

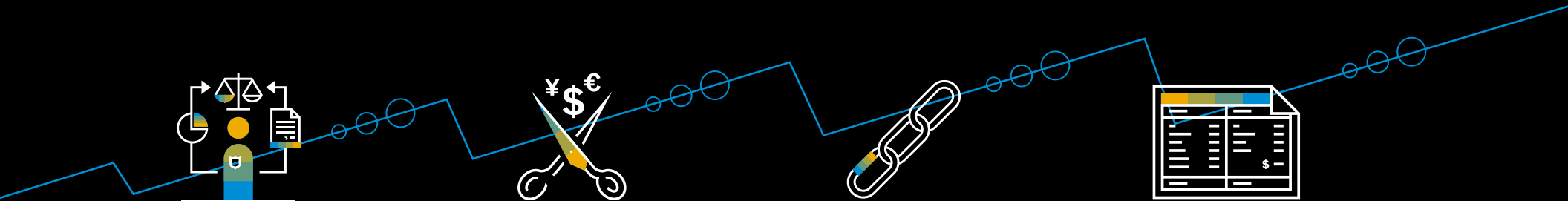
3 things four departments can do to get one view of spend.

Collaboration and best-in-class control.

If you want a unified view of spending, it helps to be unified.

Finance has one set of needs. Procurement has another. Same goes for supply chain and IT. But if there's one thing they can all agree on, it's the need to control spend.

Making that happen means coming together, and this connection not only allows these teams to meet individual demands, it enables them to examine and address the organization's broader priorities.



Finance can direct budgets toward top priorities, stay ahead of regulatory and tax changes, and hold the reins on spending.

Procurement can cut costs, improve supplier performance, and make better decisions faster.

Supply chain can orchestrate complex, multi-tier chains while reducing disruptions, increasing speed to market, and strengthening supplier relationships.

IT can direct more time and talent to helping the business innovate and expand.

Exiting the silos in which these teams work can give them a view (and ultimately control) of spending most companies have never imagined.

Intelligent Spend Management means seeing every source and every category. In one, unified view.

Direct spending. Indirect spending. Services. Travel and expense. All these categories, all at once, all in one place. To get this kind of clarity, companies have to collaborate; they must bring together every unique category of spend, covering every supplier and every possible policy — so they can easily see where all the money is going, because it's all connected.

According to IDC, that's precisely what they're hoping to do.

So where do you start? How do you bring the best-in-class control of Intelligent Spend Management to your organization and bring everyone together?

You do three things.

In a recent survey of 800 executives globally,

94%

say it is a priority to **harmonize vendor data and spend policies** across all types of spend.



Another

94%

believe it's important to **have a single platform for integrated spend**—that this will improve spend management, supplier management, and both budgeting and working capital.



Yet only

15%

of these corporations are currently investing in the technology that makes it possible.



Source: IDC Webinar, sponsored by SAP, *Insights on the Future of Intelligent Spend Management* – Appendix, February 2020



