

How Coupa Customers are Spending Smarter Together

IONIS

Ionis Pharmaceuticals stays on top of rapid growth in invoices, and payments, as well as increases in suppliers worldwide by expanding its Coupa footprint.



CATEGORY

The Situation:

Growth in suppliers, which meant growth in invoices, payments, and transactions that needed to be processed.

The Challenge:

Ionis' spend process was inefficient.

The Solution:

Coupa P2P

Business Outcomes:

More than **2x** increase in the number of invoices and requisitions per year

CATEGORY

The Situation:

Continued corporate growth, as Ionis now consists of 10 legal entities with the formation of Akcea. As a result, Ionis opened more offices and onboarded 2x suppliers across the US, Canada, and Europe, which further challenged its AP and Purchasing teams.

The Challenge:

Ionis manually processed most of its 15,000 annual payments through its enterprise resource planning (ERP) system, including about 50% of its US suppliers by paper check.

The Solution:

Coupa Pay



CATEGORY

The Situation:

Ionis realized the benefits of digital procurement, but found it was a challenge to onboard suppliers with complete information and pay suppliers on time.

The Challenge:

The supplier onboarding process was inefficient, as some supplier information was collected late, holding up payments.

The Solution:

Coupa Supplier information management solution

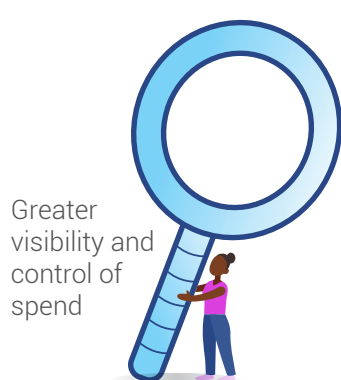
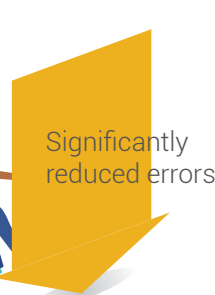
Business Outcomes:

96%

of payments are processed via Coupa Pay

96%

of invoices and over \$200M of spend processed through Coupa



1 All data goes into Coupa first, so it's the single source of truth

85%

on time payments

6x

Slashed requisition cycle time from 19 days to just three - a 6x improvement

"What I love about Coupa Pay is that the exchange rate is right there. Whatever we pay is the exact amount that flows through our general ledger. We don't have to reconcile later and we no longer have duplicate payment issues. Suppliers are happy and our accounts payable team is once again perceived as providing quality service to the organization"

Carrie Albrant, Director of Accounting at Ionis

Eliminated:



Dependence on Excel and manual processes



Friction in its existing S2P process



Inefficiencies and visibility issues into 3rd party spend

Solutions:



Pay



Invoice

About Ionis Pharmaceuticals:

Industry - Life Sciences

Founded - ?

Headquarters - North America?

Annual Revenue - \$729M (per 2020 10K)

Number of Employees - 757 (per 2020 10K)

