

# Quick tips for talking about Concur.

## Introducing Concur to your Clients.

Concur is the only way you can manage spending wherever—and whenever—it happens. Our Travel, Expense and Invoice services work with ERP and accounting systems and consolidate itinerary and booking data from suppliers all over the world to create a single, connected process for managing all your spending. The Concur platform also creates connections to third party apps that use Concur data to give you the enhanced tools you need to increase savings, reduce risk and get control over your entire budget.



Tighten your checks and balances.



Eliminate paper receipts.



Pre-populate expense reports.

## Concur Expense

With Concur's cloud-based and mobile expense solution, you can integrate all your expense data and manage the entire expense process in a single, simple system, so you get complete visibility and total control of what your business is spending.

## Did you know?

- Expense automation results in a 59% decrease in the cost of every expense report transaction.<sup>1</sup>
- Visibility into expenses decreases the cost of each expense report from \$41 to \$11.<sup>1</sup>

## Conversation starters:

**What type of expense reporting system are you currently using?  
Any challenges with it?**

**Are you able to see all your spend in one place, using one solution?**

**Do your corporate card transactions currently pre-populate into your expense report?**

<sup>1</sup> *Managing the T&E Lifecycle: Integrating Processes, Driving Performance, April 2013.*



Easy desktop and mobile booking.



Enforce policies on all transactions.



Get every discount you deserve.

## Concur Travel

With Concur, you can choose the precise travel content you need and integrate every reservation—no matter how those reservations are made—so you'll have complete visibility into what's booked and what's actually spent.

### Did you know?

- 47% of non-compliant travellers cite convenience as their reason for breaking policy.<sup>2</sup>
- 40–50% of hotel bookings are booked outside approved methods.<sup>2</sup>
- 28% of air bookings are booked outside approved methods.<sup>2</sup>

### Conversation starters:

**How do your employees book their travel? Do you have a travel policy?**

**Do you know where all your travellers are or do you find out after they've travelled?**

**What is the approval process for travel? Do you have visibility into your employee's travel arrangements?**



Take the paperwork out of the process.



Pay invoices with a corporate card.



Auto-match invoices, POs & received goods.

## Concur Invoice

Concur Invoice eliminates paper, accelerates approvals and simplifies the accounts payable process from purchase requests to processing, payments and reporting.

### Did you know?

- Concur will capture your invoice data for you, eliminating paper and reducing errors.
- Concur Invoice can cut the cost of processing an invoice by 80%.<sup>3</sup>
- Companies without integrated invoice solution take 3.86 times as long to process invoices.<sup>3</sup>

### Conversation starters:

**How many invoices does your company currently process monthly?**

**Are you able to negotiate with vendors using the invoice data you currently collect?**

**Would you like to easily pay invoices with your corporate credit card?**

<sup>2</sup> IDC Concur Fusion 2014: Transparency and Mobility Now Drive the Perfect Trip, doc #248773, May 2014.

<sup>3</sup> From the Shadows to the Forefront, Aberdeen, 2013.

## How do I submit a lead?

Submit a referral to Concur at [go.concur.com/SolutionProviderReferral](http://go.concur.com/SolutionProviderReferral)



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