

Concur: So Much More than SAP Travel Management



Agenda



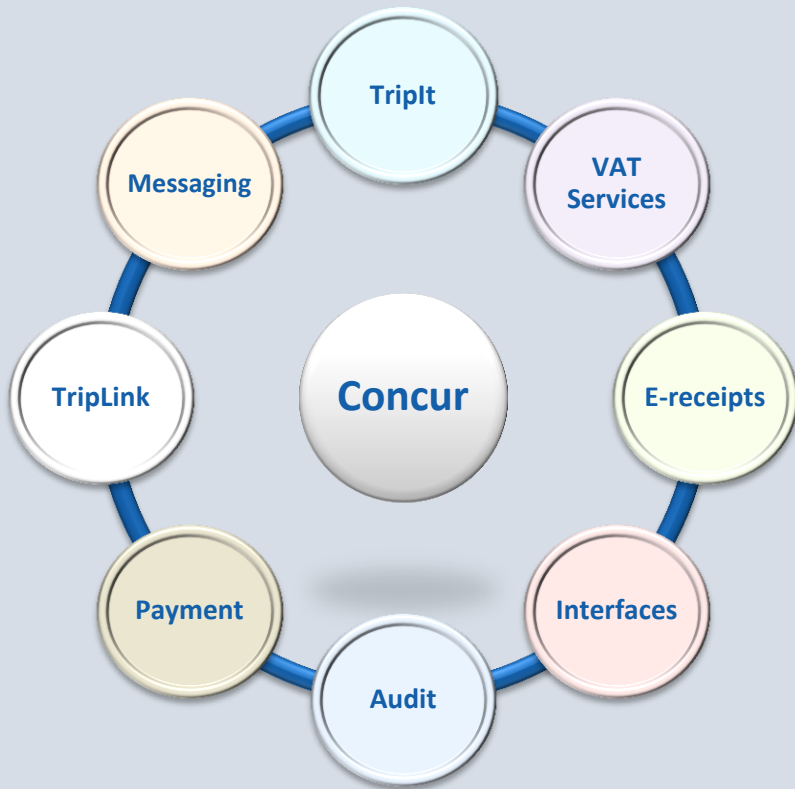
- **Concur: An Introduction**
- **Comparison with on premise SAP FI-TV**
- **A key milestone on your journey of digital transformation**

Concur: An Introduction



Concur Integrations

- Integrations apps and services to directly optimise T&E spend
- E-Receipt options for from a range of vendors; Uber, Starbucks, Airbnb
- Direct connect options for a range of Travel vendors across travel and accomodation booking



Concur Vs. SAP FI-TV



Concur T&E

- SaaS
- Cloud based
- Specialised in T&E
- Corporate and SME
- Central object – 'Claim'
- Subscription fee based on number of claims

SAP FI-TV

- Solution
- On premise
- T&E part of FI module
- Corporate and medium business
- Central object – 'Trip'
- Licence based, plus maintenance fees

Concur Vs. SAP FI-TV



	SAP Travel Management	Concur
Trip Booking	(✓)	✓
In Trip Traveller Support	~	✓
Post Trip Expenses	✓	✓
Non Trip Expenses	(✓)	✓
SAP HR / FICO Integration	✓	✓
3 rd Party Integration	~	✓

Concur Vs. SAP FI-TV



	SAP Travel Management	Concur
User Experience	~	✓
Localization: HR/Personal Tax	✓	✓
Localization: Finances/VAT	~	✓
Value Adding Services	~	✓
Complex Customizations	✓	~
Ease of Deployment	~	✓

Key Points

- Modern solution for todays modern millennial workforce
- Increase employee efficiencies with on the go expense capture
- Use integrated apps and connectors to optimise spend and reclaim for your company

Grandma is now on Whatsapp...



...and her grandson is collating paper receipts for his expense report

Where Does the Value Come From?



Workforce Facing Processes Should Lead in Digital Transformation



Cost Reduction

Process efficiency

- Easy paperless process
- Mobile support allows travellers to use otherwise unproductive time
- Automation by integration
- Fewer errors in expense reports
- Less work for travel team
- E-receipts
- Standard reports save time

Paying less

- Travellers make better choices for themselves
- Policy enforced by system
- Company rates even with direct booking (TripLink)
- Lower TMC fees
- Higher accuracy in mileage

Added Value

Cash value

- Foreign VAT reimbursement
- Recoup more domestic VAT due to system guidance (e.g., mileage in the UK)
- No more missed expenses in re-billing

Intangible value

- Reducing compliance risk
- Mobile workforce can focus on the job to serve customers
- Empowerment + better service for employees and line managers
→ increasing employer attractiveness for a critical group of people