

AP Invoice Processing in Higher Education



October 18, 2017

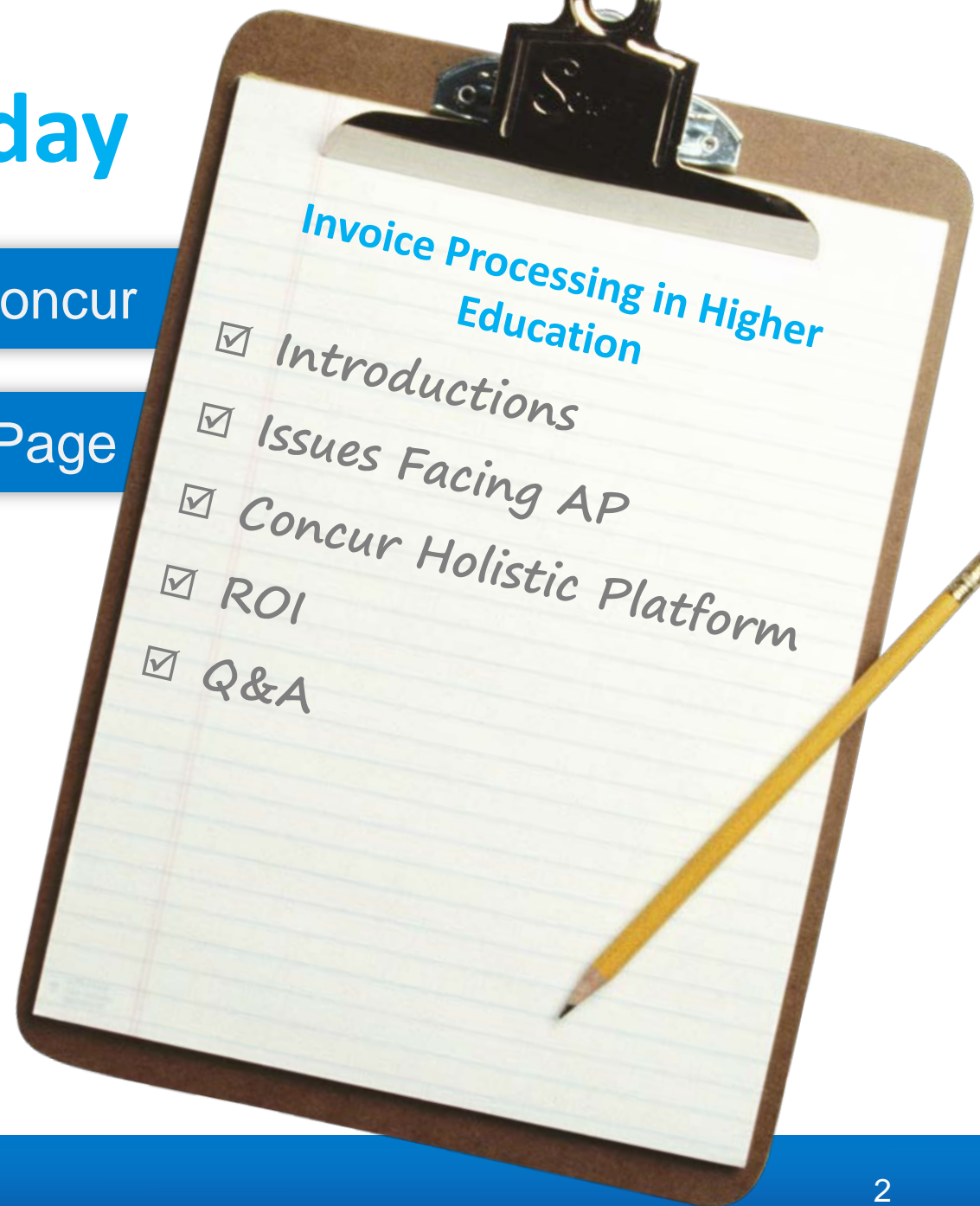
Overview of Discussion Today

Randy Wayman | Regional Sales Executive, Concur

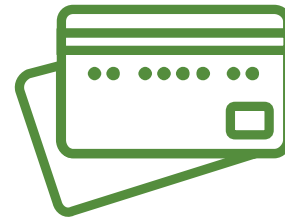
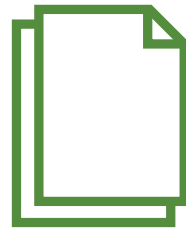
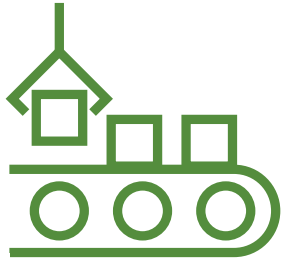
Scott Brady | Interim Controller, College of DuPage

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There is A LOT of Spend to Manage!



