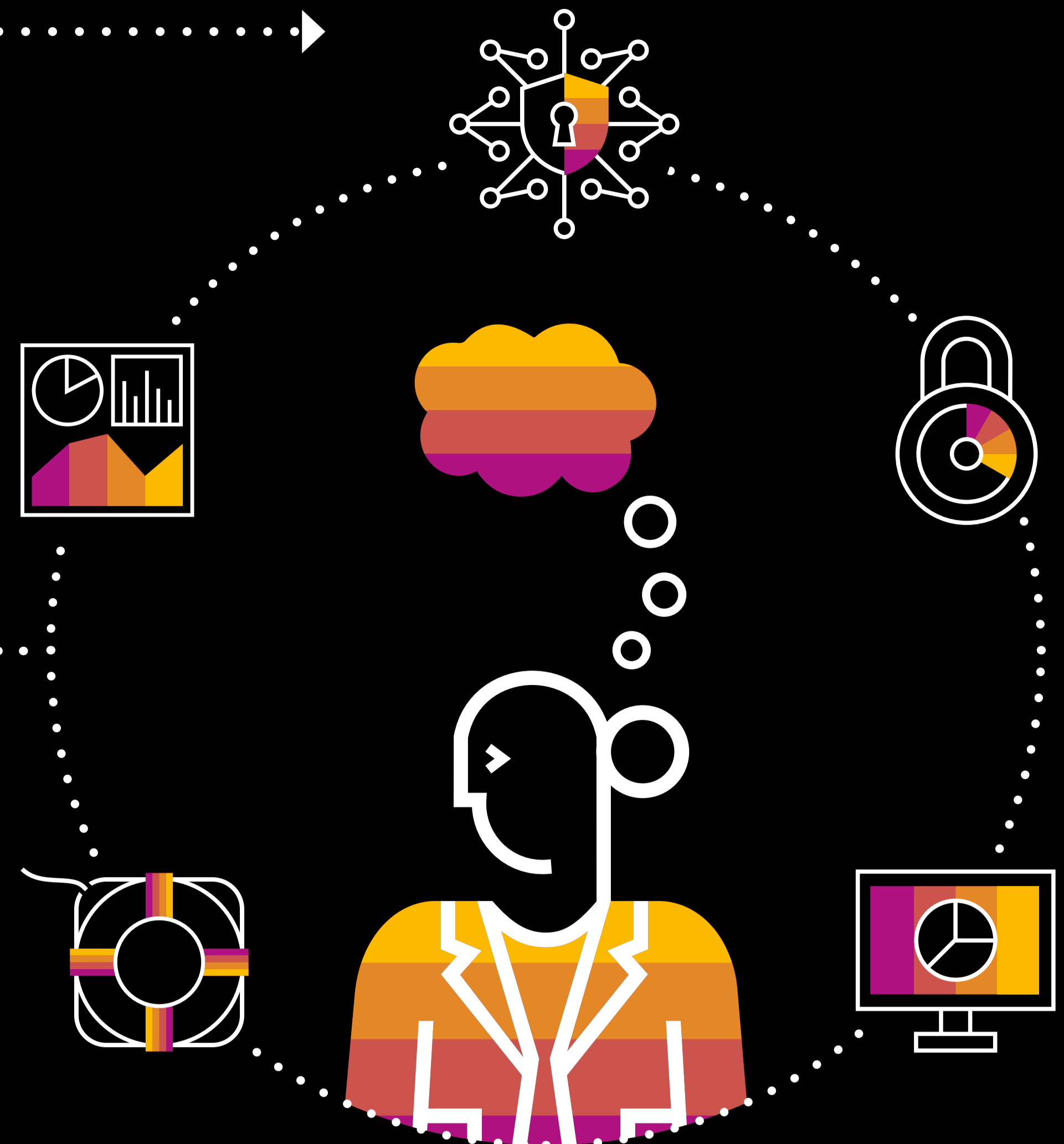


# Sasha Succeeds with SAP Concur Spend Management Solutions

**Meet Sasha, a finance manager at a large pharmaceutical company.** Sasha and their team spend every day juggling a multitude of finance tasks, from managing travel budgets to processing invoices and expense reports.

**Today is no different. It's also unique, like every day.**



**R** Sasha checks their Concur Dashboard...

...where they view all the expense claims, invoice approvals and travel requests that require their attention. Employees submit these via [Concur Request](#), which means there are no nasty surprises and everything is approved before purchase.



