



# THE BEST OF BREED

## Total Business Spend Management Simplified

Together we deliver business spend management,  
optimized for Services.

“We recognize the importance and nuances of tracking all services spend. The MCI TRACK Platform is the standard for asset intensive industries, & complimenting that with Coupa will deliver exponential value to all our customers.”

| Armando Urias, AREA VICE PRESIDENT, Coupa Software

**COUPA + TRACK = VALUE, VISIBILITY & VELOCITY**



**Manage All Business & Services in One Place**



**Integrated Approach for Purchasing, Paying & Tracking Services Spend**



**Improved Visibility & Granularity on Blanket PO's for Craft Services**

### **A Partnership that Capture Total Business Spend**

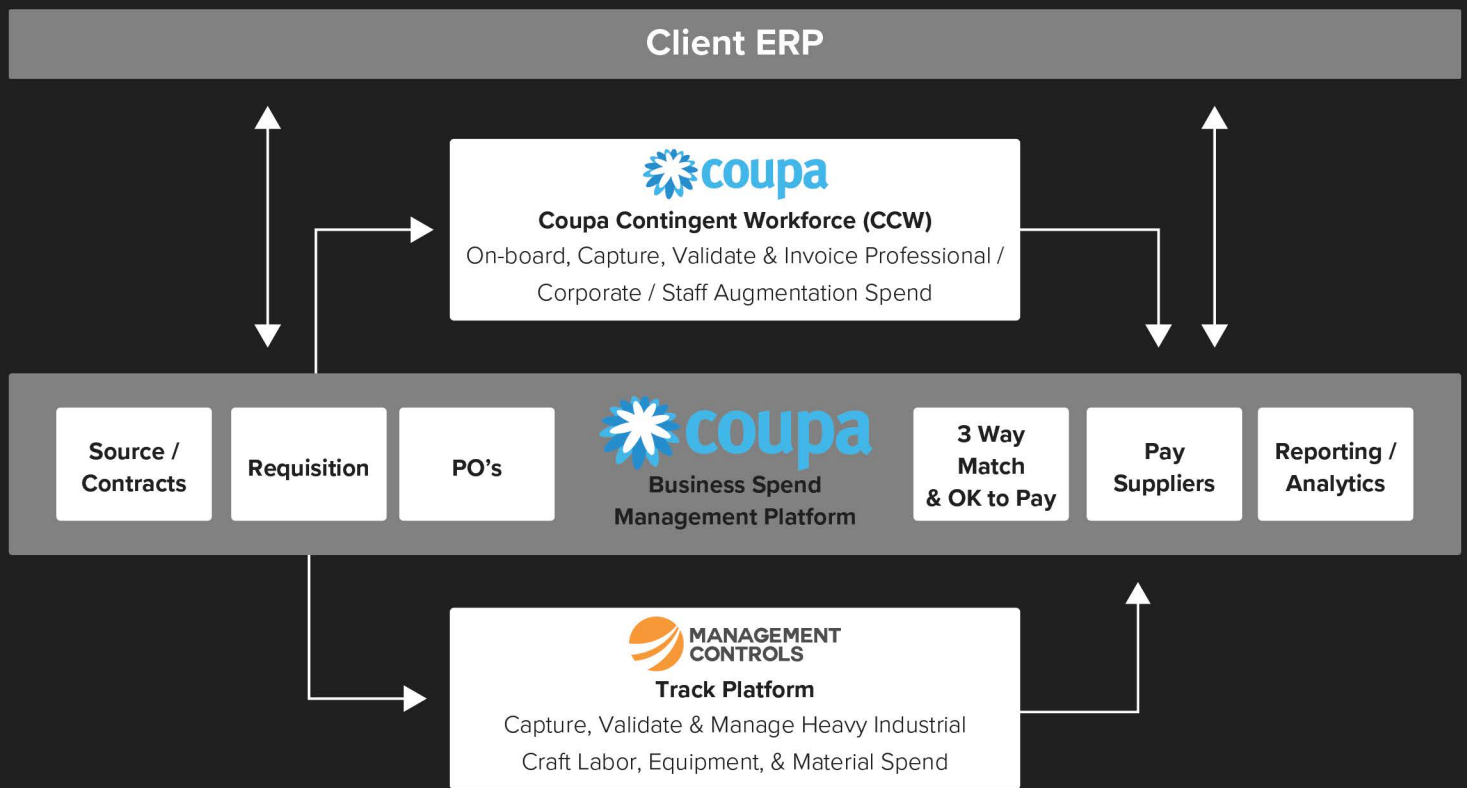
The partnership between Coupa's BSM Platform and Management Control's (MCI) TRACK Platform provides a best-of-breed approach to capture total business spend in the Procure-to-Pay(P2P) cycle. The solutions work together to improve and simplify how companies' source, contract, hire, monitor, manage, and pay for contractor services.

Companies can source, pay, and track services all in one place with improved, real-time analytics across the complete spend of a business.

The partnership between TRACK and Coupa's Contingent Workforce and Services Capabilities are uniquely positioned to manage all non-employee labor categories and services spend.

TRACK's automated contract compliance and service tracking for complex Mining, Chemicals, Pulp & Paper, Metals, Utilities, and Oil & Gas operations complements Coupa's established BSM platform for end to end spend management. Many companies struggle to get accurate and granular visibility into their craft services spend due to a lack of digitalization and data velocity. Companies that utilize service contractors for Routine Maintenance, Turnaround/Shutdown Projects, and Capital Projects can gain daily visibility into actual costs, craft activity at the work level, and powerful contractor spend insights to continuously improve business operations. Across the globe, clients of the TRACK Platform save an average of 8-15% annually on their contractor services spend by eliminating non-compliant charges and over-billing.

# Total Contingent Workforce Management in Coupa BSM Platform



## Why Best of Breed Approach?

- SERVICES AP AUTOMATION  
Automate service time sheet tracking and invoicing to streamline accurate, on time payments to service providers.
- CAPTURE ALL BUSINESS SPEND  
Get granular visibility into business & services spend across your enterprise. Rapidly break down costs at any level of spend.
- AUTOMATE COST CONTROLS  
Automatically enforce service contract pay terms, rates, and site specific rules at the work level to streamline compliant payments.
- MAKE SMART BUSINESS DECISIONS  
Easily track key performance KPI's across business spend to optimize efficiency, budgets, and contracting strategies.



Customers  
  
2500+



Spend Under Management  
  
\$3 TRILLION



Suppliers  
  
7 MILLION



Industrial Sites using TRACK Platform  
  
300+



Annual Contractor Spend Processed  
  
\$ 60 BILLION+



Daily Activity & Earnings of Contract Laborers Monitored  
  
4 MILLION+



Retention Rate Since Launch (30 years ago)  
  
99.8%



MANAGE TRACK OPTIMIZE

POWERED BY

