

5 Reasons SAP Concur Is the Right Solution For Spend Management



When costs keep rising, budgets keep tightening, and the business climate keeps changing, how you manage spend is more important than ever. However, not all vendors are created equal. As you select your partner for spend management, consider SAP® Concur® solution. Since 1993, we have worked side by side with our customers to help them transform and get the most value from their travel, expense, and invoice management processes.

Here are five reasons SAP Concur is the preferred solution for more than 75% of Fortune 100 and 500 companies:

1. **Integrated Solutions:** **Taking Everything About Your Business Into Account**

Your spend is spread across countless employees around the world. But, at the end of the day, it all comes out of the same bottom line. If you miss even a little bit of spend, it can create a blind spot you won't know about until it's too late. That's where SAP Concur solutions come in.

Our travel, expense, and invoice solutions make it simple to capture and analyze all your spend data in a single, easy-to-use, globally consistent experience that ends the hassle of managing multiple solutions providers. Our integrated solutions provide near real-time, native communication and sharing of data. That means fewer clicks, faster workflows, better compliance and security, and improved spend visibility for making quicker, better-informed business decisions.



“Our spend visibility has dramatically improved with the implementation of SAP Concur. We now have the capability to forecast flight costs, hotel, and sundry expenses and adjust guidelines accordingly to meet business objectives.”

Warren Forgas, Chief Operating Officer, Supply Chain Management, [Standard Chartered Bank](#)

2. Continued Connectivity: Leave No Data Behind

Every data point is a potential insight. But if your spend processes and data are siloed, it can keep you from knowing by whom, on what, where, and why your money is being spent. SAP Concur solutions let you connect everything. We support integration with more than 50 ERP solutions, while our [App Center](#) makes it simple to integrate data from leading travel, consumer, and enterprise apps, such as British Airways, Uber, International SoS, visa assistance, and carbon emission tracking. If booking is occurring outside your systems, add [Concur TripLink](#) to capture it for even more data visibility.

And we're just getting started. We always listen to your requests to evaluate new ways to connect applications so you can increase transparency and employee satisfaction.

3. Future-Focused: Helping You Make Better Business Decisions

SAP Concur solutions help you not only gather and access all your spend data, but slice and dice it in innovative new ways to maximize data insights, enhance agility, and inform smarter business decisions.

Our [Intelligence](#) tool gives you the dashboards and reports you need to achieve full transparency into spend so you can control costs and increase the accuracy of forecasts and budgets. In addition, our [Consultative Intelligence](#) service gives you access to SAP Concur reporting consultants who can dive deep into your data, perform sophisticated analysis, and create custom reporting strategies tailored to the unique needs of your business.



“For the first time, we’re able to see with certainty where our employees are, and what they’re spending on. In uncertain times, this helps keep employees safe.”

Marco Leeuw, Concur Project Manager,
[ASICS Europe](#)



“SAP Concur has helped us cast the net across everything, so we can provide meaningful data to help business leaders make better decisions from a budgeting standpoint, look at employee behavior, and really drive accountability.”

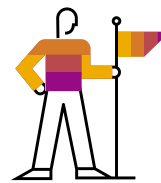
Brian Dela Pena, Senior Director, Accounting
Operations, [VMware](#)

4. Enterprise Expertise: Big Business is Our Business

The more you understand your entire enterprise's spending, the more you can apply best practices, control spending, and make data-driven decisions.

As part of the SAP family, SAP Concur solutions help you manage spend on a national or global scale. We serve more than 48,000 customers – including more than 75% of Fortune 100 and 500 companies – in 150+ countries from more than 30 offices around the world. We understand the complex needs of international organizations and large domestic businesses.

With our decades of experience supporting international businesses, we can help you easily navigate unique country-by-country regulations, changing requirements, and cultural differences that impact how users in each country manage their travel, expense and invoices. And we back it all up with global, hands-on support to help you roll out solutions, ensure local compliance, and implement consistent spend management processes for the entire business.



According to IDC, SAP continues to be named a **Leader** for travel and expense (T&E) solutions for enterprise and **ranked #1** T&E technology with 49% total 2021 market share.¹⁻²

1. IDC Worldwide Travel and Expense Management Software Market Shares. 2021: Data Management Forms New Foundation for T&E, Doc #US48515722e, August, 2022

2. IDC MarketScape: Worldwide SaaS and Cloud-Enabled Travel and Expense Applications for Enterprise 2022-2023 Vendor Assessment, Doc #US49022122, December 2022.

5. **Inclusive Support:** **Been There So We Can Help You Do That**

SAP Concur will stand by you to help you get the most out of our solutions. While your administrators have 24/7 access to help, sometimes businesses need more. Our [User Support Desk](#) broadens that support to all your employees, giving them the benefit of our solution expertise while relieving your IT team of answering questions. [Service Administration](#) takes help one step further with the proactive administrative and configuration expertise and assistance you need to achieve your objectives.

We also know how valuable help from peers can be. We've built a [global community](#) of customer user groups and leadership councils so you can connect and engage with peers in the T&E community to share tips and best practices to bring even more value to your SAP Concur solutions.

We work with you proactively to review how you are leveraging our solutions to ensure you're meeting your objectives. Together, our community and our experts help you ensure you'll get the most out of your SAP Concur investment.



~80 Million

End users booking travel or processing expenses through SAP Concur solutions.

To learn how SAP Concur solutions can help you strengthen your business resilience through improved processes, more controls, and better spend visibility, contact your SAP Concur representative today or visit concur.com.