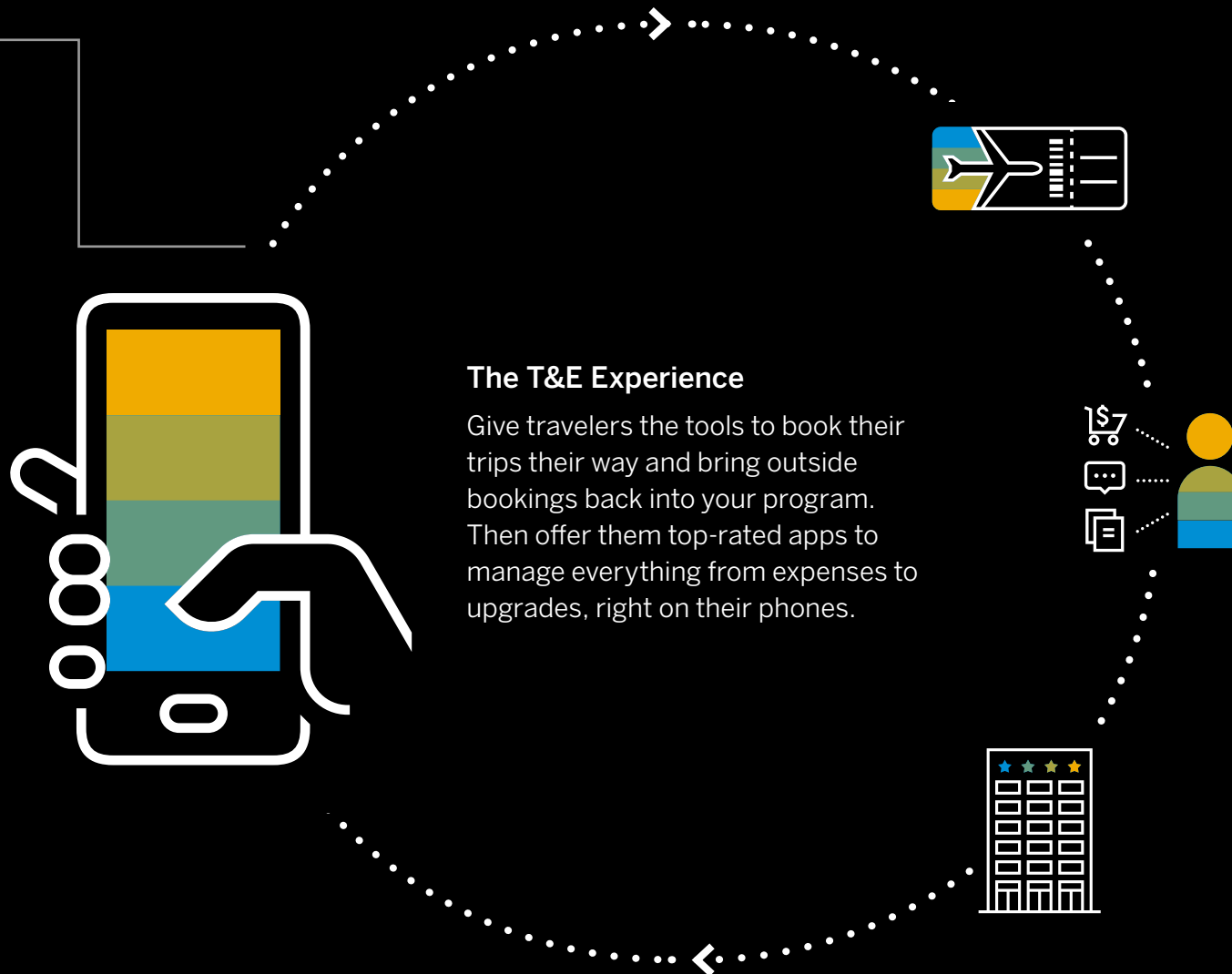
1

Create an engaging user experience.

Your employees are spending your money in more ways and with less oversight than ever. It's easy to tap an app and book a business trip outside your travel program, for example — it's difficult not to, actually — so you need to make purchasing experiences as simple, desirable, and adaptable as possible. Because when employees *want* to follow the rules, you don't have to enforce them.

1

Create an engaging user experience.



