



# Unlock potential

## KPMG Powered Enterprise | Procurement Enabled by Coupa

### To disrupt you must transform

Seventy-one percent of CEOs plan to radically transform their organizations' operating model, and more than half say that acting with agility is the new currency of business.<sup>1</sup> CPOs have a pivotal role to play in how the organization, its suppliers, and its people respond.

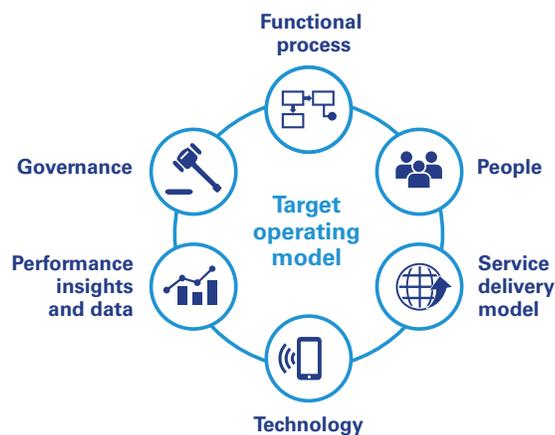
#### CPOs have important questions

- How can procurement help unlock transformation?
- Can I be a better partner to my business?
- How do I move away from a mix of models and processes?
- Can I drive value with richer spend analytics?
- What is the best way to make change happen smoothly?

CPOs are turning to KPMG and Coupa to address these questions. KPMG Powered Procurement enabled by Coupa can modernize your procurement organization with streamlined processes, enhanced oversight, reduced risk, access to data for more accurate decisions, greater visibility into spend, and rapid adoption. Procurement becomes a competitive advantage, delivering value and innovation to your company.

#### Powered Enterprise accelerates procurement transformation

KPMG Powered Procurement enabled by Coupa is an outcome-driven solution that helps prepare your business for



Source: KPMG International, 2018

the future. At its heart is KPMG's prebuilt target operating model supported by Coupa's cloud-based Business Spend Management (BSM) platform.

KPMG teams understand the human factors involved in business transformation. We can help inspire and empower your people and partners to embrace change as you align your workforce transformation with industry disruption. KPMG Powered Procurement enabled by Coupa—embedded with years of leading practice, built upon preconfigured templates, and enhanced with automation—enables you to quickly transform and aims to derive maximum value from your move to the cloud.

#### Technology that transforms procurement into a competitive advantage

Coupa's cloud-based BSM platform supports the entire source-to-pay process, including contracts, inventory, sourcing, supplier management and risk management. It is designed to give CPOs visibility and control over all the ways spend happens in the organization—procurement, expenses, and accounts payable. Coupa provides visibility to analyze enterprise-wide spend and make effective sourcing decisions, all while delivering transactional efficiencies via automation.

- **Operational efficiency.** Deliver ongoing savings with a cloud delivery model, providing automation across the procure-to-pay lifecycle and e-invoicing for suppliers.
- **Supplier collaboration.** With an easy-to-use, fee-free supplier portal, suppliers can quickly get on board, providing more collaboration and self-service to real-time information.
- **Cloud-based spend management.** Regular updates to the software are easily incorporated to provide access to new features so your procurement organization is powered by the latest technology.
- **Mobility.** Enable users to review and approve requests and manage expenses via handheld devices.

<sup>1</sup> KPMG CEO Outlook Survey, KPMG International 2018.

- **Guided buying.** Increase savings and encourage responsible spending with a convenient online shopping environment in compliance with company contracts and policies.
- **Usability.** Support rapid adoption with an easy-to-learn, easy-to-use application for employees and suppliers.

**It's not what you put into the cloud that matters, but what you get out of it.**

KPMG Powered Procurement enabled by Coupa provides:

- A jump start to your digital transformation
- Immediate access to leading practices and processes
- Validated solutions with tested real-world usability
- Reduced implementation risks and enhanced ROI
- High-touch change management and employee experience
- A solid platform for continuing evolution and progress

**Going beyond efficiency gain**

KPMG Powered Procurement enabled by Coupa focuses on the future agility of your business by delivering:

- Streamlined procure-to-pay processes
- Structured program management
- Robust supplier enablement and risk management
- Business insight based on experience and real time data
- An employee-centric design that can increase user adoption
- Increased certainty of outcomes and reduced risk.

The joint solution reaches beyond efficiency gains from traditional procurement-related tasks by using automation, predictive analytics, and cognitive learning to extend the role of procurement. This will not be a legacy you need to discard in five years' time.

**What's in the box?**

Powered Procurement provides a formidable combination of leading practices and processes, tested technology solutions, and a next-generation delivery framework.

- The **Powered operating model** shapes how transformation plays through every layer of your organization.
- The **Powered execution suite** is an integrated platform of next-generation tools to help deliver functional transformation.
- **Powered managed services** provides access to specialized resources to drive continuing evolution.

**Contacts**

**Annie McMillan**  
**Managing Director**  
**KPMG LLP**  
**T: 785-760-1630**  
**E: amcmillan@kpmg.com**

**David Hickman**  
**Coupa Alliance Director**  
**KPMG LLP**  
**T: 510-285-7417**  
**E: davidhickman@kpmg.com**

**The Powered Enterprise operating model**



Source: KPMG International, 2018

**KPMG member firms are recognized leaders in Coupa implementation and support.**

- More than 100 Coupa deployments in over 90 countries
- Over 400 certified and experienced Coupa deployment resources located worldwide
- More than seven years of joint implementation experience
- Coupa implementation experience with many of the Fortune 500 companies

**Case study**

- An **insurance and financial services company** increased spend under management from 20 percent to 60 percent in the first two months after deployment.

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