



SAP Concur 

Smarter Spend Management Across Higher Education

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 **Run Simple**

Agenda

Introductions

Smarter Spend Management in Higher Education

Evaluating Solutions and Technology

Deployment and Implementation

Designing Strategic Policies for the campus

Reporting and Benchmarking

Constantly Evolving...



Jefferson

Philadelphia University +
Thomas Jefferson University

HOME OF SIDNEY KIMMEL MEDICAL COLLEGE

Thomas Jefferson University:

- Student Enrollment: 7,000 Full time
- Employee Count: 30,000 (approx. 1,200 full time Faculty)
- Established: 1824
- ERP For Financials: PeopleSoft
- TMC Partner: Travizon
- P-Card Provider: AMEX for T&E, JP Morgan P-Card



PimaCommunityCollege



Pima Community College:

- Student Enrollment: 43,129
- Employee Count: 2,200 (915 Staff + 315 Faculty)
- Established: 1966
- ERP For Financials: Banner by Ellucian
- TMC Partner: Shorts Travel
- P-Card Provider: JP Morgan Chase

The Complexities of Protecting Financial Health in Higher Ed



The Business Challenges of Spend Management



Evaluating Solutions and Technology

EXCELLENCE
 GOOD
 AVERAGE
 POOR



Getting Buy-In



Understand the pain points of the College with regard to spend management



Communicate the overall ROI of a new system – not simply the cost



Provide information from which data-driven decisions can be made



Focus on the end-user experience



Shore up compliance



Emphasize an opportunity to improve and modernize outdated business processes



Ability to create revenue streams through rebate programs

Approaching Deployment and Implementation



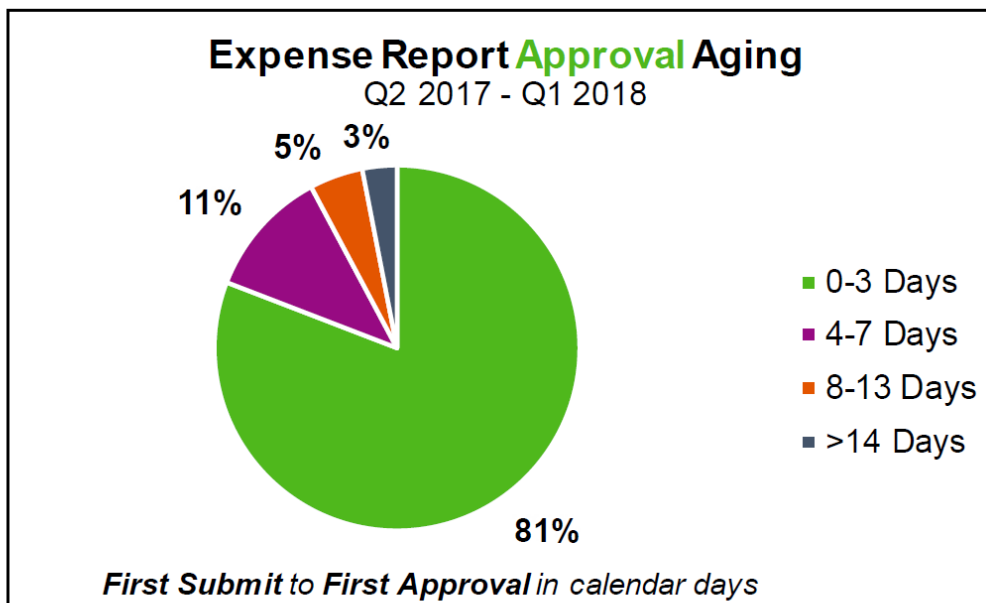
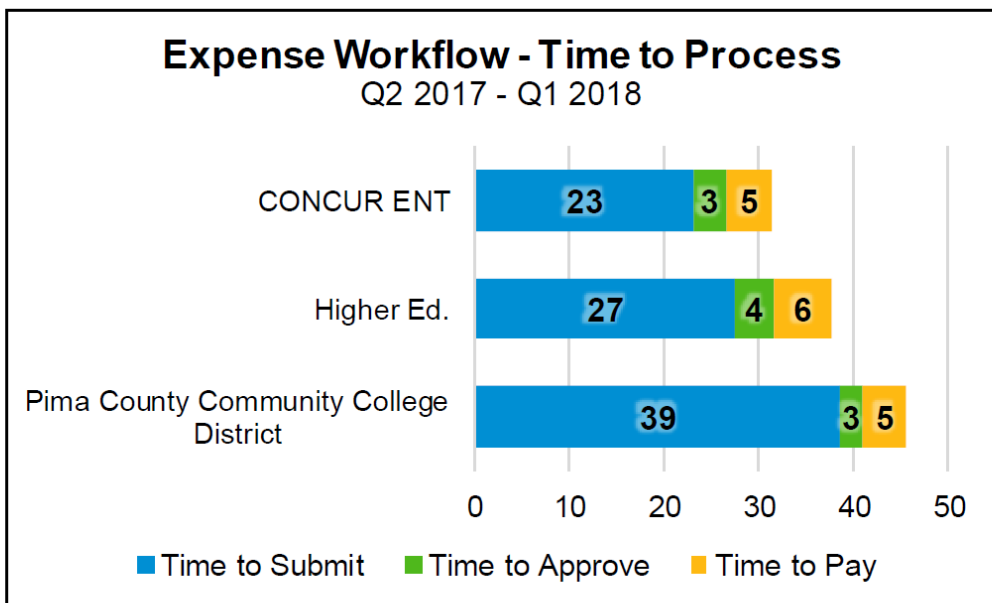
Designing Strategic Policies for the Campus



