

Grow intelligently
with the right tools
to manage spend

THE BEST RUN

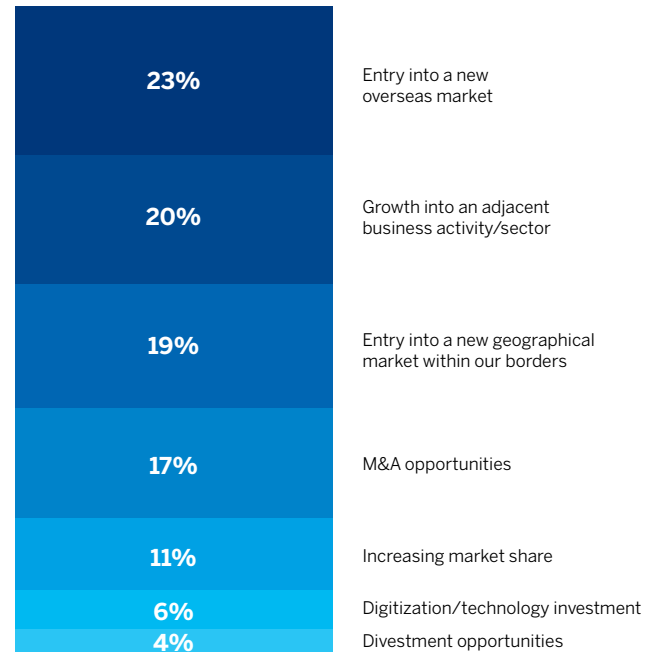


Introduction

Every organization needs to grow in order to thrive. Growth comes in many forms, all of which present unique opportunities and challenges for your business.

A recent EY survey found that many organizations are prioritizing entry into new markets, followed closely by growth into a new area of business. But, regardless of the form growth takes, growing organizations all face very similar challenges inherent to scaling a business—from cash-flow issues to expanding existing systems, adding new tools tailored to new opportunities and integrating systems with partners.

However your organization defines growth, and no matter what strategies you use, you need the right tools to get where you want to go. You need a system that tracks spending and revenue easily and efficiently, and also includes the ability to adapt as you scale and grow. With the right partners and solutions in place, you can set your organization on a path for successful growth.



1. 2018 EY growth barometer

Global Expansion

Globally expanding companies must navigate compliance, foreign taxes and currencies, intricate regulatory structures, and the increased complexity of managing travel policies and supporting travelers. Some of the most common challenges are:

- Managing multiple complex travel policies and capturing all travel data, which is often in disparate systems or untracked.
- Supporting multiple languages and currencies with different banking institutions, various financial regulations and unique (often manual) processes.
- Staying in compliance with international laws and regulations, including the Foreign Corrupt Practices Act (FCPA).
- Ensuring employees have the correct immigration and licensing permissions to enter a country - before they book travel.
- Tracking tax and payroll requirements triggered by the employee while on location in another country.

It's a lot to manage, even for the most sophisticated companies. The good news is you don't have to go it alone. SAP Concur travel and spend management solutions, along with solutions from our partners, make growing a smooth journey.

\$1.33 T 

Global business travel spending reached \$1.33 trillion in 2017, advancing 5.8 percent over 2016 levels¹

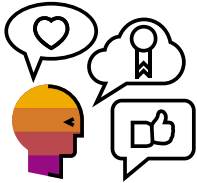
\$20B 

\$20B is lost by organizations in uncovered VAT globally²

1. GBTA BTI Outlook
<https://www.gbta.org/news-and-advocacy/newsroom/gbta-forecasts-seven-percent-growth-in-global-business-travel-spend-potentially-signifying-end-to-era-of-uncertainty>

2. VAT IT internal data, March 2018
<https://www.finance-monthly.com/2018/02/companies-lose-20-billion-in-unrecovered-vat-globally>

Global Expansion



Success Story: Electrolux and Taxback International

Electrolux tripled its VAT recovery in the first year after implementing Taxback International's VAT reclaim integration with Concur Expense.

