SAP Concur Talk Track

PivotPrime for Client Billing

featured customer success story

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Project Expenses are a Big Deal

Just How Big is Big?

you might want to sit down for this

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PivotPrime | project expenses are a big deal

USC CONSULTING GROUP™
Empowering. Performance.

- ✓ Background:
  - ✓ **Happy Concur Expense Customer**
    Accurately tracking and allocating **Client and Project** for all expenses
- ✓ Client Billing Red Flag:
  - ✓ **Suspected Discrepancy**
    Between Expense Report project totals and those generated from the Accounting System
  - ✓ **Conducted Audit**
    Compared Concur data vs Actual Bill Back $ generated from their Accounting System
- ✓ Findings:
  - ✓ **Cash Leakage**
    1.35 M in missed billable expenses
  - ✓ **Over Short Time-Frame**
    18-month period
  - ✓ **Read All About It!**
    https://www.pivotpayables.com/success-global-consulting/

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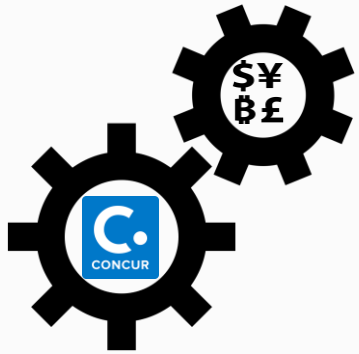
before PivotPrime | how did this happen?

Expense Reporting

Automated

- Smart Devices
- Rules-Based
- Point & Click Entry
- Submit On-the-Go

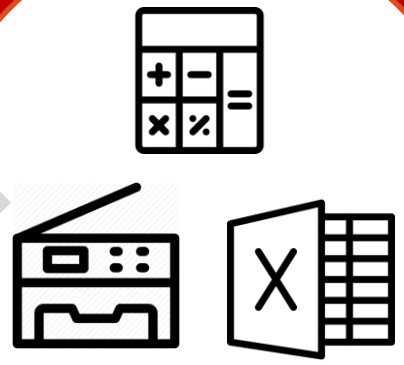
Data Organization



Automated

- By Client & Project
- Split Among Clients/Projects
- Multiple Expense Reports

Project Invoicing



Manual

- Copy Receipts
- Review Expense Reports
- Type Data into Spreadsheets
- Multiple Reviews

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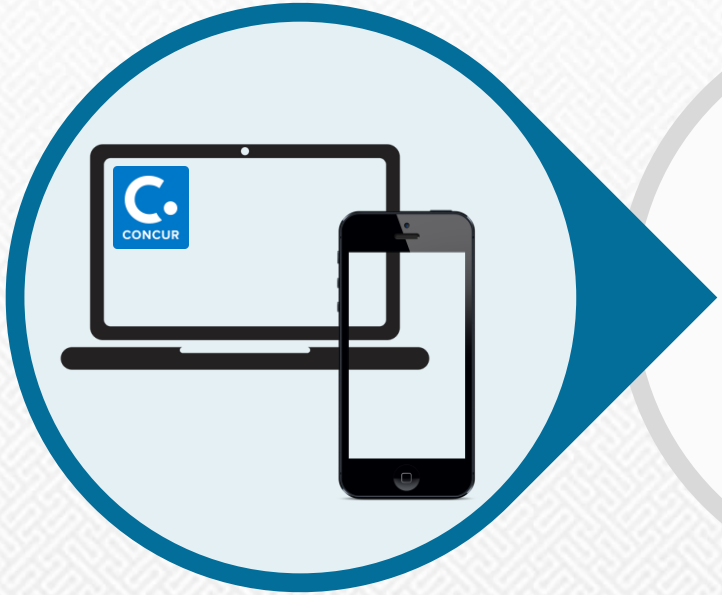
PivotPrime | how this happens now!

