narrative.

1. Understand that business-to-business is still human-to-human.

Put more oomph in your portfolio.

OptBlue℠

➡ Find a whole new way to sell American Express.

AMERICAN EXPRESS

Click if you like to earn money.

OptBlue℠

➡ Find a whole new way to sell American Express.

AMERICAN EXPRESS

Happy merchants. Grumpy competitors.

OptBlue℠

➡ Find a whole new way to sell American Express.

AMERICAN EXPRESS

Keep your merchants. Lose your competition.
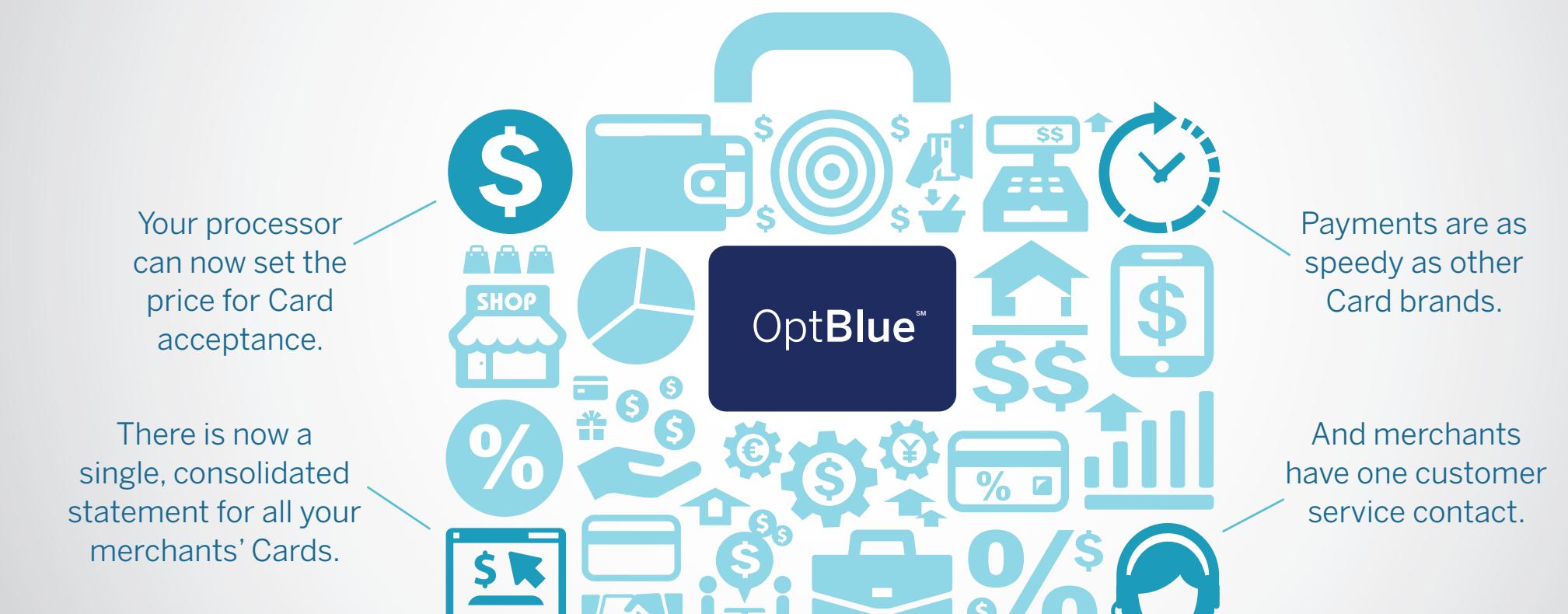
OptBlue℠

➡ Find a whole new way to sell American Express.

AMERICAN EXPRESS

Put something new in your portfolio that could put more in your pocket.

A whole new way for you to sell American Express® Card acceptance.

Your processor can now set the price for Card acceptance.

There is now a single, consolidated statement for all your merchants' Cards.

OptBlue℠

Payments are as speedy as other Card brands.

And merchants have one customer service contact.

optblue.americanexpress.com

AMERICAN EXPRESS **OptBlue**℠

3

TO BE HONEST, OUR BOND IS FAR STRONGER THAN OUR WORD.

You've always been able to take us at our word. And while that holds true, nothing holds more true than RelyX Ultimate, RelyX Unicem and RelyX Luting Plus cements. They offer the most predictable, reliable bonds and the simplest applications. That's not boasting. That's fact.

Stay true.

3M ESPE

Call 1-800-634-2249 or visit 3MESPE.com

TO BE HONEST, OUR BOND IS FAR STRONGER THAN OUR WORD.

You've always been able to take us at our word. And while that holds true, nothing holds more true than **RelyX Ultimate, RelyX Unicem and RelyX Luting Plus cements.** They offer the most predictable, reliable bonds and the simplest applications. That's not boasting. That's fact.

Stay true.

