



Coupa Advantage Program – providing instant savings with trusted suppliers



At Coupa we believe in the power of collaboration. When teams work together great things can happen. We've seen this beneficial collaboration often in our Coupa Advantage Program.

Companies work hard to spend intelligently and streamline purchasing for goods and services that ensure operational efficiency and success. But a common gap is the many non-strategic purchases that are made outside of a normal procurement process, often referred to as tail spend. Coupa Advantage seeks to tame this maverick spend through offering pre-vetted suppliers with competitive community pricing, simplified supplier onboarding and management, and rapid time to value through out-of-the-box catalogs and trusted suppliers.

Recently, Coupa Advantage supported the Coupa FinOps team to provide an important supplier that resulted in significant savings through AI-driven cloud optimization tools.

An advantageous partnership

The Coupa FinOps team, the cloud financial operations group within Coupa, works to bring together finance, engineering, and business teams to optimize cloud spending. The team has a mission to streamline spend through improving cost efficiency and aligning cloud investments with business objectives.

A key tactic in this effort is rate optimization, leveraging the discounts offered by cloud service providers in return for making long term spending commitments. Managing such discount instruments (Reserved Instances and Savings Plans) is complex for large organizations and requires significant manual effort. The team needed a better solution to transform these tasks and then reallocate the time spent to higher value tasks.

Through a referral from Coupa Advantage, the team found **ProsperOps**, a pre-vetted Coupa Advantage supplier that provides AI-driven tools to continuously optimize cloud commitment portfolios, ensuring maximized savings with minimal manual effort.

ProsperOps tools provide ongoing dynamic adjustments in Coupa's Reserved Instances and Savings Plans and have enabled the team to:

- Increase savings and maximize the Effective Savings Rate
- Reduce operational overhead by eliminating time consuming and tedious manual tasks
- Minimize risk by balancing commitments and preventing over and under utilization

Because Coupa Advantage was able to connect the FinOps team with the right supplier, ProsperOps, the team was able to exceed their savings and efficiency goals while ensuring the engineering and business requirements were met.

The Coupa Advantage program is available to all Coupa customers and offers solutions to connect with the right pre-vetted suppliers to quickly see savings for all business spending needs.



With ProsperOps, we've enhanced Coupa's FinOps maturity and ensured our cloud costs stay optimized. If you're looking to streamline cloud compute rate optimization, we recommend ProsperOps as a strategic partner.

—Coupa Software