Reporting and Benchmarking with Concur Data



Time to Process and Approve (Days) – Expense



Lower “Time to Process” drives better visibility, efficiencies in accruals and budgeting. It can also drive better use of card program and cash management.

Action to Consider:

- ✓ Track with Mobile Adoption % Submitted, Approved and Card Adoption (Rebates)

Best Concur Intelligence reports for more detail:
Expense Processing > Workflow Cycle Times

Find your tools here

- Create PDF
- Edit PDF
- Export PDF
- Comment
- Organize Pages
- Enhance Scans
- Protect
- Fill & Sign
- Prepare Form
- Send for Signature
- Send & Track
- Compare Files
- More Tools

Store and share files in the Document Cloud

[Learn More](#)

Card Adoption



Q2 2017 - Q1 2018

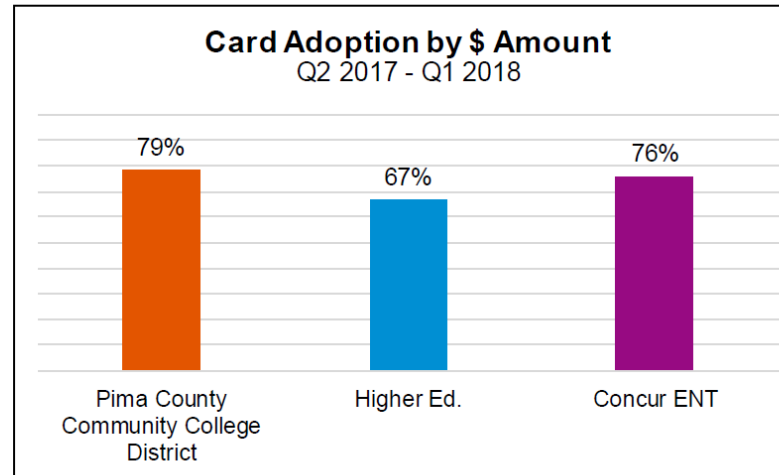
	\$Amount	% of Transactions
Card	\$2,356,724	79%
Cash	\$634,823	21%
Total Spend	\$2,991,547	100%

