

SAP Concur 

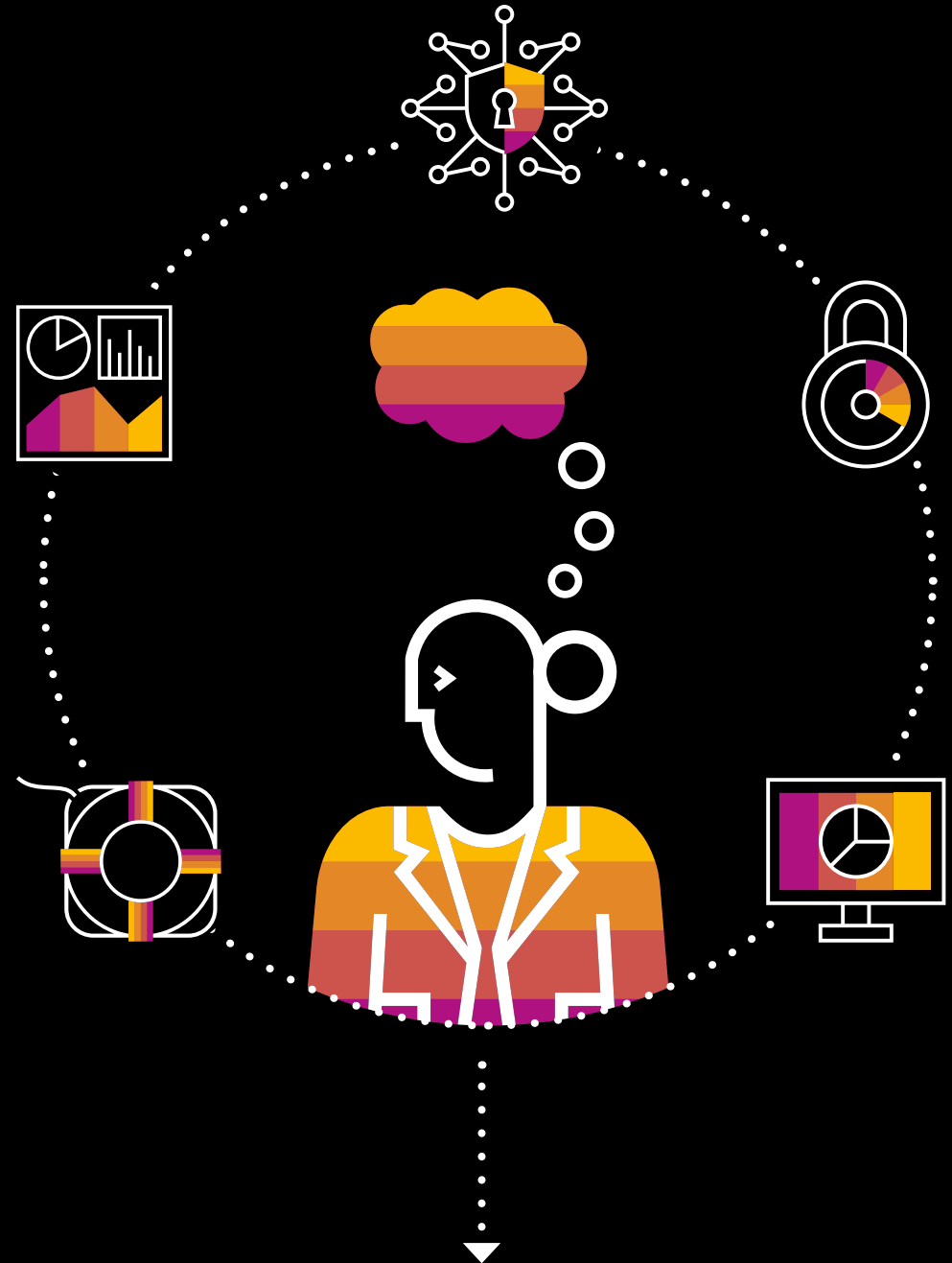
Think You Know SAP Concur?