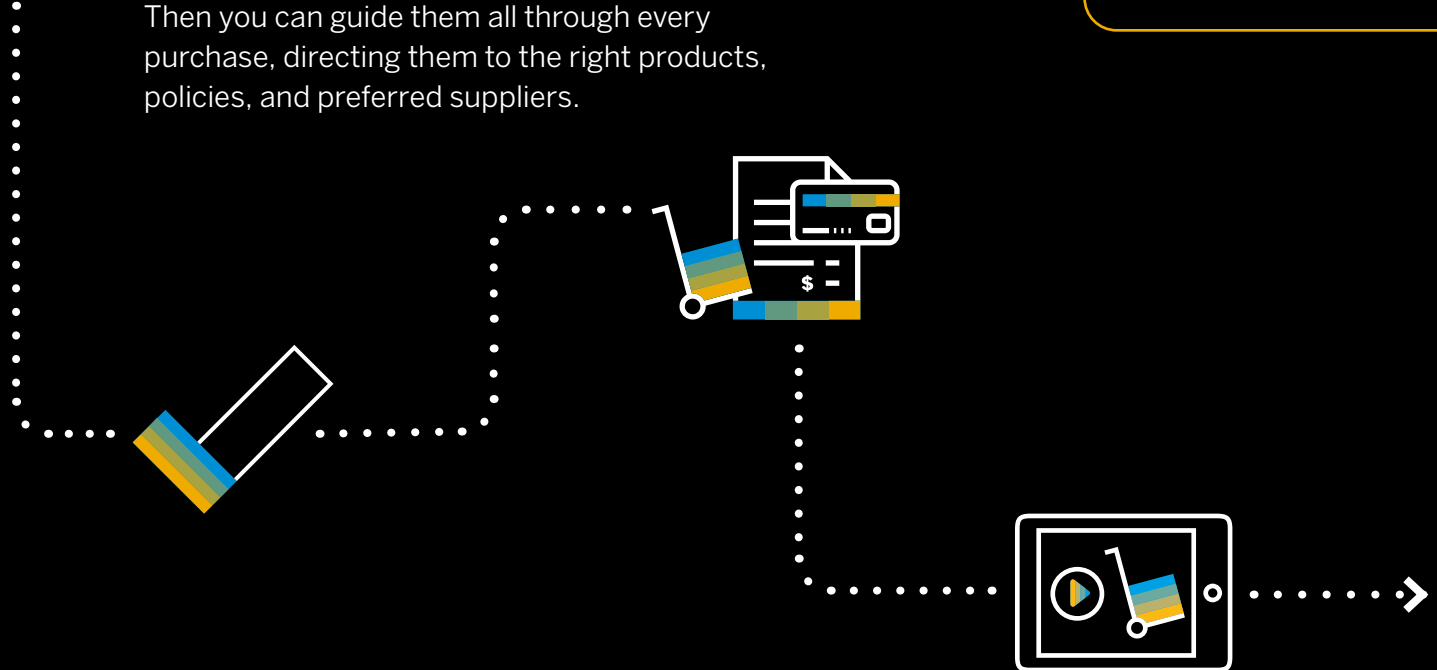
1

Create an engaging user experience.



Direct and Indirect Spending Experiences

Give employees a single, simple place to buy the goods and services they need to work. And give category managers powerful tools to qualify, select, negotiate with, and onboard direct-material suppliers. They'll be able to easily collaborate with trading partners and internal partners, like your engineering department. Then you can guide them all through every purchase, directing them to the right products, policies, and preferred suppliers.



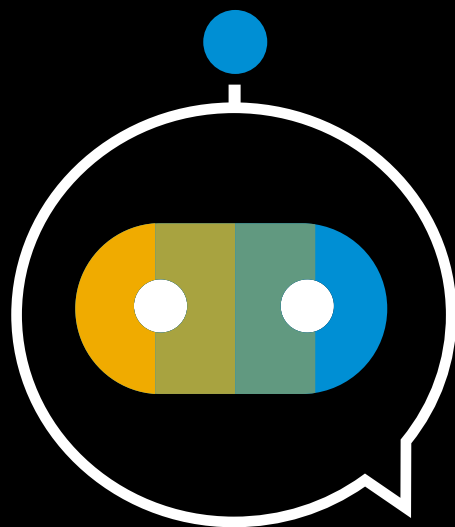
"Together, SAP Ariba and SAP Concur solutions provide superior management of all indirect spend and employee travel and expenses, helping us achieve better visibility into total company expenditures."

– Michal Szlezak, Indirect Procurement Manager, Eastern European Regions, Danfoss A/S

[Learn more.](#)

