


How to reach touchless procure-to-pay nirvana

Procure-to-pay (P2P) is one of your most important processes, spanning almost 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.

Your C-suite lacks visibility into end-to-end performance, as P2P spans so many business functions. In addition, your teams struggle to bootstrap disparate data sources, manual entry, and other inefficient processes. It's no surprise, then, that P2P is a process ripe for transformation.

Let's define touchless P2P

- Enabling the purchase and payment for goods or services with as few human touchpoints as possible
- Asking for inputs only when the system doesn't have them or cannot calculate them
- Allowing suppliers to populate their information into existing templates that are then uploaded to the digital platform
- Eliminating the need for non-value-added processes, such as supplier escalation and queue monitoring
- Creating easy-to-follow processes that encourage usage and compliance



60% of P2P owners want to improve visibility across business spending.¹

1. 2021 Procurement Insight Report: A Buyer's Guide to Procurement Automation Software, Level Research, page 14, sponsored by Coupa and Medius, <https://cdn-new.level.io/reports/2021+Procurement+Insight+Report/Level+Research+2021+Procurement+Insight+Report.pdf>

Overcoming P2P challenges

Touchless P2P may seem like a monumental undertaking. After all, you're struggling with some significant legacy processes and technology. You have myriad stakeholders, who have a vested interest in improving P2P but may not want to lead this initiative. And your business is dealing with too many tactical issues, due to disconnected data and manual intervention.

Automated P2P can increase your data visibility and supply chain agility. With supplier controls, you could capitalize on preferential terms, such as volume discounts and better finance terms. You'd also combat procurement policy violations more effectively, while avoiding costs like tax fines. Finally, touchless processes would enable your business to reduce costs.

Whether you work in sourcing, procurement, finance (including treasury), or legal, you have a vested interest in achieving touchless P2P.

We'll show you how to achieve rich business dividends by addressing the five key pillars of automated P2P:

- 1 **Aligning** executives and teams around a shared vision
- 2 **Curating** accurate master data to improve insights and enable improvements
- 3 **Designing** effective cross-functional business processes
- 4 **Developing** a culture of continuous improvement
- 5 **Implementing** the Coupa business spend management platform

P2P should execute in the background, with minimal intervention by your teams. The goal is to make this process so seamless it's boring.

The path to P2P nirvana could start today

Automating P2P isn't as simple as connecting existing processes to a cloud platform. That's where ClearSulting and Coupa come in. We pair Coupa's world-class business spend management platform with process improvements, automation, and a governance strategy so you can realize the vision of touchless P2P.

When you're ready to develop an exceptional automated P2P experience that achieves your goals for better visibility, operational efficiency, cost reduction, and more, let's talk. We can help you gain control over your master data, procurement budget, contracts, and controls, driving down costs and tax spending that will provide ongoing value to your company.

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