



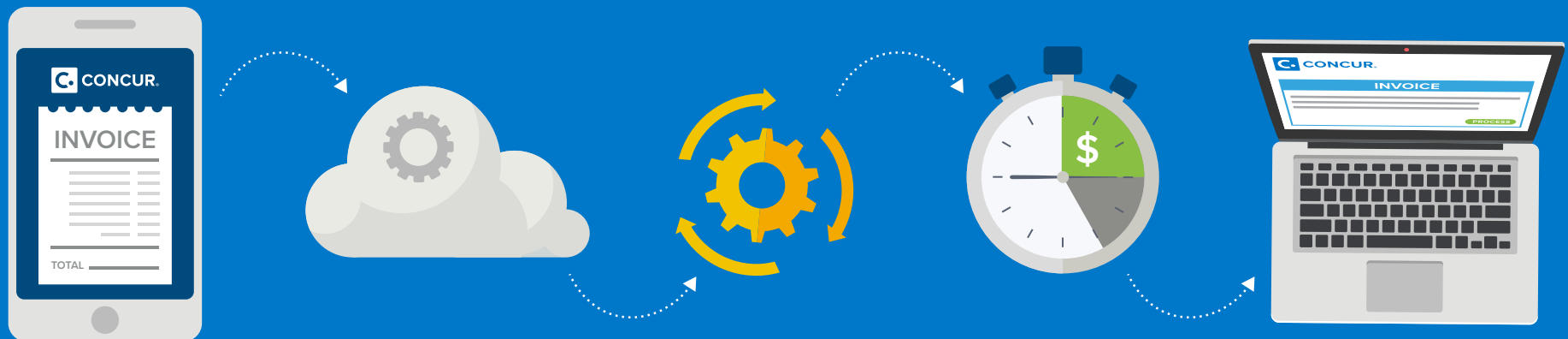
AP Automation Fact or Fiction

5 SURPRISING CONCLUSIONS

Imagine your automated accounts payable (AP) processes.

No more lost invoices, delayed or incorrect approvals, missing information, or calls from irate vendors. Your automated, cloud-based AP would give you complete visibility for efficiency, control, and cash management—even for mobile employees. It would be your own accounting happily-ever-after.

But for a small or mid-sized business (SMB), affordable, effective, automated AP is just a fairy tale—right? Maybe not. See if you can separate AP fact from fiction.



Fact or Fiction?

“I can’t afford to automate.”

☐ FACT☒ FICTION

According to Ardent Partners research, businesses can reduce their invoice processing costs up to 70% through automation. You actually end up saving money by automating in the cloud.

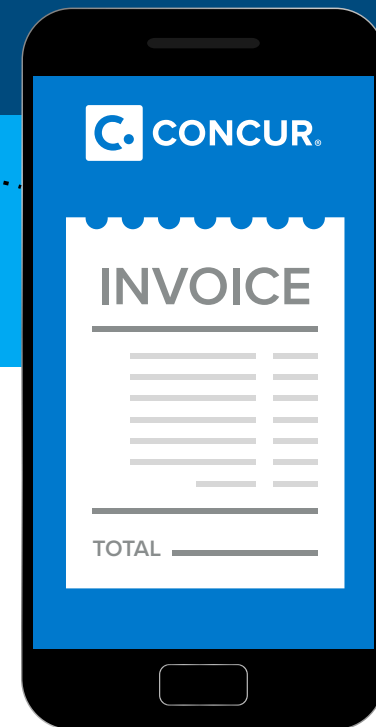
THE FACT IS...

With Concur Invoice companies saw an average payback period of only 5 months, and an impressive 505% five-year ROI.



MORAL OF THE STORY

With that kind of return, a better question is whether you can afford not to automate.



Source: Ardent Partners: The SMB of the Future: Start Fast, Then Accelerate

Fact or Fiction?

“The cloud only makes sense for big companies.”