Expense Reporting



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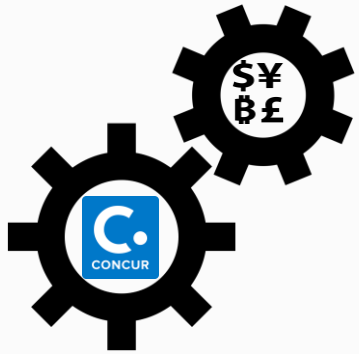

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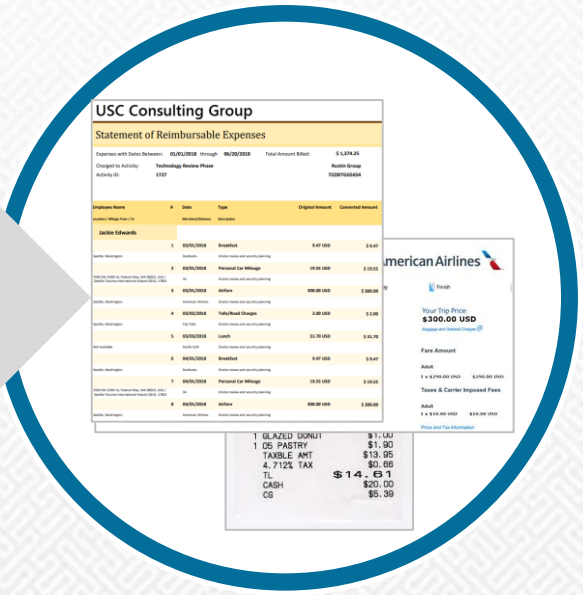

Now Automated

- Generate Reports in Seconds
- Client & Project
- Precise Allocations
- Data from Multiple Expense Reports
- Includes Receipt Images

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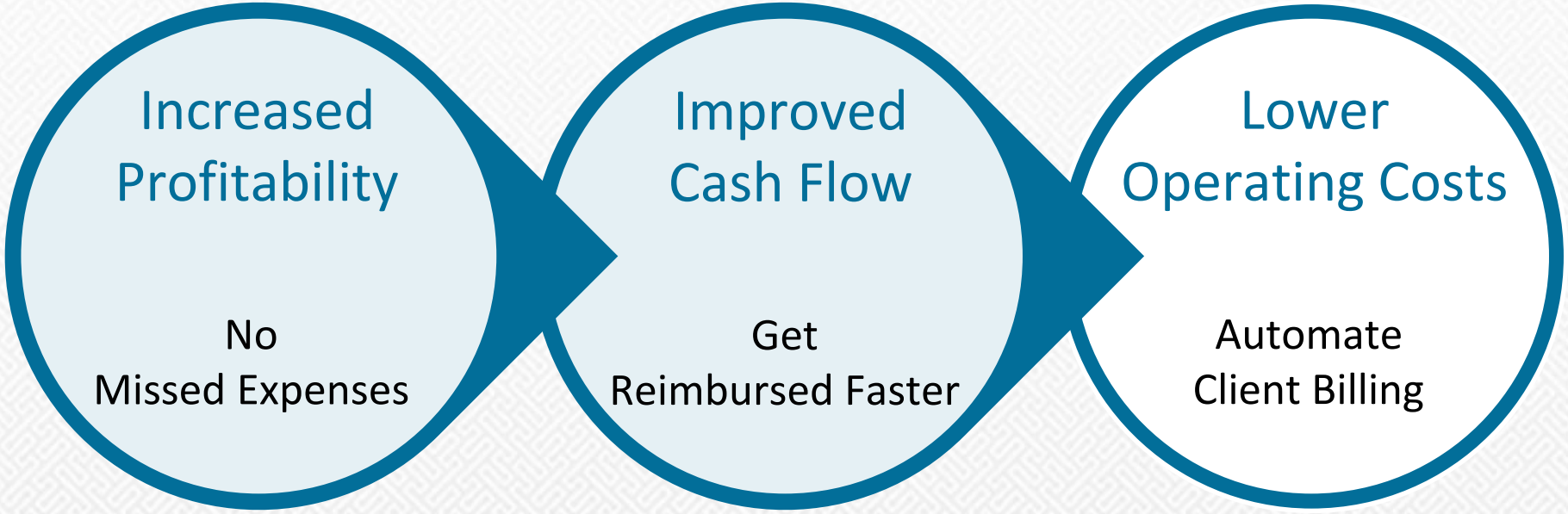
PivotPrime | problem solved on day one



Customer-Facing Resources

- **Bottom Line Improvement Calculator**
  Let customers crunch their own numbers for a manual vs automated process.
  http://www.pivotpayables.com/bli_calculator/
- **Explainer Video**
  The business problem clear and simple.
  https://www.pivotpayables.com/concur_project_expense_mgt/
- **Customer Stories**
  Light reading that talks about heavy benefits.
  https://www.pivotpayables.com/concur_project_expense_mgt/ (scroll to bottom of page)

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Are You Missing Billable Expenses?

Crunch Your Own Numbers & Find Out!

www.pivotpayables.com/bli_calculator

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