



BJ Services Fuels Operational Excellence with Coupa

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Enhanced, efficient AP and invoicing processes empower leading oil & gas services provider with visibility and control over its business spend management

SAN MATEO, Calif., Jan. 31, 2019 /PRNewswire/ -- [Coupa Software](#) (NASDAQ: COUP), a leader in business spend management (BSM), today announced that [BJ Services](#), a leading provider of pressure pumping services for the oil and gas industry, has selected Coupa to transform its business by automating its accounts payable (AP) and eInvoicing processes.

Located in Tomball, Texas near Houston, BJ Services is the largest pure-play pressure pumping services provider in North America. BJ Services turned to Coupa to proactively eliminate costly and time-consuming manual processes to further ensure the company continues to provide reliable service to its clients across the U.S. and Canada.

"Coupa collaborated with us and demonstrated how they could address our immediate AP and invoicing needs in a way that will set a foundation for long-term success," said **Kelly Youngblood, executive vice president and chief financial officer for BJ Services**. "It was clear that Coupa had a strong working knowledge of our industry. Oilfield service companies have to move quickly, and what set Coupa apart was its flexible and comprehensive platform."

Through the Coupa BSM Platform for [Procure to Pay](#), [Invoicing](#), and [Coupa's open community for supplier collaboration](#), BJ Services expects to realize reduced risk and measurable business value in the form of automated, touchless processing, easy digital collaboration with suppliers, and faster resolution of invoices that fail specific tolerances. AP teams and contract suppliers will be able to leverage the easy-to-use eInvoicing platform, providing visibility into the supply chain and more.

"BJ Services was looking to automate and gain more visibility into its business spend to ensure better management of procurement and invoicing," said **Steve Winter, chief revenue officer at Coupa**. "A high percentage of their suppliers are already transacting through Coupa's free supplier network, which will accelerate supplier onboarding and reduce paper invoices. Through this collaboration, we look forward to making their change management process easier while also delivering greater value, faster."

With the Coupa BSM Platform, companies around the world can gain the visibility and control they need to manage all their business spend in one place. To learn more, visit <https://www.coupa.com/>.

About Coupa Software

Coupa Software 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.

About BJ Services

Based in Tomball, Texas, BJ Services provides hydraulic fracturing and cementing services to upstream oil and gas companies engaged in the exploration and production of North American oil and natural gas resources. For more information, please visit our website at www.bjservices.com.

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