

## Challenges:

- Wabtec Corporation faced challenges around inconsistent branding, ineffective ordering processes, and multiple suppliers for their branded merchandise programs.
- The team needed a custom-built punchout site as well as a B2B Employee online portal that would streamline ordering across multiple locations and provide data-driven insight to help them maintain quality and compliance, leading to cost saving.

## Results:

- In just two months, BAMKO's Coupa Punchout store led to 143 orders from 96 different buyers within Wabtec.
- The increased efficiency provided through a centralized ordering platform reduced administrative burden and manual oversight, improved brand consistency, and yielded better spend data.

# BAMKO

**Coupa Advantage connected Wabtec Corp. with BAMKO, helping them access an all-in-one solution.**

“Through BAMKO, Wabtec received a significant boost in their operational efficiency, better brand consistency across their merch programs, and considerable cost savings.”