



Build your business with Concur Travel and Expense

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

Deliver more value to your customers and drive revenue by extending your technology practice with the Concur Solution Provider program. Add value to your customers by offering industry-leading cloud-based travel, expense and invoice management solutions. With Concur, you'll experience a simple and efficient partner referral model designed to meet your needs.



Add Value

Your customers look to you as a trusted advisor. Concur can help you continue to drive value and meet their ongoing cloud demands by offering industry leading travel, expense and invoice solutions.



Expand Effortlessly

Our referral model requires minimal technical and sales expertise, yet you still reap the benefits. Plus, you will receive the tools, training and support to help you build a successful Concur practice.



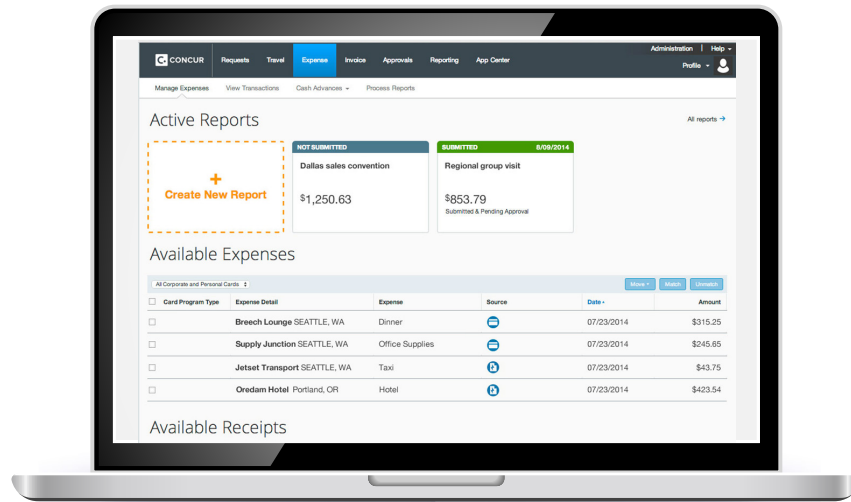
Grow Profitability

We will help you meet market demand, while gaining access to business decision makers. Expand your reach and accelerate your business growth to improve profitability.

Join the Concur Solution Provider program and differentiate yourself as a trusted cloud advisor!

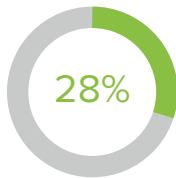
Three levels of partnering opportunities, each with unique benefits designed to help you drive customer satisfaction and revenue, allow you to participate at the level that best suits your needs. As a Concur Solution Provider benefits include:

- Tiered performance based program structure aligned to your needs as a partner
- Marketing support and resources to drive demand
- Training tools and resources to help your team
- Referral model requiring little investment

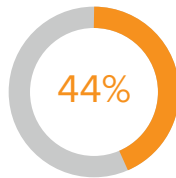


Give them one more reason to trust you by helping them see and gain control their expenses.

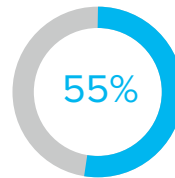
Win with the market leader in travel, expense and invoice cloud solutions by extending your business beyond infrastructure and services to Concur's online expense automation. Help your clients connect all their spending in a single system that is simple for everyone while gaining more control. Be the hero. Show them time and money savings like this:



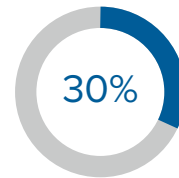
shorter expense approval cycles when you use mobile apps for travel and expense management.¹



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



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



reduction in costs when moving from paper-based invoicing to an automated process.⁴

Sign up for the Concur Solution Provider program at concur.com/solutionprovider

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, Forrester Consulting, May 2014. 4 Source: Aberdeen, 2013.

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