3M ESPE

2. Tell a unified story.

When your work flows,
you can do more good.
focus on your mission.
get more done.
relax a little.
expand around the corner.
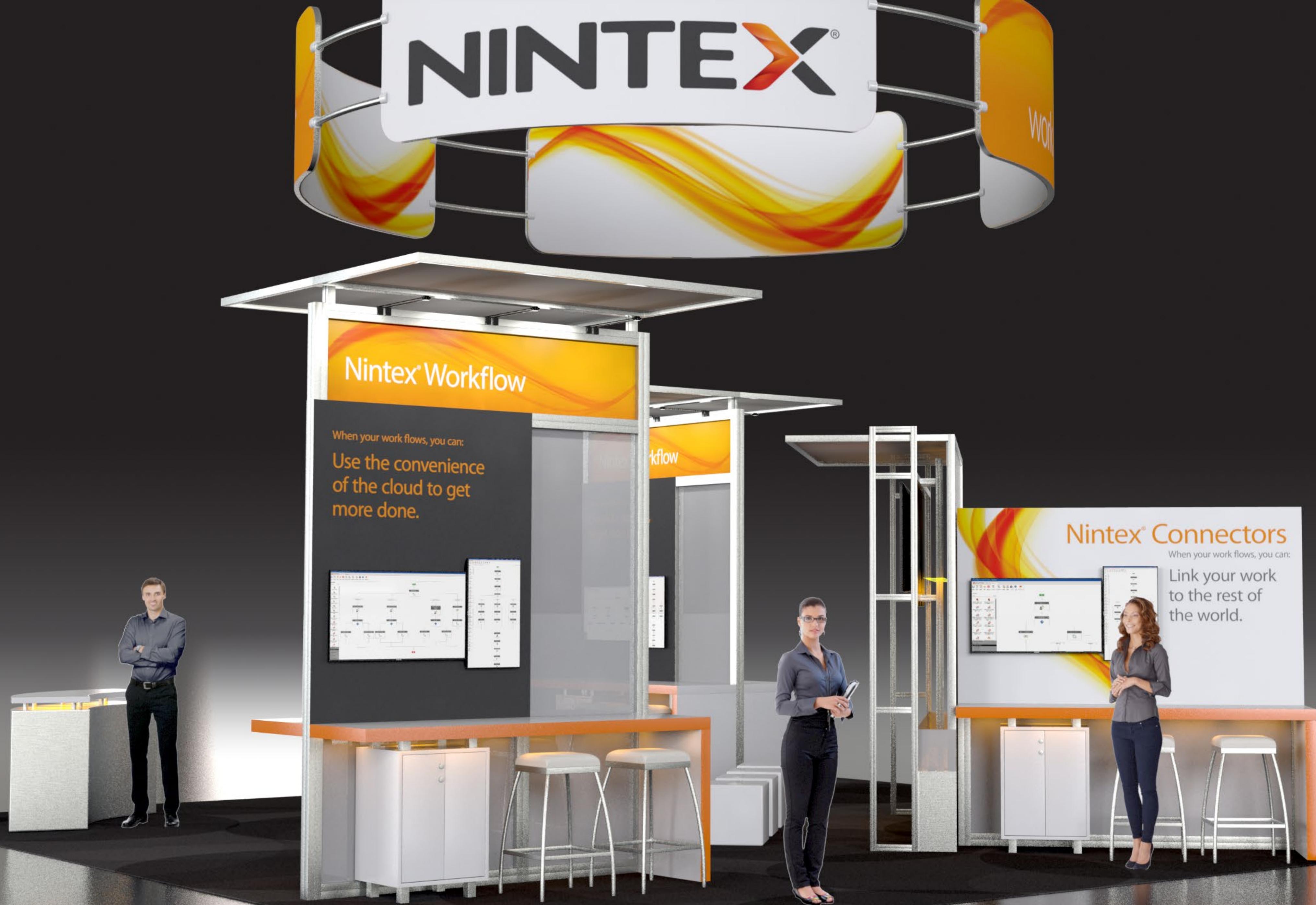expand around the world.
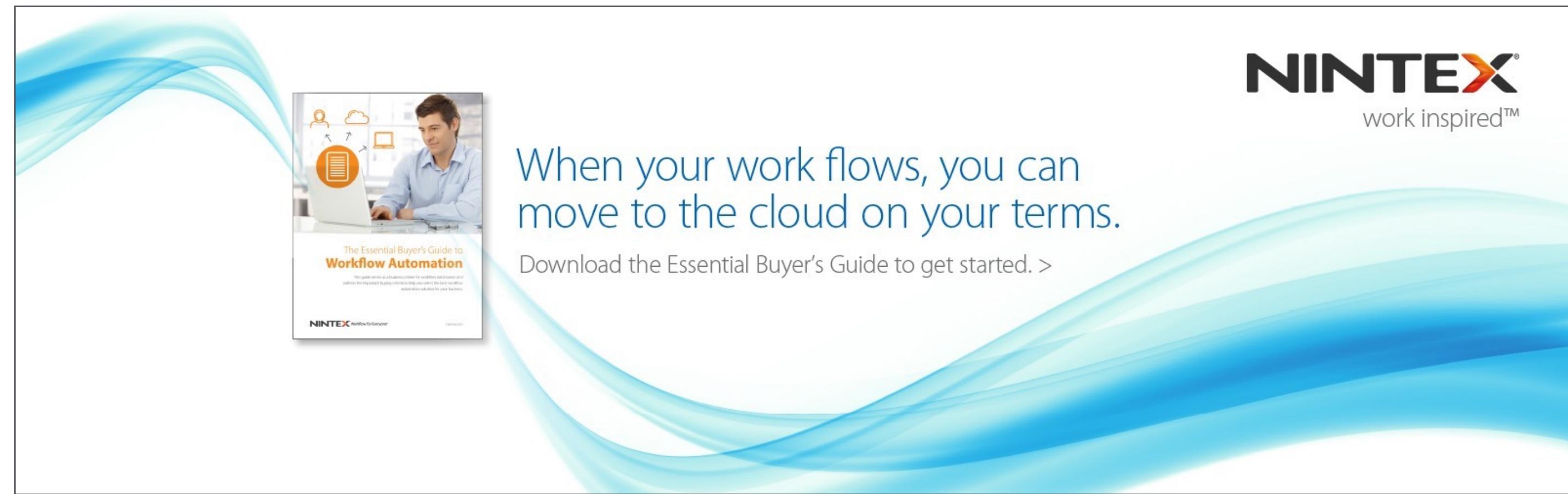work on the things that matter.

work inspired.

Nintex makes automating
workflow quick and easy, so you
can do more of what you do best.
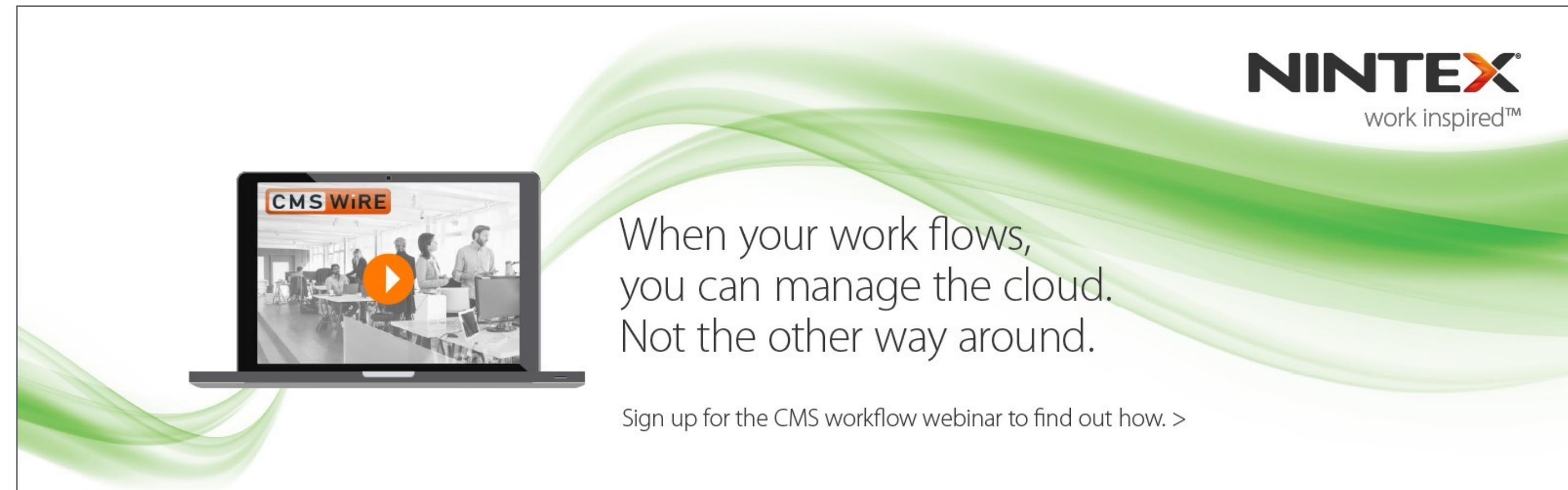
NINTEX®

Booth #605

The purpose of this Demystifying Workflow Partner Marketing in a Box is to give you the tools to entice prospects very early in the sales cycle. This campaign will help you target people and companies who are just learning about workflow and who need introductory level communication and education.

NINTEX
work inspired™

Ⓐ Ⓑ Ⓒ Ⓓ

4 emails
Use the emails shown here to connect to your prospects.

3 offers
Each email contains an offer to entice prospects to dive deeper.

① The Demystifying Workflow Webinar
② Making Work Flow Infographic
③ The Who/What/ Why of Workflows Infographic

6 steps
Here's how you engage prospects and start the conversation.

Step 1: Set up your offers.
• Make sure the webinar is accessible on your website
• Or use the enclosed script and slides to run your own webinar
• Make sure the infographics are available for download

Step 2: Send email A to your prospect list.

Step 3: Send email B to those who HAVE watched the webinar and email C to those who have NOT.

Step 4: Make the calls.
• Make follow-up calls to prospects who saw the webinar and received email B
• Make follow-up calls to those who responded to either offer in email C

Step 5: Send email D to all non-responders.

Step 6: Make follow-up calls to prospects who responded to either offer in email D.

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work inspired™

If you have questions or would like other Partner-Marketing-in-a-Box tools, email **partnermarketing@nintex.com**.

PARTNER NAME/LOGO HERE

Subject: Two tools to introduce a simpler workflow process.

Creating workflows shouldn't be work.

The problem with processes is that there's often too much, [...] process. With Nintex workflow solutions, it's drag, drop and [...] Your organizational procedures are put in place and practice[...] without being a drag on developers. And because your work [...] you have more time to focus on the work that matters most.

Download the Infographic to see the who, what and why of [...] workflow solutions.

• Find out which departments in your organization will [...] biggest demand for simplified workflow processes.
• See what those departments are doing with Nintex.
• Get the top seven reasons to put workflow to work.