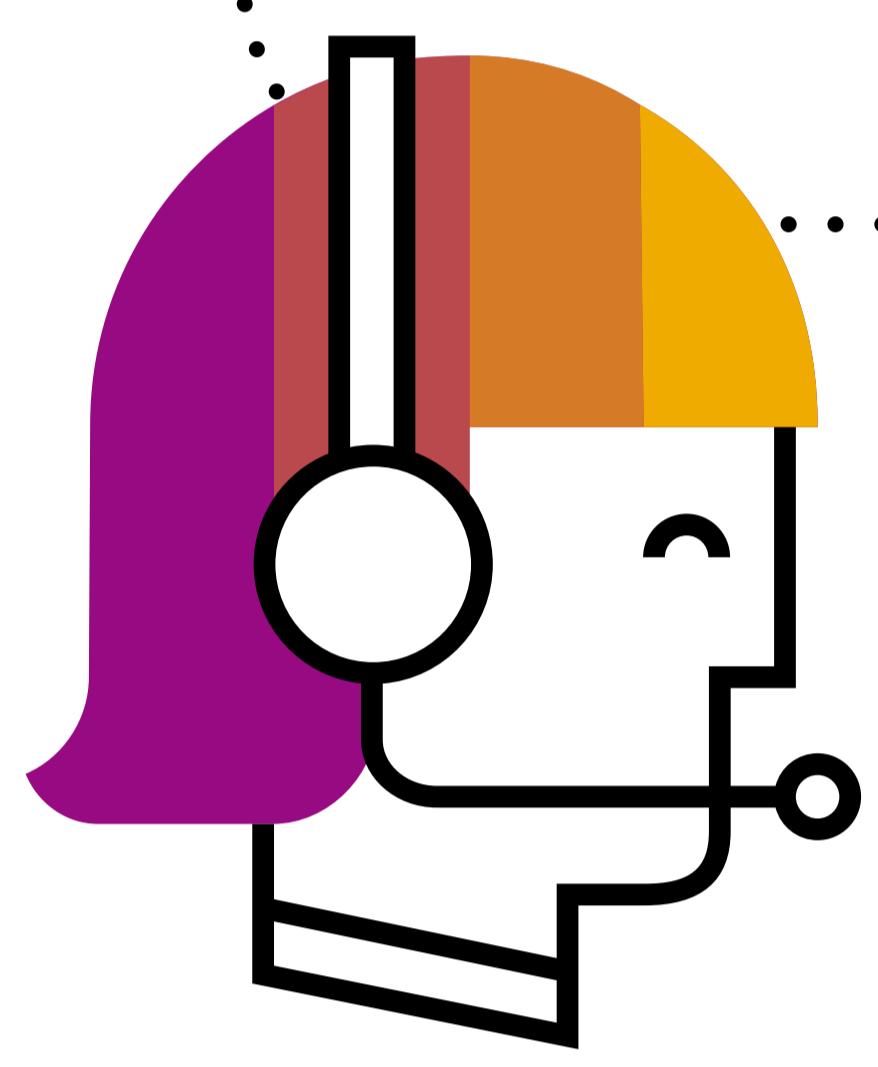
**I** **Mob** Sasha notices that Polly in merchandising has submitted a supplier invoice via [Concur Request](#)...

... which requires urgent approval from their manager, Pete, who is out of the office. Not a problem! Sasha forwards the approval request to Pete via the [Concur Mobile App](#), which alerts Pete while he is driving to a client brunch. With a click of a button from the restaurant car park, Polly's invoice is approved. An invoice that would manually take around two weeks to process, will be done in three days.



**R** **T** **TL** **AC** Sasha tackles some travel requests...

...Louise in sales has reserved her flight to Orlando and hotel via BA.com and Booking.com, both [Concur App Center](#) partners. Because these were booked via [TripLink](#) and [Concur Travel](#), Louise got the best available fares and room rates. Her spend is instantly captured by [Concur Travel](#) and automatically adheres to company policy and compliance regulations. Approval takes no time at all.