☐ FACT

☒ FICTION

Cloud solutions are ideal for SMBs as they don't require significant IT resources or infrastructure and can usually be deployed in a short time-period with little or no upfront investment.

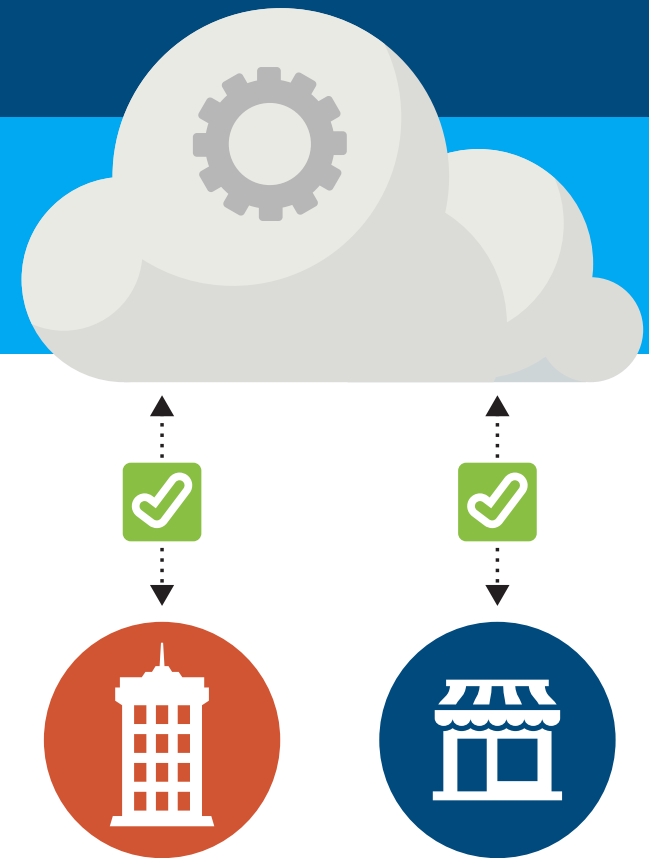
THE FACT IS...

With Concur Invoice, you can be up and running within weeks. Secure, cloud-based systems scale to accommodate organizations of almost any size, and offer seamless integration into cloud-based accounting and existing ERP systems.



MORAL OF THE STORY

Forward-thinking companies can have all of the advantages the big guys get.



Source: IDC Whitepaper: The Business Value of Concur Invoice

Fact or Fiction?

“Email is the same thing as automation.”

☐ FACT☒ FICTION

Even invoices that are sent electronically can get lost in the black hole of email. Wasting time digging through email inboxes to find a missing invoice can cost more than your employees' patience—it's costing you money.

THE FACT IS...

With Concur Invoice companies see a decline in the time spent on invoice-related data entry, processing vendor payments, reviewing invoices, and conducting audits. In total, benefits attained by staff involved in the invoice-management cycle are equivalent to **\$6,905 for every 1,000 invoices** processed. That's an average of **\$347,100 per organization**.



MORAL OF THE STORY

Email can't save you hundreds of thousands of dollars—real automation can.

Source: IDC Whitepaper: The Business Value of Concur Invoice

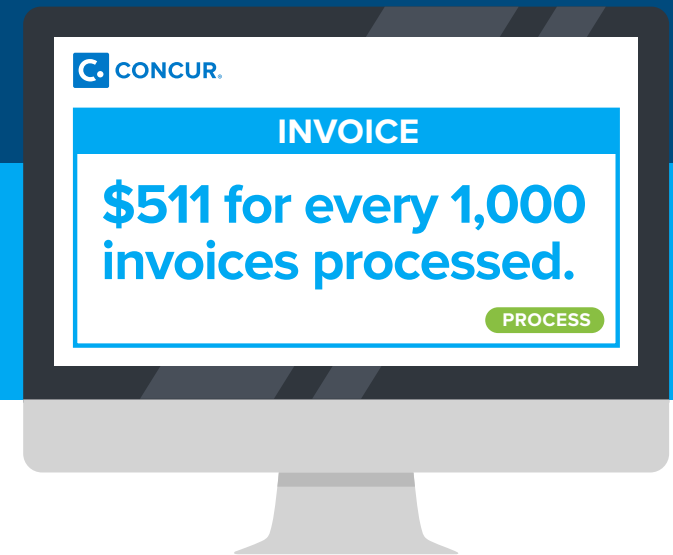
Fact or Fiction?