Direct
PO

Indirect
PO

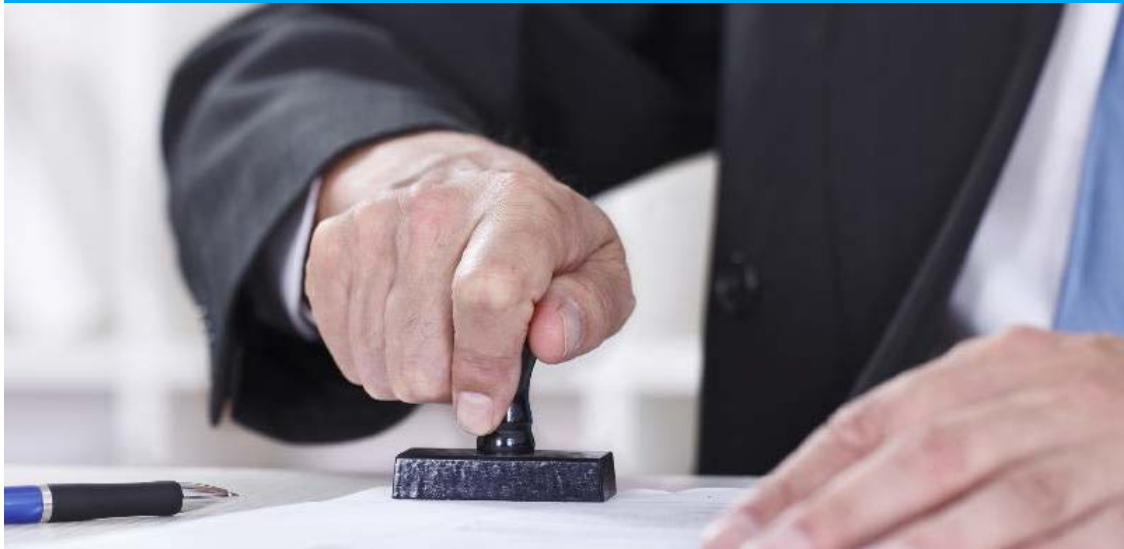
Indirect
non-PO

P-card

Expense
reports

Spend is Split into Two Categories

Pre-approved spend



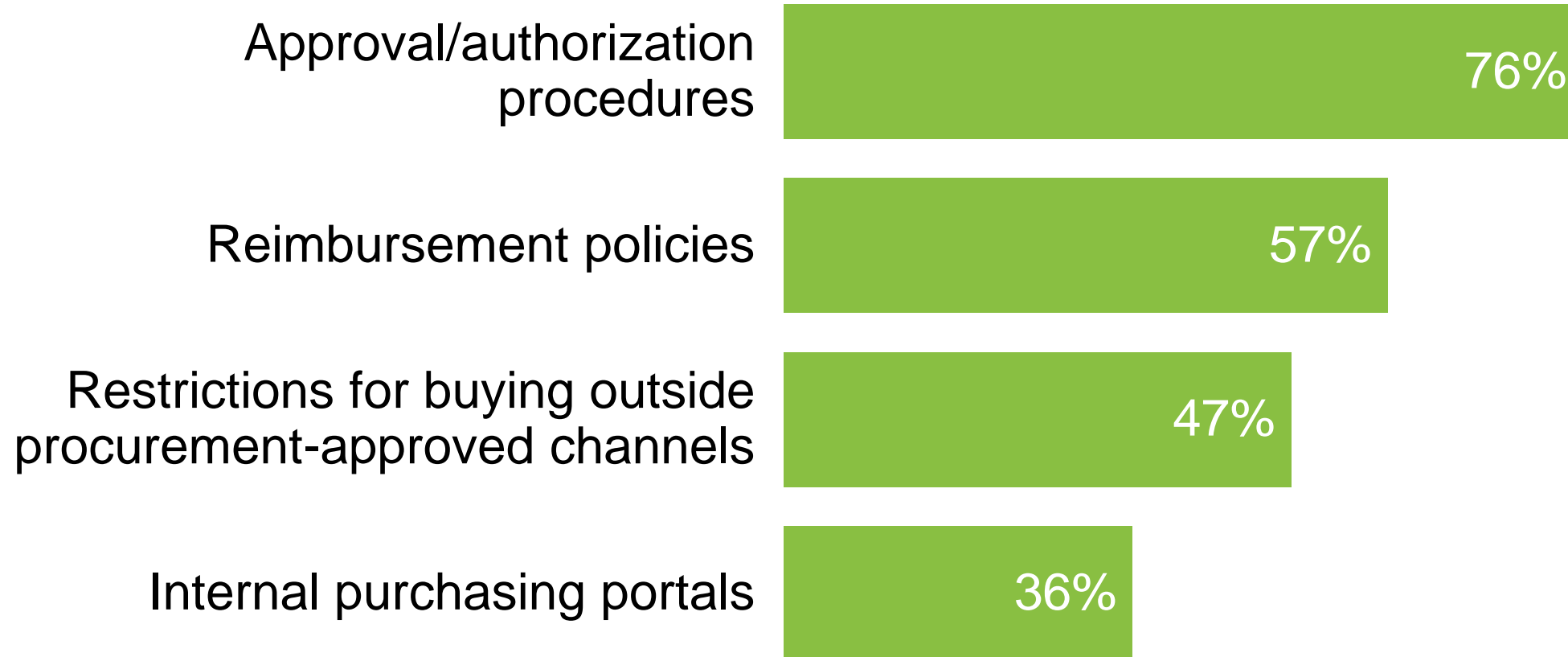
Centralized, process-driven,
and can be automated

