



SAP Concur 

## Time to Renew?

Here are some questions you will want to ask

PUBLIC

THE BEST RUN 

## 6 Questions to discuss with your Customer Engagement executive (CEE)

- When shall I start discussing my renewal with SAP Concur?
  - ✓ A good time to start discussions is 6-7 months before your renewal date.
- What is the process for contract renewal?
- My business needs have changed since implementing Concur, could you help me to understand if I am set up for success?
- We are planning to add users (or have already added new users), do we need to make any changes to our contract?
- We are looking to become more efficient in different areas of our business, is there something you could share to better meet our needs?
- What products do we currently have within our contract?
- Can we look at the data gathered during our contract and discuss the insights from that?

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