

Coupa Software to acquire Exari

Client News

April 16, 2019

Gunderson Dettmer client Coupa Software, a leader in business spend management, has signed a definitive agreement to acquire Exari, a leading provider of contract lifecycle management. The acquisition will extend Coupa's existing contract management capabilities and bolster its market-leading user applications to maximize value of the Coupa BSM Platform.

In the [announcement of the deal](#), Coupa's chairman and CEO Rob Bernshteyn said, "Today, billions of dollars of buy-side transactional spend are processed against contracts stored in Coupa. By unifying Exari's advanced CLM capabilities with this transactional spend, we will enable companies to further decrease maverick spend, drive more savings, reduce risk, and spend smarter. This acquisition will further cement our leadership position in business spend management and our commitment to deliver measurable business value."

The Gunderson Dettmer deal team was led by John Olson and included Dan O'Connor, Richard Blake, Joe Raffetto, Aaron Fiske, Jaime Narayan, Jeff Goldman, Albert Yeh, Melissa Brekke, William Haynes and Justin Peters.

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