User-driven spend



Decentralized and not
pre-approved

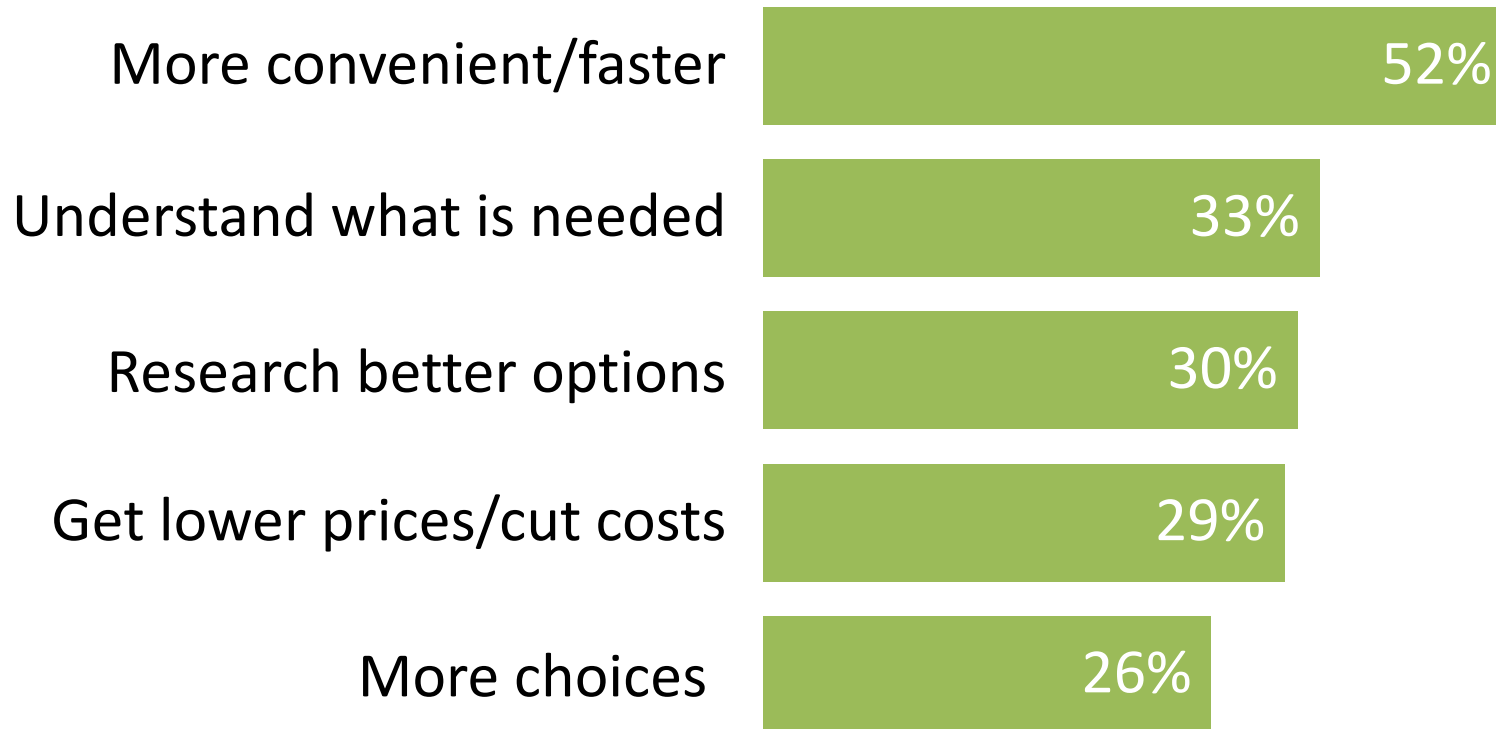
“Which of the following procurement policies are in place today?”