Watch the Webinar: Demystifying Workflow

• Get a clear definition in terms every business can und[...]
• Be crystal clear on the financial and organizational be[...] automating workflow.
• Dive into the type of workflow systems that can deliv[...] yet lasting, impact to your business, and learn how the[...]

Get more done, in less time, with fewer hass[...]

NINTEX
work insp[...]

PARTNER NAME/LOGO

Subject: The who, what and why of effective workflow.

You now know how workflow wo[...] Here's why it matters.

Download the infographic to see what workflow can do in y[...] company.

Thank you for watching the webinar, **Demystifying Workflow** and learning how workflow solutions from Nintex can help y[...] do more of what you do best. Now, take a look at the "who, what and why" with this **free infographic**.

Who uses workflow?
Find out which departments in your organization will make t[...] biggest demand for simplified workflow processes.

Why do they use it?
See what those departments are doing with Nintex.

What are the benefits?
Get the top seven reasons to put workflow to work.

Get the Infographic and get more done, in less time, with few[...] hassles.

NINTEX
work insp[...]

PARTNER NAME/LOG[...]

Subject: How are companies like yours using workflow?

Six departments. Thirty ways to be more efficient.

Where do organizations use workflow? Anywhere they want [...] more efficient. This **free infographic** shows you the top five [...] in six departments that can be improved with simple, drag-a[...] workflow automation.

• Take the hassle out of event planning in **Sales and M[...]**
• Help out the help desk in **Customer Service**.
• Make internal processes faster and less work for **IT**.
• Simplify the on-boarding/hiring process in **Human Re[...]**
• Speed up travel requests and decisions in **Finance/ Administration**.
• Streamline the product approval process in **Operatio[...] Delivery/Procurement**.

Nintex makes it easy to automate your workflow, so you can [...] projects and processes moving across all your departments—[...] all the manual work. It connects to any system you use to m[...] content, so you can tackle everything from specific tasks to [...] company-wide processes.

Learn More: Watch the Webinar See a free Demystifying W[...] webinar and transform how your company gets things done.

NINTEX
work in[...]

PARTNER NAME/LOGO HERE

Subject: Free Webinar: Demystifying Workflow.

When your work flows, you can do more of what you do best.

Watch a free Demystifying Workflow webinar to learn how to transform your workplace with workflow.

This free webinar is designed to take the mystery out of workflow and show you how automation tools should work. In just under an hour, you'll see how quickly you can make the processes that drive your business quicker, easier and more powerful. **Watch and learn:**

What is workflow?
Get a clear definition in terms every business can understand.

Why should you care?
Be crystal clear on the financial and organizational benefits of automating workflow.

How does it work?
Dive into the type of workflow systems that can deliver quick, yet lasting, impact to your business, and learn how they work.

Watch now, and you'll see that when your work flows, you can:

• Get more done, in less time, with less hassle.
• Expand the impact of every team.
• Make your team—and your business—more mobile.
• Expand around the corner or around the world.

NINTEX
work inspired™

How are workflow solutions being used?

WHO
uses workflow solutions?

WHY
do they use workflow solutions?

- 23% IT
- 17% Finance/Administration
- 17% Human Resources
- 16% Operations, Delivery & Procurement
- 12% Sales & Marketing
- 11% Customer Service & Support

- 39% To automate processes
- 21% To create forms
- 21% To provide solutions for customers
- 17% To integrate data from disparate systems

WHAT
are the benefits?

Ranked 1-7 in order of importance.

1. Faster, more efficient processing
2. Less manual handling
3. Increased staff satisfaction
4. Reduction in cost
5. Improved records and document management
6. Regulatory compliance
7. Paper reduction

Nintex.com

NINTEX work inspired™

How can you make your work flow?
The top 5 processes in 6 departments.

HUMAN RESOURCES
1. On-Boarding or Employee Hiring
2. Vacation or Leave Requests
3. Employee Training
4. Internal Surveys
5. Employee Change of Status

FINANCE/ ADMINISTRATION
1. Travel Request
2. Purchase Request
3. Contract Management
4. Expense Claims
5. Invoice Processing

INFORMATION TECHNOLOGY
1. Internal Processes
2. Help Desk Support
3. Develop or Changed IT Service/Solution Component
4. On-Boarding or Employee Hiring
5. Service Provisioning

SALES AND MARKETING
1. Event Planning
2. Proposal Creation
3. Customer Sales
4. Incoming Customer Query, Feedback or Complaint
5. Collateral Approval

OPERATIONS, DELIVERY AND PROCUREMENT
1. Travel Request
2. Product Approval Process
3. Quality Assurance
4. Vendor Contract Approval
5. Order Materials and Services

CUSTOMER SERVICE AND SUPPORT
1. Help Desk
2. Customer Complaints
3. Product Documentation and Help References
4. Customer Satisfaction Surveys
5. Customer Feedback to Product Management

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Concur + SAP Technical Decision Maker (TDM)-Focused Messaging Framework
Updated November 24, 2015

AUDIENCE	Senior technology decision makers (CIO, etc.) from existing SAP customers who do not have Concur. Primarily SCP and Key Active on premise accounts which are referrals. General Business accounts do not have referral agreements but represent a marketing opportunity.
SEGMENT INSIGHT	They have implemented SAP and are looking for ways to more efficiently extend the value of their SAP investment while preserving its integrity and security. Their stance toward the cloud varies, but they have strong investment in an on-premise approach that SAP has delivered. Concur represents a way for them to safely embrace the cloud without sacrificing the integrity of their infrastructure and ERP system.

	WARMER	
Summary	**How are you balancing competing pressures?**	
	• Centralized approach to ERP has delivered the control, security, governance and performance you and your business need. • Most IT leaders are facing increasing pressure from LOB leaders for cloud solutions combined with strained IT resources and corporate push to move capital expenses to operational expenditures. • The result is a tension between: 1) The opportunity cloud-based solutions represent—offering efficiency and consumer-like user experiences their businesses need. 2) Their requirements to preserve the governance, security and data integration they've built within their ERP infrastructure.	
Message/ Talk Track	You've made a big investment in customizing and implementing an SAP solution designed for how you do business. And your commitment to your ERP system has served you well. You've created solutions based on the SAP platform to support core, critical functions across your entire business. You have everyone in your company operating on a common platform with an integrated, shared data store. And you and your team have the control, security, governance and system integrity you need. So with this powerful infrastructure in place, most businesses in similar situations then face a question about how to build on that solution. And we see IT leaders and their teams facing increasingly intense and competing pressures. • IT teams are increasingly facing requirements to do more with less—keeping the "lights on" by supporting the core systems that run the company, while reducing capital and operational expenses as well as managing employee resources. All while still servicing their internal, line of business partners to deliver solutions quickly that meet the ever-growing set of end-user demands—from great user experience, to mobile tools, contextually aware systems and more. • Under these pressures, LOB leaders seek alternative solutions that increase the number of "shadow IT" apps that are generally unmanaged, lack clear governance and security models and, at the end of the day, create more work with less control for IT. • It is also increasingly being asked to evaluate the evolution to the cloud where capital expenditures shift to operational expenditures, expenses become more predictable and resources can be deployed elsewhere to meet other company needs. So while IT supports looking for targeted, cloud-based systems that will allow them to reach new areas of the business and extend the value of their SAP system—like travel, invoice and expense management, for example, they're also experiencing this tension between: 1) The opportunity cloud-based solutions represent—offering efficiency and consumer-like user experiences their businesses need. 2) Their requirements to preserve the governance, security and data integration they've built within their ERP infrastructure.	

	REFRAME	
Summary	**Embracing the cloud isn't as easy as it sounds.** The simplicity of the cloud doesn't matter without the security and integration enterprise companies need.	
Message/ Talk Track	So why does this tension exist? The answer is actually pretty simple: Too many cloud solutions are built to only address targeted functions, processes or areas within a business. But not enough of them are designed on a platform that's built for the kind of integration and security businesses like yours need.	