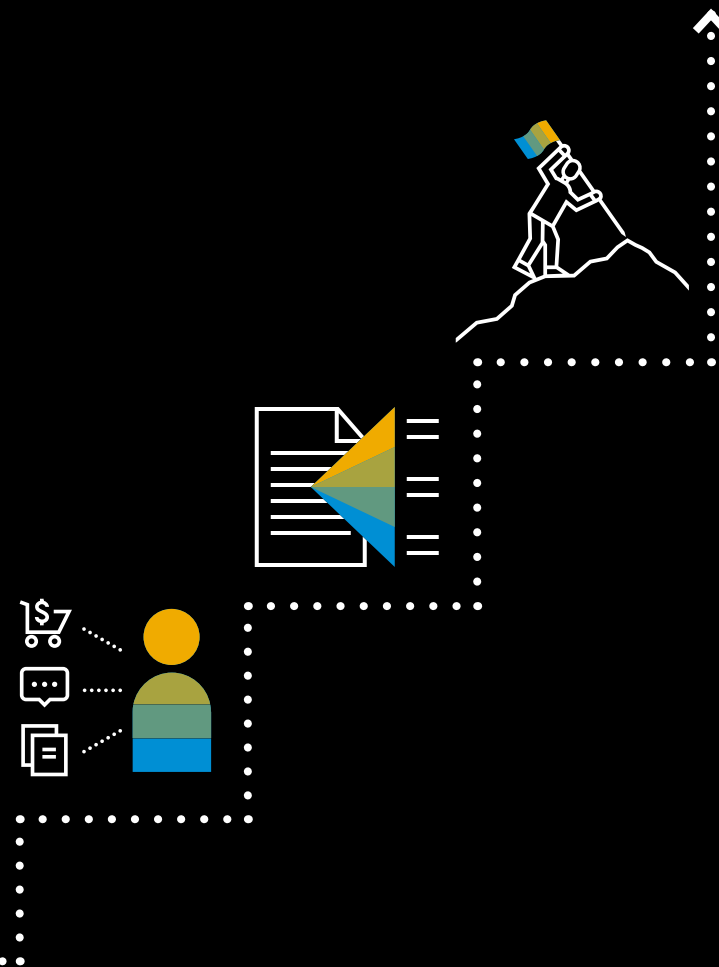
1

Create an engaging user experience.



Services Experience

Give employees ways to track performance against project milestones, so they know they're getting their money's worth. Technology like virtual assistants and conversational AI should help guide them through creating job postings, work orders, etc., so they can be more effective more easily.





2

Establish direct, electronic connection with a network of suppliers.

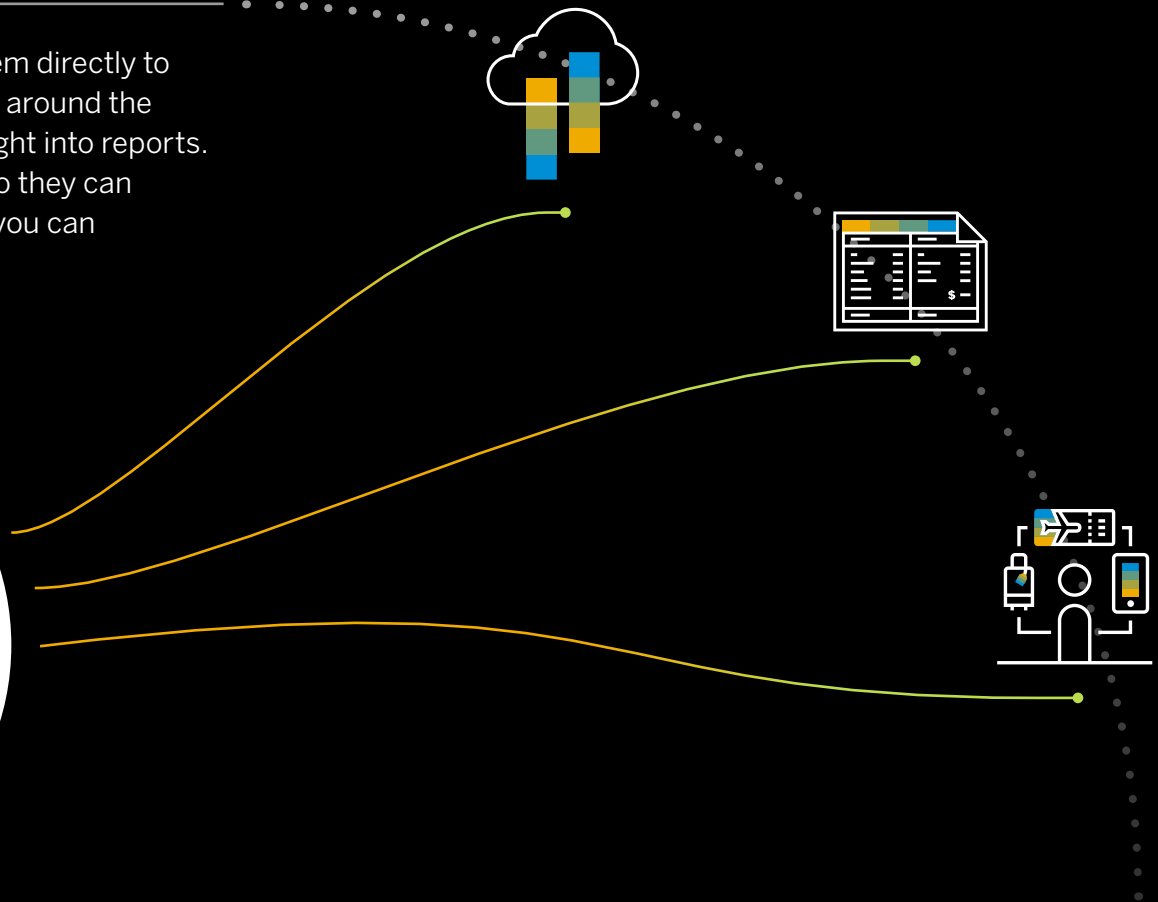
Automated, built-in, intelligent collaboration with suppliers isn't something new, it's simply something essential to controlling spend. What is uncommon, however, is the ability to create these in-depth connections with suppliers across spend categories. Why? T&E transactions aren't the same as securing external services, for instance, and the relationship you have with services vendors aren't like the relationship with your travel management company. You need to be able to collaborate and share data uniquely within each category in a way that fits each category.

