

# Get Ready for the Future of Trade

Coupa + Microsoft = Margin Multiplier.  
Learn how your business can achieve  
a margin multiplier effect with Coupa  
and any Microsoft ERP.



## Executive Summary

Ongoing global economic and political disruptions have elevated procurement and supply chain functions to boardroom-level priorities. They are now seen as essential drivers of value and growth, far beyond mere operational support. That shift calls for smart investment in transformative technologies.

This white paper outlines how organizations using Microsoft ERPs can extend their software's native capabilities by integrating it with Coupa's AI-native Total Spend Management platform. Coupa connects enterprises to a global trade network of more than \$7.5 trillion, and delivers the real-time visibility and agility needed to stay competitive.

What's the most efficient way to connect Coupa and Microsoft Dynamics? **DataMap**. Coupa's 2025 Partner of the Year has developed a best-in-class certified accelerator that can reduce implementation time and IT costs by up to 80%, enabling rapid results while leveraging DataMap's deep business and technical expertise.



## **No. 1 AI-native total spend management platform**

Coupa is the leading platform for unified spend management. Connecting your Microsoft ERP system to Coupa empowers teams to manage both direct and indirect spend with greater efficiency, speed, and insight — driving profitable growth.

## **Access a global trade network**

With more than \$7.5 trillion in spend under management, Coupa connects you to a vast global trade network and 19+ years of real-world community data — enabling reliable, ethically sourced insights and AI-driven efficiency gains.

## **End-to-end procurement optimization**

Coupa extends Microsoft ERP by integrating sourcing, contracting, procurement, invoicing, expenses, and payments within a single intuitive platform. Automated workflows increase throughput and enhance visibility and control.

## **Real-time financial controls and reporting**

Gain a comprehensive view of organizational spend in real time. With Coupa, you can proactively reduce maverick spend, strengthen contract compliance, mitigate risk, and improve margins for stronger bottom-line performance.

## **Smarter supplier collaboration**

Ensure flexibility and supply chain resilience by streamlining supplier onboarding and engagement. Coupa supports real-time visibility, continuous third-party risk assessment, and intelligent purchasing and invoicing helping you multiply your margins.



# Achieve Fast Time To Value with DataMap's Coupa Microsoft ERP Accelerator

Integrating business platforms can be complex, time-consuming, and costly. However, the Microsoft ERP Accelerator for Coupa, developed by DataMap – provides a high-speed, low-cost way of connecting your Microsoft ERP with Coupa's best-in-class Total Spend Management platform.

Certified by Coupa, DataMap's pre-built accelerator is designed to support global deployments with high levels of scalability, data integrity, and security. The solution's quick and easy integration capabilities enable rapid delivery with up to 80% lower project costs through huge savings in IT time and resources.

By automating data transfer between the Microsoft and Coupa platforms, companies can significantly cut the time and effort required to manually input data, and free up their staff to focus on more high-value tasks – boosting productivity, reducing the risk and cost of errors, and helping to ensure regulatory compliance.

Once live, the automatic bidirectional synchronization for suppliers, POs, invoices, receipts, and payments between the platforms streamlines procurement and financial management processes to deliver greater cost efficiencies and a better bottom line.

Throughout the implementation process you will be supported by DataMap's expert consultants to ensure successful delivery and rapid time to value.

Up to **80%** Reduction in implementation costs<sup>1</sup>



# Drive New Business Value with Microsoft ERP, Coupa, and DataMap

## Reduction in processing time

Automated workflows eliminate manual interventions, increase productivity, and significantly reduce cycle times.

## Cost savings

Streamlined and connected processes lower IT integration and maintenance costs and increase procurement efficiencies.

## Improved compliance and control

Audit-ready financial tracking increases visibility, strengthens governance, and reduces risk.

## Scalability for growth

A flexible, cloud-based spend management solution supports effective and profitable business expansion at lower cost.

