





What is Coupa?



Coupa is a cloud-based Business Spend Management platform that allows organizations to manage business spend across Procurement & Finance. As you may already know, we here at Flynn are **implementing the Coupa Source-to-Pay platform as our procurement solution**. At Flynn we refer to Coupa as the **Flynn Market Place**. As a preferred supplier partner, we are contacting you to introduce you and provide some background on Coupa/Flynn Market Place as well as to align on next steps as we approach our **go-live in July**.

Platform	Main Functions	Supporting Functions for Suppliers
 	Procurement	Receive Purchase Orders
	Invoicing	View and Manage Purchase Orders
	Payment	Easily Create or Edit an Invoice
		View and Manage Your Invoices
		View and Manage Payments



Why Coupa?



- ✓ Flynn will use Coupa (Flynn Marketplace) as their purchasing tool for both the **Support Center** and **store locations across brands**, resulting in improved spend management and visibility, and streamlined ordering and supplier engagement for our operations teams.
- ✓ Flynn wants to further cultivate digital relationships with our vendors – Coupa will allow us to purchase goods and services, create and send purchase orders, and receive supplier invoices while allowing suppliers a portal to manage their own information and view the status of their invoices all in one place.
- ✓ Coupa will streamline the connection with Flynn’s suppliers to improve collaboration across the Source-to-Pay lifecycle.



Coupa Functionality



Benefits

Supplier

- ✓ Quicker order to invoice processing time
- ✓ Ability to receive and manage purchase orders directly in the supplier portal
- ✓ Automated invoice creation & approvals
- ✓ Real-time invoice and payment status updates through supplier portal
- ✓ Improved communications & increases in cash flow
- ✓ **No additional cost for suppliers to join the Coupa Supplier Portal**

Flynn

- ✓ Improved and streamlined purchasing interactions and process experience
- ✓ Increased accessibility for contracting and purchasing
- ✓ Purchasing compliance & controls
- ✓ Consolidated environment to access & view all orders / invoices to avoid manual searches through email
- ✓ Improved spend management & transparency



Next Steps



- ✓ Over the next few months, we will work together to define our preferred method to transact with you in the Coupa platform
- ✓ Suppliers can interact through Coupa using a variety of means, including the Coupa Supplier Portal (CSP) or just via email
- ✓ Flynn will send purchase orders, goods receipts, and invoice statuses, while you provide invoices back through the Coupa platform
- ✓ **Please be on the lookout for further communications as Flynn is developing resources to further educate their suppliers on how to transact via Coupa, the Flynn Marketplace**