“Automation can’t solve all my AP challenges.”

☐ FACT

☒ FICTION

Okay, maybe not entirely fiction—automation isn’t a magic wand. But it can help you solve a wide range of challenges, including policy compliance and late penalties.



THE FACT IS...

By deploying Concur Invoice, organizations have reduced costs associated with the AP process by enhancing compliance, avoiding penalties for late payments, and attaining discounts from vendors by making early payments. These benefits are equivalent to **\$511 for every 1,000 invoices** processed. That gives an average organization **an additional \$25,695**.



MORAL OF THE STORY

More than just electronic invoicing, AP automation can help keep your company on the right financial path.

Source: IDC Whitepaper: The Business Value of Concur Invoice

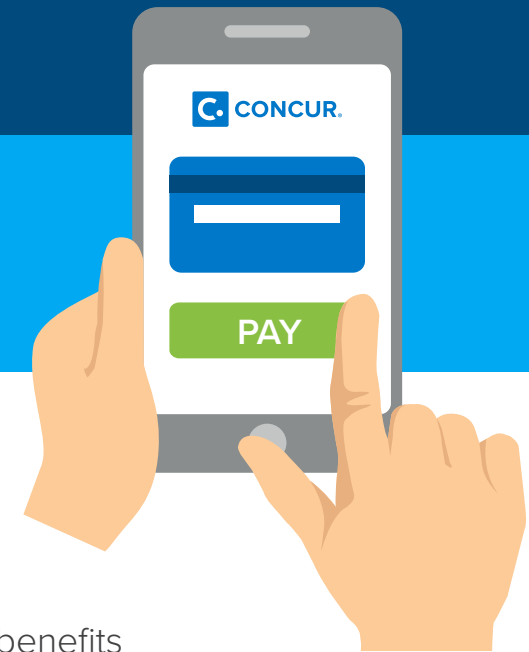
Fact or Fiction?

“Automating AP doesn’t help the rest of my employees deal with invoices.”

☐ FACT

☒ FICTION

By automating AP processes, employees can review and approve invoices anywhere, any time, on any mobile or remote device.



THE FACT IS...

Thanks to automation, ease-of-use, and availability on mobile devices, employees throughout the organization can save substantial time by using Concur Invoice to submit and review invoices. On average, these productivity benefits are equivalent to **\$7,537 for every 1,000 invoices** processed, or **\$378,887 per organization**.



MORAL OF THE STORY

Automation benefits ripple out from AP to nearly every part of your company, reducing frustration, increasing productivity, and improving visibility.

Source: IDC Whitepaper:
The Business Value of Concur Invoice



Find your (AP) happily-ever-after

Whether this is the first chapter in your automation story, or you're ready for the next installment, Concur Invoice will simplify and accelerate your AP processes. Concur gives you a single resource to manage everything from expense reports to invoice payments, increasing visibility, improving efficiency and saving you money.

Talk to your client sales executive to learn more.

For more than two decades, Concur, an SAP company, has taken companies of all sizes and stages beyond automation to a completely connected spend management solution encompassing travel, expense, invoice, compliance and risk. Our global expertise and industry-leading innovation keep our customers a step ahead with time-saving tools, leading-edge technology and connected data, in a dynamic ecosystem of diverse partners and applications. User-friendly and business-ready, Concur unlocks powerful insights that help businesses reduce complexity and see spending clearly, so they can manage it proactively. Learn more at concur.com or the Concur blog.