2

Establish direct connection with suppliers.

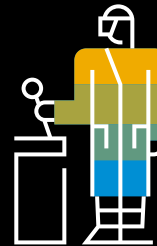
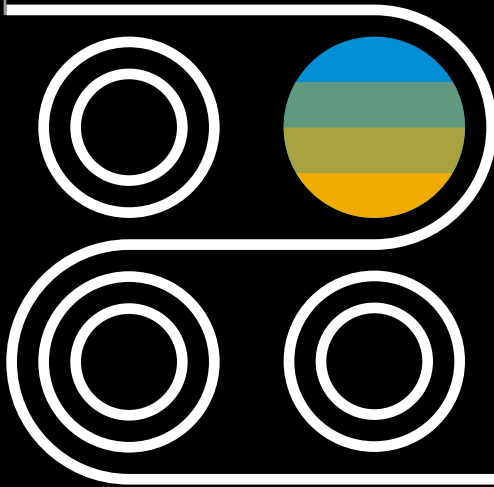
The T&E Connection

Connect your booking tool and expense system directly to air, hotel, rental car, and credit card providers around the world, so travel is easier and expenses flow right into reports. Then give your travelers the apps they love, so they can access the sharing economy they enjoy, and you can capture everything they spend.



2

Establish direct connection with suppliers.



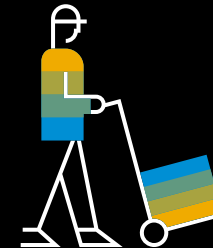
"The benefits were quite simple really. They were associated with using our strategic suppliers and making sure we obtained authorization before commitment to spend. Those were the two drivers of the 10 million a year benefits that we achieved."

– Paul Bray, Partner.
Deloitte MCS Limited

[Learn more.](#)

Direct, Indirect, Services, and External Labor Connections

Get direct access to – and collaborate with – millions of suppliers in hundreds of categories, so you can effectively buy everything you need, everywhere you operate. Then streamline vendor selection, on/offboarding, time/deliverables tracking, and invoicing, while and invoices to keep your supply in line.





3

Connect to innovative, third-party solutions.

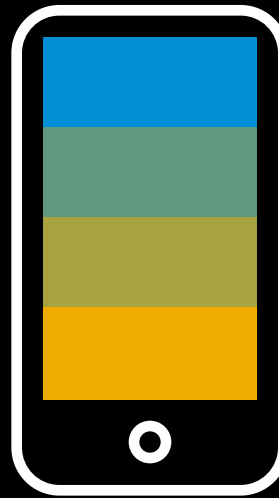
You can't do this alone, and if you're going to see and control spend effectively, you need an ecosystem of targeted app partners — specialty, third-party solutions who understand regional regulations, who manage suppliers around the world, who can address the unique elements of specific spend categories, and who can customize your solutions to your individual needs.

3

Connect to innovative,
third-party solutions.

