

Car Manufacturer Revs Up Coupa Integration with Rojo



Implementing a new procure-to-pay suite across an enterprise often brings complexity — and headaches. But for one global car manufacturer, Rojo Integrations brought simplicity and speed instead.

Why Coupa

The manufacturer chose Coupa to gain control over its procure-to-pay processes, provide a clear view of employee work-related expenses, and integrate order-to-cash flows. They were ready to enhance their financial efficiency with Coupa but lacked a clear roadmap on how to integrate it into their SAP ecosystem.

The Challenge

The business needed to achieve seamless data integration with automated processes, reduce integration efforts and timelines, and realize cost

savings for faster time to value. That's where Rojo stepped in! Rojo offered a pre-built accelerator and code that compressed project phases, minimized delays and risks, and delivered significant cost savings. This ensured that the integration goals aligned with business objectives and drove substantial value for the organization.

Why Rojo Integrations

Previously, the organization used the SAP Salesforce adapter, built by Rojo, to integrate Salesforce into their S/4Hana system system and was happy with the speed and efficiency of the project. With Rojo's deep understanding of Coupa and SAP products, the car manufacturer felt that the [Coupa Accelerator for SAP S/4HANA](#) — available on the [Coupa App Marketplace](#) — would deliver the same value.

What stood out was Rojo's use of prebuilt integration processes that kickstarted implementation. The accelerator runs natively on SAP Integration Suite and comes with 80% out-of-the-box functionality — helping the organization connect critical processes between both systems with minimal involvement on their end. Plus, making changes to address a specific process would be simple since the accelerator is also fully configurable.

**4 weeks**

to full implementation

**100% real-time data**sharing between
Coupa and SAP**80%**out-of-the-box
functionality

The results

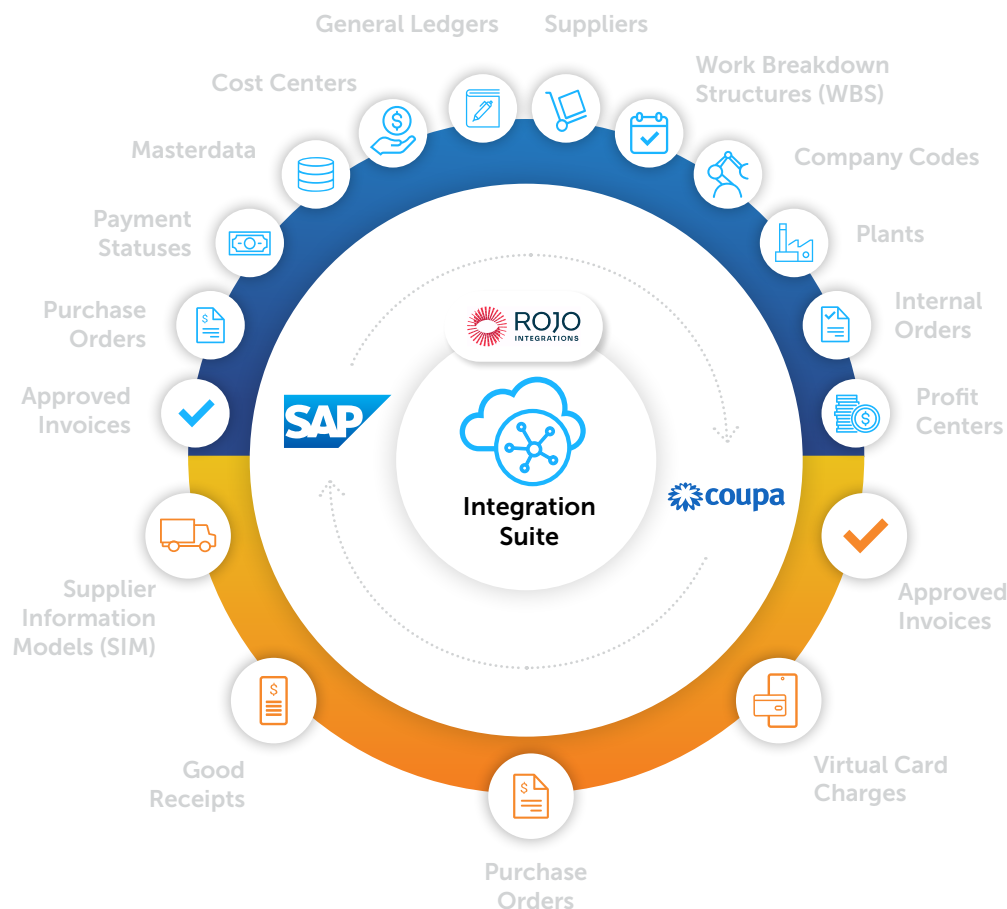
Rojo's accelerator helped speed up technical and content package integrations, ensuring nothing slipped through the cracks. Within just four weeks, Coupa was fully integrated into the car manufacturer's S/4HANA system.

Now, the seamless integration with their existing SAP ERP platform results in optimized end-to-end spend management processes. From touchless invoicing to real-time payment statuses to streamlined purchase order requests, employees no longer need to bounce

between different systems or use manual, time-consuming methods to complete key operational tasks. Real-time data flows between both systems, giving the organization full visibility and control of its procure-to-pay function.

An efficient and speedy deployment was made possible thanks to the car manufacturer quickly discovering and connecting with Rojo via the Coupa App Marketplace. From technology implementation to tax engines to contract data extraction, the App Marketplace makes it easy to find trusted and certified solutions for any business need.

Real-time data and process flows

**Find certified apps for any business challenge**[Explore the Coupa App Marketplace](#)