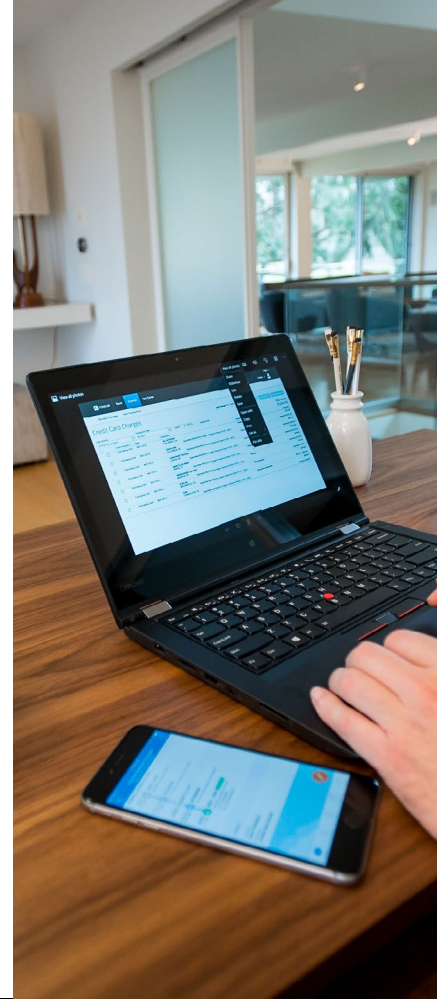
[Watch the video >>](#)

How SAP Concur can help:

- Connect and simplify travel processes with the ability to manage multiple policies in Concur® Travel & Expense.
- Support multiple currencies and languages.
- Capture all traveler spending, no matter where it's booked, with TripLink.
- Protect and support employees, when they need it, wherever they need it, with Concur Locate

How SAP Concur partners can help:

- Taxback International: Manage the entire VAT process from paperwork to refunds
- Dow Jones RiskConnector: Comply with Foreign Corrupt Practices Act by identifying potential issues
- Axosnet: Third-party validation of receipts and invoices to comply with Mexican law
- Visage MobilityCentral: Proactively alert travelers of roaming charges on their mobile devices
- Rocketrip: motivates employees to spend less on travel through an employee engagement solution integrated with SAP Concur.



Organic Revenue Growth

When it comes to running a business and supporting organic growth, it's important to have the right tools and processes in place to scale. It can be increasingly difficult to get visibility into all of the money and adjust policies accordingly if your business needs have outgrown your existing tools. To help you track every dollar and stay on top of cash flow, you need:

- Controls and metrics to proactively manage budget.
- Insight into revenue and spending to improve forecasting.
- Flexibility to adjust programs and policies in real time.

To maximize your budget, you need to see where your spend is going so you can control it. SAP Concur partners can help you get transparency into your spending so you can make the right decisions for your business.



Nearly six out of ten respondents (60%) are targeting high single digit revenue growth (6%-10%), a 26% increase from 2017¹

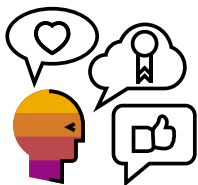


Ongoing monitoring of business performance was one of the top 3 areas in which areas CFOs feel they need improved technology support²

1. EY's Growth Barometer

2. Gartner

Organic Revenue Growth



Success Story: Grand Valley Fortifiers reduces costs by integrating its financial system with Wipfli's ExpenseConnect

"What used to take 8 to 12 hours is now done in 30 minutes. Not only does this allow more time for other relevant tasks, but we've also lowered the cost of reimbursing our employees." -- Wes Farquharson, IT Manager for Grand Valley Fortifiers

[Read case study >>](#)

How SAP Concur can help:

- Intelligence gives you the insights and visibility you need to act on new opportunities.
- Concur® Travel booking and mobile tools ensure that your employees get the best prices on flights, car rentals and more.
- Concur® Expense simplifies expense reporting and fraud monitoring.
- SAP® Concur® mobile app keeps you connected to employee spending, wherever it occurs.
- Budget provides a 360 degree view of budgets before and after spend occurs.

How SAP Concur partners can help:

SAP Concur partners can help you optimize and manage spend across your entire business with solutions that solve your challenges today, scale with you as you grow and help you be prepared for whatever challenges lie down the road.