	RATIONAL DROWING/EMOTIONAL IMPACT	
Summary	**You're not alone.** • Gartner CIO Survey says mobile and cloud are in the top five priorities for global CIOs (mobile 36% and cloud 32%). • Same survey says 89% of CIOs agree that the new digital, cloud, mobile-based w... • How will you wrangle the demand and the risks?	
Message/ Talk Track	If this sounds familiar, you're not alone. In fact, according to the 2015 Gartner CIO ... top five priorities for the year (mobile 36% and cloud 32%). And in the same survey, Gartner states "the overwhelming majority of this year's C... levels of risk, and that the discipline of risk management is not keeping up (69%)." So the tension exists for everyone, and the need for a solution is great. Because wit... • How are you going to keep up with the pace of change in your industry? • How are you going to embrace the technologies and tools that your users are ...	

	A BETTER...	
Summary	**A balanced formula is the right formula.** • Balance proven functionality and simplicity with the security and integration yo...	
Message/ Talk Track	The right cloud solutions are out there if you know what to look for. To find them, l... • Offer refined, time-tested functionality in their given category—i.e., they're best ... • Deliver on the simplicity promise cloud solutions represent—they offer simple i... • Are built on a platform that offers native, secure data integration with your SAP...	

Concur and SAP:
The simple, sophisticated,
secure way to manage spending.

When you can see all of your travel and entertainment spend, you can *control* all of your T&E spend—wherever and whenever it happens. Concur simply connects to your SAP system to connect you to your travel expense and invoice spending.

Automation and Integration:
Making it all work together in 2016.

With the automated integration rollout set for 2016, you'll get a seamless, flexible, secure way to move data between your SAP ERP system and the Concur platform. The numbers will be automatically exchanged in real time, and that has real benefits:

End-to-end automated file integration and updates.
• Eliminate manual processes.
• Drive faster payments.

Direct web services.
• Get rid of systems.
• Simply map, convert and integrate systems between Concur and SAP.

Automated message delivery and error handling.
• Increase transparency into your financial data.
• Quickly identify and resolve financial posting issues.
• Eliminate the need for external support.

Secure connections that protect your data.
• Know that all communications are triggered from ERP using HTTPS/SSL.
• Use a two-step posting process to ensure better error handling and data reconciliation between systems.

Two integration options available now:

Flat file transfer through FTP — Import data daily with an SAE or custom extract file that matches your import process.

Flat file transfer through web services — Import data hourly with your own custom-developed connector that obtains SAE or customer extract files through Concur web services.

...urity and the Cloud:
...ified protection for 60 million cloud clients.

...stomers trust SAP and Concur than any other cloud company in the world, but with data breaches and security ...ppening every day, it's no wonder 89% of CIOs agree that the digital world engenders new, vastly different and ...vels of risk.* Fortunately, Concur has a unique approach to security to match these increasing risks.

Many apps are built on traditional "classic" clouds, which are open to the public and potentially more vulnerable to attacks.

Many suppliers offer security audits on their data centers or collocation providers, but NOT on the actual applications, delivery and data itself—which is where sensitive data lives and hacks can occur.

Concur on the other hand has designed a unique and secure solution. Our infrastructure is built on a private vendor cloud that is only accessible by our clients. We own and operate all of our servers and control precisely how security and privacy are implemented.

We not only audit our data centers, but also our software and delivery, and they're all held to the highest certification standards (SSAE 16, ISO 27001, ISO 20000 and PCI DSS).

About Concur

Concur, a part of SAP, is the leading provider of spend management solutions and services in the world, helping companies of all sizes transform the way they manage spend so they can focus on what matters most. Through Concur's open platform, the entire travel and expense ecosystem of customers, suppliers, and developers can access and extend Concur's T&E cloud. Concur's systems adapt to individual employee preferences and scale to meet the needs of companies from small to large.
Learn more at concur.com

COMMON OBJECTIONS:
Answering the questions that often arise with SAP customers.

As we continue to target the existing SAP customer base, the following talking points can be used to address common o...

What's the product roadmap for the existing SAP on-premise solution?
A specific timeline and product roadmap for SAP's existing, on-premise expense solution has not been finalized. The team is working on a definitive plan that supports our existing customers, creates a smooth migration plan from the current SAP expense solution to Concur and allows us to further invest in the development of Concur products.

We'll release specific information on the product roadmap as soon as it's available.

We already have a travel tool, so how does Concur help us?
You do not need to implement both Concur Travel and Concur Expense to get the benefits Concur has to offer. Concur Expense can integrate with your TMC and existing booking tool to capture your expense data and deliver the control and visibility you need to manage your travel and entertainment (T&E) spending.

How does Concur Invoice work with Ariba?
Where Concur Travel and Expense focus on T&E expenses, Concur Invoice and Ariba—another member of the SAP family—work together to help organizations manage 100% of the rest of their spending. Many of our most successful clients are using Ariba to capture 90+ percent of their PO and non-PO based invoice spending, and Concur Invoice to capture the remaining non-PO and pcard expenses. These complementary solutions can work together to make sure all your spending is efficiently captured and managed, so you get the visibility and budget control you need.

We do not use any cloud solutions for our enterprise applications.
We understand many businesses are skeptical of the cloud, but with Concur, you don't have to choose between data security and the promise of the cloud.

Not all cloud solutions are designed to meet the standards and requirements of businesses like yours, but Concur is designed to do just that. After more than ten years of providing cloud T&E solutions, we've built a solution with superior data security, privacy and auditing designed to meet and exceed the security and data protection standards even the most stringent businesses and organizations need.

1. **We believe in a private cloud.** Concur's infrastructure is built on a private vendor cloud. What does that mean? It means your data is secure in a cloud that is only used by Concur and only accessible by our clients. It's the opposite of the "public cloud" many other expense and business systems use.

2. **We own the infrastructure.** Concur owns and operates all of our servers, applications and databases. What's the benefit for you? It means the foundation of our system is within our control—so you can be sure our stringent security and privacy policies are implemented correctly.

3. **We don't just talk about security.** We're continually evaluating and enhancing our security procedures to keep up with and ahead of the policies and standards that guide our industry.
   • Not only do we audit our data centers, but we also audit our software, apps and how they're delivered—holding everything to the highest industry standards (SSAE 16, ISO 27001, ISO 20000 and PCI DSS).
   • Plus, on top of our own high security standards, we follow and meet data privacy measures according to data privacy legislation across the world, including, but not limited to, the US, Hong Kong, EU, Australia, Mexico and Canada.
   • We contractually commit to our implemented measures; this is already reflected in our standard contract language.
   • We'll continuously validate our security measures throughout the entire term of a client's contract, providing auditor reports and certifications by independent parties to you upon request and making our world-class security and privacy experts available to answer any detailed questions or provide relevant documents about Concur's security measures.

13

What's keeping you from the cloud?

You have competing priorities.

You (and your users) want the efficiency and ease the cloud offers.

AND

You need to preserve the security, data integration and governance of your ERP.

32%
of CIOs surveyed say the cloud is one of their top priorities.

89%
agree that digital world means new, different and higher levels of risk.

You've got company.

69%
believe that risk management isn't covering it.

You don't have to compromise.

95%
client retention.

305
of the Fortune 500 are Concur clients.

30,000 clients
in 150+ countries.

Certified Security:
ISO 270001
ISO 20000
SSAE 16
PCI Compliant—
VISA Registered,
Level II CSIP

Concur is the cloud-based travel expense leader.

Concur connects with SAP.

SAP accounting master data is replicated in Concur.

Concur imports SAP's native iDocs and posts the data into Concur.

Concur posts expense and invoice transactions into SAP's AP and/or GL.

C. CONCUR

The shortest distance between you and the cloud.

Is the cloud safe for your business? Is your business safe without it?

