

Xoomworks Coupa Implementation Specialists

When a business chooses Coupa as their spend management solution they do so because it is easy to use, fast to implement and captures all spend. This means adoption is high, implementation costs low, and benefits achieved sooner.

Coupa's partnership with Xoomworks

Xoomworks, who have successfully completed the majority of Coupa implementation in EMEA, understand this. They are not only Coupa experts but procurement professionals with a heritage in procurement transformation, helping companies get the most from their investment in procurement technology.



Delivering Success: Coupa's partnership with Xoomworks is based on a joint belief that procurement shouldn't be difficult, nor should the technology that supports it:

Bourne Leisure's implementation of Coupa Purchase to Pay went live in 5 months and delivered on the business case within 12 months by achieving 100% user adoption and 90% electronic invoicing.

Working with 11,000 users across 50 sites in three very different brands, visibility and control were key. Bourne Leisure is now able to understand what it buys and proactively manage its spend as a single company.

NEC's implementation of Coupa Purchase to Order was across 13 countries, with 8 languages and went live in 12 weeks. This included integration to SAP for invoicing and asset management. The key to success for NEC was to be live before the start of their new financial year.

Following the go live NEC further enhanced their use of Coupa and recently re-engaged Xoomworks to support the implementation of invoicing within Coupa.

Xoomworks Recent Coupa Implementations

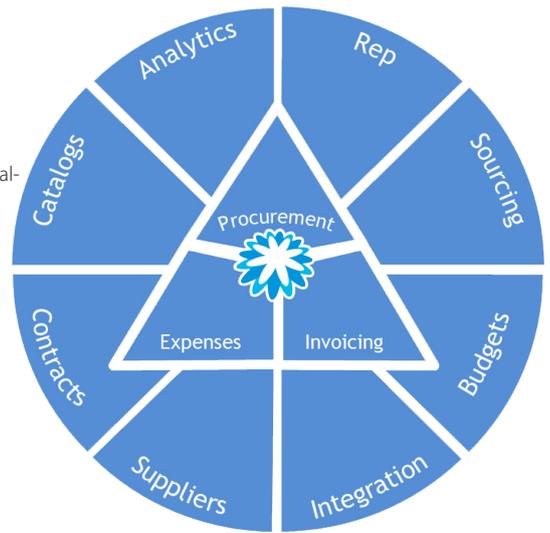


Understanding Customers' Needs

Xoomworks work with customers prior to their Coupa implementation to understand both the drivers for the project and the current situation. This ensures that the project can be structured appropriately with a focus on customer success.

Whilst there is a template approach to the configuration and testing of a Coupa solution, practically there are many things to consider, as highlighted with the examples below:

- ✓ A customer could need increased support to build and load contract and catalogue content, as their success is based on compliance
- ✓ Another customer may be focused on driving spend through the system, which requires targeted change management
- ✓ Some customers have a diverse work force for whom using a PC is not an everyday occurrence. In this scenario training plays more of a role in the implementation
- ✓ Process efficiency could be the driver for a business case, so automating the invoice process is a priority. A supplier enablement drive to electronic invoicing is therefore key to their success



Focused Support

The most successful Coupa projects are highly collaborative between Xoomworks and the customer. Xoomworks lead the customer through the implementation rather than doing it for them, leaving a self-sufficient company able to leverage the value from Coupa and administer the platform successfully. Xoomworks also offers a range of value-add services for customers that require them:

Extra Implementation Services

- ✓ Testing
- ✓ Training
- ✓ Supplier Enablement
- ✓ Integration

The Bigger Picture

- ✓ Sourcing Roadmap & Savings Delivery
- ✓ Managed Services – Procurement & Sourcing Expertise
- ✓ Managed Services – Systems Support
- ✓ Spend Optimiser / Analytics
- ✓ Procurement Opportunity Analysis

About Xoomworks

Xoomworks is a niche consultancy and outsourcing company that specialises in Procurement and Business Intelligence. Staff are based in UK and Europe and consist of technical, business and behavioural consultants, and senior procurement staff. Our Complete Procurement proposition addresses both the mechanics and behaviours of Procurement that drive the greatest value for organisations.

Interested in finding out more about Xoomworks Procurement?

Call us now on +44 20 7400 6120 or send an email to procurement@xoomworks.com
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Procurement Leaders
Finalists

