

**Automated spending
is a great start, but
it's only a start.**

Four challenges between you
and strategic spend management.



Is corporate spending in line with corporate priorities, or does it feel like it's out of control?

Every digit of your budget is critical, so every dime you spend must be directed at your business strategies and top priorities.

But *how* do you capture every dollar that goes out the door if your system can't keep up with technology or continual organizational evolution? *How* do you know your money is going where it's supposed to go if your processes aren't connected?

*You take on the **four challenges** standing in your way.*



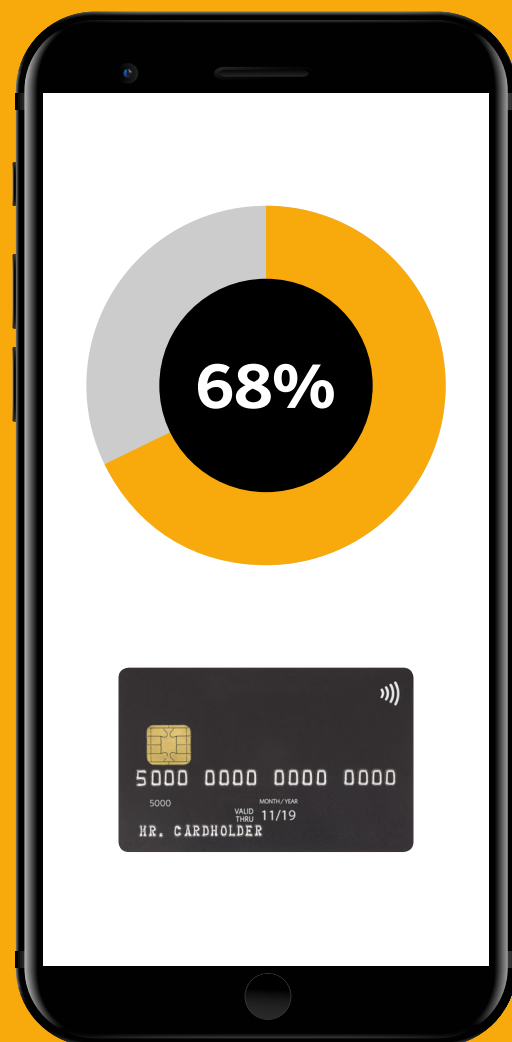
1 AP is shuffling papers instead of orchestrating spending.

If you're still struggling with paper-based invoices—and 69% of finance leaders say they are still dealing with cumbersome, manual-spending processes¹—there's a simple solution. Automation.

- Automation eliminates the need for manually routing invoices, managing approvals and tracking payments – eliminating the hours and errors that go along with them.
- It automatically checks invoices against POs and goods/services received – catching duplicate invoices and extra exceptions before you overpay.
- It removes additional manual steps so the AP team has the time to focus on strategic spending and really see where your dollars are going.

But automation is only the first step. And if it's the only step you take, you can't be certain your spending is doing all it can to support your corporate priorities.

The next step is integrating your T&E spend with pCard and invoice expenses, then connecting it to a wealth of spend data. It's how you'll know exactly where you stand and that your funds are going exactly where you need them.



2 You can't see what employees are spending, because you simply can't keep up.

Spending is getting easier for employees, and while that makes them happier, it's harder for you to control. They now have direct access to suppliers, so they can buy and book trips their way, but that often means circumventing your corporate tools and keeping you out of the loop.

*It also means going mobile. **68% of responders** to a 2017 TSYS study who have already loaded a payment card into a mobile wallet (or are likely to do so) indicated that within two years, they will make **50% or more of their in-store purchases** using a digital wallet.*

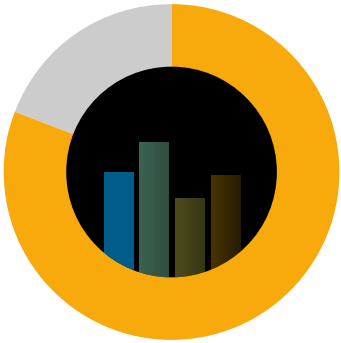
These types of increasingly decentralized spending will demand your systems work harder and reach farther to capture what's being spent. And if you can't connect to all that data, you can't be sure your funds are doing what you want.



