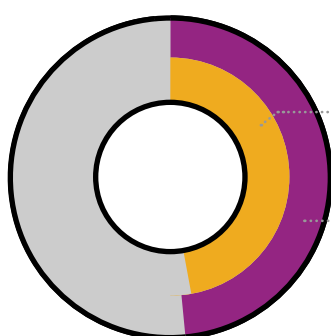
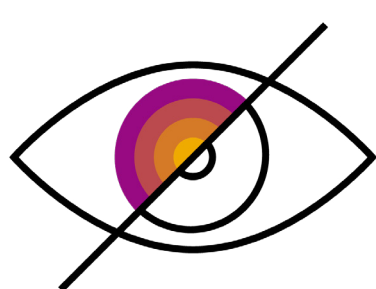




Solving the Challenges of CME Spend Management

Managing CME spend can be quite the headache. Without the right system and procedures in place, charting costs, managing compliance, and avoiding “surprise” reimbursement requests can feel like a full-time job for many finance teams and travelers. How do you simplify CME spend management to be more efficient and maintain compliance? A survey of healthcare respondents show the five biggest challenges in focus.

Invisible CME Dominates T&E Spend



On average, **40%** of our healthcare customer's T&E falls within CME spend.

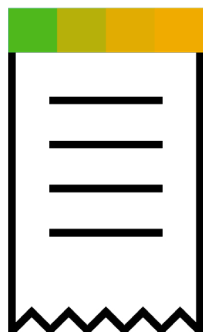
An average of **45%** of hotels booked currently fall into the direct-bookings category.

With CME spend easily making up the majority of healthcare's travel and expenses, and so many conferences requiring physicians to book through event websites, a lack of visibility and control can quickly add up to wasted spend.

Tracking CME Spend Is Frustratingly Manual

Over 1/4

reported that they don't include CME expenses into compensation packages for physicians.



50%

claimed that they use an excel sheet or homegrown system to track CME expenses for their physicians.

To keep track of allocated CME allowances, HCP's typically start by checking what's available. Since each trip must be manually calculated and entered when accessing their budget, time is wasted and risk of human errors shoot up.

Budgeting for CME Spend is Complex



80%

allocate a set budget for CME expenses each year.

64%

stated their physicians exceed the amounted budget for CME expenses each year.

57%

revealed always being over or under budget, with seventeen percent admitting to “always being over.”

Near to real-time visibility into what's going on with each HCP's spend ensures there aren't any surprises, such as being over-budget due to a miscalculation, misunderstanding, or potential fraud. On the other hand, if your HCP is under-budget, then they are leaving valuable money on the table.

Bribery Can be Difficult to Control

71%

responded that they don't prohibit any CME courses or trips from their physicians.



Nearly 1/2

claimed their organization doesn't monitor if physicians receive any type of compensation for attending CME conferences.

The ability to approve and deny expenses before they happen protect your organization from risk. This way you can ensure compliance with laws such as the Sunshine Act, ultimately saving you money in the long-run.



Automate CME Spend Management with Budget

Get a better handle on healthcare spend when you automate with SAP® Concur® solutions. Make budget adjustments and head off issues before they occur – from CME travel to mileage expenses and invoicing. Budget helps reduce the risks of fraud and noncompliance, giving you more control and better insights, so you can continue driving patient-focused initiatives.

[Learn more at concur.com](https://www.sap.com/concur)