Mergers and Acquisitions

Bringing on a new acquisition or merging with another company has a unique set of benefits and challenges that unite people and processes, and require scalable systems that can consolidate different datasets. That's why you need to involve IT as early as possible, so you can effectively support a growing workforce and technology infrastructure. Some of the most common challenges with M&A are:

- Standardizing technology and processes across companies.
- Normalizing unique sets of data across operating processes and systems.
- Merging financials and spending into one place for greater visibility.
- Secure identity management, enabling employees to access new systems.
- Demand on IT time and resources.
- Onboarding employees and managing system adoption.

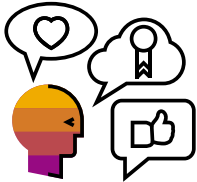
SAP Concur's cloud-based integrated spend management platform and trusted partners work with enterprise resource planning (ERP), human resources (HR) and accounting systems—enabling you to create a cloud solution for travel and spend management that works for everyone.



79 percent of respondents expect the number of deals they close in the next 12 months to increase, up from 70 percent last year. ¹

1. Deloitte M&A Trends Report

Mergers and Acquisitions



Success Story: Global software company and OKTA

A global software company implemented Okta to better control access to their SAP Concur solution. IT teams can instantly add, update and deactivate SAP Concur users and app access and users can access SAP Concur and other cloud apps via a single sign-on portal.

How SAP Concur can help:

- Create a single, connected travel and expense and invoice process with Concur® Travel & Expense and Invoice.
- Leverage mobile solutions that encourage adoption and compliance.
- SAP Concur's cloud-based solutions don't require additional IT resources to implement or maintain.

How SAP Concur partners can help:

- OKTA: Enables IT teams to instantly add, update and deactivate SAP Concur users and app access
- Wipfli/Brittenford: Offers pre-built but customizable integrations from SAP Concur to Intacct and Microsoft Dynamics
- RDC: Helps companies comply with the FCPA, anti-corruption legislation and maintain internal compliance policy enforcement



New Locations and Emerging Markets

Whether expanding domestically or internationally, moving into new emerging markets and locations is a common growth mechanism. While this kind of growth signals a new chapter for your business, it also presents new challenges for Finance, Accounts Payable, Travel and Security functions that support new employees, systems and processes, including:

- Ensuring the safety of all employees, whether traveling or not.
- Staying connected to travelers when they're on the road.
- Growth in the number of paper receipts and expenses to manage.
- Increased potential for out-of-policy bookings as business travel increases.
- New payroll tax obligations resulting from employees traveling outside of their home state or country.
- Sales and use tax management when goods are manufactured in one state and shipped to another.

Failing to comply with state and local tax regulations or a sudden increase in invisible spending can have serious consequences for your organization. You can make expansion easier by taking advantage of SAP Concur spend management solutions, partners and apps.

29% 

Almost one in three (29%) of respondents have more than 20% of existing revenues derived from overseas markets.

1. EY growth barometer

New Locations and Emerging Markets



Success Story: NuVasive reduces travel costs by 18% with the Rocketrip integration

NuVasive brings a little bit of fun back into travel by rewarding employees for going above and beyond and saving money for the company.

[Watch the video >>](#)

How SAP Concur can help:

- The SAP Concur mobile app eliminates paper receipts and simplifies expense reporting as your employee base grows.
- E-receipts save time for travelers and ensure more accurate expense reporting.
- TripLink captures all travel bookings, whether they occur inside or outside of your program.
- Concur® Locate helps you keep track of and communicate with all your business travelers.
- Concur® Invoice provides visibility into employee expenses and invoices coming in and out.

How SAP Concur partners can help:

- Monaeo: Identifies employees triggering payroll tax obligations resulting from extended travel in other states and prepares files to import into ADP payroll
- Rocketrip motivates employees to spend less on travel through an employee engagement solution integrated with SAP Concur.
- Thomson Reuters: Use tax on vendor invoices through Concur Invoice, ensuring only correct amounts are paid
- EY Travel Risk & Compliance: Instantly assesses immigration and tax compliance rules for over 120 countries



Going Public

Initiating an IPO is one of the biggest decisions a private company can make. As such, it's critical to have systems and controls in place that foster the compliance and accountability that is essential when every action is under regulatory scrutiny. To ensure a successful IPO, companies put strong controls in place, including:

- Robust financial reporting compliance and risk systems.
- Internal controls and governance.
- Pre-built and customized ERP integrations that intersect spend data with accounting systems for easier reporting, compliance and automated efficiencies.
- Enterprise Identity Management that provides an audit trail for Sarbanes Oxley compliance and ensures secure employee access.

