

If you want to build your business, build your clients' business.

Give them one more reason to trust you by helping them see and truly control their expenses.

Your clients look to you for answers. And as a Concur Advisor partner, you can give them the best advice yet: a single, simple way to automate their travel, expense and invoice systems. It's a connected approach that lets them see and manage every dime that goes out the door.

Be the hero. Show them time and money savings like this:



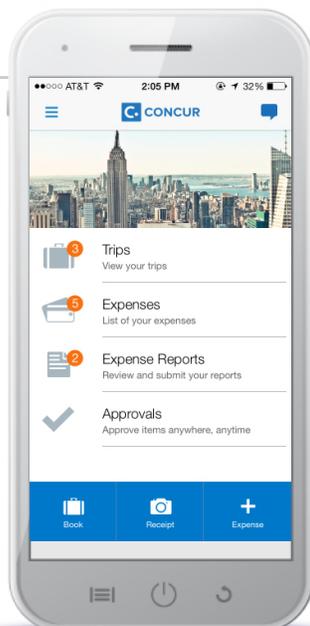
shorter expense approval cycles when you use mobile apps for travel and expense management.¹



better compliance when you use end-to-end travel and expense solutions.²



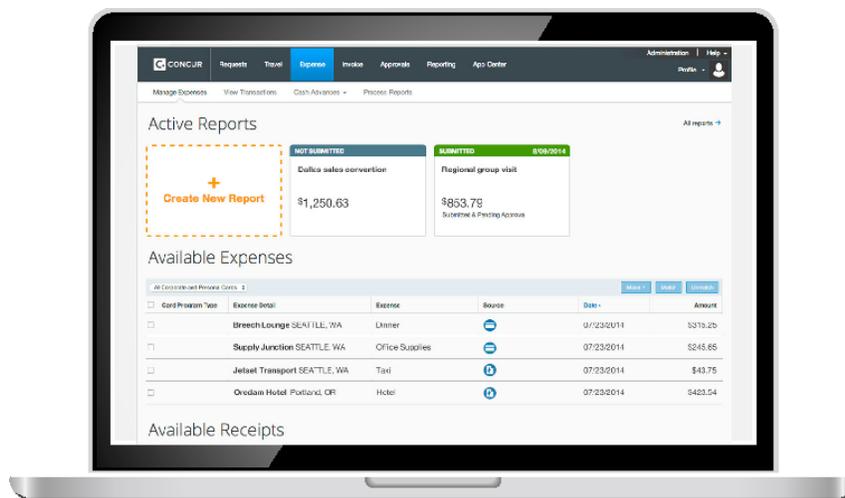
lower cost of every expense report transaction when you automate.³



Help your clients stay on top of spending—
wherever and whenever it happens.

Help them manage cash flow, and you help them manage everything. With Concur, the benefits are automatic:

- Complete visibility into company spending.
- Lower costs.
- Faster expense report processing and quicker employee reimbursement.
- Increased control and improved compliance.
- Global currency compatibility.



Bring more value to your clients, and they'll bring more value to you.

Not only are you giving your clients an automated solution to an overwhelming paper trail, you're providing trusted—and proven—business insight. With Concur, you're improving processes, offering sound advice on policy and, again, giving them visibility into what employees are spending. This is immensely valuable to them. And to you.



Solve client problems that could save them significant money.



Cross-sell solutions that lead to additional billable hours.



Win new business as companies search for the mobile solutions you can offer.



Increase your output and client productivity by helping everyone focus on what matters most.

Sign up for the Concur Advisor Program at www.concur.com/en-us/concur-advisor or email newadvisor@concur.com

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

1 Source: Concur data. 2 Source: End-to-End Visibility into T&E Management, Mobile Comes to the Table, Louis Bear, Aberdeen Group, April 2013. 3 Source: The Power of Real-Time Insight: How Better Visibility, Data Analytics, And Reporting Can Optimize Your T&E Spend, May 2014.