**Think You Know
SAP Concur?
Think Again!**

In Partnership With

KPS

THE BEST RUN



..... ▶ **It's Just an Expense Solution, Right?**

Introduction

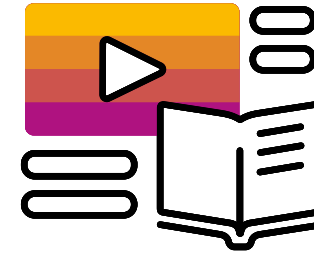
If you don't already use SAP Concur solutions, you may have some pre-conceived ideas about what we do. For many people, we're an expense platform. For others, we're something to do with travel.

The truth is that we're both these things.

But we're also so much more.

Because the SAP Concur platform is a complete discretionary spend management ecosystem with a single, reliable source of data at its heart. It drives value because it equips you to:

- Manage cashflow.
- Avoid and manage risk.
- Gain actionable insights.
- Enhance the employee experience.



**Watch The Story:
Think You Know
SAP Concur?
Think Again! [Here](#)**



Read on to find out how.

Part One: An Integrated, Native, End-to-End Discretionary Spend Management Solution



The SAP Concur platform is a cloud-based solution that consists of three pillars that cover travel, expense and invoice.

Each one stands alone, but because they are native solutions they also integrate seamlessly to give you a single, complete source of discretionary spend data.



Concur Travel is an advanced booking system that brings all travel data into one place so you can see and manage your travel programme more effectively.

[Concur Travel](#)



Concur Expense lets employees capture receipts and submit claims in real time. It also speeds up the review, processing, payment and auditing of claims, making it easier for finance to manage expenses and budgets effectively.

[Concur Expense](#)



Concur Invoice digitises the AP process. It automates invoice processing to accelerate the end-to-end cycle and get a clear view into company spending.

[Concur Invoice](#)

But the three core pillars are just the start

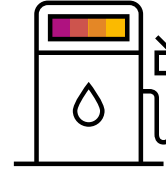
There are additional tools that add further value to one or more of them. Here are just a few.



TripLink

Capture booking leakage. Our systems connect with some of the world's most famous travel names to give you a fuller picture of travel spend while also maintaining the user experience.

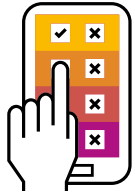
[TripLink](#)



Concur Drive

Capture and document mileage automatically. You'll also improve policy compliance and get more visibility into your organisation's spend.

[Concur Drive](#)



The Triplt App

Create a master itinerary for every trip automatically. It makes business travel easier and enhances duty of care because it alerts travellers – and their managers – if anything changes.

[Triplt](#)



Concur Request and Purchase Request

Make requesting spend easier. Pre-purchase request and approval solutions that prevent fraud and drive policy compliance.

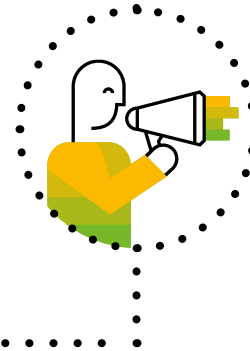
[Concur Request](#) and [Purchase Request](#)

“By using SAP Concur, we managed to **prevent \$9000** worth of duplicate flights that would have otherwise been processed.”¹

Ross Offer, Corporate Systems Director, Atkins

Did you know?

The SAP Concur ecosystem includes apps that enable travellers to change mobile phone tariff while travelling to get a better rate. Small things that add up to thousands in bottom line savings each year.



The Reality of Invisible Spend²

56%
Hotel Bookings

40%
Car Travel

28%
Air Travel

¹ SAP Concur Case Study - Atkins

² 2017 Concur Client Data: The Institute of Travel Management

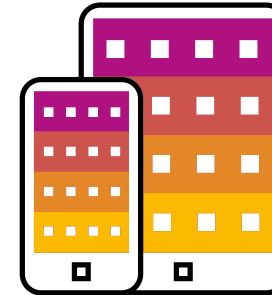
.....▶ **Enhance** the Employee Experience

SAP Concur solutions give you a single source of truth for your discretionary spend. But it also revolutionises the experience of the finance team as well as employees across the business, helping you recruit and retain top talent.

