



SAP Concur 

Spend management, what is it and why nonprofits should care? Your stakeholders will be glad you do.

John Parisi, SAP
January 17, 2018

Agenda

- Who is Concur
- How We Approach “Managing” Spend?
 - Spend is defined as expense and invoice
- Why Nonprofits Should Care
- Question & Answer

About Concur

20+

Years as
industry leader

7,100

employees
worldwide

Offices in North
America,
Europe and
Asia Pacific

70%

Of Fortune
500 use
Concur

150

Countries
with client
representation

\$87

BILLION
in expenses
processed in
2016

All in a Typical Day



730k expense receipts uploaded



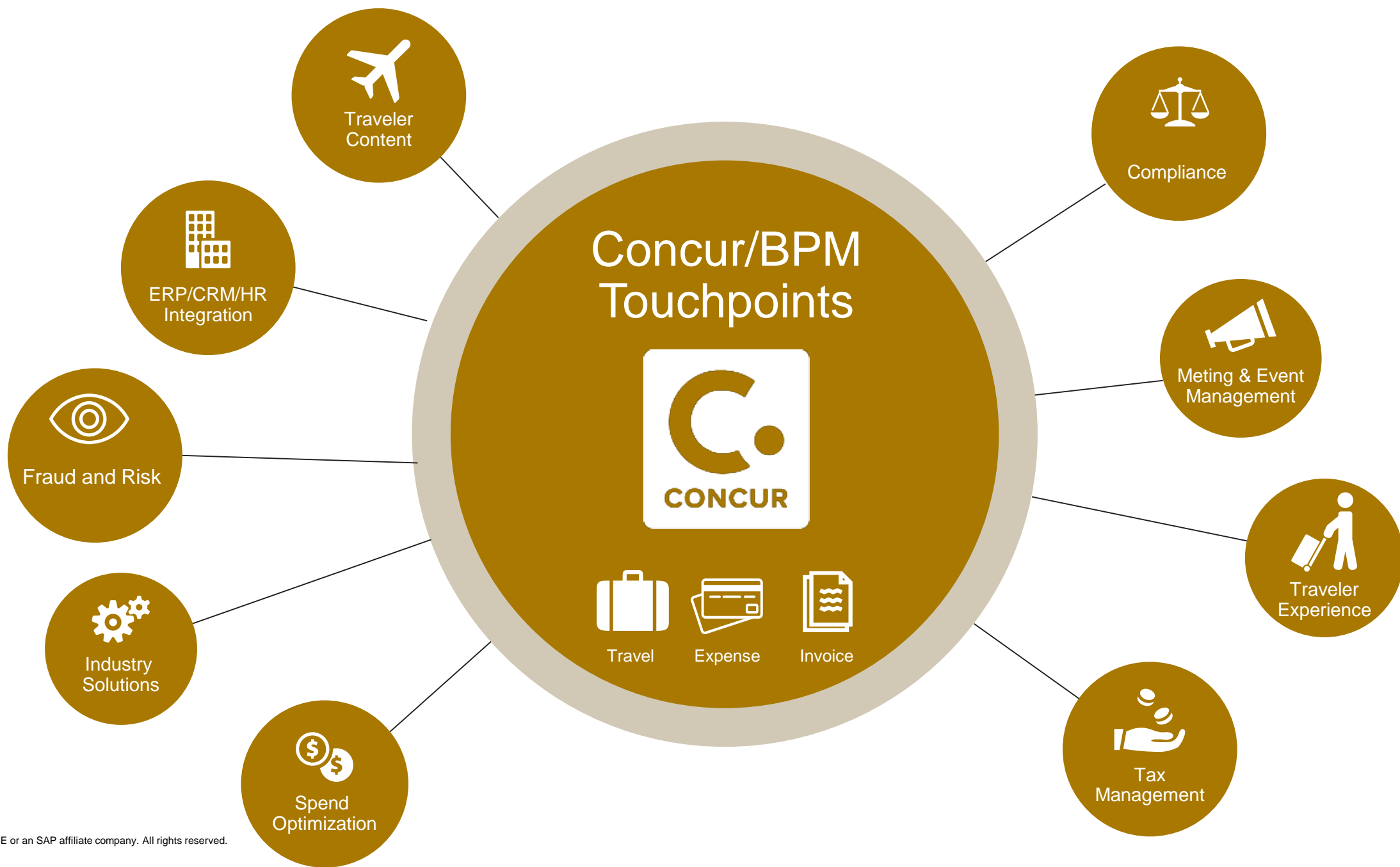
191k trips booked



700k mobile logins



\$187M invoices processed



Operational Costs:

Typical spending breakdown across small & mid-sized nonprofit groups

Travel



35%

Expenses



10%

Everything Else

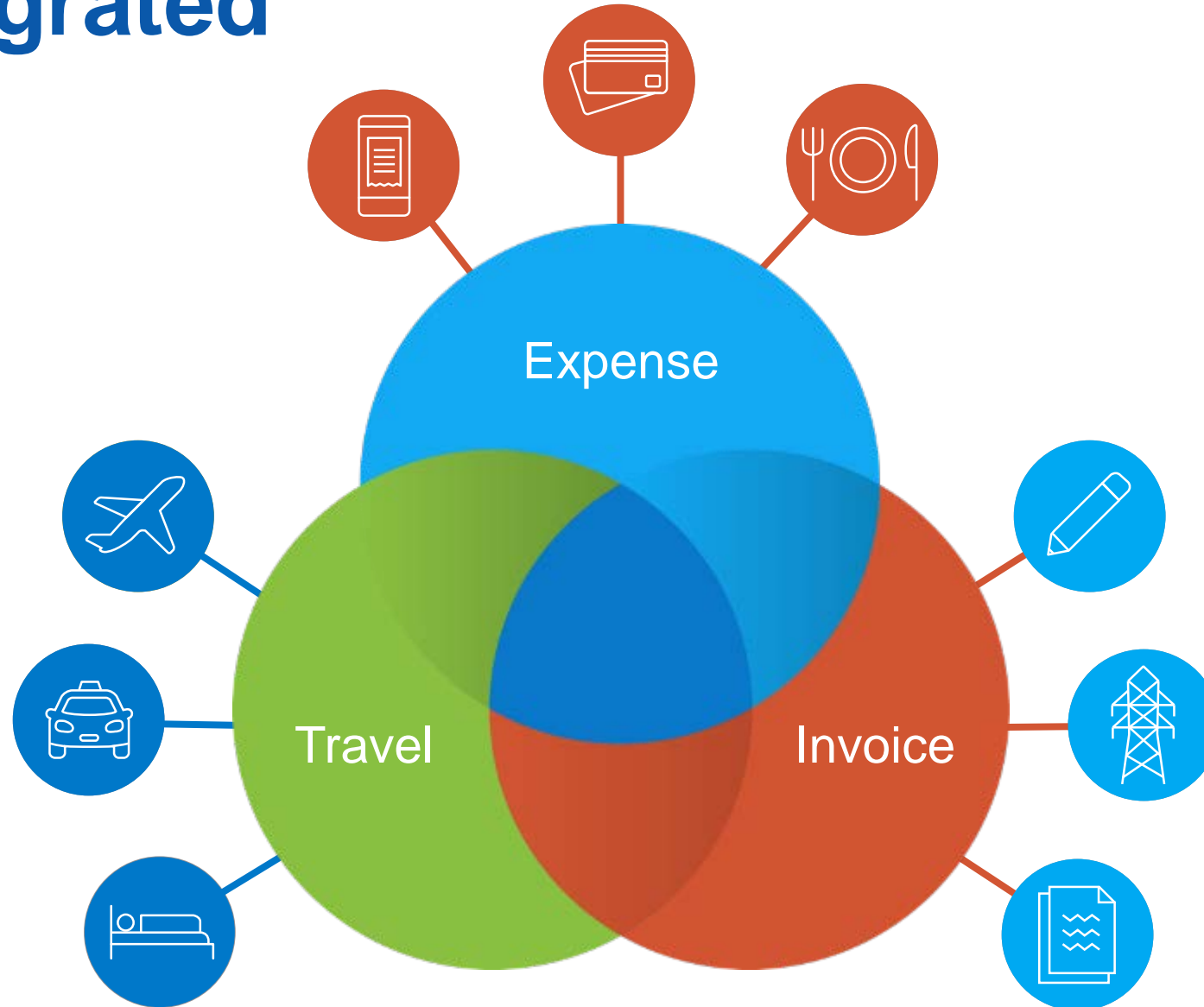


55%

It Works With What Your Clients Have



One Integrated Solution



An integrated solution



Common Trends

**Difficulty finding or managing
paper-based documents**

36%

**Unable to reconcile /
payments in a timely manner**

35%

**Unable to handle exceptions
in a timely manner**

35%

**Inability to capture early
payments discount**

22%

**Supplier demands to
shorten payment times**

19%