## Faster problem resolution

Integration error logging captures all issues in a structured and actionable way — as per Coupa's established best practices — enabling full transparency and accountability.

# 2-5x

Resiliency improvement with proactive decision making<sup>3</sup>

# 50%

Reduction in cycle time leading to faster time to market<sup>3</sup>

# 10-30%

Reduced expediting costs for inbound and outbound shipments<sup>3</sup>

# >90%

Improved first match invoice accuracy for direct and complex spend<sup>3</sup>

# Maximize Your Microsoft Dynamics 365 Investment

Microsoft Dynamics 365 is a flexible, cloud-based ERP solution that thousands of companies rely on to streamline operations, enhance visibility, and connect business functions. It is designed for seamless integration with other Microsoft services and offers a wide range of customizations.

However, like any ERP platform, Dynamics 365 has functional gaps — particularly in specialized areas like procurement optimization. Businesses looking to elevate their procurement and sourcing strategy can benefit from:

- Real-time spend and procurement visibility
- Streamlined invoice reconciliation and PO management
- Policy compliance with audit-ready trails
- Simplified integrations with leading procurement platforms

As proven in numerous successful customer implementations, Coupa and DataMap work together to fill these gaps, offering best-in-class capabilities that drive greater performance from your ERP investment.

## Support for all Microsoft ERP solutions

Moreover, the Coupa and DataMap accelerator, [available on the Coupa App Marketplace](#), can support your efforts with any Microsoft ERP.

- Dynamics 365 Finance
- Dynamics 365 Operations
- Dynamics 365 Business Central
- Dynamics Great Plains (GP)

If you are still running legacy Microsoft ERPs — like Dynamics AX or Dynamics NAV — DataMap can also support your migration to Dynamics 365 Finance, Dynamics 365 Operations or Dynamics 365 Business Central, respectively.



# Accelerate Implementation with DataMap Delivery Services

# #1

Net Promoter Score (NPS) based  
on customer surveys<sup>2</sup>

# 400+

Coupa projects completed<sup>2</sup>

DataMap consultants have business expertise across a wide range of verticals, and have unparalleled capabilities with Coupa and Microsoft ERP platforms and applications. Combining this expertise with agile and iterative delivery methods, and the pre-built technology capabilities of the Coupa Microsoft ERP Accelerator ensures a seamless deployment from initial assessment to go-live.

## DataMap's key capabilities include:

1. Best-in-class project management and change management support
2. Sourcing, contracts, procurement, and payments Centers of Excellence
3. Expert functional configuration consulting
4. Technical integration of Coupa and Microsoft Dynamics 365
5. Tailored integration for different Microsoft Dynamics ERP versions
6. User enablement, adoption, and training
7. Managed services and production support
8. Ongoing technical support and software upgrades

## Conclusion and Next Steps

In today's climate of cost containment, connecting your Microsoft ERP and Coupa platforms quickly and cost-effectively using DataMap's accelerator is a potential game-changer.

To find out more about how Coupa and DataMap can help you get greater value from your Microsoft ERP investment – while reaping the benefits of lower IT costs, greater business efficiency, better visibility, and improved financial control – please get in touch today to arrange a consultation or demo.

E-mail: [Success@datamap.ai](mailto:Success@datamap.ai)



Sources:

1 & 2. [DataMap customer data and Coupa's Partner Success Team](#)

3. [Coupa customer data](#)

## DataMap

DataMap is a technology and services company focused on helping customers maximize their investment in cloud systems.

Learn more at [datamap.ai](https://datamap.ai).

## Coupa

Coupa is the leader in AI-native total spend management. Using its trusted, community-generated, \$7 trillion dataset, Coupa brings autonomous AI agents, a network of 10M+ buyers and suppliers, and leading apps together on one unified platform to seamlessly automate the buying process and connect to customers in a whole new way. With Coupa, you'll make margins multiply™.

Learn more at [coupa.com](https://coupa.com).