Coupa x Scoutbee FAQs

Why is Coupa acquiring Scoutbee?

The acquisition of Scoutbee aligns with Coupa's vision to build the network that powers the future of trade and its strategy to get there, complementing its existing supplier offerings and enhancing the buyer experience.

With the addition of Scoutbee's leading AI capabilities, Coupa is strengthening its leadership in supplier intelligence, discovery, and management, and accelerating on its vision for autonomous spend management. This strategic investment creates a more collaborative and efficient two-sided buyer-supplier network, empowering organizations to make smarter and more confident sourcing decisions while suppliers benefit from new business opportunities and easier onboarding.

Together, Coupa's leading AI platform for total spend management and Scoutbee's rich supplier intelligence enable organizations to adapt at speed, building agile supply chains, and monitor costs with confidence while managing risk, sustainability, and profitability.

How does the acquisition strengthen Coupa's supplier value proposition?

Scoutbee's capabilities make it easier for suppliers to be discovered, to market themselves more effectively and to connect more efficiently with Coupa's buyers. Suppliers will be able to present their profiles in a more clean and elegant fashion. Richer search capabilities will make it easier for them to be discovered in searches, sourcing activities, and category planning.

By delivering trusted, comprehensive matches, Scoutbee simplifies supplier discovery, streamlines workflows, and accelerates the procurement process by quickly connecting buyers' unique needs with vetted suppliers.

How will Scoutbee be integrated into Coupa?

The integration will begin immediately after the deal closes in the coming weeks. By bringing supplier discovery and profile visibility to the forefront, Coupa and Scoutbee allow buyers to make faster, more confident sourcing decisions and empower suppliers to uncover new revenue opportunities and get paid faster.

The integrated features will appear as native Coupa functions within core applications like sourcing, contracts, and source-to-pay, as well as in the Coupa Supplier Portal (CSP). The integration will also extend to include the portfolio of Coupa Navi™ AI Agents, to redefine productivity and streamline workflows.

The first phase of the integration will focus on:

- Accelerating the cleanness and completeness of Supplier Profiles across the CSP and Customer Tenants
- Advancing supplier search with Scoutbee's real-time AI internet search capabilities, integrating supplier search and sourcing throughout the platform and delivering qualified and enriched pools of new suppliers into Coupa and the CSP
- Accelerating supplier value through trusted profiles and streamlined matchmaking to be able to find and work with new buyers more easily

As we continue to co-innovate with our community together, through one unified platform, the two-sided network will gain new features and innovations on an ongoing basis.

What benefits will Scoutbee customers gain by joining Coupa?

For buyers, they will gain access to integrated global supplier search capabilities. Existing Scoutbee customers who don't yet use Coupa may explore a broader Coupa offering.

For suppliers, the acquisition creates a much larger opportunity to participate in an active and global marketplace, where buyer activity such as supplier searches and sourcing events can generate qualified leads. This makes it easier for potential clients to discover them and helps suppliers maximize their visibility to secure new business opportunities. It also simplifies the supplier onboarding and verification process. As offerings are integrated, suppliers will benefit from greater visibility, access to more sourcing events and RFPs, and the ability to grow their business through a connected buyer-supplier ecosystem.

What benefits will Coupa customers gain through the acquisition?

Coupa customers will benefit from Scoutbee's AI search engine for sourcing suppliers and from supplier profile insights. Scoutbee helps teams quickly discover, evaluate, and vet suppliers by using AI, machine learning, LLMs, and advanced web crawling. This enables buyers to search across a vast range of criteria — from qualifications, risk, and certifications to customer base, supply chain, and real-world experience — to deliver faster, more comprehensive insights. These AI-powered search capabilities enable a faster, more proactive approach to sourcing decisions.

In January 2026, Coupa users will see enhanced search with Scoutbee's AI search engine within the Coupa platform. Ongoing integration and innovation efforts will deliver new and enhanced capabilities for both buyers and suppliers.

Will this acquisition affect my existing Scoutbee contract or service? Or my Coupa contract or service?

Scoutbee and Coupa users will not experience any changes to how they use it today. New sign ups for Scoutbee will follow the existing process of web sign ups. Once Scoutbee is integrated into Coupa and new features are launched, customers may have the option to explore these additional offerings.

What will happen to the Scoutbee brand and name after the acquisition closes?

Coupa will continue to use the Scoutbee name, website, and brand to maintain customer and market clarity as we move through the integration process. The product, website, and brand will eventually fold into the Coupa brand.