Introducing a shorter, smarter way to get there.
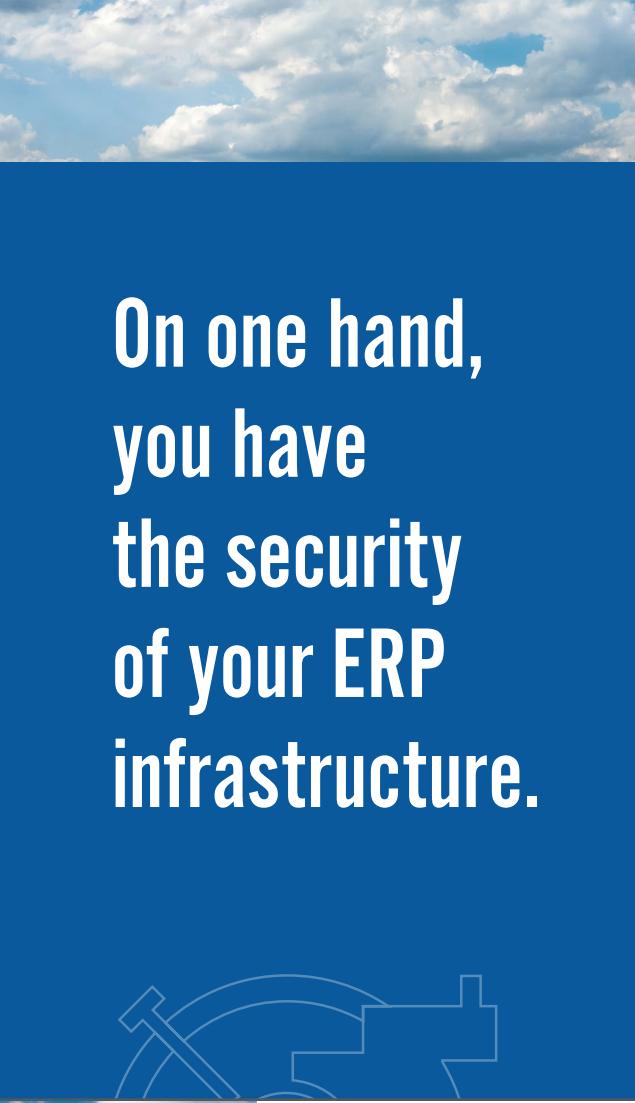
On one hand, you have the security of your ERP infrastructure.

No one denies the efficiency, ease and consumer-like user experiences of cloud-based solutions. They're great. But are they great for you?

Your line-of-business leaders seem to think so. They're pressuring you to move to a place where capital expenses become operational expenditures and your strained IT resources are no longer strained.

- *You're being asked to do more with less more often*
- *Everyone wants the next best thing*
- *You know you must keep marching toward the cloud*

But at the same time, you're required to preserve the governance, security and data integration you've built within your ERP.

- *You've made a significant investment in an SAP solution to fit the critical core functions of your business*
- *Everyone in your company works on a common platform with an integrated, shared data store*
- *You have control*

This leaves you torn between what's next and what's needed.

On the other hand, you have something called the cloud.

There's more risk ahead?

You're not the only IT leader worried about the cloud. In fact, a 2015 Gartner CIO Agenda Survey showed that one-third of CIOs from around the world consistently name the cloud in their top five priorities for the year.

The survey goes on to say that 89% of CIO respondents agree that the digital world brings with it new, different and higher levels of risk. Sixty-nine percent believe that risk management can't keep up.

We're all in the same boat. And there has *got* to be a better way.
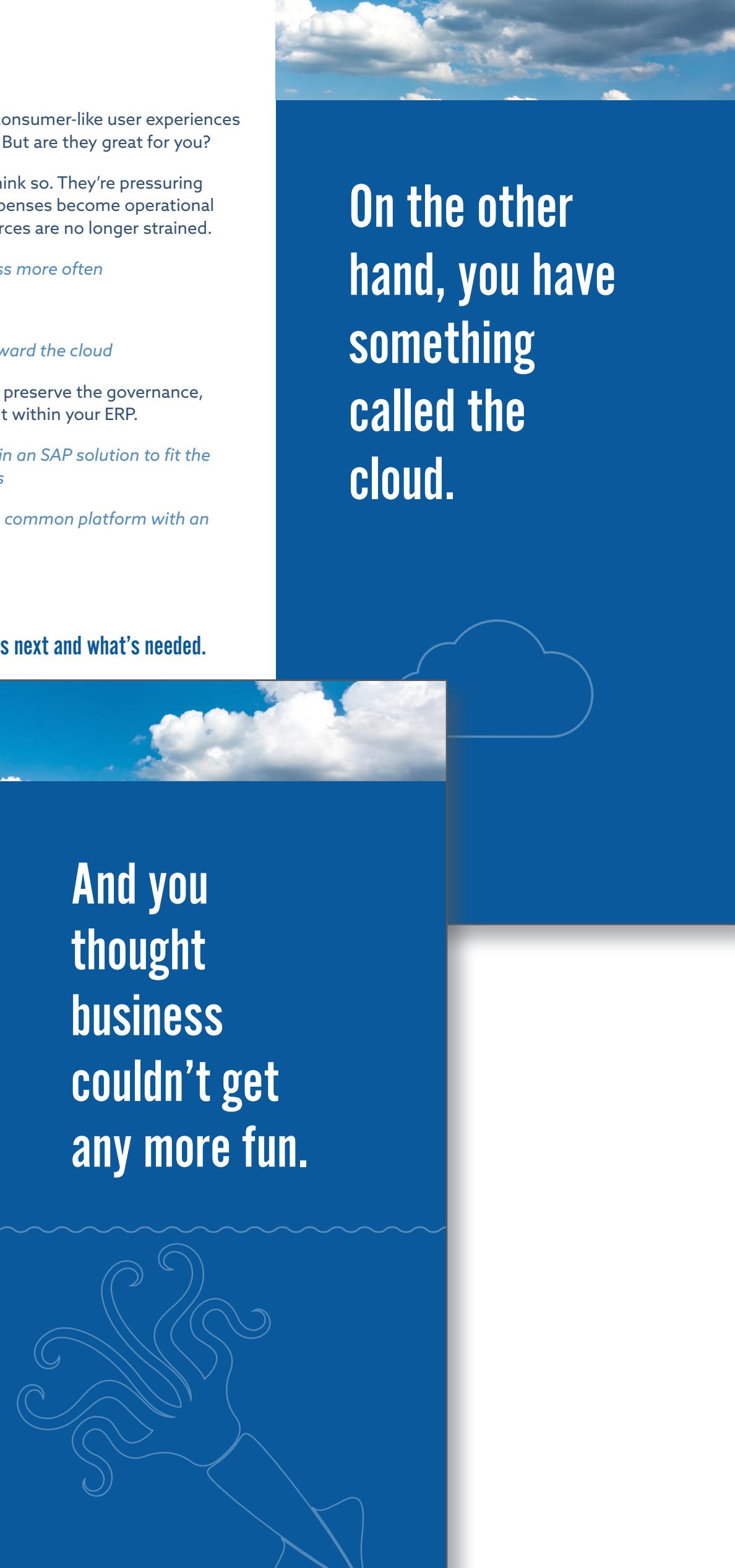
And you thought business couldn't get any more fun.

3. Make sure your messages stand out.

Business is booming. And your copier just exploded.

Quick, easy money for emergencies.

Opportunity knocked. Your door down.

Quick, easy money for emergencies.

The offer you can't refuse is actually an offer you can't refuse.

Quick, easy money for opportunities.

