



Coupa Supply Chain Powered by LLamasoft



**Are You Getting the Most Value Out of
Your Supply Chain Network?**

Managing Supply Chain Spend is Critical to Your Success



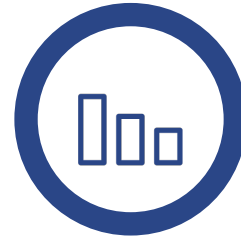
**Operational
Expenses**

70% of your company
spend is in your supply
chain¹



**Working
Capital**

80% of your supply
chain spend is locked in
when you design it²



**Capital
Investments**

90% of company
emissions are directly
linked to supply chains³



**MRO (Maintenance,
Repair & Operations)**

¹ EY ² Network Design by Mike Watson et al. ³ EPA

Coupa Helps Organizations Enable Digital Supply Chains

Global Leaders in All Industries



\$16 B+

in value identified by customers

70%

of FORTUNE 100 with physical supply chains rely on our solutions

14 of Top 15 Global Logistics Providers



19 of 25

of Gartner's Supply Chain Top 25 make their decisions with our technology

Leading Public Health Agencies & NGO's



3000+

supply chain analytics initiatives with the world's largest enterprises

Major agencies within the US Government & Department of Defense



What I hear from practitioners

“Our nodes, modes, and flows are far more dynamic now”

“We struggle with simultaneous issues of demand volatility, material, capacity, and logistics constraints”

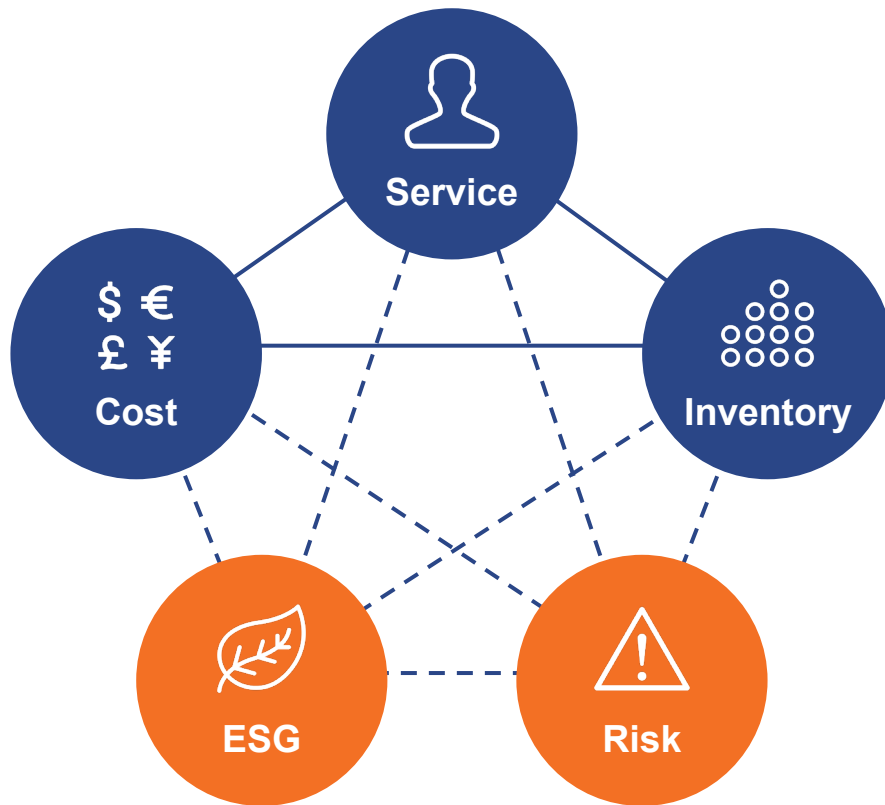
“Cost pressures are increasing while product availability remains a priority”

“Our supplier mix is very rapidly changing”

“Our inventories are rising faster than we like”



