



# Energy innovator fuels amazing savings with Concur

## About Encell Technology

Encell Technologies—a small and powerful start-up company— has half of its employees traveling on a regular basis. This generates expense reports with 50-60 transactions weekly from around the world, translating to thousands of transactions in multiple currencies in every time zone.

## The challenges

For a small business, the complexities of expense data could create enormous headaches. Fortunately, Encell's CFO Chris Maier knows just how to optimize this company's strengths and energy. "I had been a user of Concur with a previous company," he says. "And I was confident it would be a tremendous improvement over our manual expense reporting system. There's simply no comparison."

“By this time next year, we could be processing as many as three times as many expense reports as we do now. We know the Concur solution will grow with us. ”

Chris Maier, CFO

## Cost savings and the benefits of mobility

“Concur actually makes us money when you consider the savings in time,” says Maier. He used to spend nearly one full week per month processing expense reports—now he spends less than one day—80 percent less time. Automation and mobile capabilities save time for employees who now submit reports on time and error-free. Credit card integration (with cards from multiple providers) and seamless integration with the company's QuickBooks financial application, speed administrative processes and simplify account reconciliation.

“Manual entry was especially difficult for employees traveling around the world, it was very difficult to get reports in on time and get the books closed in a timely manner every month.” says Maier. “And with Concur's mobile solution,



### Company Name

Encell Technology

### Solutions

Concur® Small Business Edition

### Industry

Energy Storage, Maintenance and Delivery

### Company Size

25 Employees

### Location

Alachua, FL

### Why Concur?

- Credit card integration
- Ease of use
- Time savings

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Chris Maier, CFO

you virtually eliminate the problem of lost receipts. Our employees definitely appreciate the solution.”

### Encell's results with Concur

- Encell Technologies has reduced time spent processing expense reports by nearly 80 percent.
- Concur gives Encell complete confidence—automation ensures accuracy.
- Ease-of-use satisfies Encell travelers who submit reports on time eliminating month-end headaches.
- Credit card integration drives card spend and streamlines expense reporting.
- Encell will double in size in the coming year without adding a single FTE dedicated to T&E administration.

“We expect to grow a lot and quickly,” says Maier. “By this time next year, we could be processing as many as three times as many expense reports as we do now. We know the Concur solution will grow with us. A real win!”