OCR technology, AI and machine learning mean spend claims write themselves. It saves employees time in the working week, helping them be more productive, and it saves them time at the weekends when they should be relaxing. It also puts an end to data entry in the finance team.

Connections with the world's most popular travel brands means travellers can book travel in the way they want using their favourite booking tools. It also means finance sees more of the spend more of the time.

And employees gain peace of mind that their employer is looking out for them – something that is top of mind for everyone at the moment.



4.7

**Concur Mobile
App iOS App
Store rating**

The Concur Mobile App

The Concur mobile app is at the heart of SAP Concur solutions. It reduces human touchpoints, speeds up processes and enables employees and managers to work on the go.

“It used to take employees about three hours on a Friday to do an expense report. And now, it’s done in twenty minutes because **everything is there for you.**”³

Jennifer DaQuila Mazzey, Team Lead, Finance,
Novo Nordisk

Did you know?

The idea for the SAP Concur platform came when the founders were compiling their receipts and thought ‘there’s got to be a better way’. It started to develop into the platform it is today when we realised that most expense claims start because of a travel booking.



See the **Difference**⁴

1 hour

Time to complete an expense claim with an on-premise solution.

7 minutes

Time to complete an expense claim with Concur Expense and the Concur mobile app.

³ SAP Concur Case Study – Novo Nordisk

⁴ Time and Motion Study – UK Telecommunications Company

Part Two:

A Solution That Combines Technology and People to Deliver Outstanding Support



SAP Concur solutions combine market-leading technology that streamlines and simplifies finance processes with a human element that adds an extra layer of value.

97%

compliance with company external spending policy with SAP Concur⁵

Support with Compliance

Compliance is a key area of concern for businesses. There are SAP Concur solutions designed to help.

For example, with Concur Audit our team of auditors check your spend claims for policy and regulatory compliance. It means that when a claim reaches a manager for sign off, they know it ticks all the boxes and you can have complete confidence in your compliance.

Risk and compliance apps in the SAP Concur ecosystem mean claims can be checked for tax implications, alerting you if there are potential legal or reporting concerns such as dining with a politician.

And if you work in a highly regulated industry such as pharmaceutical or finance, there are industry-specific solutions that help you manage compliance in your particular sector.

Using **Concur Audit**, the level of spend data that's captured as standard gives you the ability to enforce or adapt your policies much more easily.

[Concur Audit](#)

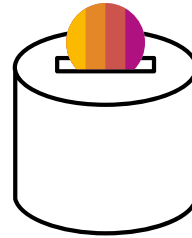
Support with Reporting

The level of spend data that's captured when you use SAP Concur solutions is also the key to the power of the reporting functionality. Because all your discretionary spend data is on the same system, you can analyse spend more easily and you can analyse it more quickly.

- Your SAP Concur dashboard is the start of your journey.
- Tools such as Budget, Intelligence and Consultative Intelligence take it further.

Did you know?

Because SAP Concur is cloud-based, we can – and do – make frequent updates to continually develop and enhance our offering. Our support teams are the experts in SAP Concur so you don't have to be.



Budget helps you keep on top of your budgets and avoid overspend with actionable insights.

[Budget](#)



Intelligence help you make better decisions with business intelligence tools that provide the insights you need.

[Intelligence](#)



Consultative Intelligence maximises the value of your spend data with help from SAP Concur spend analysis experts.

