

MANAGING TRAVEL and ENTERTAINMENT EXPENSES

in the Age of the Social Enterprise

THE SOCIAL ENTERPRISE: THE WAY WE WORK NOW

Until very recently, companies relied entirely upon in-person meetings and on-site servers to handle even the most basic business tasks. Now we work and collaborate on the go, through social networks, and in the cloud. More and more, companies are transforming into Social Enterprises, utilizing the latest technology to redefine—and often erase—the boundaries of the workplace.

A SOLUTION THAT WORKS EVERYWHERE—JUST LIKE YOU.

Travel and entertainment (T&E) are necessary business expenses and tracking them is an essential—though time-consuming—requirement to maintaining profitability and growth. For Social Enterprises, the solution is at their fingertips. Sales teams are already managing their leads using CRM apps—now they can integrate mobile-optimized, cloud-based expense tracking into their workflows.

T&E expenses now account for

8%

to

12%

of the average organization's total budget.

According to the Aberdeen Group's 2012 research on

THE GOALS OF TODAY'S ORGANIZATIONS:

55%

want to enhance visibility into overall travel/expense spending

57%

want to drive more value out of business travel

58%

want to improve expense management processes

IT'S TIME TO INTEGRATE CRM AND T&E

Aberdeen's research study "T&E Expense Management" ranked organizations based on their performance across the following key metrics:

Expense-processing costs

Compliance to corporate travel policies and guidelines

Business travel spend under management

According to the report findings, top-performing companies are nearly

46%

more likely to integrate CRM and expense management.

Nearly

30%

of all expense reports are managed through mobile devices

Within the next 2 years,

73% of all organizations will use the cloud for T&E management.

According to Aberdeen's findings, Integrating CRM and T&E simplifies processes and offers an easy-to-use, familiar system to track projects and enter expenses.

ORGANIZATIONS THAT HAVE INTEGRATED THE TWO SYSTEMS ARE:

72%

more likely to have real-time visibility into pre-trip travel against corporate budget

56%

more likely to have real-time visibility into total T&E spend against budget

experiencing

56%

lower expense-processing costs