

The Connected Journey: iProCon's Journey as a Concur Customer



Agenda



- **Our Journey as a Concur Customer**
- **Integration Options and Vendor Services**
- **The connected Journey With Concur**

iProCon's Journey as a Concur Customer



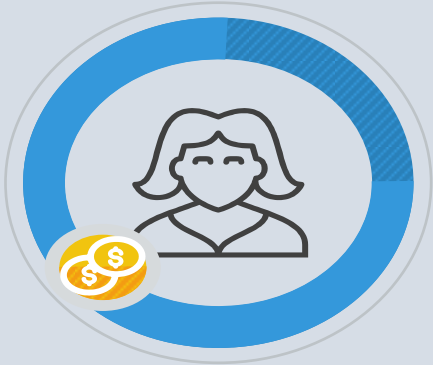
**Concur
Expense
2014**

**Concur
Travel
2015**

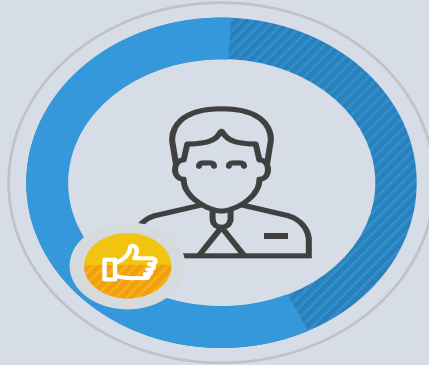
**Analysis
Reporting**

- One expense claim per employee per month
- Expenses paid via manual Payment file download
- Majority of expenses input using Concur mobile and Expenselt apps
- Partner applications integrations including foreign VAT reclaim, customer billing statements
- Professional Rollout Germany; Concur Expense 2015 & Concur Travel 2016

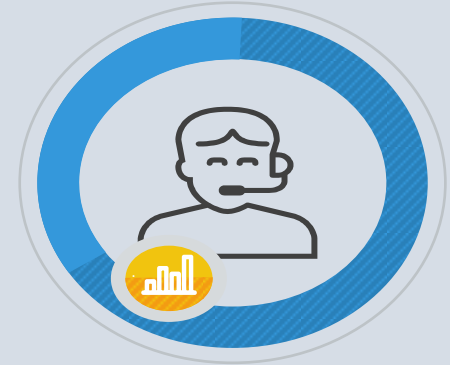
Expense Processor



Employee



Manager



Processor

Our Business Benefits



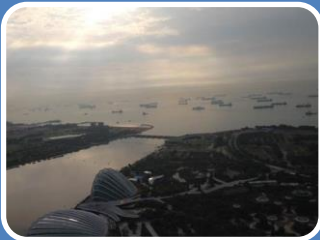
Direct savings

- 50% of subscription fee for Concur Expense paid back through VAT recovery
- 64% reduction in flight booking fee compared to TMC



Process efficiency

- Cutting month end work by more than half
- Travellers capture expenses on the go. Paperless.



The Real Reason and Biggest Benefit by Far

- 21st century mobile tools for a 21st century mobile workforce
- Reducing stress of travel
- **A real contribution to employer attractiveness**

Vision: Connected Journey



Intelligent
itinerary

Seat
Optimiser



MS Outlook
Integration

Compliance-
Warnings

Roaming-
Monitor



Info
Fellow-travellers

mileage
Tracking



OCR for paper receipts



E-receipts



Automatically add
attendees from invitation
email

Connected to Partner Services



cvent

Full transparency
of event cost

CIBTvisas

Visa services

PermisoTM

Observe tax and
immigration rules



VAT^{IT}

Foreign Expense Reclaim

pivot
PAYABLES

Re-billing expenses to clients

Compliance checks

CASEWARE
ANALYTICS

Concur and Pivot Prime



- Create accurate and timely customer billing statements
- Reduce missed expenses with automated report creation
- Activate Pivot Prime in only 20 minutes and generate billing statements from the next day