Traditional Decision Trade-offs Are Insufficient



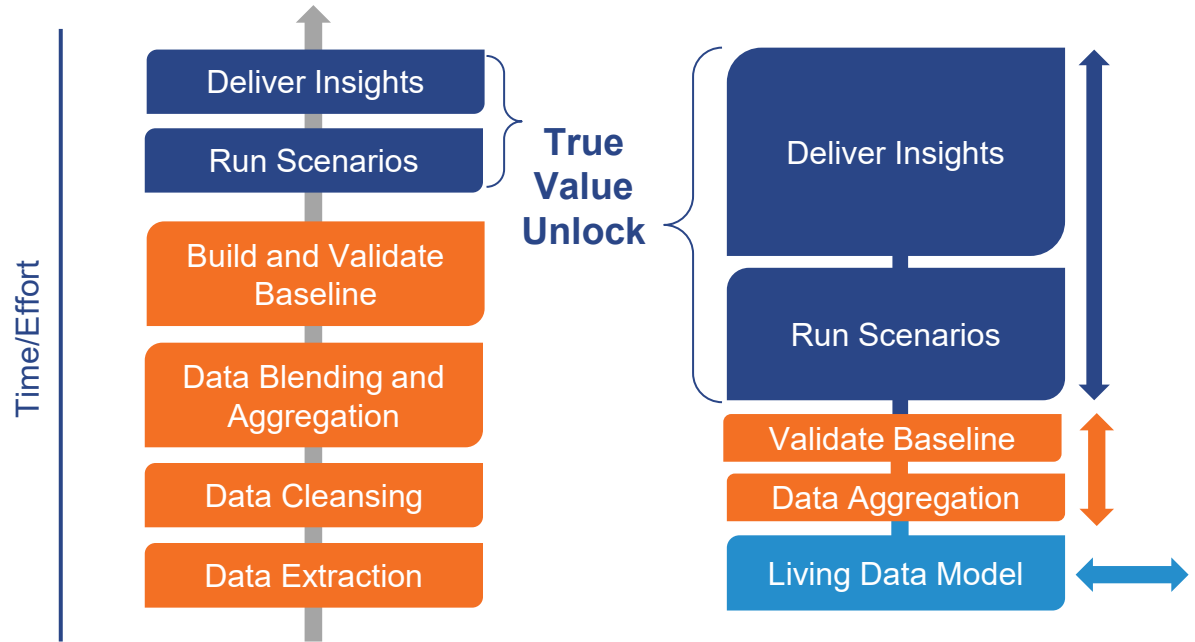
Considering these complex tradeoffs requires changes to the Supply Chain Design

80% of your cost is locked in when you design your supply chain

Model building for continuous design

Traditional Modeling

Accelerated Modeling

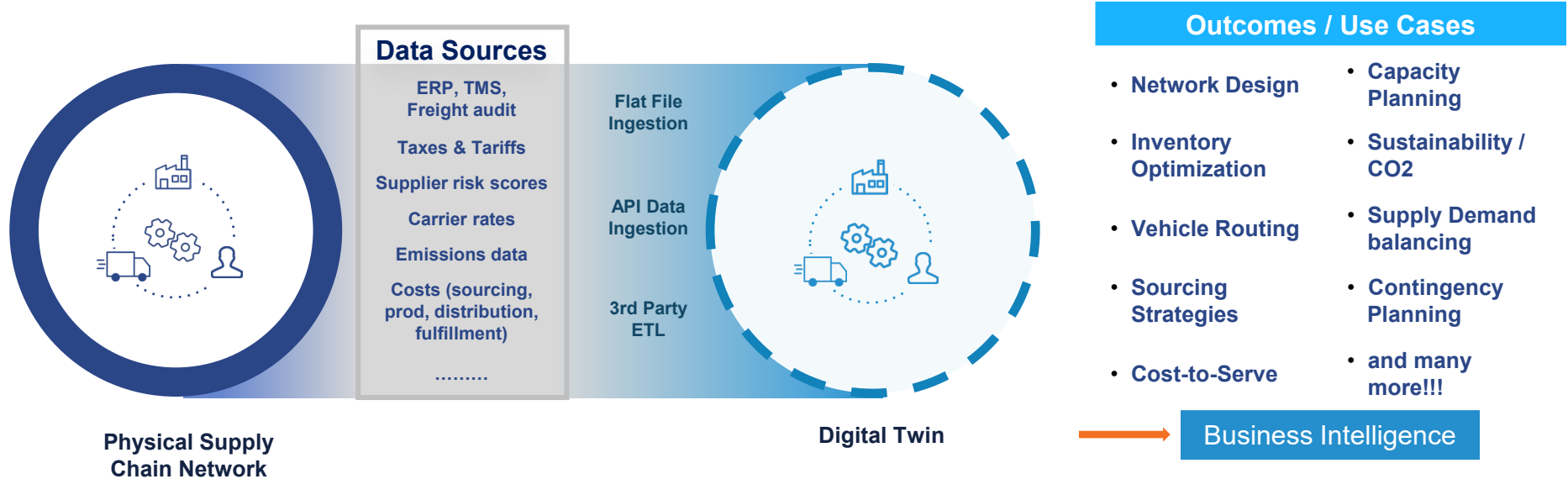


- Highly Manual
- Time Consuming
- Difficult to Maintain
- Requires Various Skills and Tools

