Streamlining Accounts Payable function can be a painful and costly undertaking if right solution is not selected from the get-go. Traditional premise-based and hosted solutions have failed to deliver on their promise - fast transition to paperless payables! Most e-invoicing initiatives fail for one of these reasons:

1. Low adoption = Low returns: The software lacks usability, so the number of invoices processed through the system never reaches a critical mass.
2. Supplier Reluctance: Suppliers are reluctant to participate in such initiatives because it requires them to join a network, change their business processes and pay fees simply to send their invoices.
3. Pricing: The software prices out all but the largest companies. Some network based technologies also charge supplier fees.
4. Hard to implement: Riddled with cost over-runs and delays

Coupa’s mission is simple: to simplify and automate accounts payable processing through innovative, easy to use, rapidly deployed and cost-effective cloud based e-Invoicing solution.

**Coupa represents a paradigm shift in the way e-Invoicing software is designed and delivered. Fundamentally, this is what differentiates Coupa from Competitors.**

**Why Coupa?**

**Fast Time To Value**
Because Coupa solution deploys very quickly, the ROI is realized in weeks versus years. On an average, customers are able to increase productivity by at least 33% and lower AP processing costs by 25%. With Coupa, your accounts payable (AP) can automate all the steps in invoice processing from invoice entry, matching and exceptions handling to invoice approval and accrual reports. The goal is to alleviate burden on AP through automation that fits your business processes.

**Comprehensive e-Invoicing Coverage**
Coupa supports processing of all types of invoices – paper, fax, email or cXML. In addition, suppliers and employees can enter invoices directly into Coupa. Once in Coupa, invoices are routed for automated 2 – 3 way matching, exceptions processing and rules based approvals. Coupa also supports non-PO invoices and partial invoices against blanket POs.
Unmatched Usability
Coupa presents its unique invoicing functionality by embracing the latest in intuitive and familiar user-interface paradigms such as Facebook and Google. Business users such as Payables Manager can easily set up invoice matching rules, tolerance limits as well as configure accrual reports. This approach minimizes, even eliminates, the training needed for employees distributed across locations.

Innovation
Coupa offers a number of innovations that competitor simply cannot match. For example, Coupa enables you to configure and graphically visualize complex approval rules, change approval limits across the company in one swoop, benchmark payables performance against peers / market, and support mobile users.

Ease of Integration With ERP
Coupa is the perfect e-procurement extension to your ERP. It offers seamless integration with all ERP and accounting systems from Oracle and SAP to Microsoft, Lawson, and QuickBooks. In addition, you can choose from a range of integration options - simple csv file support to sophisticated web services.

Multi-Tenant Architecture and Pure Software as a Service Deployment Approach
Leveraging Coupa’s capabilities in a Software-as-a-Service model, Coupa customers are able to appreciate the solution’s extensive business value without significant initial implementation or infrastructure costs. The application is maintained via business-user friendly administration functions to significantly limit the burden on IT staff. Additionally, the multi-tenant architecture enables Coupa to collect unique benchmarks and analytics such as invoice processing cycle time and costs, % invoices with exceptions and management visibility.

Rapid Deployment via Coupa’s “White Glove” Fixed-Fee Implementation Service
Coupa Software’s average customers “go live” in weeks – not months or years – as a result of the Coupa QuickStart program. Due to Coupa’s easy configuration and standard best practices, and by leveraging Coupa’s robust integration capabilities, customers are able to immediately experience time and cost savings. Coupa implementation services are provided on a fixed fee basis as part of the subscription so there are no hidden costs and no surprises.