Source: Aberdeen Group, September 2013; Percentage of respondents, n=104

Driving Efficiencies for Nonprofits is Critical

14.3
DAYS
—AND—
\$23²⁰

Semi-automated process.

3.7
DAYS
—AND—
\$4⁰⁰

Highly automated process.

Invoice Insights:

- ✓ **34% decrease in time spent on tasks related to invoice management**
- ✓ **Average time to pay vendors decreased by 51%**
- ✓ **11% Increase in staff productivity resulting from mobile enablement**
- ✓ **505% Five year ROI**

Flags for groups needing Spend Management Help:

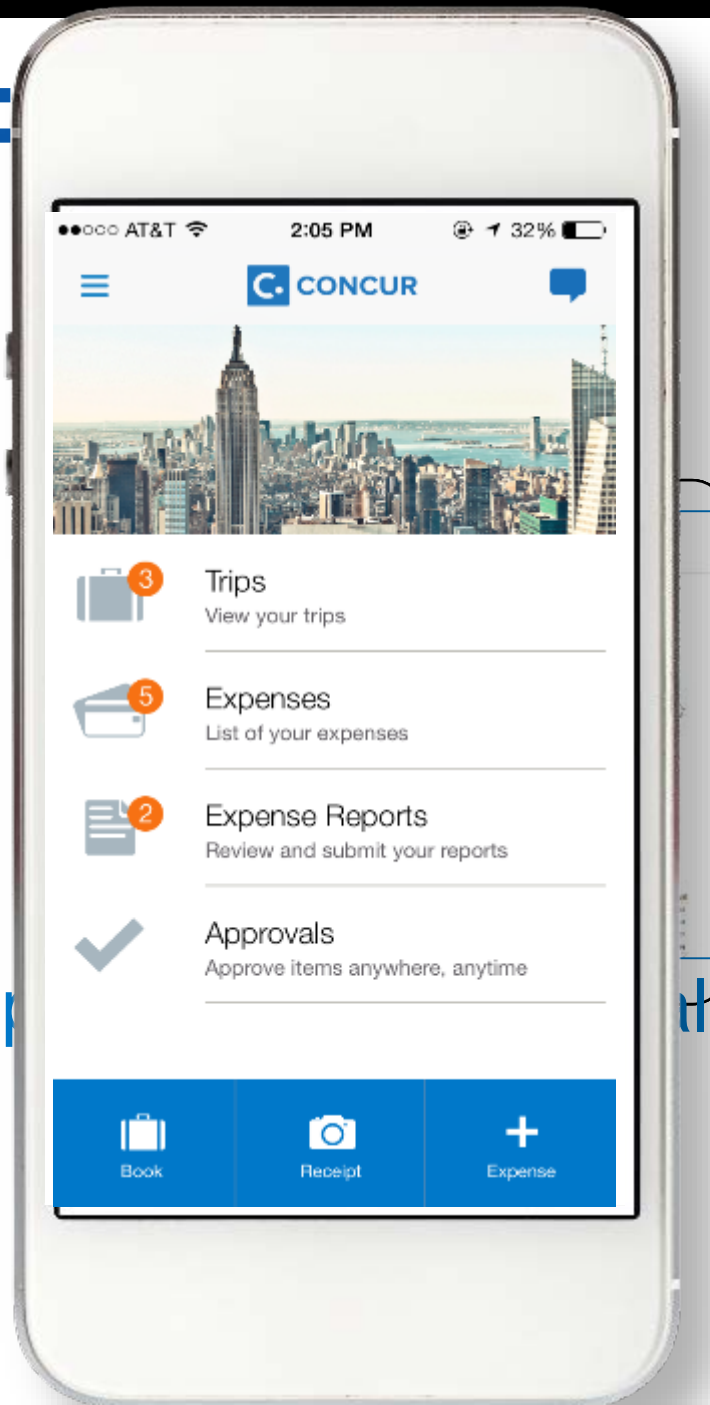
Nonprofits who struggle with:

