

A close-up photograph of a man with short brown hair, a beard, and black-rimmed glasses. He is looking down at a smartphone held in his right hand. The background is blurred, showing what appears to be an office or modern interior with geometric light patterns.

If you think T&E
hasn't changed, fax us
your reasons why.



IT USED TO BE that your travel agent had a firm grasp on T&E. It was simple, centralized and manageable. Now, your travelers can book directly with travel vendors—and while it's easier for *them*, it's harder to control their spending.

How has the digital transformation transformed things?

1. Your travelers are targeted by hotels, airlines, rail and rental car companies—they're getting great offers, and since this is where they book leisure travel, why not book work trips, too?
2. They can still book through your TMC or online tool, but it isn't always as easy or attractive.
3. As much as 40% of hotel reservations are made directly with hotels—so you don't know where they're staying or what they're spending until it's too late.
4. New travel apps and booking tools are popping up everywhere—offering what appear to be rock-bottom prices.



The way we do business in the digital age has changed. And so has T&E. Capture and control travel spending—no matter where or when it happens.

More savings and reduced risk when ERP meets T&E.

Here's how.



Create a corporate booking tool that's better than the easiest app.

Give your travelers a consumer-friendly booking experience, so they won't be tempted to look anywhere else and you'll see more of their spending.

- Concur lets your people book the way they want with multiple travel search tools.
- Concur keeps travelers in policy with visual cues and color-coded aids to guide the booking experience.
- Concur's continuously updated mobile app puts their entire trip at their fingertips.



Capture travel spending no matter where it's booked.

You need to see transactions before they hit the expense report, and Concur can show you—even if they were booked outside your traditional system.

- Concur TripLink connects directly to suppliers like IHG, Starwood, Airbnb and Captain Train, so transaction details are sent straight to Concur.
- TripLink also makes it easy for travelers to upload itineraries to your system—so even if they're booked elsewhere, you get the data on every reservation.



Connect beyond the booking.

Concur is connected to the companies your employees use on the road, so every little expense is captured and verified.

- Link a Starbucks card to a Concur account, and Concur automatically creates an e-receipt every time the card is used.
- Integrate Uber with Concur, and when travelers book a ride, an e-receipt is automatically added to their expense report.

Concur makes change less challenging.

As an SAP company, Concur offers direct, secure, two-way integration with your SAP system. And that simply means it's set up to work.

You can use the world's leading T&E tool to capture and control all of your T&E spending. And you can share that data instantly with the solution you already use to run your business.

