



Tailored solutions for mid-market excellence

Achieve unmatched ROI through our reimagined delivery model: KPMG Accelerate



KPMG and Coupa: Transforming the mid-market

Mid-market organizations face a unique set of challenges (both internally and externally) when transforming their procurement operations. Internally, unlike large enterprises with expansive budgets and dedicated transformation teams, mid-market organizations must deliver on transformational goals with demonstrable return on investment (ROI) across leaner resources and tighter timelines. Externally, these organizations are faced with the challenge of finding the right partner to guide them toward strategic outcomes with tailored solutions that are set to scale as the business continues to expand.

KPMG understands there is a need within mid-market organizations to be led by an adviser who can bring leading practices and prescriptive design to the forefront. KPMG Accelerate is our newly reimagined delivery offering designed specifically for mid-market organizations seeking to gain ROI through their Coupa transformation journey. We are here to guide you and be more than just a technical implementation adviser. We want you to operationally transform and let your business requirements feed the technology. We can help you deliver sustainable value at scale, turning procurement into a competitive advantage for your company.

AI-powered delivery for scalable procurement transformation

KPMG LLP (KPMG) is proud to introduce our Coupa Accelerate offering, a dynamic approach specifically designed to empower mid-market businesses by optimizing their Coupa implementations with business-led outcomes. Our reimagined delivery model leverages a dynamic team empowered by artificial intelligence (AI) and other proprietary technologies to help ensure a smooth transformation, from kickoff to go-live and beyond.

Mid-market procurement challenges



Resource constraints

Lean teams must deliver enterprise-grade outcomes



Technology gaps

Many lack the infrastructure for scalable digital procurement



Risk exposure

Without standardized processes, implementation risks rise



Time-to-value pressure

Speed is critical, but quality cannot be compromised

How KPMG can help with Coupa

KPMG Accelerate provides a structured yet adaptable framework to deliver Coupa engagements efficiently, helping ensure high-quality outcomes with round-the-clock support throughout the engagement. Leveraging our global networks and technology capabilities, we aim to bring the KPMG perspective, experience, and “white-glove” service to mid-market organizations looking to transform their procure-to-pay function.

Mid-market service delivery model: Key features



Reimagined service delivery

Tailored for mid-market clients, our delivery model combines leading practices with innovative technology utilization to streamline your transformation



Standardized approach

We bring our trusted KPMG Powered Methodology, executed across over 200 implementations globally, to provide a standardized approach powered by prebuilt assets and leading practice recommendations



Global experience and flexibility

KPMG offers adaptability to project needs, utilizing our global network of Coupa practitioners primed with advanced AI and deep solution skill sets

When to contact KPMG

New Coupa deployment

Complete design, testing, and deployment of Coupa modules for new clients (estimated timeframe: 12–22 weeks)

Add-on modules

Improve Coupa environments by adopting new modules or updating existing ones (estimated timeframe: 6–12 weeks, depending on modules)

Health assessment

Review and optimization of current Coupa environment against leading design practices with recommendations/execution on enhancements (estimated timeframe: 3–6 weeks)

Continued evolution

Managed services to support administrative and procurement operations



Empowering lean teams to deliver more

The KPMG Accelerate methodology mitigates implementation risk and streamlines overall time to deployment, delivering fit-for-purpose implementations all while maintaining the integrity our clients have come to expect from KPMG. By optimizing our delivery model and investing heavily in transformative AI technologies, we are enabling our teams to do more with less. Let us help you do the same for yours today.



Contact us to find out how our KPMG Coupa Accelerate offering can help transform your procurement capabilities today:



Jaclyn Slotman
Managing Director
KPMG US, Coupa
Alliance Leader
E: jslotman@kpmg.com



Alex Rohlfing
Director
KPMG US, Procurement
& Supply Chain Advisory
E: arohlfig@kpmg.com



Kevin Muldowney
Manager
KPMG US, Procurement &
Supply Chain Advisory
E: kmuldowney@kpmg.com

Some or all of the services described herein may not be permissible for KPMG audit clients and their affiliates or related entities.

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act upon such information without appropriate professional advice after a thorough examination of the particular situation.

© 2025 KPMG LLP, a Delaware limited liability partnership and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved. The KPMG name and logo are trademarks used under license by the independent member firms of the KPMG global organization. USCS035407-3A

Learn about us:



[kpmg.com](https://www.kpmg.com)