

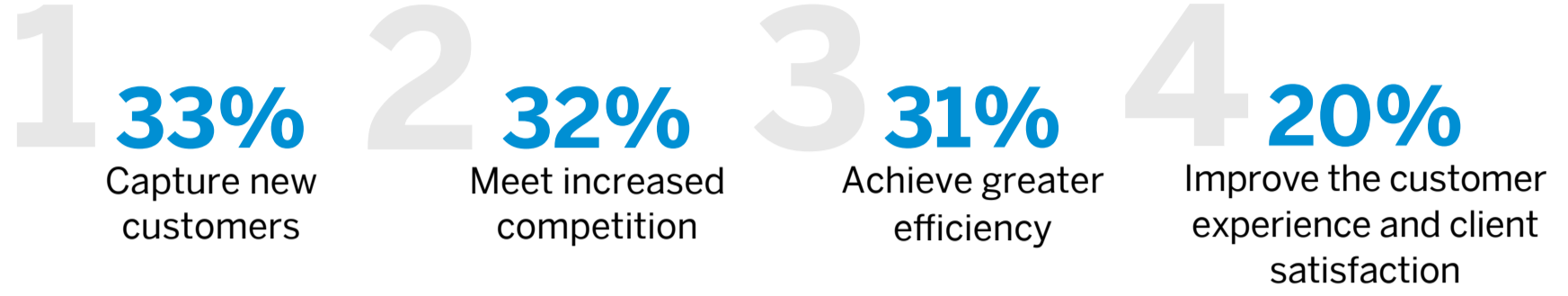
# Intelligent Finance: Enabling Growth Before and After Business Expansion

How are enterprises around the world managing to grow and scale their business? And what can you learn from their experiences? A new survey of 500 finance and IT executives in enterprise and small-to-midsize companies – conducted by Oxford Economics and SAP – reveals valuable findings.<sup>1</sup>



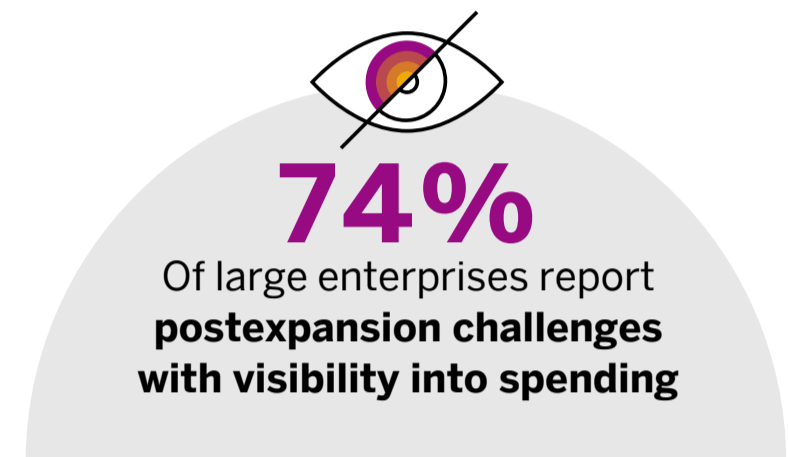
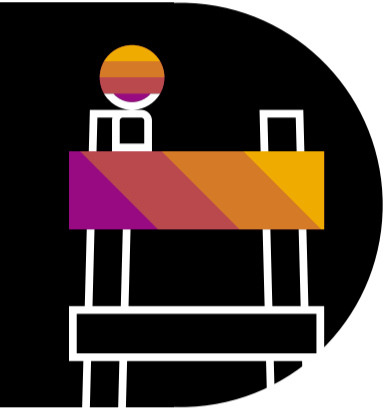
## Enterprises are pursuing growth to scale their success.

Top reasons enterprises underwent their recent expansions:



## During pre- and postexpansion, growth is rarely easy.

Finance executives report spending more time on day-to-day tasks such as:

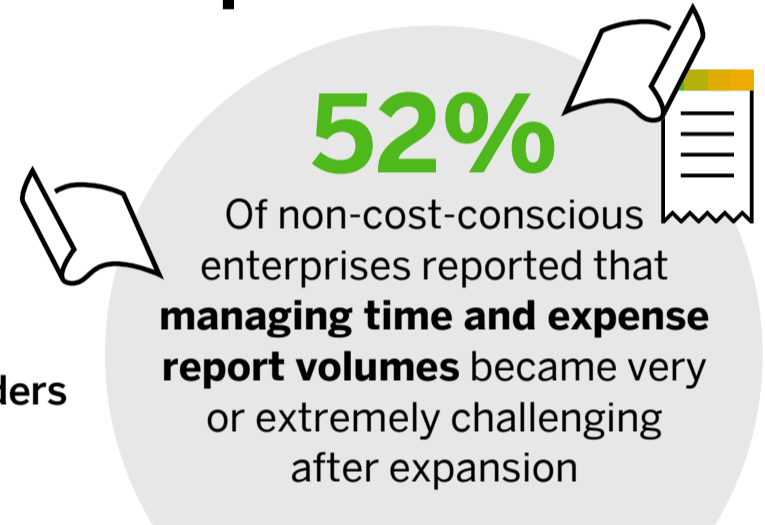


## Adding more headcount doesn't solve the problem – and can create new headaches.

As companies increase headcount, they report spending **more** time on:



- Spend and cash flow management
- Expense report processing
- Aligning growth strategy with internal stakeholders
- Financial planning and analysis



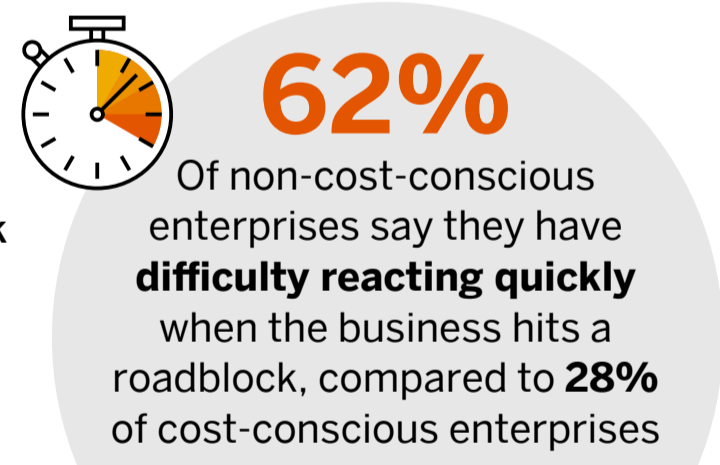
## But cost-consciousness greases the wheels of successful expansion.

Businesses with fast revenue and profit growth factor cash flow and spending heavily into expansion-related decision-making, including:

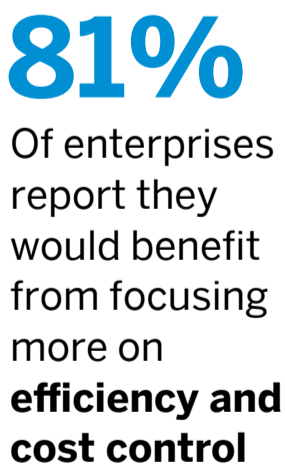


A focus on costs improves performance in non-spend-related areas such as:

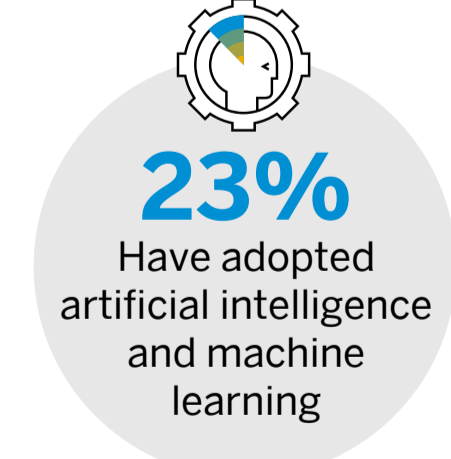
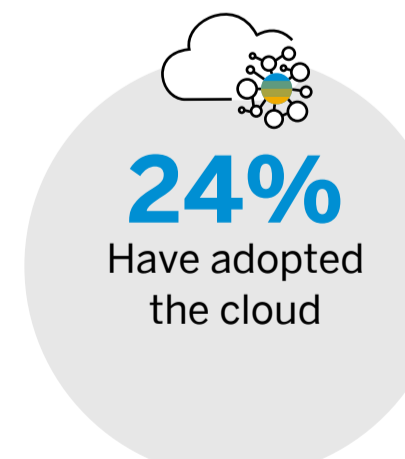
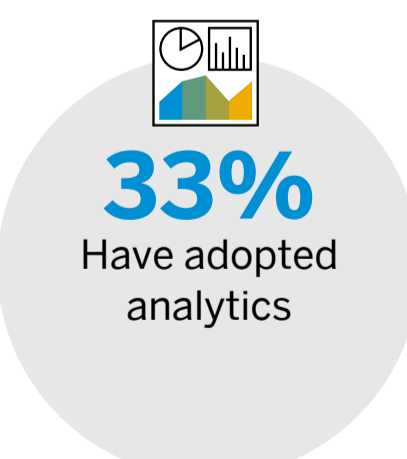
- Speed of recovery after encountering a roadblock
- Breaking down silos between business units
- Corporate culture and employee satisfaction



## Intelligent spend and cost controls enable efficient growth – without additional headcount.



Companies are implementing new technologies to support growth. According to survey respondents:<sup>4</sup>



## It's time for IT and finance to join forces and enable intelligent finance.

With SAP® Concur® solutions, IT leaders can **consume process innovation** that automates key finance tasks such as travel, expense, and invoice handling. Finance leaders can **achieve full visibility** into the employee spending and costs they need to be effective. Together, they can transform cash flow and discretionary spend management in ways that fuel growth strategies.



### Learn more

Read the [Oxford Economics survey](#) paper to explore how intelligent spend and cost controls can help you drive efficient growth.

1. "Managing an Expansion: Keys to Successful Business Growth," Oxford Economics, Q1 2019.  
2.-4. Raw data from "Managing an Expansion: Keys to Successful Business Growth," Oxford Economics, Q1 2019.