Concur & Pivot Prime



iProCon Ltd

Statement of Reimbursable Expenses						
Expense Reports Paid Between: 01/03/2016 through 30/03/2016				Total Amount Billed: £ 1,564.88		
Charged to Activity: Custom ABC				Billed to Account: Customer ABC		
Activity Identifier: 300-051						
Employee Name	#	Date	Type	Original Amount	Converted Amount	Billed Amount
John Smith						
	1	01/21/2016	Airfare	137.98 EUR	£ 106.42	£ 106.42
	2	01/28/2016	Individual Meals	24.70 EUR	£ 18.76	£ 18.76
	3	02/07/2016	Train	27.00 EUR	£ 20.78	£ 20.78
	4	02/07/2016	Train	55.00 EUR	£ 42.34	£ 42.34

Expense Detail - Expense Number 3	
Description	Detail
Purchased By:	John Smith
Purchased Paid With:	Paid by employee
Merchant Paid:	DB Bahn
Purchase Location:	Not Available
Date:	02/07/2016
Original Amount:	27.00 EUR
Converted Amount:	£ 20.78
Type:	Train
Receipt Image:	Yes

- Capture all billable items, details of each expense and associated images

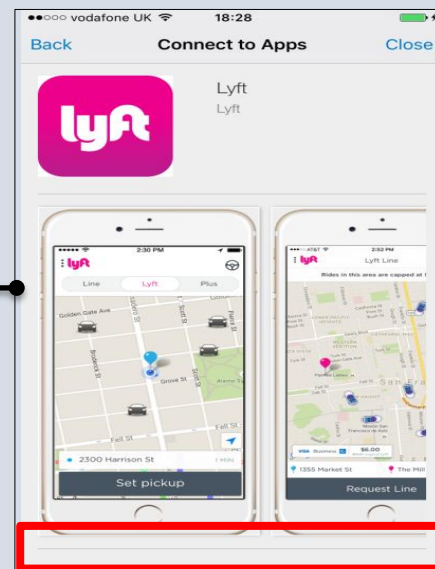
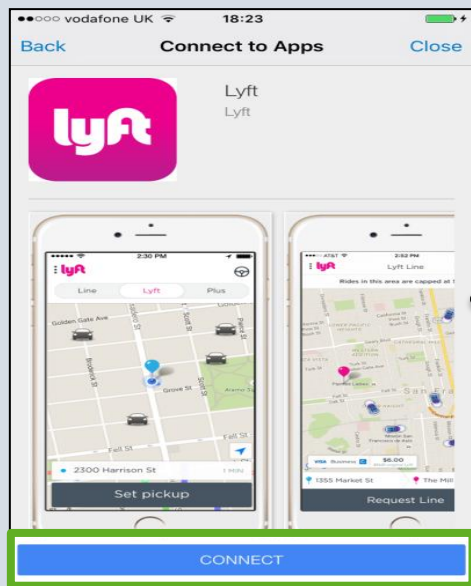


Concur and Pivot Prime : Demo



Disable Unwanted Apps Integrations

- Centrally manage app integrations, and hide or disable unwanted integrations to prevent users creating unauthorised spend



The Connected Journey with Concur



- Use Concur's huge range of integrated apps and services to manage all aspects of your trip

Book Trip Travel with
Concur mobile app



Book accommodation
with AirBnb direct
connector



Manage trip Itinerary
using TripIt



The Connected Journey with Concur

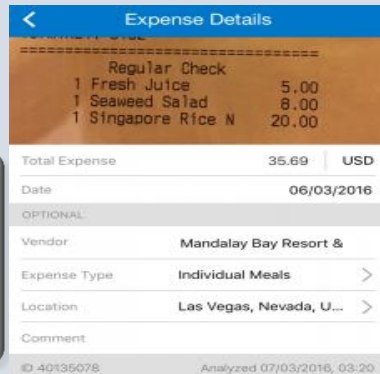


From an Uber
to the airport...



... to Lyft rides to
the conference ...

... to Expenselt receipt
recognition for dinner
expenses ...



... all expense
details flow
directly into the
expense claim
with minimal
user input



Questions?



Better HR



Hannah Smith
Consultant

iProCon Ltd.
part of iProCon Group
3 More London Riverside
Regus Business Centre
London, SE1 2RE
www.iprocon.com

Mobile: +44 7557 965 464
h.smith@iprocon.com

Better HR



MBA, Dipl.-Kfm.
Sven Ringling
Director

iProCon Ltd.
part of iProCon Group
3 More London Riverside
Regus Business Centre
London, SE1 2RE
www.iprocon.com

Mobile: +44 7920840590
s.ringling@iprocon.com

Twitter: @svenringling