IBCP	\$0	0%
IBIP	\$0	0%
CBCP	\$2,356,724	79%
COPD	\$0	0%

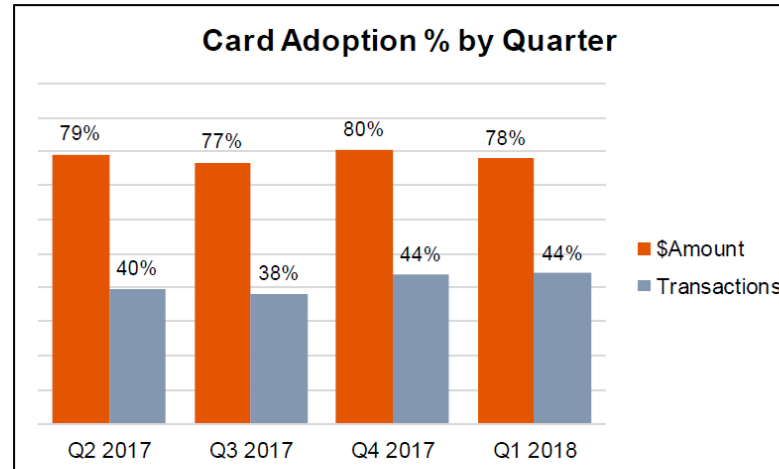
Corporate Card	\$0	0%
Pcard	\$1,229,416	16%
Amex	\$0	0%
Master Card	\$0	0%
Visa	\$0	0%
Other	\$1,127,308	26%

Best Concur Intelligence reports for more detail:
Expense Processing > Payment Type Analysis

Card Adoption by \$ Amount Q2 2017 - Q1 2018



Card Adoption % by Quarter



Find your tools here

