



Coupa Cited as a Leader by Independent Research Firm

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Company recognized in report for product usability and support

SAN MATEO, Calif., Jan 23, 2019 /PRNewswire/ -- Coupa Software (NASDAQ:COUP), a leader in business spend management (BSM), today announced that it has been recognized as a leader in Contract Lifecycle Management (CLM) by Forrester Research in a new report titled, "Forrester Wave: Source-to-Contract CLM, Q1 2019."

The [report](#) evaluated Source-to-Contract (S2C) CLM solutions from 15 different software vendors on a set of 15 criteria, placing Coupa in the Leaders quadrant based on ease of use and support.

"We regard being named a Leader in Forrester's S2C CLM Wave report as strong affirmation of the comprehensive and user-centric BSM platform that we've built," **said Donna Wilczek, vice president of product strategy and innovation at Coupa.** "By focusing on customer success and setting the innovation agenda for our industry, we'll ensure that businesses globally have the visibility and control they need to spend smarter."

The Forrester Wave: Source-to-Contract CLM, Q1 2019 report recognized Coupa as a Leader and called out the following factors:

- Contract approval and contract optimization functions that are stronger than other S2C CLM competitors
- Demonstrated strength in its portfolio of buy-side applications and AI functions
- Positive client ratings for its platform usability and support

"[Coupa's] contract approval and contract optimization functions are ahead of its S2C CLM competitors," **writes Forrester Vice President, Principal Analyst Andrew Bartels** in the report. The report also states: "It received very positive ratings from its clients for usability and support."

As organizations grapple with the ever-changing business spend management needs, they are increasingly turning to cloud-based solutions that maximize the value of every dollar while enforcing compliance and reducing risk. These solutions improve productivity, enable spend visibility, and increase control of capital flows. The most comprehensive platforms include contract lifecycle management capabilities to automate and enforce the full contract lifecycle so organizations can realize discount savings, reduce errors, and accelerate the contract process.

For example, Greif is a packaged goods manufacturer that has been a Coupa customer for nearly two years. Greif has achieved measurable value with the Coupa BSM Platform by scaling and streamlining its organizational spend.

"Coupa's comprehensive and user-centric platform has enabled us to gain more visibility and control of all our business spend globally, and reinvest in our core mission of making peoples' working lives simpler and more productive," **said Myron Gramelspacher, senior director of Global Indirects Sourcing at Greif.** "Forrester's recognition of Coupa reinforces the company's innovation in business spend management."

To download a complimentary copy of the full report, click [here](#).

About Coupa Software

Coupa Software (NASDAQ:COUP) is the leading provider of BSM solutions. We offer a comprehensive, cloud-based BSM platform that has connected hundreds of organizations with more than four million suppliers globally. Our platform provides greater visibility into and control over how companies spend money. Using our platform, businesses are able to achieve real, measurable value and savings that drive their profitability. Learn more at www.coupa.com. Read more on the Coupa Blog or follow @Coupa on Twitter.

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