

Introduction of Coupa to Supplier

COUPA rollout for APAC Group of companies

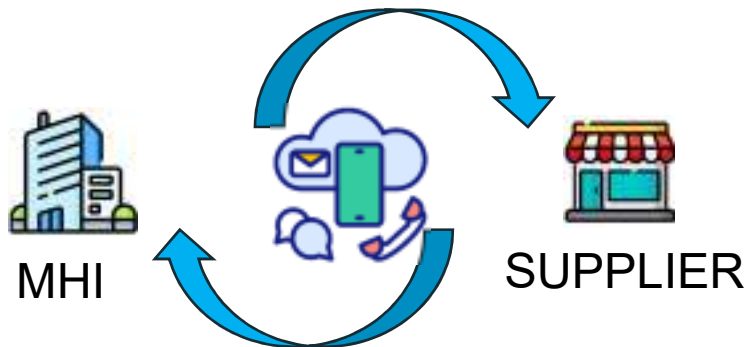
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Mitsubishi Heavy Industries, Ltd.

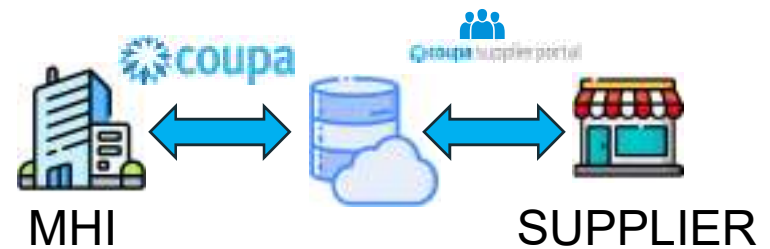
Overview

Coupa is a cloud-based platform that simplifies business-to-business (B2B) transactions between companies and their suppliers.

Conventional B2B Transaction



Coupa



Conventional B2B transactions are like a maze of emails, paper forms, and manual processes, leading to slow approvals, errors, and limited visibility. Coupa cuts through the maze with automation, offering a streamlined, transparent, and faster experience for both buyers and suppliers.

Overview




As our valued partner/supplier, we will invite you to Coupa's Supplier Portal (CSP). Where you will be asked to initially register to get on-board.



The Coupa Supplier Portal (CSP) is an **online platform specifically designed for suppliers who work with companies that use Coupa for their procure-to-pay (P2P) processes**. It essentially creates a central hub for communication and collaboration between buyers and suppliers.




Benefits of Coupa to Suppliers

Here are some of many benefits that you as supplier can enjoy as we embark Coupa.

Feature	Before introduction of Coupa 	After introduction of Coupa 	Benefits to Suppliers 
Requests for Purchase	Manual creation by requestor, often on paper forms or through email.	Automated or self-service request creation through a web portal or internal system.	For punchout suppliers, your online store can be directly connected to MTS' allowing our buyers to select products directly from your website
Error Prone	Prone to errors due to manual data entry and lack of standardization.	Reduced errors due to system validations and data consistency.	Our purchases will always be consistent with your product details reducing revisions and errors in POs.
Purchase Orders	Manual creation of POs based on approved RFPs.	Automatic PO generation upon approval of RFP.	Coupa accelerates the approval process of requests. Sequentially a faster PO from us to you.
PO Visibility	Limited visibility of POs for requestors and suppliers.	Real-time visibility of POs for all stakeholders involved.	Having the ability to see the PO state between buyer and supplier allows both ends to make important decision when needed.

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Invoice Processing	Manual data entry of invoices, often requiring physical copies.	Automated invoice matching with corresponding POs. Manual entry still possible for non-PO invoices.	Faster Invoice creation. CSP can automatically flip the PO into Invoice.
Invoice Approval	Manual routing for invoice approvals.	Electronically routed for approvals with faster processing times.	Coupa accelerates the approval process of invoices. Sequentially a faster payment for supplier.
Reporting	Manual generation of reports or limited reporting capabilities.	Extensive reporting and data analytics capabilities.	We can easily create reports of transactions between buyer and supplier, that can be analyzed for future business needs.

What's next?

CSP (Coupa Supplier Portal) is FREE! Yes. There will be no fees for you to utilize this cutting-edge system.

We're committed to making your onboarding smooth and easy!

We'll provide helpful materials to guide you through the entire Coupa setup process. And, our team is here to answer any questions you may have.

Coupa is a win-win for suppliers! Join the growing network of businesses using Coupa and experience the benefits of a modern B2B transaction process.

Please provide the following information to help us coordinate with you effectively.



Thank you!



Coupa offers a **smarter way to do business** with your customers. This innovative cloud-based platform streamlines the entire procurement process, making it faster, easier, and more efficient for everyone involved.

We look forward to you and making this project a success!

Are you prepared to engage with MTS in a more intelligent, efficient, and innovative manner?

See you onboard!



MOVE THE WORLD FORWARD

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