- Automated Data Processes
- Faster Time to Decision
- Streamlines Model Builds
- All within Coupa Supply Chain

Our Optimization is Powered by a Digital Twin

You can't trust what you can't test!



Speed to... Value Deploy Answer Evolve

Coupa Supply Chain Modeler Algorithms

An all-in-one system for end-to-end supply chain modeling

Four Technology Pillars

Network Optimization



Historical Network Flow



Optimal Network Flow

Transportation Optimization

Detailed Route Creation & Costing



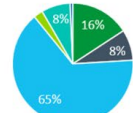
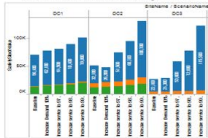
Multi-Stop Routing vs Direct Shipments



Inventory Optimization

Achieve Target Service Level and Minimize Inventory Investment

Multi-echelon inventory levels



Demand classification



Simulation

Test and validate inventory policies with discrete-event simulation



Algorithms

• Network Optimization

Network Optimization, Greenfield Analysis, Cost-to-Serve, Infeasibility Diagnosis

• Inventory Optimization

Safety Stock Optimization, Service Level Optimization, Rolling Horizon Modeling, Demand Analysis/Classification, Inventory Simulation

• Transportation Optimization

Standard/Consolidation Optimization, Interleaved Optimization, Hub Optimization, Periodic Optimization, Backhaul Optimization

• Simulation

Discrete Event Simulation

• Model Complexity and Solve Time Prediction

Identify solve time range & model complexities

Powerful AI uncovers previously unidentified savings opportunities



Node Skipping

Potential direct shipments in the network



Mode Switching

Potential use of alternative modes in the network



Volume Consolidation

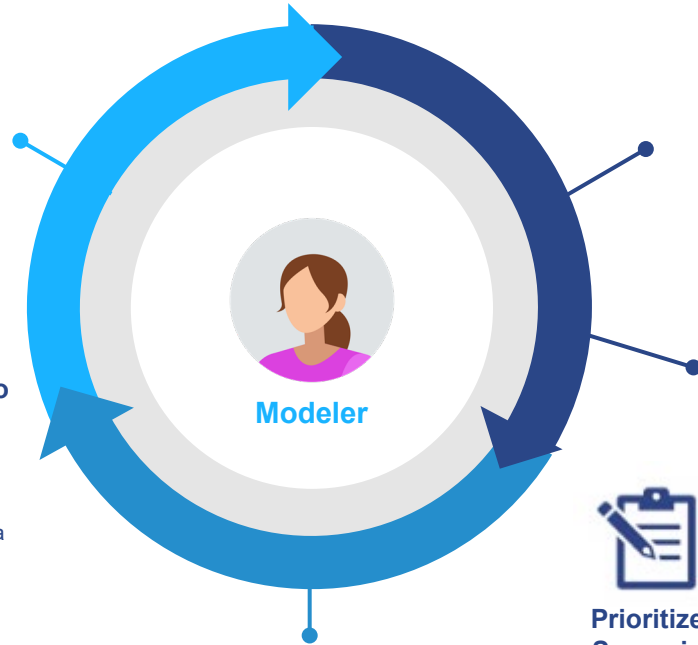
Potential aggregation of products in a mode in the network

Prescriptions

Identifies node skipping, mode switching and volume consolidation opportunities (within business constraints)

Baseline/Scenario model

Digital Twin of the physical supply chain and Cost to Serve data



Cost Drivers

What are the reasons that are driving the cost reduction?

Risk Analysis

Where are my potential risk spots in my network?



Prioritized Scenarios

Potential savings through new prescriptions

End-End Tradeoff Analysis

Overlay new prescriptions into the existing supply chain network for validation

Humans + AI = Better than Humans or AI alone





Thank You!