



SAP Concur 

Strategic Spend

## Is Your AP Function Living Up to Its Strategic Potential?

# So Easy to Spend, **So Hard to Track**

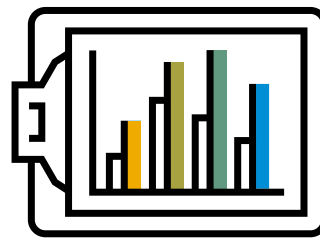
Today there are many more ways for employees to spend your organization's working capital: travel expenses, traditional POs, non-PO invoices, p-cards, and corporate cards, just to name a few. These payables typically fall into the bottom 20% of overall spend, yet they involve the majority of your vendors – and your department's time and resources. When you're drowning in details and manual busy work, how can you move your department from being just another cost center to a strategic partner in your organization?

## Manage your working capital **with a strategic spend solution**

The first and most critical step to AP's strategic transformation is gaining complete visibility into spend, whether the spend is initiated by individual employees or processed through traditional invoicing channels. A single view into all employee-initiated spend channels, categories, and vendors makes your AP function more efficient and cost-effective, freeing up time so you can focus on big-picture ways to bring more value to your organization.

To transform your organization, ensure that your spend solution includes:

- **Visibility** into all employee-initiated spend channels with tools that show you where your money is going, and help you proactively control when and how you pay your vendors.
- **Automation** of AP tasks, such as checking P.O.s against invoices and examining spend for compliance, to improve accuracy and timely payments.
- **Reporting** that delivers insights fueled by timely data to help you optimize your working capital and drive strategic efforts.



### **AP DATA IS THE KEY**

While **81%** of CFOs see AP data as important or critical to financial operations,<sup>1</sup> only **16%** of AP's time is spent on value-added tasks.<sup>2</sup> How can you unlock time to show your CFO what your department can do with high-value AP data?

# Strategic Spend: A New Perspective

It's time for AP to shake its reputation as a back-office cost center and take its rightful place at the strategy table. But in order to change perceptions, you have to change your own thinking as well. You need a solution that will help you rise above the thicket of details that drain your team's time and resources to provide a broader, more strategic perspective.

- **Think beyond automation:** Your AP process is likely already automated with an ERP or an accounting system, but even the best automated capture services can leave you with a fragmented view. That makes it all too easy to overlook risks and opportunities alike. Look beyond automation and consider how you can take advantage of data to gain insight.
- **Think big picture:** Employee-initiated spend increases complexity, so look for a solution that cuts through the clutter and pulls data from every channel – from corporate cards to p-cards to invoices.
- **Think strategically:** Viewing all your employee-initiated spend together allows you to leverage insights from the data and take the next step: strategic planning. This means deciding whom you pay, when you pay, and how you pay so you can maximize working capital, take advantage of discounts, and even negotiate better rates with frequently used vendors.

**When SAP Concur clients implemented an automated AP solution, they realized a:**



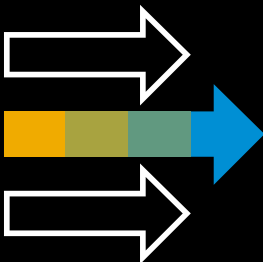
**34% DECREASE**  
in time spent on invoice-related management tasks



**45% DECREASE**  
in vendor questions to the AP department



**51% DECREASE**  
in time to pay vendors<sup>3</sup>



Visit [Concur.com](https://concur.com) or reach out to your Account Manager to learn more about how SAP Concur can provide an end-to-end expense, invoice, and travel solution that will turn your AP function into a strategic force in your organization.

## About Concur

Concur, an SAP company, imagines the way the world should work, offering cloud-based services that make it simple to manage travel and expenses. By connecting data, applications and people, Concur delivers an effortless experience and total transparency into spending wherever and whenever it happens. Concur services adapt to individual employee preferences and scale to meet the needs of companies from small to large, so they can focus on what matters most for their businesses.

<sup>1</sup> Ardent Partners, *2016-2017 Technology and Innovation Outlook Report*

<sup>2</sup> Institute of Finance and Management (IOFM)

<sup>3</sup> IDC, *The Business Value of Concur Invoice*, January 2018

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