

# The smarter way to manage spend

5 reasons SAP Concur is your best  
choice for spend management





## Not all vendors are created equal; here's why that's good for you

As you sort through the pros and cons of various spend management partners, there are many reasons to put SAP Concur at the top of your list. Because with one, integrated platform for expenses, travel, and AP, you can step forward with clarity, control, and confidence in every decision:

- You'll turn breakthroughs in AI and analytics into innovation, efficiency, and productivity.
- You'll drive insight into expenses, accuracy into AP, and safety and simplicity into travel.
- You'll deliver value across the business.
- And you'll move forward faster.

**Here are the top five reasons SAP Concur is the preferred solution for more than 46,000 organizations in 150+ countries.**

# 1 You get one platform where you can see and control all your spending

If travel and expenses aren't working together, they're not working. If you can't see all your AP and expense spending all in one place, how clear is your financial picture? And if your travel, expense, and AP systems aren't built into the same system, you end up with more clicks, slower workflows, and bigger hassles.

SAP Concur solutions bring it all together, so you can capture and analyse every digit of spend data in one, consistent, and easy-to-use experience. And no one—not you, your users, your finance team, or anybody else—has to jump back and forth between solutions. But you all get the real-time information you need to make timesaving, productivity-boosting, employee-engaging decisions.

This one, intuitive platform also connects and integrates with over 330 ERP systems, 700+ partner apps, and 300+ travel management companies, so all your spend data—across every trip, every transaction, and every invoice—is easy to access and audit.

## Separating fact from fiction.

“Integration” is something you hear from many providers, but all integration isn't equal.

- Other systems may say they integrate travel and expense, but their “solutions” often require stitching together multiple tools, vendors, or interfaces.
- Not only is this more work, it leaves gaps in compliance and blind spots in reporting.
- Concur replaces that patchwork approach with a true, end-to-end platform, driving consistency and control from preapproval to reimbursement.
- For customers, that means **up to 23% in cost savings and a 28% boost in policy compliance**<sup>1</sup>—not by overhauling everything, but by stepping forward with the right platform.

SAP Concur solutions give you everything you need to get an accurate picture of spending—in one simple system—making it easier to forecast, plan, and build out your budgets.

<sup>1</sup>SAP Concur ROI Research in Partnership with Phronesis Partners, 2024

“ I saw compliance immediately improve. Employees knew that every line item and every expense in every report was going to be reviewed by AI.”

—Marcy Hagenbuch, Finance Systems Specialist, Chobani

## How free is free?

Competitors that offer “fast and free” solutions may seem attractive at first, but they often come with hidden costs and without the depth and support you need to scale. And when you need to rip and replace down the road, “free” gets pretty expensive.

Take plug-and-play connections, for example. They often require costly development work, whereas Concur connectors are prebuilt with customisable integrations that easily sync with your systems. So unlike limited API options or rigid system requirements, our tools work with your tools, right from the start.



## 2 AI does the work for you

Leading requires efficiency. Efficiency requires accuracy. And in today's market, both require AI.

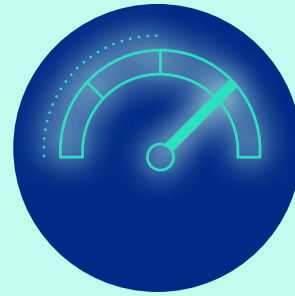
SAP Concur brings AI innovation into every spend management process—automating manual work, sharpening visibility, increasing compliance, and providing actionable insights. This makes every move more efficient and every decision more accurate. It allows you to see every expense; spot possible fraud; and look deeper into duplications, errors, and out-of-policy purchases—highlighting patterns human eyes alone just can't see.

Essentially, you can hand over tedious tasks—from data entry to everyday audits—knowing they're handled with precision and that you'll get insights now, not when your team gets around to it. So you'll have better information guiding every action, and your employees can focus on the better things they have to do.

To make things even easier, AI guides your business travellers as they book their trips—providing personalised recommendations that meet their preferences and comply with company policy. It's an effortless way to ensure your teams get to travel the way they want, and you get to stay on top of the numbers.

“Employees at Tungsten Automation are happier and more productive. They spend less time fussing with their expenses and more time doing their jobs.”

—Lori Ceccanese, Manager of Accounts Payable,  
Tungsten Automation



**Want  
proof?**

With the help of AI, SAP Concur users process **1.5x more expense reports per month 5x more efficiently.**<sup>1</sup>

Concur Invoice users process **35% more invoices and is 8.75x more efficient** than non-SAP Concur users.<sup>1</sup>

Concur Request cuts the time spent on research and submitting cost estimates **by 83% per trip.**<sup>2</sup>

<sup>1</sup>SAP Concur ROI Research in partnership with Phronesis Partners, 2024

<sup>2</sup>SAP Discovery Center



# 3 You get a real-time picture of spending for a better picture of the future

When your spending is spread out across channels, categories, and payment methods, your insight is typically blurred at best. And if you try to make decisions based on inconsistent, disjointed data, odds are you'll make mistakes—and those mistakes will be costly.

Because SAP Concur brings all your spend data from travel, expense, and invoices on the same platform:

- You can see where your policies are working, where you're spending, and where you can save.
- You'll have deeper insights into what's going out the door, so you can guide spending choices, and direct budgets where they're needed most.
- You'll give your business the flexibility it needs to act and adapt in an instant.

In fact, **more than 70% of SAP Concur users are highly satisfied with its capabilities for effective budgetary planning and expense control.**<sup>1</sup> And if you have any unique reporting needs, our [reporting specialist](#) can dive into your business to deliver dashboards and reports tailored to your questions, KPIs, and priorities. And as you grow, you can access more and more experts to help you get the most out of everything you do.