- Create PDF
- Edit PDF
- Export PDF
- Comment
- Organize Pages
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- Protect
- Fill & Sign
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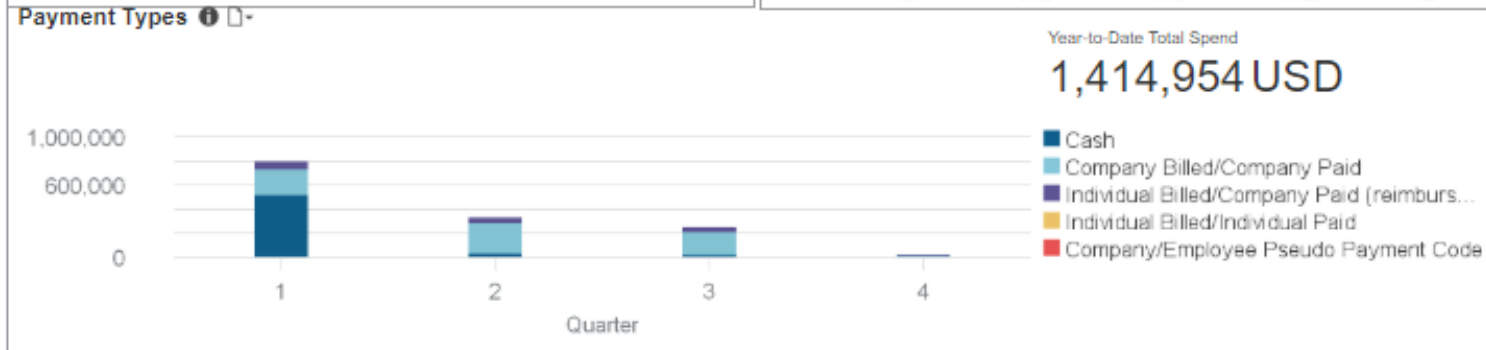
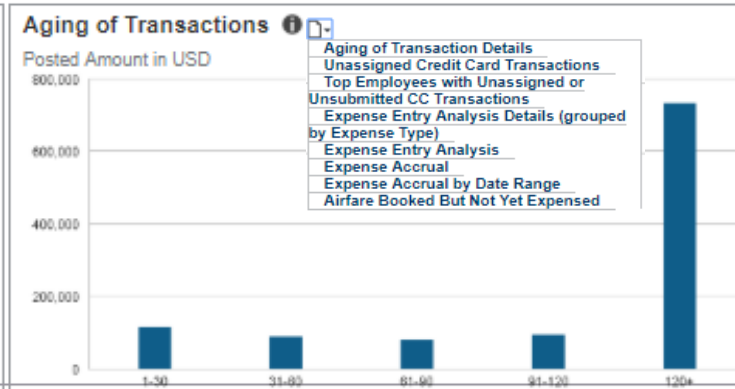
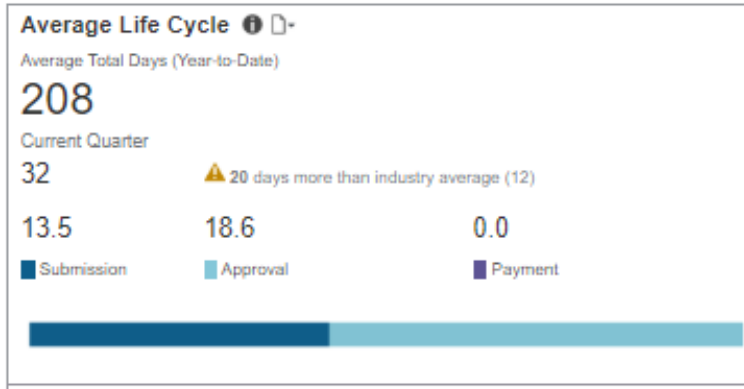
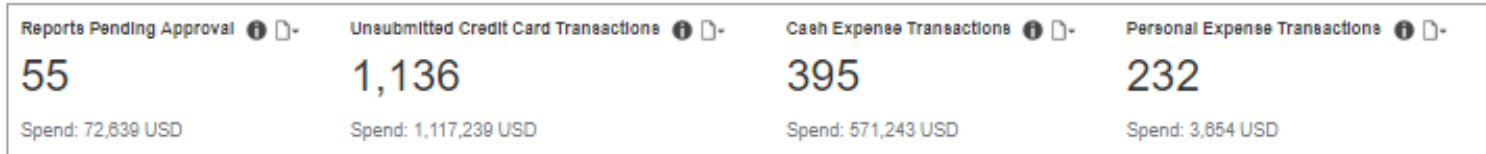
Store and share files in the Document Cloud

