



# Supplier enablement accelerator

CLEARSULTING AND COUPA

So you've chosen Coupa for greater transparency over your Source-to-Pay (S2P) landscape, hoping to maximize automation and improve vendor relationships. And maybe you promised your team seamless supplier onboarding, invoice matching, and purchase order tracking, but haven't quite made that a reality. It's true that Coupa can do all those things, but it requires tight orchestration across stakeholders—even your suppliers. And if they're still feeling the growing pains of the new technology and relying on manual purchase order and invoice distribution, you're leaving the benefits of your investment on the table.

That's where our supplier enablement accelerator comes in. It's your key to unlock the value of Coupa because it shows your suppliers what they stand to gain from it: reliable payment behavior. With it, everyone wins—improving the two-way tracking of invoices, speeding up the approval process, and increasing on-time payments. The cherry on top? Enjoying more discounts, reducing business spend, and fortifying supplier relationships.

## Your easy, pain-free adoption program

### How it works

Our supplier enablement accelerator is broken up into three steps. Its goal? Getting everyone up to speed as quickly as possible.



In just a few months, we helped a \$750m life sciences company raise invoice automation from 4% to over 75%.

### STEP 1

#### Segmentation

Leveraging the Coupa Supplier match, we evaluate your spend by category. We determine the best invoice intake methodology, driving consistent processes for end users and suppliers. Then, we employ classifications like volume to recommend a treatment strategy specific to the suppliers we think you should target—homing in where you'll see the greatest impact.

### STEP 2

#### Planning

Once we identify your largest opportunities, we set out a game plan. We provide standard scripts and supplier enablement tools tailored just for you. Think of it as everything you need, all in one place—with governance mechanisms to track and manage value.

### STEP 3

#### Execution

It's time to hit the ground running. All those outreach scripts? We'll use them in a campaign to your suppliers, making sure they understand leading practices for their self-service portal, and teaching them all the features of the software and how to use it. In return, you'll see their performance on a dashboard and be able to track their platform adoption.

## Why work with us?

Our deep experience in Coupa spans various industries and company sizes, enabling us to tailor treatment strategies to any business context. Whatever gaps you need to close, our extensive suite of tools can get the job done. To list just a few:

- Spend analytics protocols and templates
- Supplier FAQs
- Internal end-user FAQs
- Supplier invite and follow-up communication templates (tailored for suppliers on- and off-portal)
- Prebuilt supplier enablement performance dashboards (Microsoft Office-based)
- Prebuilt campaign action tracker
- Leading practice content strategies
- Leading practice purchasing matrixes (Goods, services, exceptions)
- Leading practice receiving matrix
- Leading practice invoice matrix

## Creating positive change through digital finance

Our innovative problem solving and proven technology workflows help finance and procurement 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 corporate performance management, digital reporting and compliance, financial close, managed services, order-to-cash, risk advisory, source-to-pay, strategic finance and innovation, 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.

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▶ [www.clearsulting.com/coupa](http://www.clearsulting.com/coupa)