



Uncover additional value from your Coupa investment



KPMG Powered Enterprise Procurement
enabled by Coupa

Procurements impact on your business success is more important than ever

Geopolitical and macroeconomic uncertainties have catapulted procurement out of the “back office” and placed the function at the centre of an organisations ability to sustain production of goods and services and remain profitable.



Great Expectations

As the importance of Procurement Business Spend Management (BSM) increases, so to do the expectations placed on Procurement to deliver a broad range of benefits and capabilities



Profit

Converting Supply market value into organisational value is at the core of what we do as procurement professionals



Productivity

Business stakeholders are increasingly looking to procurement to deliver benefits such as faster speed to market and supplier innovation



Performance

Fast and consistent sources of supplier and risk information are essential for Supply Chain Resilience

Coupa Benchmarks and Insights help you understand what’s achievable

Objective	Leaders Achieve
Drive Profitability	6.6% Overall Savings
Greater Productivity	96% first-time match rate
Improved Performance	24 Hrs Risk Evaluation Cycle time

Introducing Coupa Health Check

Many procurement professionals feel there is more value to be unlocked from their Procurement technology investment.

A Coupa Health Check is a 2 week accelerated process that benchmark’s your current performance against leading spend management metrics, provides meaningful business impact insights and recommends routes to unlock incremental value.

A Coupa Health Check is entirely focused on what’s important to you. We recognise that raw data alone does not tell a complete story.

We overlay leading KPI’s with your Coupa Success Metrics, qualitative information and collated sentiment. The output is evidence-backed insights into how you are performing, where the largest opportunities are, and recommendations on how you might achieve those opportunities.

Procurement is a companies primary cost, making it a significant profit lever

Depending on Industry, Procurement expenditure can be as much as 70% of an organisations overall cost base. This has put acute focus not only on how procurement manage costs, but how well the function generates tangible and sustained value to make organisations stronger, smarter and safer.

A Coupa Health Check helps you identify the untapped value within your Business Spend Management suite.



Introducing Coupa Health Check

KPMG have produced a benefits-driven approach to extend the efficiency and effectiveness of your Coupa BSM suite.

- **Client Input** sets the foundation of the Health Check where we understand what's most important to you, capture current-state maturity perceived by stakeholders, and agree goals and focus areas.
- **Leading KPI's** The are used extensively to quickly identify how your organisation is performing and form an empirical evidence base against which your organisation can be compared.
- **KPMG Insights** are derived from the qualitative and quantitative assessments we undertake throughout the 2 week Health Check, providing additional insights and substantive performance feedback.



2 weeks accelerated approach – From discovery discussion to result and recommendations

Health Check Outputs

The result is a clear analysis of your organisations performance, covering



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