[Learn More](#)

Reports: Dashboards

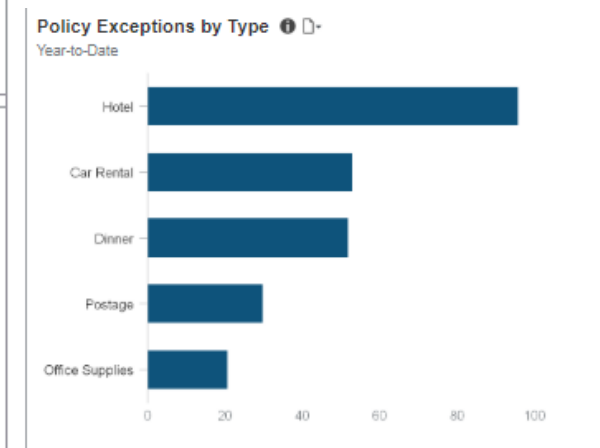
Expense Management Overview

Amounts in USD

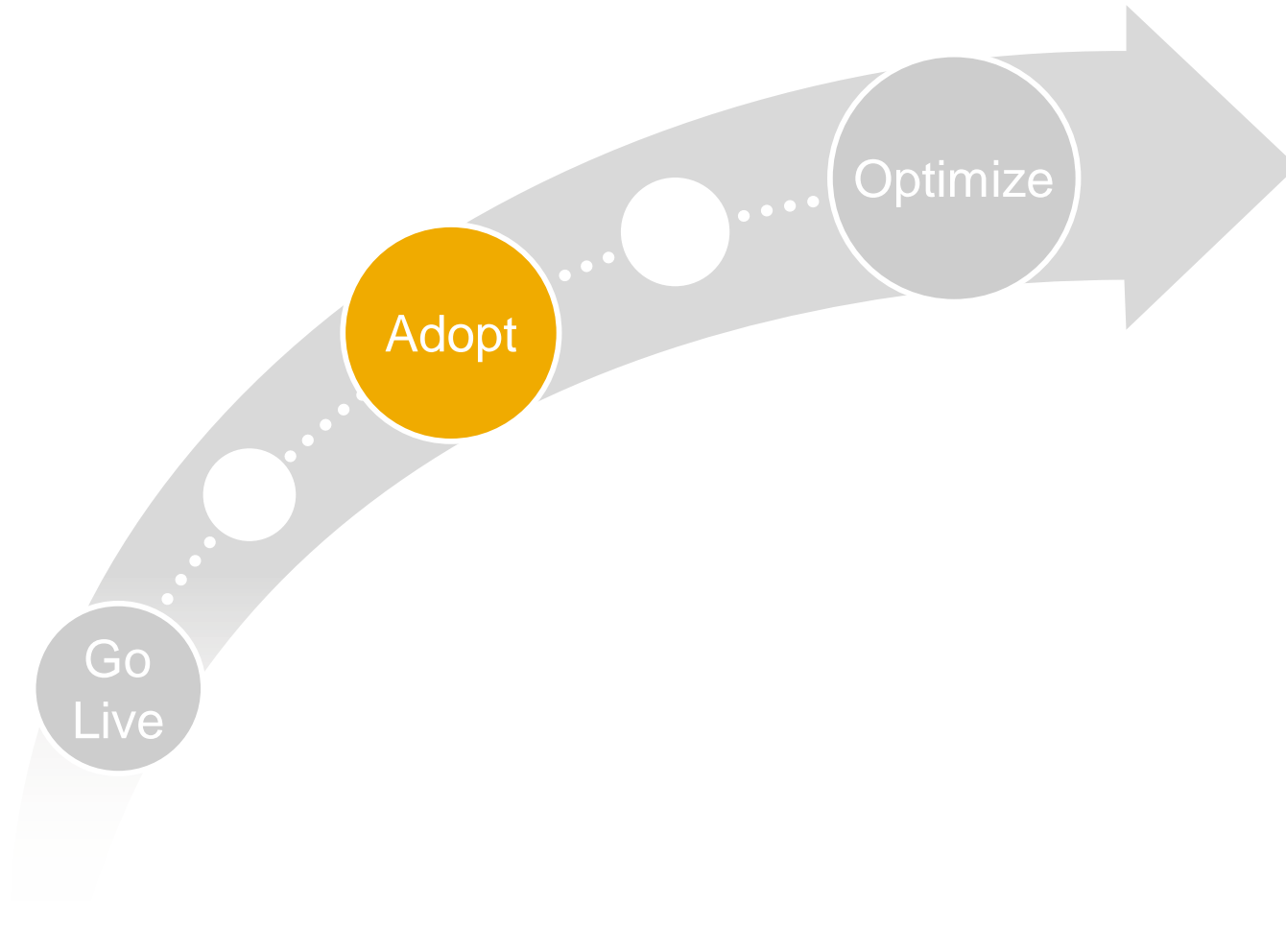


Top 10 Spending Employee ⓘ ⌵

Year-to-Date Employee Name	Employee ID	Cost Center / Department	Amount
Pcard_AmyPcard	CBS000010	Sales	185,622.36
Pcard_Lorena	CBS000012	Cost Transparency	67,727.28
Pcard_Sarah	CBS000007	Professional Services	28,219.70
Suero2_Lorena R	TRA000002	Cloud Sales	23,799.46
Onell_Paul Andrew	SAL000003	Sales	15,659.86
Pcard_Tim	CBS000002	Professional Services	12,986.04
MNI_User_MNI_Test	mniestuser	Administration	11,919.00
Pcard_Shameeka	CBS000008	Marketing	11,481.66
Suero1_Lorena Rapuel	TRA000001	Business Development	11,478.04
Hefeld_Arry Irene	OUT000001	Sales	10,922.65



Where Are You?