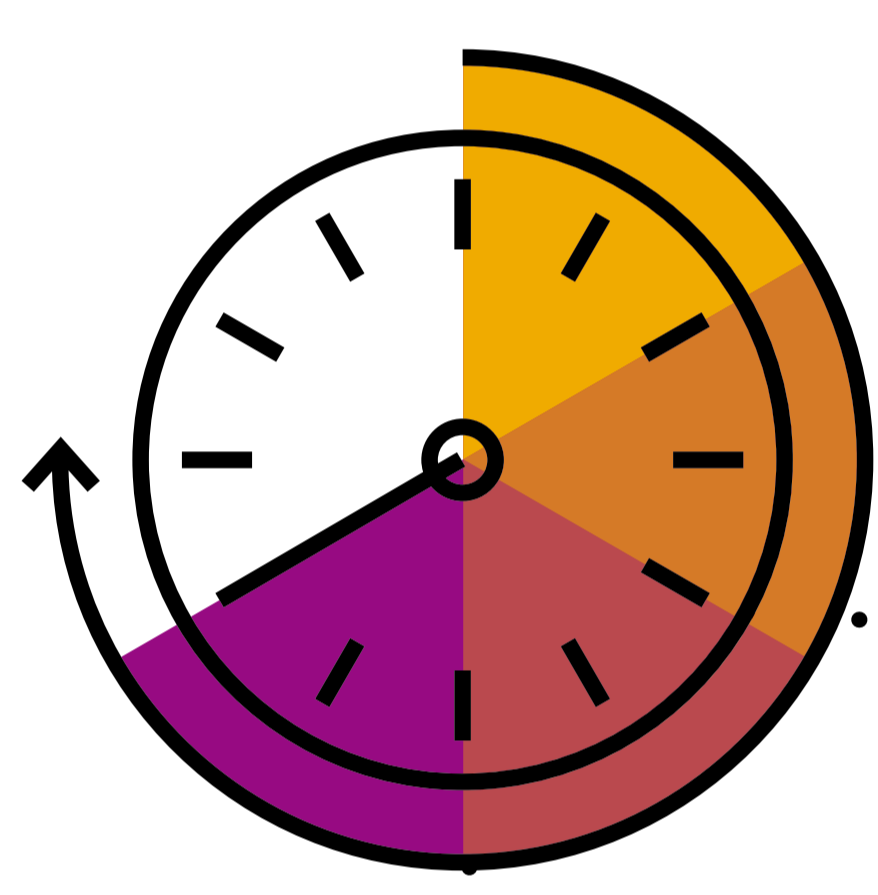
**USD** Sasha encounters a problem with a travel request...

...Something isn't quite right and the system won't let them finish the approval process. They put in a quick call to the [Concur User Support](#) 24 hour help desk, and James on the other end of the line quickly guides them through what they are doing wrong.



**D** **EI** Pete submits the morning's expenses...

... Pete finishes his brunch and, hopping back into his car, opens his Concur Mobile App to submit the morning's mileage using [Concur Drive](#) and his brunch receipt through [ExpenseIT](#). Because Pete uses [ExpenseIT](#), Sasha doesn't have to wade through piles of crumpled receipts and endure tedious manual data entry. It's all done using OCR technology, leaving them free to tackle more strategic and value-add tasks.



**TI** **TL** There's been a flight cancellation...

...Andrew in sales has booked an upcoming business flight to Paris directly with an airline but he gets an alert on [TriplT](#) to say that his outbound flight has been cancelled. It's easy for Andrew to re-book an in-policy, pre-approved seat on the Eurostar using [TripLink](#), and the details of his new itinerary are once again stored in [TriplT](#) in case things should change.

**CI** Sasha has a few minutes to spare ...

so they get on with some reporting work using [Consultative Intelligence](#), which maximizes the value of their spend data with help from Concur spend analysis experts. Next week is month end so Sasha is automatically bursting an accruals report from SAP Concur to all employees who have not yet submitted their expenses for approval.



**PS** Sasha has a stack of reimbursements to get through...

...Fortunately, they use [Payment Solutions](#) an automated system that allows them to reimburse employees within days of expense claim approval and reimburse corporate credit card providers before incurring late payment fees.