[Consultative Intelligence](#)

User Support

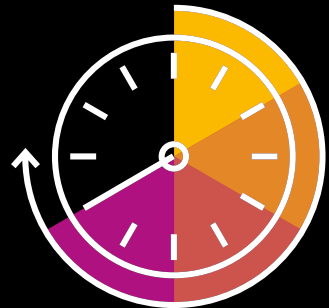
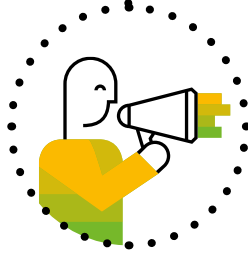
There's nothing more frustrating than needing support with a system but not being able to get it. With User Support Desk, your employees have 24/7 direct access to SAP Concur experts and resources. As you'd expect, our experts know SAP Concur solutions inside out and are up-to-date with the latest features and functionality.

It means you don't have to maintain that expertise in-house – and your employees have someone to call on no matter what time it is where you are.

[User Support Desk](#)

Did you know?

We work with partners to keep ahead of new innovations and ways of working that add value to our customers. Our platform is an open source solution allowing developers to see our API and build apps that integrate with it.



Part Three:

An Open Platform Agnostic Solution with an Integrated Partner Network that Extends the Value Even Further

There are 900 partners in our app ecosystem and they are a gateway to doing even more with your discretionary spend. There are ERP apps that automatically transfer your discretionary spend data to your ERP systems so you have an even more comprehensive view of spend.

There are road, rail, air and hotel integrations to enable your employees to book their travel their way. There are risk and compliance apps that enable you to manage risk more effectively and enhance compliance rates. There are reclaim apps that enable you to maximise reclaim opportunities.

10%
of travellers are
responsible for nearly
all high risk activity⁶

86.4%
of VAT incurred
on expenses is
recoverable⁷

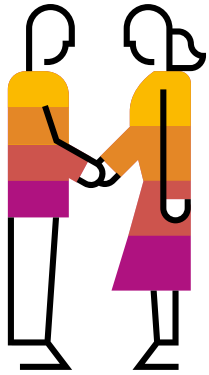
54%
Recoverable VAT
left unclaimed by
UK businesses⁸



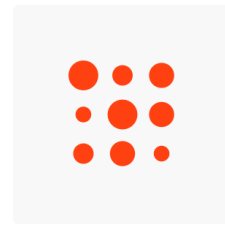
⁶ SAP Concur App Centre

⁷ Cracking the Code on Expense Compliance

⁸ Connecting the Dots on Business Spend



In each case, we don't just partner with one provider in a space, we partner with many of them, which gives us an impressive depth. It's a recognition that in the real world, different people prefer different tools. It means SAP Concur solutions work in the way people want to work – they can choose their preferred platform and we'll do the rest. [The App Centre](#)



Year zero:
£30,000

Year one:
£90,000

Year three:
£300,000

Annual savings made by Electrolux using SAP Concur solutions and the Taxback International app.

