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Business Transformation Study | Consumer Products | [Mead Johnson Nutrition](#) | PUBLIC

# How Is Cloud Technology Saving Time and Money on Travel and Expense Management?



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Infants and children around the globe grow and thrive on formulas and other nutrition products from Mead Johnson Nutrition. With more than 70 products sold in more than 50 countries, it is a company trusted by millions of parents and healthcare professionals. Keeping its global business running and ensuring consumer needs are met require extensive travel for Mead Johnson Nutrition employees – and salespeople in particular. To reduce costs and streamline administration, the company decided to move its travel and expense management to industry-leading, cloud-based SAP® Concur® solutions.

With the Concur Expense solution, the sales force at Mead Johnson Nutrition now enjoys the convenience of an intuitive mobile application with a simple user interface. Users can enter receipts faster thanks to mobile receipt capture, thereby spending less time creating expense reports. Not only has the solution increased control on the business side, it is helping Mead Johnson Nutrition boost productivity, save on IT maintenance, and reinforce the company's travel policies. All of this means Mead Johnson Nutrition and its people can continue innovating to nourish the world's greatest asset.



“We are the only global company that focuses almost exclusively on infant and child nutrition. That means **operations and customers all over the world.** Efficient travel and expense management is crucial to how we do business.”

Tony Hook, Project Management Professional, Global Project Manager, Mead Johnson Nutrition

With the Concur® Expense solution, Mead Johnson Nutrition is streamlining travel and expense management. A user-friendly mobile app makes it fast and easy to capture receipt information on the go. Automated expense reporting is saving the company time and money – as well as allowing it to enforce compliance with its travel policy.



>70

Brands of infant and child nutrition products



>50

Countries where Mead Johnson Nutrition products are sold



Trust

Of millions of parents and healthcare providers





# Streamlining Expense Reporting in the Cloud with Concur® Expense



**Mead Johnson Nutrition, part of Mead Johnson & Company LLC**  
Chicago, Illinois  
[www.meadjohnson.com](http://www.meadjohnson.com)

**Industry**  
Consumer products

**Products and Services**  
Infant and child nutrition products

**Employees**  
>7,500

**Revenue**  
US\$3.74 billion

**SAP® Solutions**  
Concur® Expense solution

To save time and effort for employees on the go, Mead Johnson Nutrition deployed the cloud-based Concur Expense solution. Now users have a handy mobile app they can use to capture receipts as they travel that pulls data automatically into expense reports. The result is higher productivity and expanded insight and control over travel and expense policy compliance.

## Before: Challenges and Opportunities

- Increase efficiency and accuracy in travel and expense processes and reporting
- Improve the business' ability to enforce travel policy controls

## Why SAP Concur Solutions

- Mead Johnson Nutrition's existing relationship with SAP
- Native integration with the SAP® ERP application
- Mobile capabilities and simple user interface of Concur Expense
- Cloud solutions that are simpler to maintain and to deploy in additional regions

## After: Value-Driven Results

- Mobile access to travel and expense reports for a user base of 7,500 employees in 29 countries
- Ability for users to enter receipts faster using mobile image receipt capture
- Less effort required to prepare expense reports, which is projected to equal significant operational savings
- New functionality and audit rules that expand compliance with company travel policy and requirements
- Lower maintenance costs for Concur Expense than for the previous solution supporting travel and related expenses

**“Mead Johnson Nutrition is a much more nimble company now that we are using the cloud-based Concur Expense solution for travel and expense. We are planning to expand implementation to Europe and Latin America.”**

Tony Hook, Project Management Professional, Global Project Manager, Mead Johnson Nutrition

SAP Concur

## \$1.1 million

Forecast for annual soft productivity savings from improvement in expense report preparation effort

## \$100,000

Projected annual savings from the elimination of manual effort in the expense report processing operation

## \$167,000

Estimated annual reduction in maintenance costs compared to the previous travel and expense software

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