You'll have all the information you need right in front of you, plus experts showing you precisely where to look. You'll also have over 200 pre-defined reports and persona-based dashboards to choose from—which means you'll have all the answers. And because [Intelligent Audit](#) uses AI to perform more than one billion audit checks across nearly 41.5 million expense reports, you know they're answers you can trust.<sup>2</sup>

<sup>1</sup>SAP Concur ROI Research in Partnership with Phronesis Partners, 2024

<sup>2</sup>SAP Concur Internal data, Jan. 2022-June 2024

“Because we have so much more visibility into spend, we are more comfortable providing cards to employees. This gives us more useful data to make better business decisions and negotiate with suppliers.”

—Kasper Sanderink, Financial & Operational Manager,  
Team Liquid

## A siloed system is a broken system

Disconnected tools mean more than more work, they mean doing things by hand that could be automated. They mean costly compliance gaps and frustrating user experiences. But when you consolidate travel, expense, and credit card data into a single source of truth, you get one complete view in one effortless experience. In other words: One best way forward.



# 4 You can grow without software slowing you down

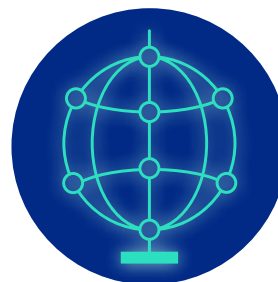
One of the biggest barriers to keeping your business growing is your business systems' ability to keep up. SAP Concur solutions scale as you grow and adapt to new markets or changing market conditions. And through it all, you'll have a crystal-clear picture of the spending that's gotten you there.

**48,000 corporate customers and 96 million users** trust SAP Concur to show them that picture—navigating the unique country-by-country regulations, fluctuating requirements, and cultural differences that impact how employees manage travel, expenses, and invoices. They trust they'll be able to capture the spend that usually slips through the cracks. They trust they'll have best practices in the industry to get them ahead.

All you have to trust is your ability to go forward.

Our competitors, by contrast, don't often earn that kind of customer confidence, because they can't keep up with changing customer demands. They lack the infrastructure and flexibility to scale beyond generic departmental needs—requiring costly workarounds or complete re-implementation as business evolves.

So instead of growing, you're slowing down.



**SAP Concur works where you do, with operations in 150+ countries, support in 29 languages, 24/7 support for office administrators, and the ability to work with all ISO-registered currencies.**



# 5 You're not in this alone

You don't single-handedly have to figure out how to implement or integrate any new systems. You're not in charge of enforcing adoption or answering every inquiry. And when you have questions, you've got someone you can turn to.

SAP Concur offers you, your administrators, and your users round-the-clock access to expert advice and support. And no matter the level of service you choose, you'll always be able to count on the experience and expertise of the world's leading travel, expense, and AP solution.

You'll get proactive, personalised customer service, so you'll not only get the most out of your spend management solutions, you'll see continual process improvements and continuous innovation.

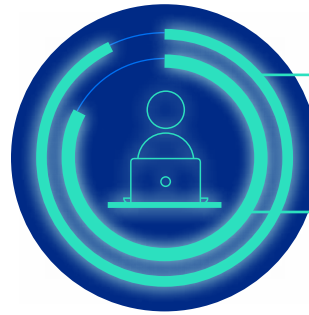
With SAP Concur, you'll have the tools, techniques, and training to tighten budgets, to navigate new regulations, to take on mergers and acquisitions, to uncover new spend categories, and to expand around the world. You'll have people in the know backing you up, every step of the way.

## Innovation or protection?

Other vendors talk about security and uptime, but there's no question that SAP Concur keeps you covered. Our platform is:

- Trusted by governments, global enterprises, and regulated industries.
- Built for security and stability, because it's built on industry-leading security protocols, continuous system monitoring, and rigorous compliance standards.

With SAP Concur, you can rest easy knowing your travel and expense information will be safe, compliant, and accessible. So you never have to choose between security and efficiency or protection and performance.



**93%** of users would recommend SAP Concur to a friend or colleague on GetApp.

**83%** of SAP Concur users give our solutions 4 or 5 stars on G2.





## This is how you move business forward faster

For 30 years, SAP Concur has worked to ensure that every person and every organisation enjoys simple travel, expense, and invoice experiences.

The SAP Concur team and its partners around the world prioritise solutions that automate manual tasks; improve employee engagement; and provide helpful, trustworthy business insights to leaders, precisely when they need it.

[Contact us today](#) to accelerate your business growth and move forward faster— toward smarter systems and greater control. All on a single, simple, unified platform for spend management.



## One of a kind across four IDC MarketScape reports

SAP Concur is the only vendor named as an AI-enabled T&E leader across enterprise, midmarket, small business, and corporate travel booking applications. That's not just an honor, that's four. SAP Concur also received a [2025 Buyer's Choice Award](#) in Expense and Travel Management from TrustRadius and was named by that publication as a [G2 Software Leader](#) in Expense Management, Invoice Management, and Travel Management.<sup>1, 2, 3, 4</sup>

<sup>1</sup> [IDC MarketScape: Worldwide AI-Enabled Travel and Expense Applications for Enterprise 2025 Vendor Assessment \(Doc #US53006425e, August 2025\)](#)

<sup>2</sup> [IDC MarketScape: Worldwide AI-Enabled Travel and Expense Applications for Midmarket 2025 Vendor Assessment \(Doc #US53006525e, August 2025\)](#)

<sup>3</sup> [IDC MarketScape: Worldwide AI-Enabled Travel and Expense Applications for Small Business 2025 Vendor Assessment \(Doc #US53006625e, August 2025\)](#)

<sup>4</sup> [IDC MarketScape Worldwide AI-Enabled Corporate Travel Booking Applications 2025 Vendor Assessment \(Doc #US53006125e, August 2025\)](#)