

# KEY CAPABILITIES FOR EFFECTIVE SPEND MANAGEMENT IN THE TECH INDUSTRY

This smartbite highlights the key capabilities for managing total organizational spend and the competitive advantage that Leaders have compared to their competition.

**Best-in-Class companies are:**

85% more likely to aggregate current spend data across the organization

77% more likely to collect spend data from multiple sources

76% more likely to have an ease-of-use, via fully-connected platform (i.e., payment, travel management, and expense management)

65% more likely to have cost analysis for spend on materials / services

43% more likely to have multi-language, multi-currency capabilities

**as compared to All Others.**

→ **Read the full report:** *Technology Industry T&E and Spend Management Challenges: How Leaders Respond with Key Capabilities*, August 2017, Aberdeen Group

**The bottom line:** The most important takeaway is the 77% greater likelihood of Leaders to collect data across multiple sources in the organization. The ability to aggregate spend is also key, but having visibility into the total spend across the organization is especially critical when managing cash flow in the technology industry (which has a notoriously uneven cash flow).