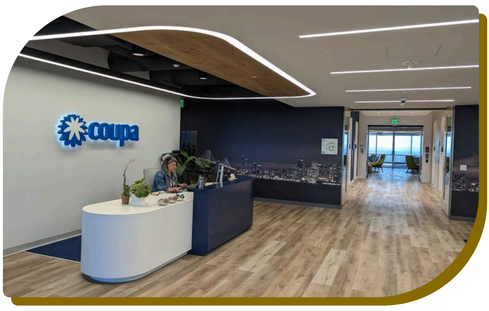
Coupa Punchout Integration



Organization

Coupa

A multinational life-science enterprise uses **Coupa Business Spend Management (BSM)** across R&D and manufacturing. Supplier enablement and catalog compliance are governed by Coupa standards.

Need

The procurement team needed a **diverse small business distributor** with:

- Real-time **PunchOut** for scientific & lab items
- Accurate **SKU-level** pricing **and** contract filters
- Automated **cXML** return documents **(PO Acknowledgment, ASN, Invoice)**
- Validation against **cost-center, ship-to,** and **PO** workflows
- **UNSPSC** category mapping for reporting

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Response

WDS delivered a Coupa-compliant punchout with:

- Direct integration to **Coupa Procurement Cloud**
- Support for both **hosted & real-time** punchout catalogs
- **cXML** return documents **(PO Acknowledgment, ASN, Invoice)**
- Scheduled catalog updates + visibility enhancements
- Built-in **UNSPSC** mapping; **cost-center** and **ship-to** validation
- Supplier-diversity flags for **Tier-1** reporting

Outcome

The organization gained a modern, compliant supply-chain pathway:

- Requisition-to-order time ↓ **35%**
- Manual reconciliation workload ↓ **45%**
- **5,000+ SKUs** mapped to **UNSPSC**
- Real-time visibility into return documents for procurement
- Increased small/disadvantaged business spend with consistent, compliant buying

Fulfilled via: Coupa BSM (PunchOut Catalog + Hosted Catalog)

Product: Hosted catalog of contract-approved SKUs with punchout to full assortment (scientific & laboratory)

Timeline: March 2025 (Coupa integration kickoff & go-live)

Compliance: Contract-filtered listings; **TAA; DoD/FDA** where applicable; **UNSPSC** mapping; **cXML** return documents; meets **Coupa Catalog Standards 2025**; integrated with **Coupa Supplier Portal.**

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