

IBM Source to Pay with Coupa



Connecting Upstream and Downstream Procurement Processes for Greater Spend Control and Savings

Overview:

- IBM and Coupa are working together to provide a single, integrated “Source-to-Pay” offering connecting upstream and downstream procurement processes.

Benefits:

- Quickly put in place processes and technologies to better control indirect spend
 - Establish a single and comprehensive view of supplier data across the enterprise
 - Eliminate overpriced and risky spending, as well as spend with underperforming suppliers
 - Ensure real-time supplier and contract compliance
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Increasingly procurement organizations are being asked to contribute towards broader business objectives such as innovation, compliance and risk mitigation. However, procurement’s core responsibility has always been, and remains, achieving sustainable savings for the business.

Despite the notable progress that procurement organizations at most Global 2000 companies have made in the savings arena over the past decade, significant and new challenges remain in identifying, capturing and sustaining savings, particularly when upstream and downstream procurement processes are not well connected.

When these upstream and downstream procurement processes are disconnected, companies and procurement organizations often:

- Lack basic contract compliance and the ability to realize contracted savings
- Are unable to enforce buying policies which can lead to maverick spending
- Are unable to fully realize and report on predicted savings
- Are inconsistent in managing supplier risk and the supplier onboarding processes
- Lack supplier information and visibility which leads to uninformed purchase decisions and, in turn, often leads to buying with lower performing or “at risk” suppliers

IBM and Coupa are working together to solve these challenges for Global 2000 companies by providing a single, integrated “Source-to-Pay” offering connecting upstream and downstream procurement processes.



The IBM and Coupa “Source to Pay” offering combines the industry-leading upstream procurement capabilities, such as spend analysis, contract management and supplier lifecycle management from IBM – and downstream procure-to-pay capabilities, such as expenses and invoicing, from Coupa – to connect the entire Source-to-Pay cycle.

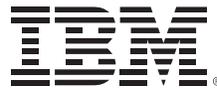
The combined offering will allow companies to quickly put in place processes and technologies to better control indirect spend – and will provide a single and comprehensive view of supplier data across the enterprise. The offering also will help companies to:

- Integrate both strategic and transactional procurement data to ensure that savings are realized at each stage of the source-to-pay cycle
- Eliminate overpriced and risky spending, as well as spend with unfavorable terms or with underperforming suppliers
- Ensures real-time supplier and contract compliance at the point of need
- Captures the details of each and every spend event: what was purchased, what was paid and how much was saved.
- Leverage rich data sources to provide improved analytics and future sourcing gains
- Eliminate the need for complex purchasing policies, reviews and approval cycles
- Provide greater certainty that poor and risky suppliers are removed and new suppliers are carefully screened

Working together, IBM and Coupa deliver best-of-breed upstream and downstream procurement technologies, which can be delivered through the IBM Cloud, as well as world-class procurement consulting services.

For further information, visit

www.ibm.com/procurement-solutions



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Route 100
Somers, NY 10589
U.S.A.

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