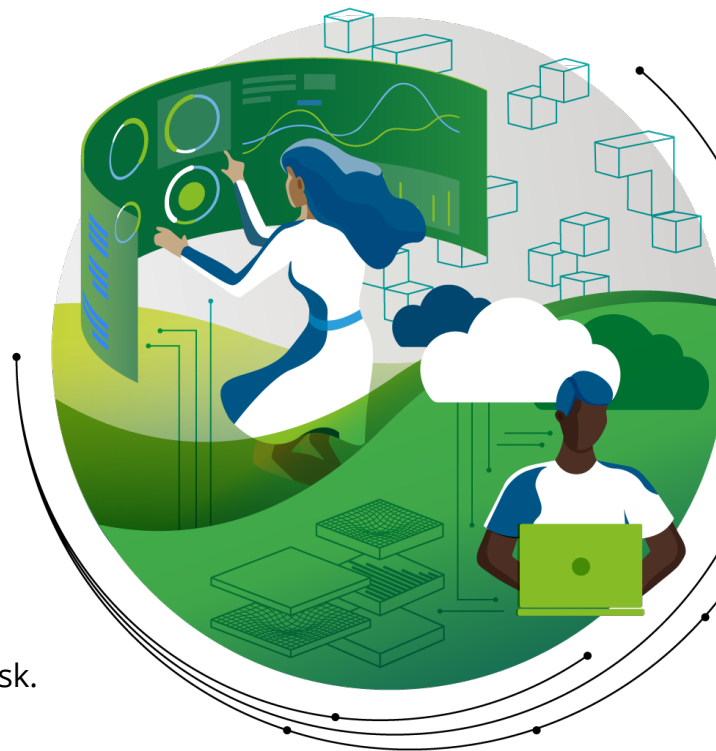




in association with Coupa

World-class digital procurement to unleash lasting value

Transform procurement with a business owned and managed solution to drive efficiency and growth, inform decision making, reduce costs, and manage risk.



A vision for your digital procurement strategy

The moment is now to reshape and elevate procurement into a growth engine for your enterprise. Consider how Deloitte's transformation process, along with Coupa's spend management technology, can enable the vision for your procurement organization.

Measuring success

Value is seized using KPIs to monitor costs, contract leakage, and vendor management. Modern S2P applications automate core workflows, freeing human capital for more valuable, strategic work.

Engaging stakeholders

Business and procurement interests are aligned with shared accountability embedded in decisions and execution. Procurement has a seat at the decision-making table and is deeply involved in defining category strategies.

Managing risk

An enterprise-level view of vendor risk management results from formal processes and a centralized global governance model. Proactive risk monitoring across the supply chain quickly identifies and resolves threats or problems.

Investing in talent

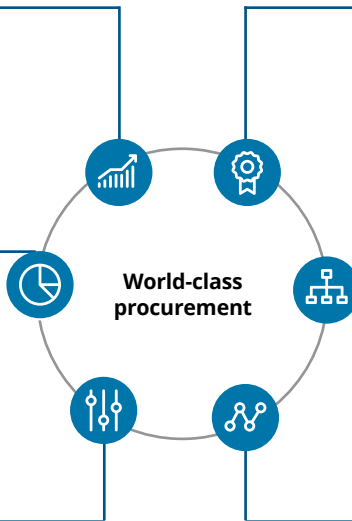
Talent is enriched through continuous learning, aspirational talent models, and performance-enhancing tools. Solutions are designed with the end user in mind, making the tools they need for success easier to use.

Supporting the business

Processes use a business-wide spend management strategy that leverages scale for broader enterprise value. Procurement is empowered to drive policy compliance while supporting business autonomy and local execution.

Enabling strategy & execution

The right tools and applications enable the vision for world-class procurement, and Coupa's technology liberates procurement to focus on enhanced capabilities. A broader, deeper, business-level understanding of traceable and accurate data guides decision-making.