The T&E Connection

Link travelers to apps that make sure they meet the rules and regulations that come with global growth, like cross-border tax issues and VAT reclamation. Then tap into solutions that use travel data to automate visas, passports, and other required documents for international travel.



"If I could give any advice to other SAP Concur clients regarding VAT reclaim, even if you have an existing process, go and get it checked out by the experts. It's only through the experts that you can make the initial improvement of just cleaning up that process, but also continuously improve for the future."

Daniel Cole,
Electrolux Global Travel Director

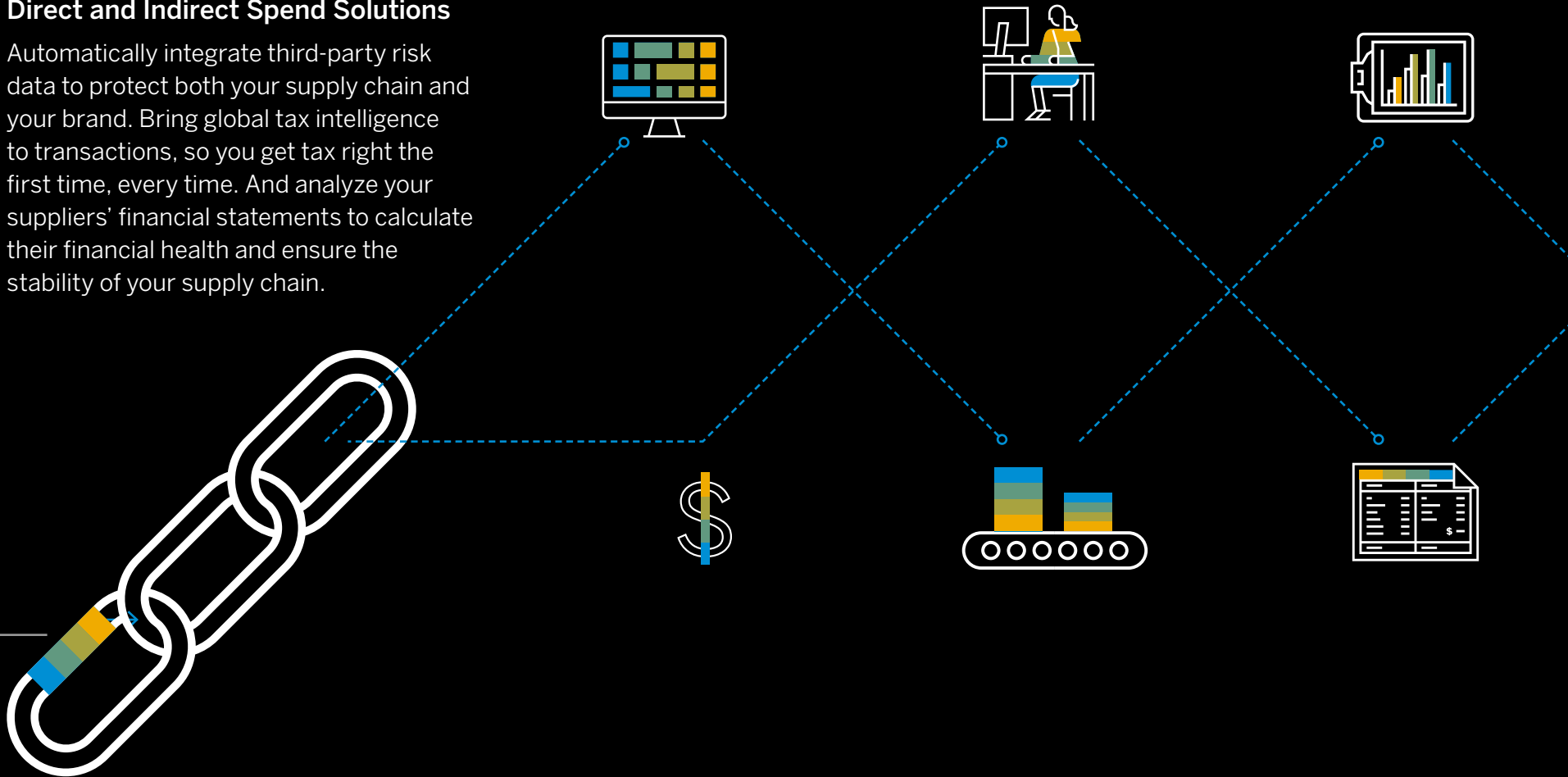
[Learn more.](#)

3

Connect to innovative,
third-party solutions.