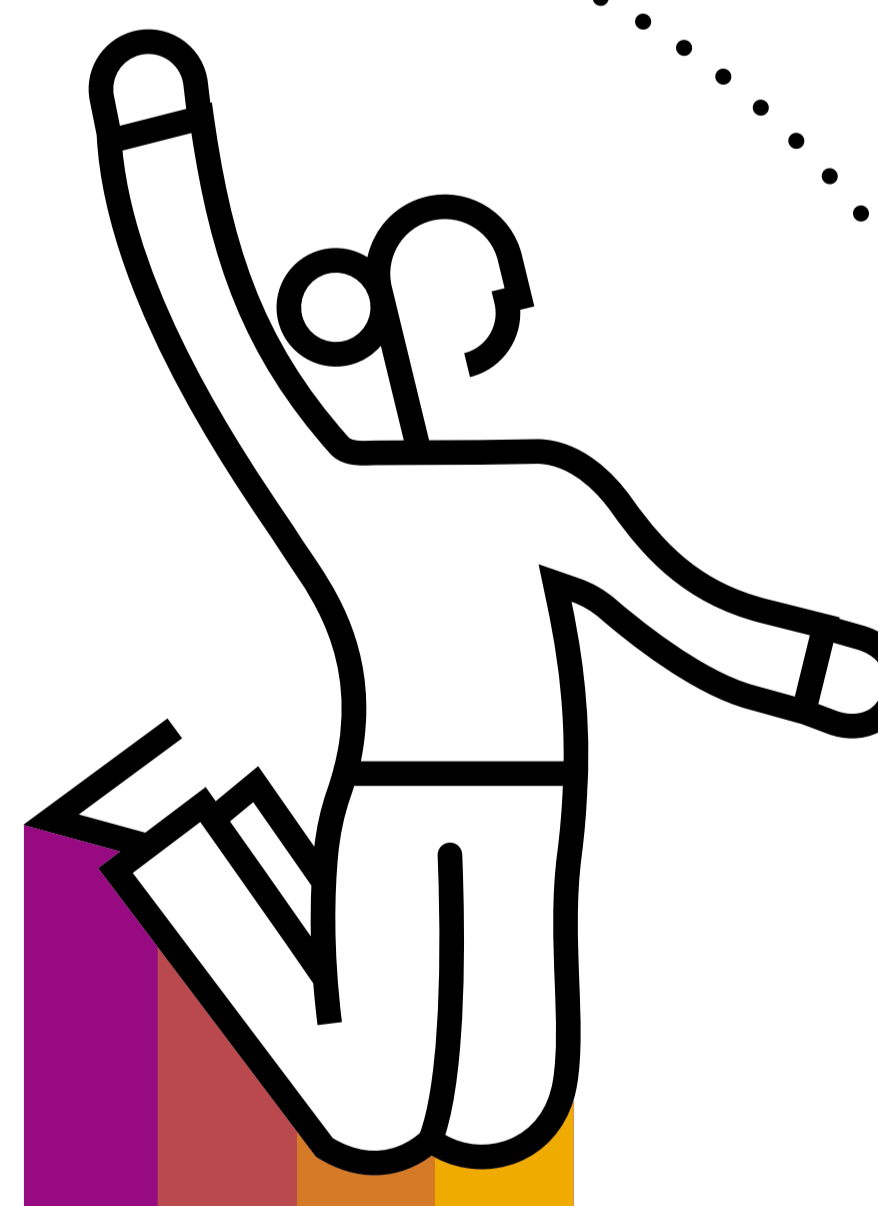
**B** It's time to look at the bigger financial picture...

...Using [Concur Budget](#), Sasha can view a holistic view of employee spending across the organisation, with continually updated data from [Expense](#), [Invoice](#) and [Request](#). They make some necessary adjustments to their budgets to avoid overspend.



**A** **AC** Cross the 'T's and dot the 'I's...

...Time for some auditing! What used to take them an entire day, now takes about an hour, thanks to [Concur Audit](#) which automatically checks spend claims for policy and regulatory compliance. Sasha also uses a selection of risk and compliance apps from the [Concur App Center](#), which check for tax implications and VAT reclaim. Working in a highly-regulated pharmaceutical business, Sasha also uses a variety of industry-specific App Partners to help manage compliance in their particular sector.



Sasha has a final glance over their dashboard ...

...and can see there are no outstanding tasks that need to be done today.

**Today, like every day, the SAP Concur solutions have underpinned almost every item on Sasha's task list...**

The extensive suite of SAP Concur solutions along with its ecosystem of partners, provide a single reliable source of spend data for Sasha to gain critical insights into how to control cashflow, avoid risks and direct funds where they need to go.



- AC** Concur App Center
- A** Concur Audit
- B** Concur Budget
- D** Concur Drive
- EI** Concur ExpenseIT
- CI** Consultative Intelligence
- I** Concur Invoice
- Mob** Concur Mobile App
- R** Concur Request
- T** Concur Travel
- USD** Concur User Support Desk
- PS** Payment Solutions
- TI** TripIT
- TL** TripLink

To find out more, [contact your account team today.](#)