



Touchless. Timely. Trusted.

CLEARSLULTING AND COUPA

One of the most important processes still left to digitize is procure-to-pay (P2P). It spans every business activity: Supplier research and negotiations, master data, and contracts must hand off seamlessly to purchase orders, delivery, invoicing, and final payment for goods received. And yet it remains a mystery to many of the players involved.

Our P2P best practices at your fingertips



Manual processes are the main driver for this lack of critical insights. They create lots of tactical issues while at the same time reducing visibility into status, cost, and performance. Fraud, overpayments, and operational waste are tougher to spot and address too. Clearsulting and Coupa can help.

Our focus is on eliminating unnecessary steps, optimizing the ones you need, and automating where possible across the P2P continuum. By pairing the Coupa business spend management platform with process improvements, automation, and a governance strategy, we enable you to realize better cash flow, controls, accuracy, and experiences. The result? Freeing up your people for value-added activities and realizing the efficiency, accuracy, and control you need to drive procurement, finance, and technology excellence.

Our P2P-focused capabilities

Coupa is *the* tool in the P2P toolbox, spanning every business activity from initial supplier research and negotiations to invoicing and final payment for goods received. We can help you prepare for, implement, integrate, and enhance it through:

- Technology strategy and readiness
- P2P visioning and execution
- Coupa implementation, process integration, and optimization
- Overall process improvement
- Overpayments analysis and reduction
- Vendor optimization and enablement
- Enhanced data visualization and reporting
- Governance strategy
- Digital center of excellence

Are you losing money to overpayments?

In most cases, yes. Overpayments are common control weaknesses that can cause companies to overspend on the P&L. A focused exploration of overpayments can provide you with a quick win and hard savings, building confidence and support for additional P2P improvements. A bonus is that you'll also improve controls to reduce continued errored payments.

By taking a closer look at payment processes, we helped one organization realize substantial results.



Recovered **\$4M** in overpayments from the last three years by identifying duplicate invoices and liabilities



Applied more than **\$10M** in credits by tracking down invalid liabilities



Reduced the supply base by more than **50%** which helped address duplicate liabilities and invoices

Why work with us?

We start by understanding the why behind your organization's P2P challenges. From there we find ways to streamline processes, realize savings, and implement technology solutions in alignment with your existing landscape. Add in our business awareness and process expertise and you're well on your way to a digitized—and maybe even touchless—P2P operation with the help of Coupa.

Creating positive change through digital finance

Our innovative problem solving and proven technology workflows help procurement and finance leaders embrace digital to become better business partners. Acting as a link across your business, we connect your vision with the processes, technology, and systems that yield success. We offer enterprise performance management, finance effectiveness, record-to-report, risk advisory, and treasury services that take a digital-minded approach to push your business further.

Get started.

If you're ready to reduce friction and create better experiences with your Coupa implementation, let's talk.

www.clearsulting.com/coupa

KYLE ROGERS

Partner | Finance Effectiveness
kyle.rogers@clearsulting.com

GARY WARDER

Director | Source-to-Pay
gary.warder@clearsulting.com

GILLIAN DOKKEN

Director | Strategic Alliances
gillian.dokken@clearsulting.com

This material has been prepared by ClearSulting for general informational purposes only and is not intended to be relied upon as accounting, tax, or other professional advice. Please refer to your advisors for specific advice. ClearSulting shall not be responsible for any loss sustained by any person who relies on this publication. © 2022 ClearSulting LLC. All rights reserved.