We don't need your mother's maiden name as much as you need a loan.
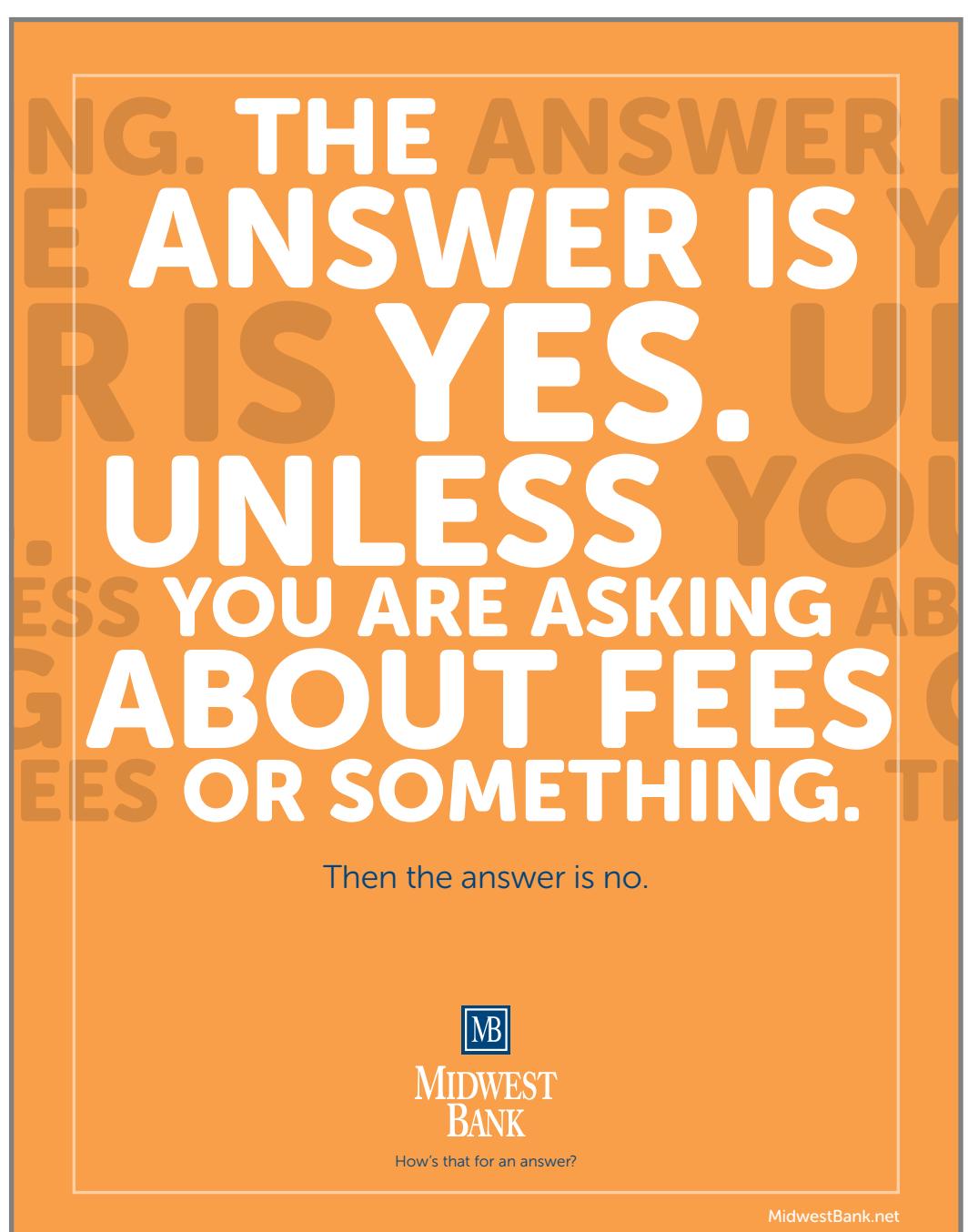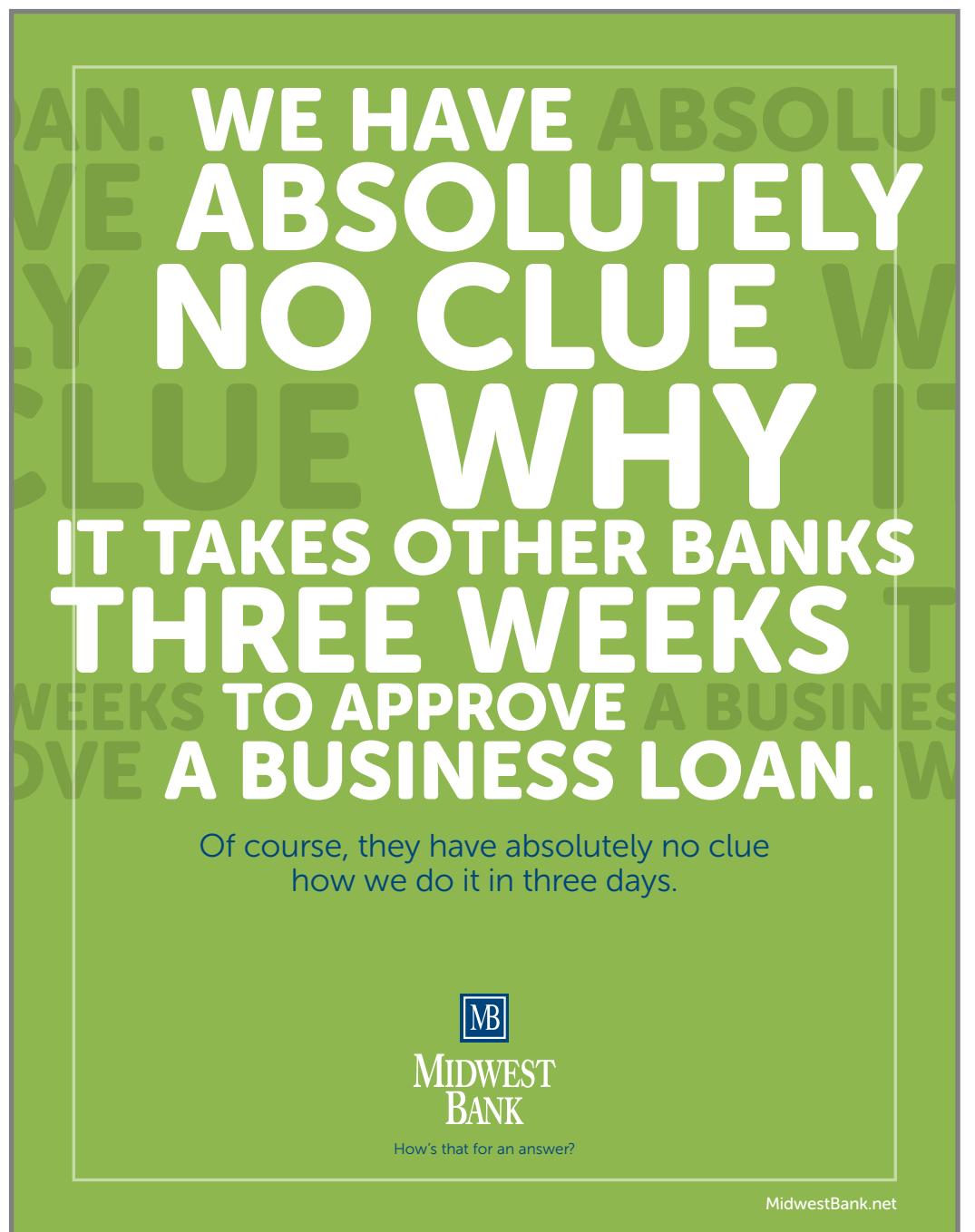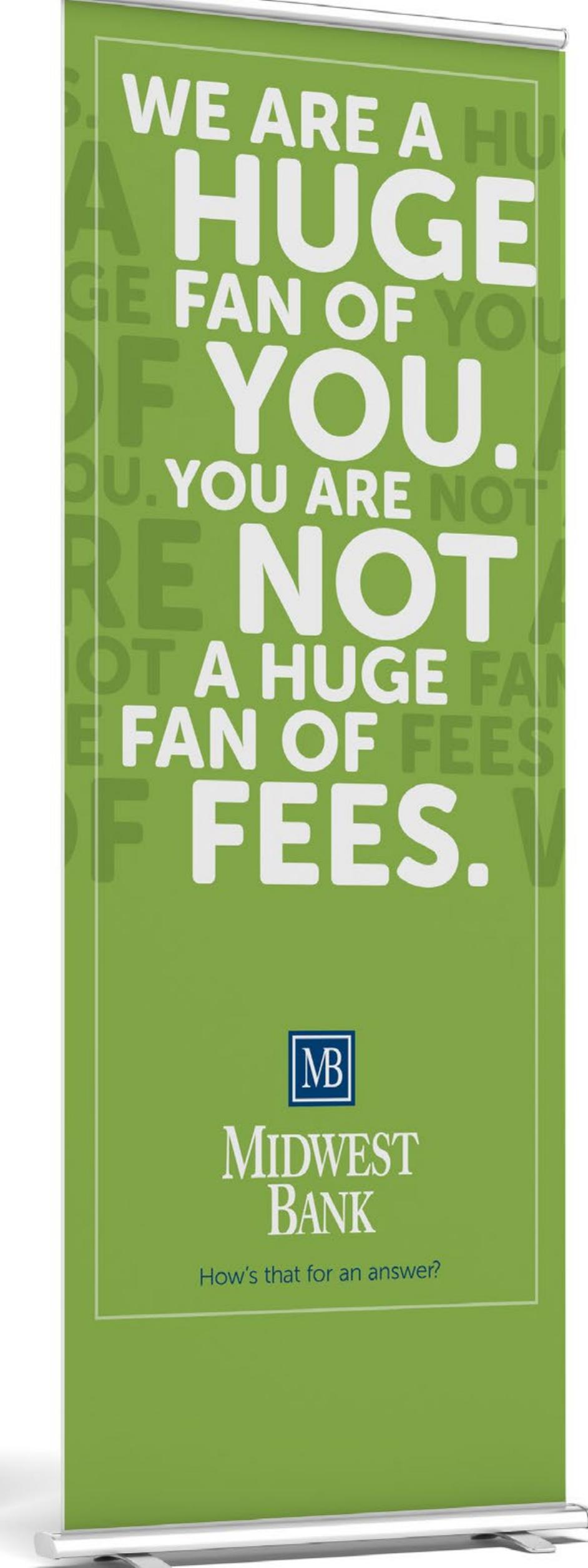
Fast funds. Fewer hassles.

