.
- An **Open** platform, allowing CIOs to maximize the value of their existing ERP investments with open APIs and easy to deploy and easy to manage certified integrations with ERP providers such as SAP, Oracle, Netsuite
- A **Comprehensive** platform for all aspects of business spend, allowing IT to deliver multiple business services from one vendor, resulting in lower overall integration and management costs.

To find out more, **visit coupa.com/solutions/role/it/**