Concur Test Drive

WHAT

The Standard Test Drive is an end-user focused "sandbox" environment where prospects can see sample reports created with pre-populated data as well as create new expense reports both on the web and their mobile devices.

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60% of the buying process in a sale happens BEFORE a person has their first conversation with a sales rep.

WHY

Deals where a prospect has experienced the test drive close at a 30% higher win rate than opportunities without a test drive.

43% of meetings scheduled where preceded, close.

What is it, and why does it matter?

What do you need to do?

What can you do (and not do) in Test Drive?

WHAT YOU NEED TO DO:

1 Request your unique company test drive link from Kerry Lancaster at **kerry.lancaster@concur.com**

2 Make sure to set proper expectations!

a The test drive is a "sandbox" environment where prospects can see sample reports and pre-populated data. This is not a functioning solution.

b Let them know that they will be receiving automated emails from Concur to help them on their test drive journey.

3 Send your unique link to your prospects, and we will notify you when they download it. Ask at any time, and we can check for you.

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WHAT CAN YOU DO (and not do) IN TEST DRIVE?

Experience a high level overview of the Concur Expense platform.

See pre-populated expense data so you can see what Concur looks like to end-users.

Create an expense report and add in expense details.

See receipt images taken with the mobile app populate on web interface (computer).

View pre-populated credit card data to get an idea of how your transactions will filter into Concur.

No Travel booking , TripLInk or Invoice functionality
**There is a demo video inside the test drive to supplement this **

No setup/ administrative function/ approval workflows available

No access to analytical reporting (Insight Essentials)
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What is it, and why does it matter?

What do you need to do?

What can you do (and not do) in Test Drive?