Metrics

Spend

- By category
- Card vs cash

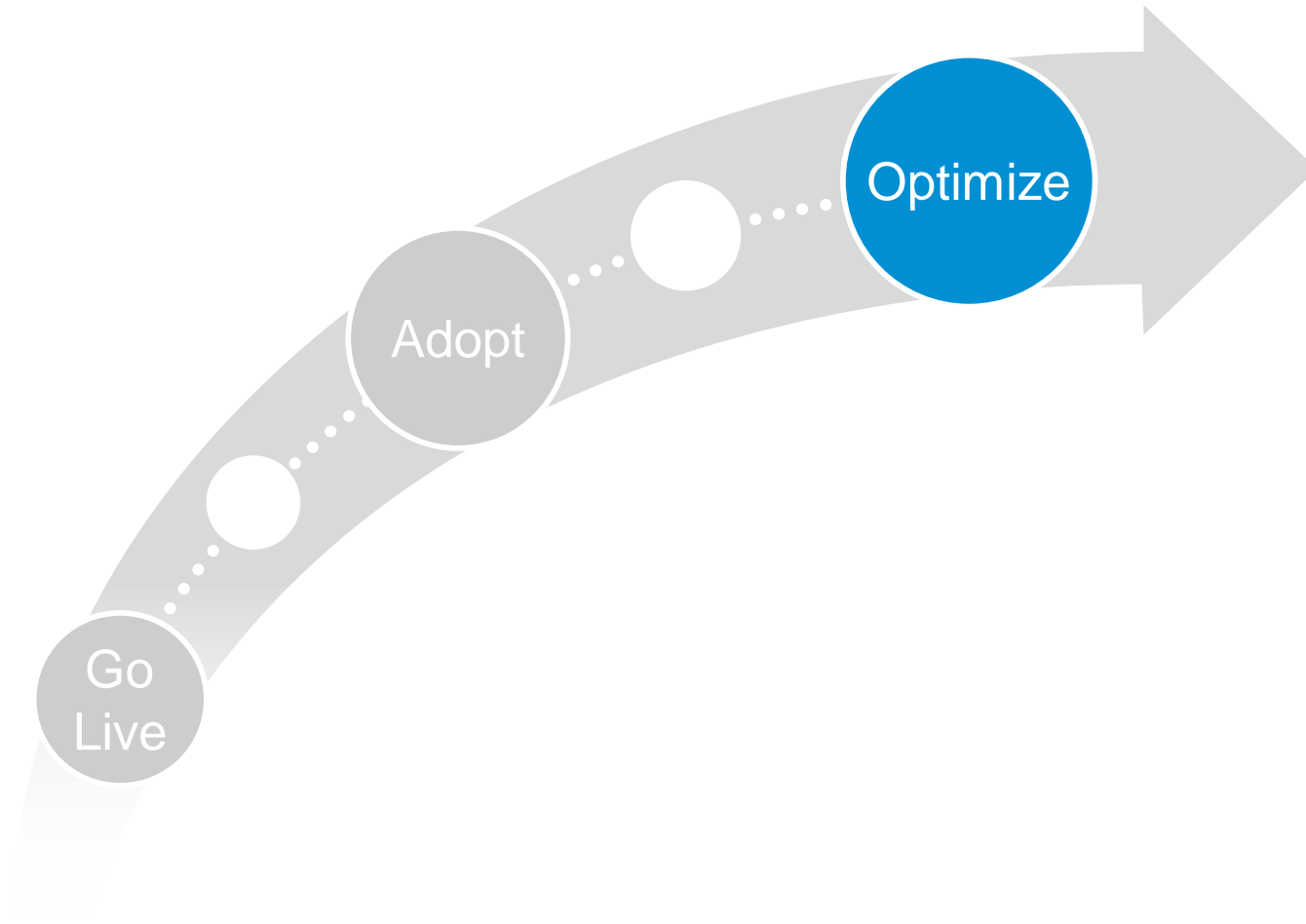
Utilization

- Expense
- Travel
- Expense Pay
- Mobile
- Audit
- Invoice

Productivity

- Time to process
- Time to approve
- Time to pay

Where Are You?



Metrics

Audit

- Utilization
- Failures, reasons

Airline

- Spend, Domestic/International
- Tickets, Domestic/International
- Vendor, Booking Window, Class, Ancillary Fees

Hotel

- Spend
- Average Daily Rate

Car Rental

- Spend
- Average Daily Rate

Meals

- Spend

Mileage

- Spend

App Center Partners



Constantly Evolving the Traveler Experience

Next steps for Spend Management



Add-on Solutions Scale with Your Business and Support Your People



Concur® Expense

- Concur® Request
- Drive
- Budget
- Expenselt in Concur mobile
- P-card Integration
- Expense Pay Global
- Expense Report Auditing
- Central Reconciliation



Concur® Travel

- Concur® Request
- Concur® Locate & Active Monitoring
- Concur® TripLink
- Triplt® Pro
- TMC Services & Integrations



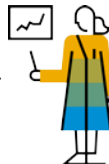
Concur® Invoice

- Purchase Request
- Invoice Capture
- Three-Way Match
- Invoice Pay

Cross-Platform Services



Intelligence (reporting)



Consultative Intelligence



User Support Desk



Service Administration

Partners in Higher Ed



Travel Management Company (TMC) Partners

<https://www.concur.com/en-us/partners/travel>

Travel Suppliers

<https://www.concur.com/en-us/partners/travel-supplier>

Learn More:

<https://www.concur.com/app-center>

<https://www.concur.com/en-us/partners>

Thank you.

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