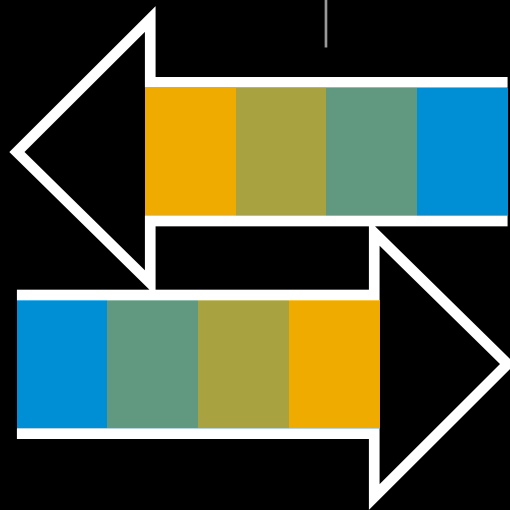
Direct and Indirect Spend Solutions

Automatically integrate third-party risk data to protect both your supply chain and your brand. Bring global tax intelligence to transactions, so you get tax right the first time, every time. And analyze your suppliers' financial statements to calculate their financial health and ensure the stability of your supply chain.



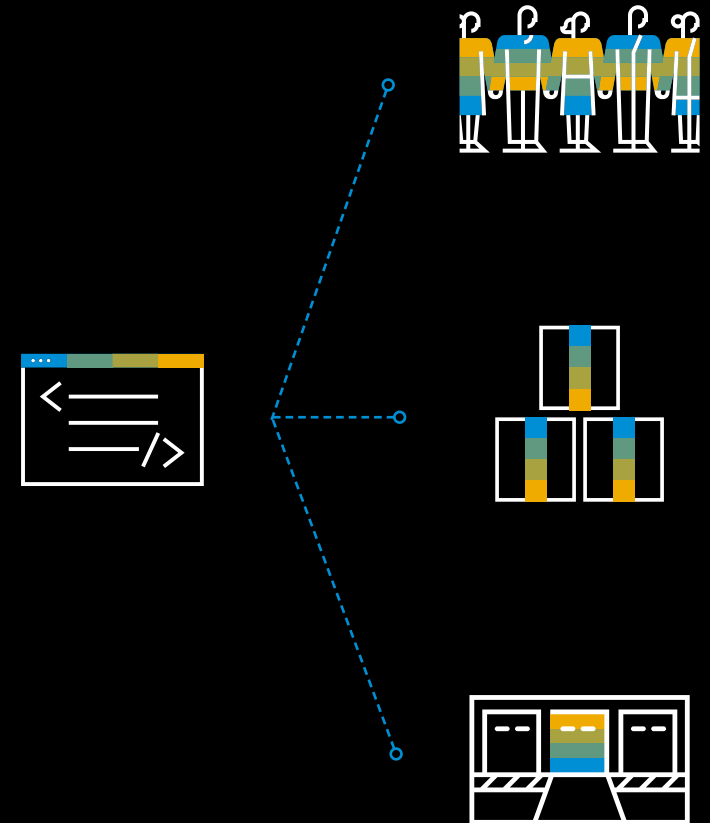
3

Connect to innovative,
third-party solutions.



Services Solutions

Take care of sourcing, engaging, and managing suppliers and contractors by automating information exchange; by accessing apps that track time and other workforce analytics; and by harnessing solutions that keep you on top of payments, from payroll and compliance to invoices and offboarding.





This is best-in-class control of all your spend. But for it to work, you all have to work together.

From every employee who plans a trip or makes a purchase, to the leaders in finance, procurement, supply chain, and IT, Intelligent Spend Management works for everyone in your organization because it involves everyone in your organization.

So where do you find an intelligent solution

that brings your company and its spend together? You look to the network that's brought buyers and suppliers together for years, to the solutions that keeps you on top of all your spending, and to the systems that helps businesses all over the world run at their best: SAP.

[See how to bring your spend together.](#)

Follow Us



concur.com/intelligentspend

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.

THE BEST RUN