- **Lots of Paper**
- **Turnover in A/P staff**
- **Multiple Locations**
- **Struggling to forecast cash flow properly**
- **Meeting deadlines**

Concur Process:

A smooth, simple

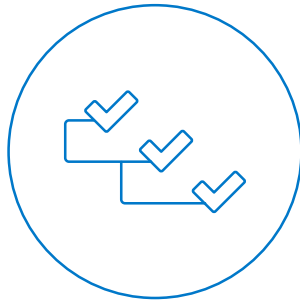
all your spending



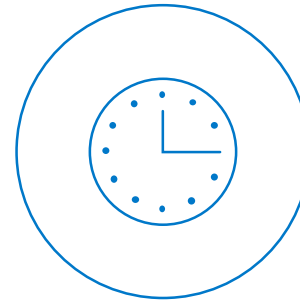
Concur Invoice: One, seamless, simplified process from capture to payment



Capture invoices electronically.



Three-way match
Invoices to PO to
what's received.



Automatically
queue for
payment.



Track spending
with detailed
reports.

A single, accurate view into spending.

- Drive compliance.
- Process payments promptly.
- Spot ways to better manage bottom line.
- Predict and manage cash flow.
- Focus resources on what matters most.



Who is a fit for Concur?

- **Is your Accounts Payable Invoice Process manual and paper driven?**
- **Do you manually enter approved invoices into your accounting system?**
- **Are invoices ever lost, or found after the payment deadline?**
- **Are invoices matched to a Purchase Order?**
- **Have you ever made late payments?**
- **Do you know if you're missing early pay discounts?**

Nonprofit - Travel & Purchasing Behavior

How do they travel?

International

Larger non-profit organizations focus on global issues which has their employees often traveling internationally
And to remote, high-risk places

How do they buy?

Need for Transparency

They are looking for an efficient and accurate process that keeps them transparent to donors.

Leveraging Technology

Nonprofits are aggressively moving to the cloud as they see value in reduced costs and data security and backup.

Agility

Responding to change quickly is critical as they are on-boarding temporary workers and the need for scalability.

Guest Travelers

Often times nonprofits leverage volunteers for their labor so this vertical is unique in they see a lot of travelers that are not employees “in the system.”

Fast Fact:

The best way to get visibility is through an end-end solution; this was found to **reduce expense processing by 60% and to improve compliance by 44% - Aberdeen Group.**

Key Partner that Work . . .



Tax Back International

Non-profits have seen a rise in travel and an increase in international travel with the rise of global issues. To ensure non-profits are capitalizing on all potential tax benefits Tax Back integrates with Concur Expense to provide companies with a free VAT refund report and outlines steps to recover VAT.



CIBTvisas

With employees and volunteers traveling around the world visas are an important piece of the travel equation for non-profits. CIBT Visa Alert notifies the traveler of the documents required for any upcoming international trip booked through Concur and provides them with instructions for obtaining the documents through CIBT.



Oversight

With efficiency and transparency imperative to a non-profits reputation reducing fraud is paramount. Integration with oversight identifies potential fraud, waste and abuse in a T&E program.

Concur Meets Your Clients Needs

i **WANT ONE RELIABLE RESOURCE TO ACCESS THE MOST IMPORTANT INFORMATION IMPACTING MY ORGANIZATION.**

Concur Cloud Spend Platform



i **WANT TO USE TECHNOLOGY SYSTEMS TO HELP MAINTAIN COMPLIANCE, MEASURE OUTCOMES, AND MAXIMIZE OUR STAFF'S POTENTIAL.**

Concur Cloud Spend Platform



i **NEED TO FIND WAYS TO MINIMIZE COSTS, FRUSTRATIONS, AND INEFFICIENCIES.**

Concur Cloud Spend Platform



i **NEED TO UPDATE MY ORGANIZATION'S POLICIES AND PROCEDURES.**

Concur Cloud Spend Platform



We're Already in the Space! 420+



IOWA STATE UNIVERSITY
FOUNDATION



SIERRA
CLUB



BOY SCOUTS
OF AMERICA®



LEAGUE OF
CONSERVATION
VOTERS



American
Red Cross



[illegible]