

Travel and Entertainment Expense Visibility: TO BE OR NOT TO BE

THE CHALLENGE.

51%

of top executives surveyed found that poor visibility into T&E spending, compliance, suppliers, etc. is their leading management concern

That is the question that top executives are answering with real-time travel and entertainment expense visibility, enabling them to be more competitive in many regions.

THE STRATEGY.

Evaluate T&E Spends (Where Your Money is Going) for Increased Savings Opportunities

Businesses have shown savings greater than

52%

Invest in Your Expense Management Process

There is a potential for

39% savings

in streamlining your workflow processes

Use the Power of Analytics to Drive Informed Decision Making

43%

Use End-to-End Technology

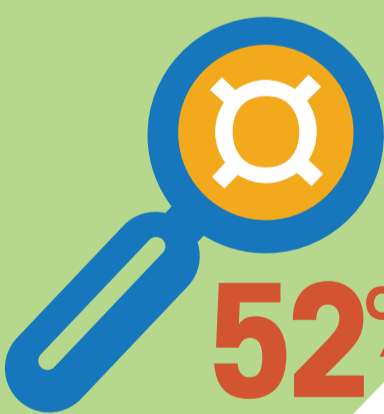
T&E research shows significant competitive advantages by 61% within End-to-End solutions (technology that captures everything from point A to Z, and all the items in between)

Best-in-Class organizations perform 43% greater than those organizations that do not have visibility in tracking current versus future spend

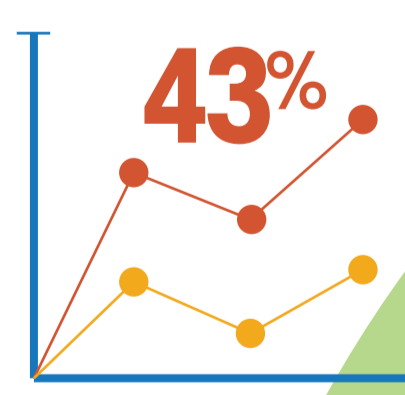
61%

THE RESULTS.

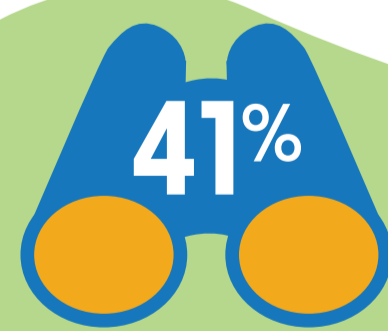
The decision to be more competitive through T&E spend analysis provides significant benefits, as seen from Aberdeen Group survey results:



More likely to identify savings opportunities



Improvement in performance vs. organizations with no visibility



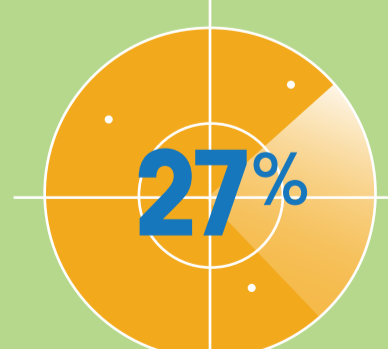
More likely to have real time insight into spend



Gained a strategic advantage in negotiations



More likely to be in compliance



Improvement in real-time views of current travel against corporate budget