



# Every industry, every function, every stakeholder wins

KPMG and Coupa: Better together



## Technology applied ineffectively means you can't effectively measure success

Organizations often miss a critical step when kick-starting technology projects. They fail to quantify and measure ROI by defining what success looks like for their business and then measuring it over the long term.

This lack of clarity at the outset can easily lead to ineffective outcomes and over budget transformation programs.

To deliver a strategic advantage, leaders must have a clear technology strategy in place, aligned to their Key Performances Indicators (KPIs) and their business and technology ambitions.



**KPMG and Coupa help organizations to deliver a strategic advantage**

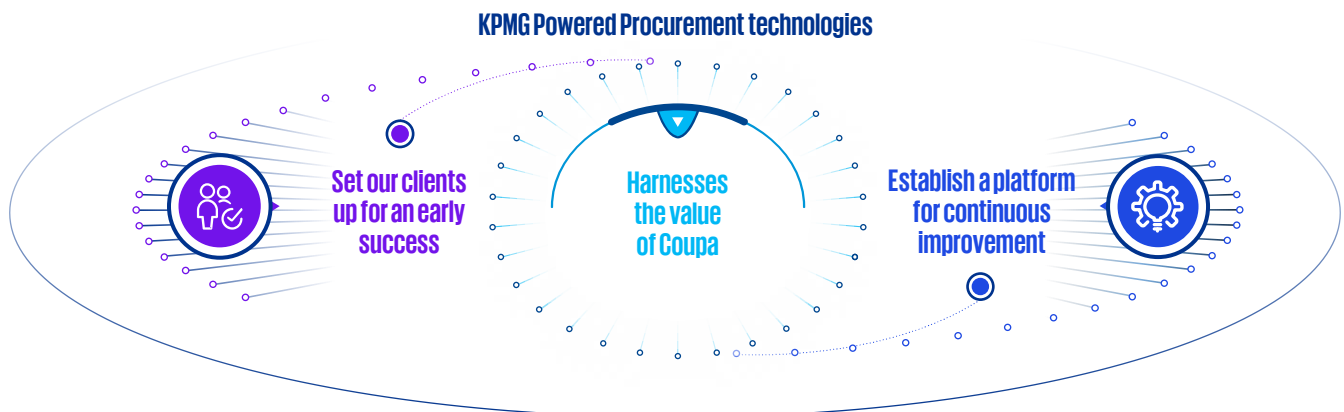
## Revolutionizing procurement

Right from the start of a client engagement, KPMG and Coupa **help define and establish key metrics for transformation success. We align the right people, tools, technologies, and processes to enable this successful transformation.**

Extensive functional transformation experience, deep insights, leading AI, and technical capabilities from KPMG, integrate with Coupa technologies to **unleash new levels of strategic value for our clients.**

Leveraging the breadth of our cross-industry experience along with the years of experience gained in Coupa-enabled transformations means we quickly understand the complexities and nuances of your business. We then fine tune our KPMG Powered Procurement solution to meet your technology and business ambitions. **This powerful combination provides a springboard for long-term success.**

### A Coupa transformation journey with KPMG.



**With every Coupa journey, we can help optimize the platform**

# KPMG Powered Procurement – Harnesses platform value

Coupa delivers a valuable Cloud platform which is **agile, intelligent, secure** and built for scale. KPMG fuels this platform with proprietary methodologies, leading practice business processes, industry accelerators, and prebuilt Coupa assets. The means we can set up, test, and deploy your Coupa solution quickly, enable your stakeholders for long-term user adoption and optimize your operating model.

This powerful solution, customized to your unique business and technical needs will help to revolutionize how your business and functions operate. We have already done the hard work, so you can focus on your **high-value business decisions**.

## What's in it for KPMG clients:



## Everyone wins with KPMG and Coupa

**Delivering successful outcomes**

- Global deployment**  
275 sites across 75 countries currently live on the Coupa-enabled operating model
- Benefiting from**
- Improvement process and transactional efficiencies**  
First pass invoicing match rate at **75%** and improving
- Electronic invoicing**  
60% of all invoices submitted via true electronic channels
- Rapid user adoption**  
50,000 active users on platform
- Outcome**  
Delivery of valuable process and operational efficiencies, enriched user experience and an established ROI

## KPMG and Coupa: Better together

Long standing relationship with **9+ years** of joint implementation experience.



Leading implementation partner with over **160 successful employments** – spanning 100+ countries worldwide.

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