There is a lot to keep track of in order to make sure that an IPO goes according to plan. That's why SAP Concur helps ensure compliance at every step with a range of robust solutions that all work on the same platform.

52% 

Lower losses to fraud are realized with data monitoring and analysis¹

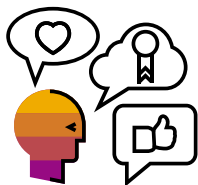
14% 

14% more IPOs occurred in 2018 than the previous year, suggesting that US companies continue to consider going public a strong growth strategy.²

1. ACFE Report to the Nations 2018

2. EY Global IPO Trends Report, Q4 2018

Going Public



"Concur Detect's ability to alert us to high-risk expense items is very impressive. I expect to have most of our auditing handled through automation, allowing us to use our internal resources more efficiently."

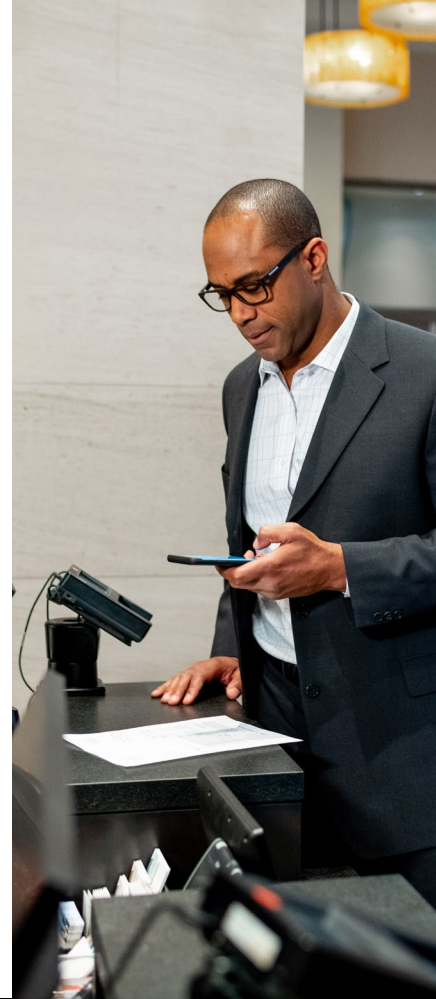
- Denise Adleman, Director, Global T&E, Hitachi Data Systems

How SAP Concur can help:

- Oversee your spending at every step with end-to-end compliance monitoring.
- Encourage compliance upfront with built-in controls.
- Reduce errors with a streamlined, automated process.
- Audit 100% of expense reports with Concur Detect by AppXen.

How SAP Concur partners can help:

- OKTA: Delivers automated user management and secure access to enterprise applications for audit, policy and reporting compliance



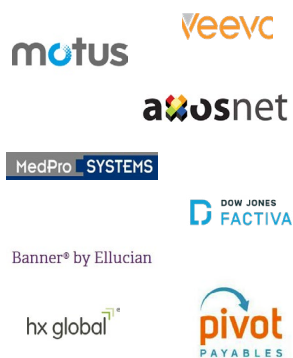
SAP Concur is with you as you grow

Solving the challenges that come with growth requires more than a one-and-done solution. You need partners who can evolve and grow with you over time. That's why we partner with some of world's most forward-thinking companies to drive solutions that not only solve your most pressing problems today, but prepare you for what's next as you grow.

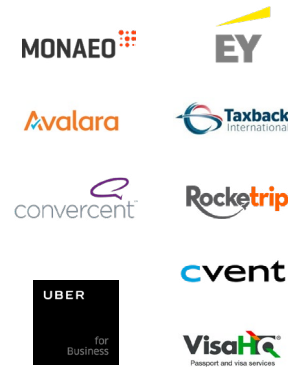
Better User Experience



Meet Industry & Geographic Needs



Make Your Data Work Harder



Ease Deployment & Administration



Learn more about the SAP Concur App Center partners.
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