La-de-frickin-da.

While it sure is handy if you're looking for childcare reimbursement forms or trying to set up a printer, we realize our new intranet site is pretty much just a new intranet site.

sjmcentral.sjm.com
(big deal)

SJM

WE ARE A **HUGE** FAN OF **YOU.** YOU ARE **NOT** A HUGE FAN OF **FEES.**

MB **MIDWEST BANK**

How's that for an answer?

IF YOUR BANK NEEDS $3 SO BADLY, WE'LL LEND IT TO THEM.

No ATM fees.

MB MIDWEST BANK

How's that for an answer?

WE HAVE **ABSOLUTELY NO CLUE WHY** IT TAKES OTHER BANKS **THREE WEEKS** TO APPROVE A BUSINESS LOAN.

Of course, they have absolutely no clue how we do it in three days.

MB **MIDWEST BANK**

How's that for an answer?

MidwestBank.net

THE ANSWER IS YES. UNLESS YOU ARE ASKING **ABOUT FEES** OR SOMETHING.

Then the answer is no.

MB **MIDWEST BANK**

How's that for an answer?

MidwestBank.net

19

WE'D LIKE TO HAVE A WORD WITH YOU ABOUT FEES.

That word is nada.

MB

MIDWEST BANK

How's that for an answer?

Member FDIC

MidwestBank.net

YOU CAN'T SEND CHANGE THROUGH THE TUBE THINGY.

We're not into nickel-and-diming you anyway.

MB

MIDWEST BANK

How's that for an answer?

Member FDIC

BE PATIENT. THE PERSON IN FRONT OF YOU IS GETTING A BUSINESS LOAN.
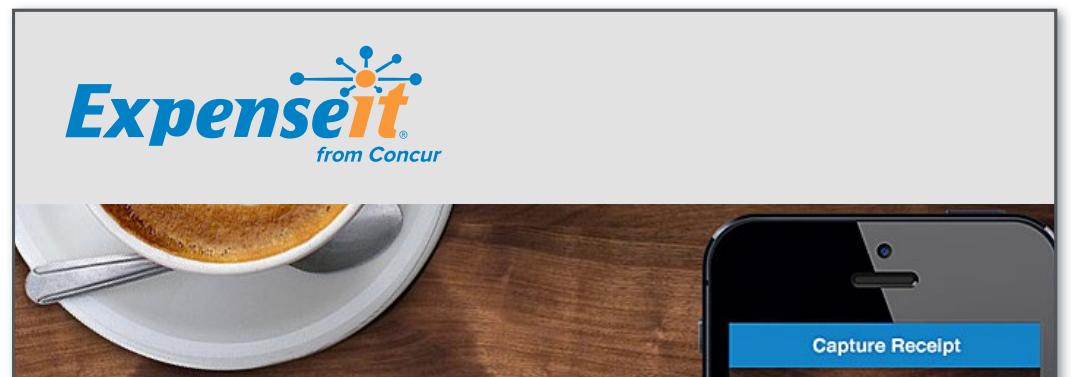
Wicked-fast local approvals.

MB

MIDWEST BANK

How's that for an answer?

Member FDIC

4. Find a partner who understands this story.

Expense it (from Concur)

Capture Receipt

As of today, paper receipts are a thing of the past

Announcing ExpenseIt ® Pro f simplest way to manage receip

Receipts are much easier to manage when you when all your travelers have to do is snap a pi

No more scanning. No more manual data ent until all expense reports are in. The best part?

It's all possible with ExpenseIt Pro—a simp toss out paper receipts and get their expen

And it really

1. Take a picture of a receipt with a smartphone.

2. Hit "exp

ExpenseIt Pro even categories each expense employees can get their expense reports done

See how it works, and schedu a time to *talk to your Concur*

Expense it (from Concur)

Capture Receipt
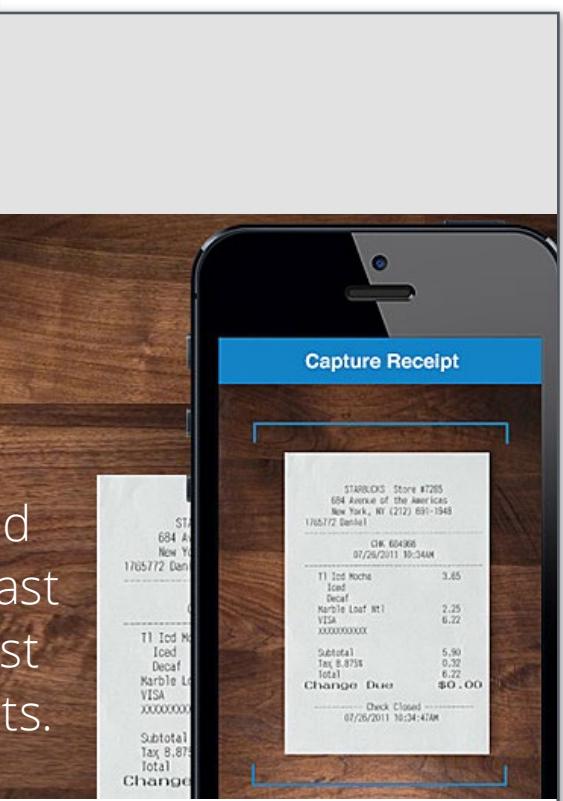
The people who signed up for ExpenseIt Pro last week are done with last week's expense reports.

ExpenseIt Pro from Concur: Now your travelers can send receipts and start reports on the fly.

It hasn't been on the market for long, but ExpenseIt Pro is already making a major difference for travelers, travel managers and administrators at companies like yours. How? By replacing paper receipts with speed, accuracy and automation.