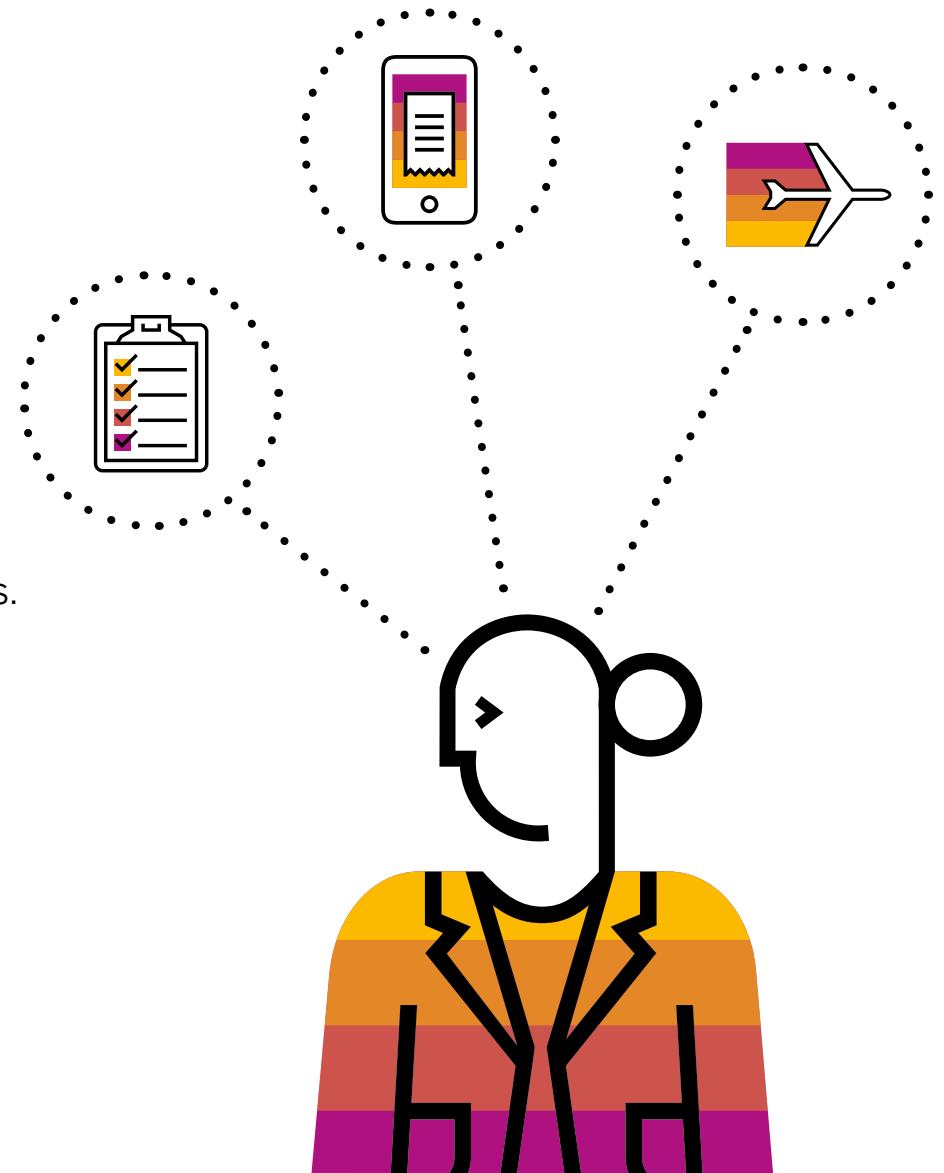
.....▶ So Much More Than Just an Expense **Solution**

- SAP Concur has been in the business of discretionary spend for 20 years.
- Our platform streamlines and simplifies travel, expense and invoice processes, driving productivity and improving the employee experience.
- We provide a single source of truth for spend, making it easy to analyse data and gain actionable insights.
- 47,000 customers in over 150 countries.

We have the size and scale to provide powerful technology that's backed up with human insight and expertise to help you realise best practice benefits.

And we have an unparalleled ecosystem that helps you extend the platform to deliver a holistic, end-to-end discretionary spend management solution.

It's the solution for organisations that want to drive value from their spend management system.



“SAP Concur isn’t just a way of taking your spreadsheets to the cloud and making them look pretty. If you want this, we have competitors who can do it more cheaply. If you want to **drive value** and have a solution that can support you as you scale and will help you overcome the challenges you’ll face as you do, you need SAP Concur.”

Antony Elliott, Senior Director of EMEA
Strategic Accounts, SAP Concur





SAP® Concur® **Partner**

ABOUT SAP CONCUR

SAP® Concur® is the world's leading brand for integrated travel, expense, and invoice management solutions, driven by a relentless pursuit to simplify and automate these everyday processes. The highly-rated SAP Concur mobile app guides employees through business trips, charges are directly populated into expense reports, and invoice approvals are automated. By integrating near real-time data and using AI to analyse transactions, businesses can see what they're spending, improve compliance, and avoid possible blind spots in the budget. SAP Concur solutions help eliminate yesterday's tedious tasks, make today's work easier, and support businesses to run at their best.

Learn more at concur.co.uk or the [SAP Concur blog](#).



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