3 The people in charge of budgets can't proactively direct their dollars.

Let's say you've got your data all linked together – and that's a tall order. You still have to get it into the hands of your budget managers so they can make sure it gets where it needs to go. The sticking point here is that they're not really managing their budgets if they're just tracking what's getting spent.

Your budget managers need to be actively influencing how budgets are used to make the most impact. How can they do that when they can't accurately see the dollars going out the door?



A recent survey reported that **81%** of finance leaders lack total visibility into expense, travel and invoices.²

Budget managers need a consolidated, continuously updated view of their spending – a tool that synthesizes expense, invoice and even travel-request data from all employee spending. With that data in hand, they'll not only be able to see what's happened, but what's about to happen.

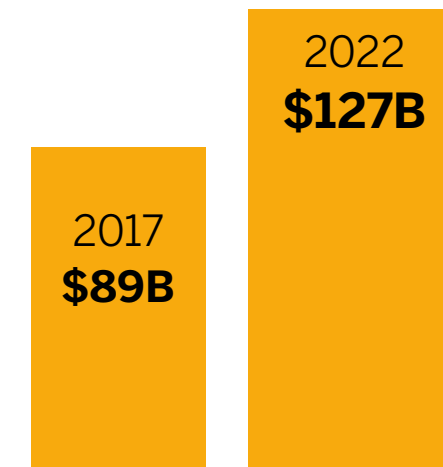
And that's the only way to ensure their budgets are directed to your top priorities.

4 The more ways there are to spend, the more things there are to miss.

Options are good, but as traditional and emerging payment methods continue to expand, spending data gets spread out. More payment methods are used across more expense categories, making spend harder to capture.

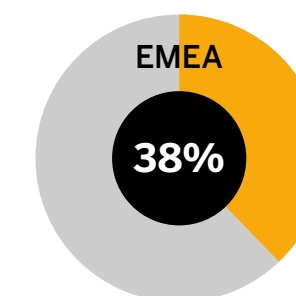
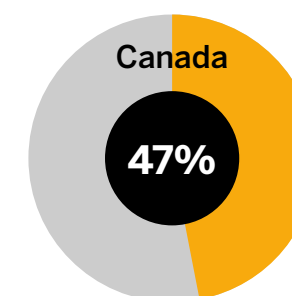
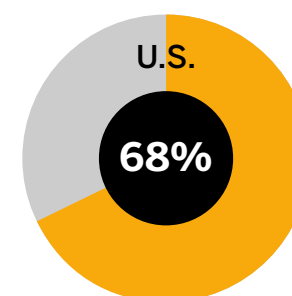
New technologies will continue to shape how we spend money. A 2017 report asked bankers what tools will dominate the field in 2022, and 91% of respondents predicted that APIs which provide direct payments between suppliers and corporate bank accounts will dominate.³

Virtual/electronic AP spending is on the rise,⁴ and pulling it all together is a growing problem.



Different payment tools, for example, are often tied to separate, disconnected systems. As a result, AP spending on virtual cards isn't connected to AP spending on pCards – and none of it is integrated with T&E spending on corporate cards.

pCard Acceptance



As payment options expand – like these increases in pCard acceptance⁵ – gaps in your spending will only get bigger.



One solution can tackle your strategic spending problems.

By integrating travel, expense and invoice spending and adding controls to your SAP Concur solution, you get beyond piecemeal management of your spending process, and you get to take strategic control of all your spending. You get more out of the technology investments you've made.

And because you can see every dime, you get every bit of value out of every dollar you spend.



¹ *Elevate Business Performance and Better Manage Spend with Automation*, AMI Partners, 2018

² *Connecting the Dots on Travel, Expense and Invoice Spend*, SAP with research by Vanson Bourne, 2017

³ CGI Global Payments Research 2017 Report

⁴ RPMG Research Corporation 2018 Electronic Accounts Payable Benchmark Survey

⁵ NAPCP and Accenture 2018 Supplier Acceptance Survey Report