See how it works:

1. Take a picture of a receipt with a smartphone.

2. Hit "export."

3. ExpenseIt Pro reads your receipt and automatically posts an expense entry in Concur.
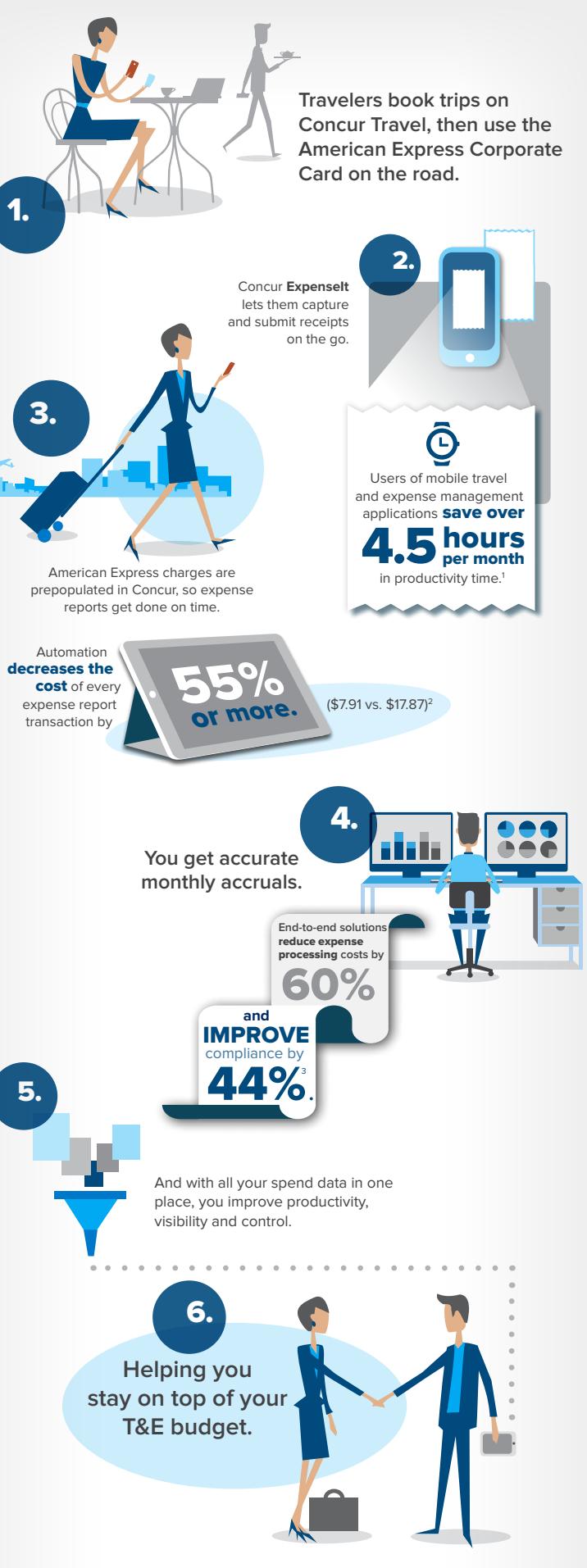
When expense reports are this simple, they get done earlier and more accurately. You'll also see expenses as they accrue, and you'll have accurate data on every transaction. Plus, you can avoid corporate card late fees because expense reports will be coming in on time.

So say goodbye to stacks of receipts and tedious expense processes, and sign up for ExpenseIt Pro.

Check out this five-minute video to see how it works.

CONCUR

When life is easier for your travelers, it's easier for you.

1. Travelers book trips on Concur Travel, then use the American Express Corporate Card on the road.

2. Concur **ExpenseIt** lets them capture and submit receipts on the go.

Users of mobile travel and expense management applications **save over 4.5 hours per month** in productivity time.[1]

3. American Express charges are prepopulated in Concur, so expense reports get done on time.

Automation **decreases the cost** of every expense report transaction by **55% or more.** ($7.91 vs. $17.87)[2]

4. You get accurate monthly accruals.

End-to-end solutions **reduce expense processing costs by 60%** and **IMPROVE** compliance by **44%**.

5. And with all your spend data in one place, you improve productivity, visibility and control.
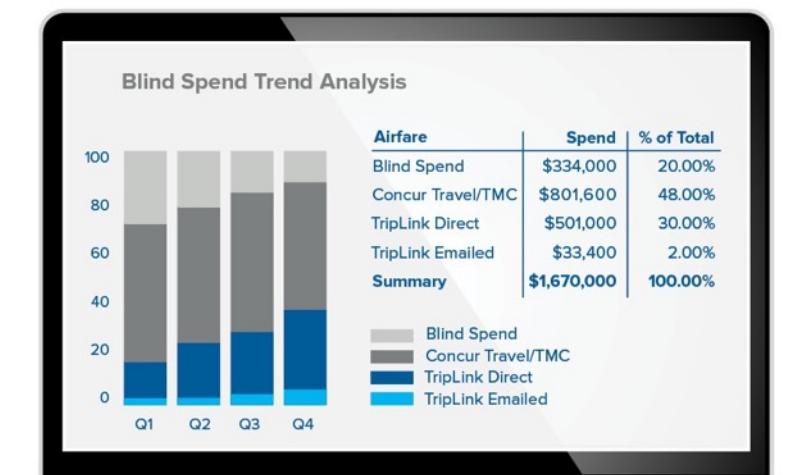
6. Helping you stay on top of your T&E budget.

Both is Better:
American Express and Concur
Better insights, better for travelers, better for you.

AMERICAN EXPRESS CONCUR

Contact your American Express or Concur representative.

Wacodesm Group, Your 2013 Guide to Travel and Expense Management, March 2013.
Forrester, The Power of Real-Time Insight: How Better Visibility, Data, Analytics and Reporting can Optimize your T&E Spend, May 2014.
Wacodesm Group, Your 2013 Guide to Travel and Expense Management

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With TripLink, you know where your people are, what they're spending, and how to manage your travel budget.

Blind Spend Trend Analysis

Airfare	Spend	% of Total
Blind Spend	$334,000	20.00%
Concur Travel/TMC	$801,600	48.00%
TripLink Direct	$501,000	30.00%
TripLink Emailed	$33,400	2.00%
Summary	**$1,670,000**	**100.00%**

■ Blind Spend
■ Concur Travel/TMC
■ TripLink Direct
■ TripLink Emailed

Q1 Q2 Q3 Q4

Drive savings into your T&E budget.

TripLink captures itineraries across every channel, so you can see the spending trends and buying behavior that allow for more effective travel management.

Pay what you planned – When travelers book on a TripLink supplier's website, they'll see and save with your negotiated rates.

Support your duty of care obligation – Kn regardless of how or where they booked.

Negotiate better deals – Because you can leverage all your spend to get the best deal

Apply and enforce travel policy before the booked, and keep travelers in policy before

Improve traveler satisfaction and product one place, and with TripIt Pro,[2] each of your

About Concur
Concur, a part of SAP, is the leading provider of spend manag companies of all sizes transform the way they manage spend open platform, the entire travel and expense ecosystem of cu extend Concur's T&E cloud. Concur's systems adapt to indivi companies from small to large.

Learn more at concur.com

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BR TripLink US 2015/11

[1] Specific rules can be configured for trips captured via TripLink. [2] Available in the US, U

CONCUR

Reservations from across every booking channel now come into one system—yours.
So it's easier to manage every trip.

TripLink™ captures every reservation—no matter where your travelers go or how they book their trips—and brings them all into Concur.

Booking Channel: **Supplier Websites**

Booking Channel: **TMCs**

Booking Channel: **Corporate Booking Tool**

CONCUR

Reservations for participating employees are emailed or are automatically accessible in Concur.

Reservations are checked to see if they fall within policy.[1] If not, the traveler's manager is notified.

✓ ⚠

Traveler

Travel Manager

TMC

Organize all travel plans in one place.

Auto-populate expense reports.

Get visibility into all reservations.

Locate your travelers.

Access itineraries to support travelers.

Thank you.