Global leaders with deep Coupa experience

Realizing your vision for procurement takes planning and design, transformation processes, and the right technology that's universally embraced by both users and suppliers. There's a reason all market analysts put Coupa at the top of their lists as the leading enabling platform—built around ease-of-use, Coupa's digital procurement solutions are hyper-focused on innovation and adoption.

With a consistent track record as Coupa's largest systems integrator, we understand what's at stake in procurement transformation, how to leverage the usability of Coupa's platform, how to build sustainable processes, and—most importantly—how to turn your vision for world-class procurement into a reality. From building the business case to transferring knowledge, we'll be by your side from start to finish.

Why Deloitte?



Experience and specialization

While we bring the technical expertise required, we understand that ultimately this is a procurement project, not a technology project. That's why our project teams are led by senior leaders, not junior resources, who have industry depth in the core processes of procurement—sourcing, purchasing, contracts, accounts payable, and tax—and proven experience helping organizations achieve their vision of top-tier procurement.



Mastery of complexity

We work with some of the largest and most complex organizations in the world—and we understand that tackling business transformation initiatives can be daunting and fraught with risk. That's why clients turn to us. Armed with industry-centered templates, proven accelerators, and a workshop-based methodology to drive stakeholder alignment, Deloitte can help make complex transformation seem easy. Almost.



Focus on sustainability

Enterprises need more than just a successful go-live to enable world-class procurement transformation. We position you for long-term, sustainable value by delivering a scalable solution along with the strategies and processes for change management and talent investment.



Our commitment to you

We're not successful until you are. Like no one else, we can bring to bear the full breadth of our accounting, procurement, tax, industry, and digital transformation professionals—and when needed, we can help you operate aspects of your procurement over the long term or co-invest in your future success.

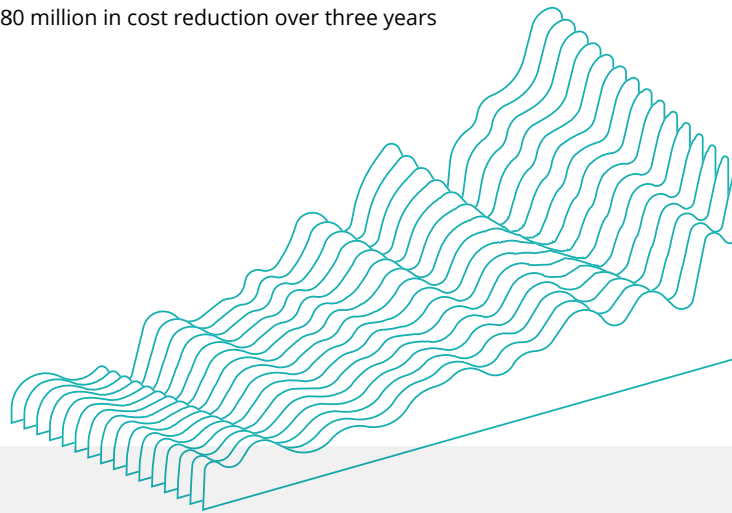
The procurement vision realized with Deloitte and Coupa

With Deloitte's process-centric approach and on-site delivery model, a **global pharmaceutical company** increased user adoption by 40 percent and reduced purchase order and invoice cycle time by 50 percent.

Deloitte helped a **global banking giant** replace their existing S2P processes with Coupa's Sourcing, Contract Lifecycle Management, Procure-to-Pay, and Supplier Information Management modules. The initial go-live included more than 7,000 users and 5,000 suppliers, covered approximately \$6 billion in spend, and allowed the bank to report on financial and regulatory obligations more effectively.

An **industrial equipment manufacturer** with operations in more than 40 countries and \$3 billion in facility-managed spend turned to Deloitte for process-driven design and procurement transformation services, allowing the company to capture \$100 million in savings in 24 months.

A **global leader in medical technology** working in 60 countries engaged Deloitte for end-to-end process transformation and a touchless solution for invoice processing, resulting in \$80 million in cost reduction over three years



Ready to begin your procurement journey?

Please reach out! We value the opportunity to speak with you, to learn about your challenges and goals, and to share more about how our procurement transformation and Coupa's technology can help you unleash real results with a bottom-line impact.

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