



SAP Concur 

Leveraging Experts Tipsheet

The Best Teams Start with the **Right Players**

Advantages to Partnering with Outside Experts

You and your organization have your T&E processes figured out. You have the right tools in place, the mobility needed to help your employees on the go and the best administrators to manage it all. But sometimes, not all of your business needs can be handled by in-house subject matter experts. Today, companies are finding unique ways to leverage outside resources to scale non-core business functions and give their employees the bandwidth necessary to focus on initiatives that drive results. How can you and your teams benefit from leveraging outside experts?

IMPROVE YOUR BUSINESS FOCUS

Setting up and maintaining all of the systems required for your organization to function is difficult enough. How many of your day-to-day administrative tasks help drive your business toward its goals? Leveraging outside resources for operational functions such as minor system updates, tool configuration changes and accelerating new feature adoption, frees you and your company to focus on the needs of your customers.

GAIN ACCESS TO INDUSTRY-LEADING EXPERTISE

Many of your partners have dedicated the time and resources to invest in industry-leading technology. Not to mention, these external experts have years of experience, best practices and knowledge to tailor a solution that fits the needs of your business best. The technology and training provided by external experts means your organization can avoid dedicating resources to provide the same capabilities and support.

31%

of organizations use outside experts to drive innovation into the business itself.

Global Outsourcing Survey, Deloitte, 2016





STREAMLINE TIME-CONSUMING FUNCTIONS

It's no surprise – sometimes technology can lead you down a black hole. From fixing the latest bug to gathering the best data for measuring system success, the software you select takes time and effort to understand. Bringing in experts means less digging for you and quicker resolutions, deeper insights and greater rewards for your organization.

CONTINUITY AND GROWTH MANAGEMENT

The innovative use of technology can boost your organization's growth. As such, you need the best employees to administer that technology. And when you are in a time of high employee turnover or great organizational change, retaining the right administrators may be difficult. Leveraging expert partners provides a level of continuity now and the support needed to scale in the future.

21%



of organizations are leveraging experts for quality improvement, according to a 2015 KPMG survey.

GET THE MOST OUT OF YOUR PROVIDERS

You've built great relationships with your technology providers. No matter the technology you use, your providers should understand your business needs and configure a system that suits you best. But the relationship with your providers shouldn't end after implementation. Continuing to engage with their technology experts allows them to get to know your business even better and ensures you take advantage of all the support they have to offer.

ABOUT SAP CONCUR

SAP® Concur® solutions take companies of all sizes and stages beyond automation to a completely connected spend management solution encompassing travel, expense, invoice, compliance, and risk. For more than 20 years, these leading, innovative solutions have kept customers a step ahead by delivering time-saving tools, connected spending data, and a dynamic ecosystem of diverse partners and apps. User-friendly and business-ready, SAP Concur solutions unlock powerful insights that help businesses reduce complexity and see spending clearly, so they can manage it proactively.

For more information, visit concur.com.

TS Leveraging Experts Client ENT enUS (18/01)

© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://www.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.