Base: 1,580 end users
Source: Forrester Consulting on behalf of Internship, August 2014.

Rise of the Empowered Business User

“What are the most important factors prompting you to purchase products or services for work yourself?”



Base: 1,580 end users

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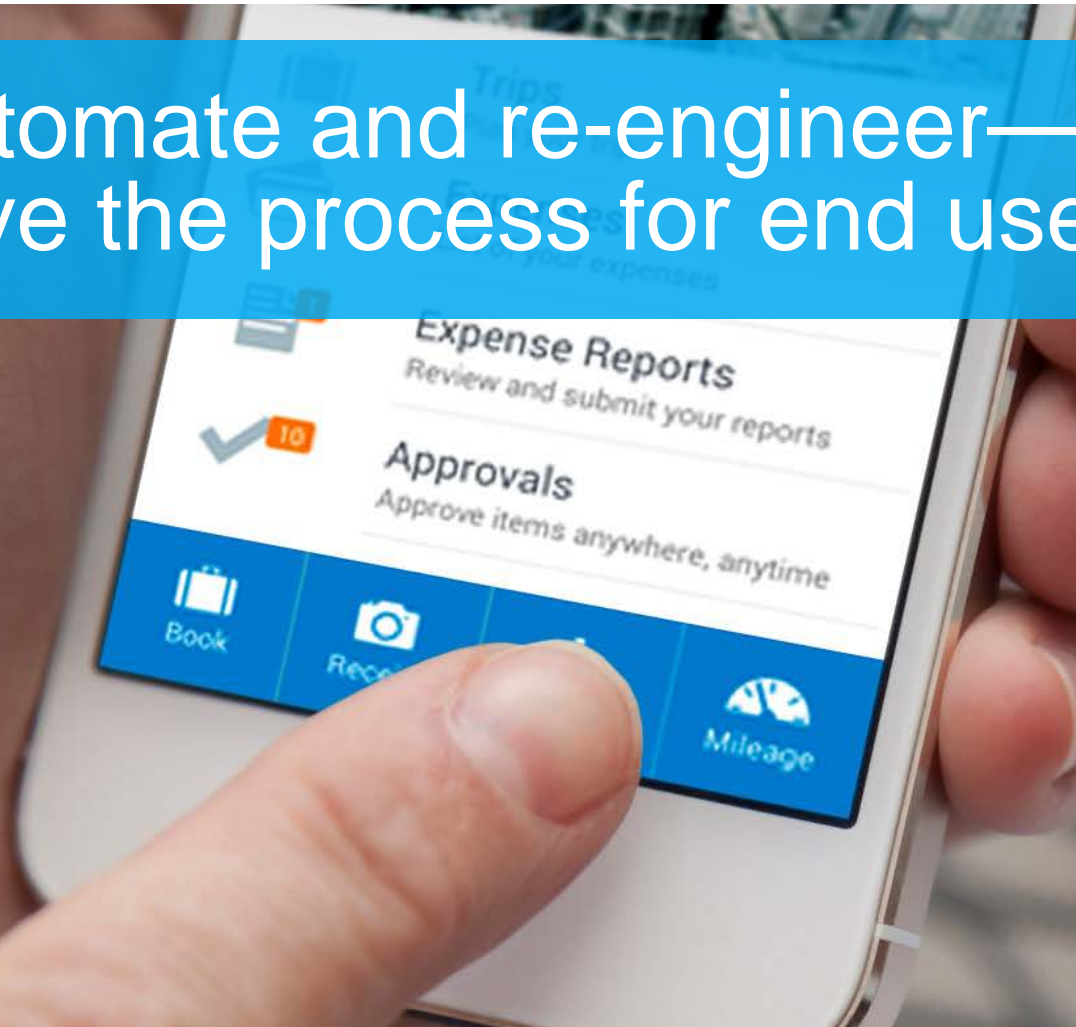
Your AP challenges



- ☑ Manual data entry
- ☑ Approvals & Matching
- ☑ Cash flow management
- ☑ Lost invoices
- ☑ Insufficient controls
- ☑ Lack of visibility
- ☑ Too much paper
- ☑ Long cycle times

Innovating accounts payable.

Re-automate and re-engineer—
improve the process for end users.



The Concur Higher Ed Approach

Assigned H.E.
Deployment
Team

Create a
mobile
experience.



User
Conference &
Vertical-
Specific
Groups

Client
Executive
Service
Support

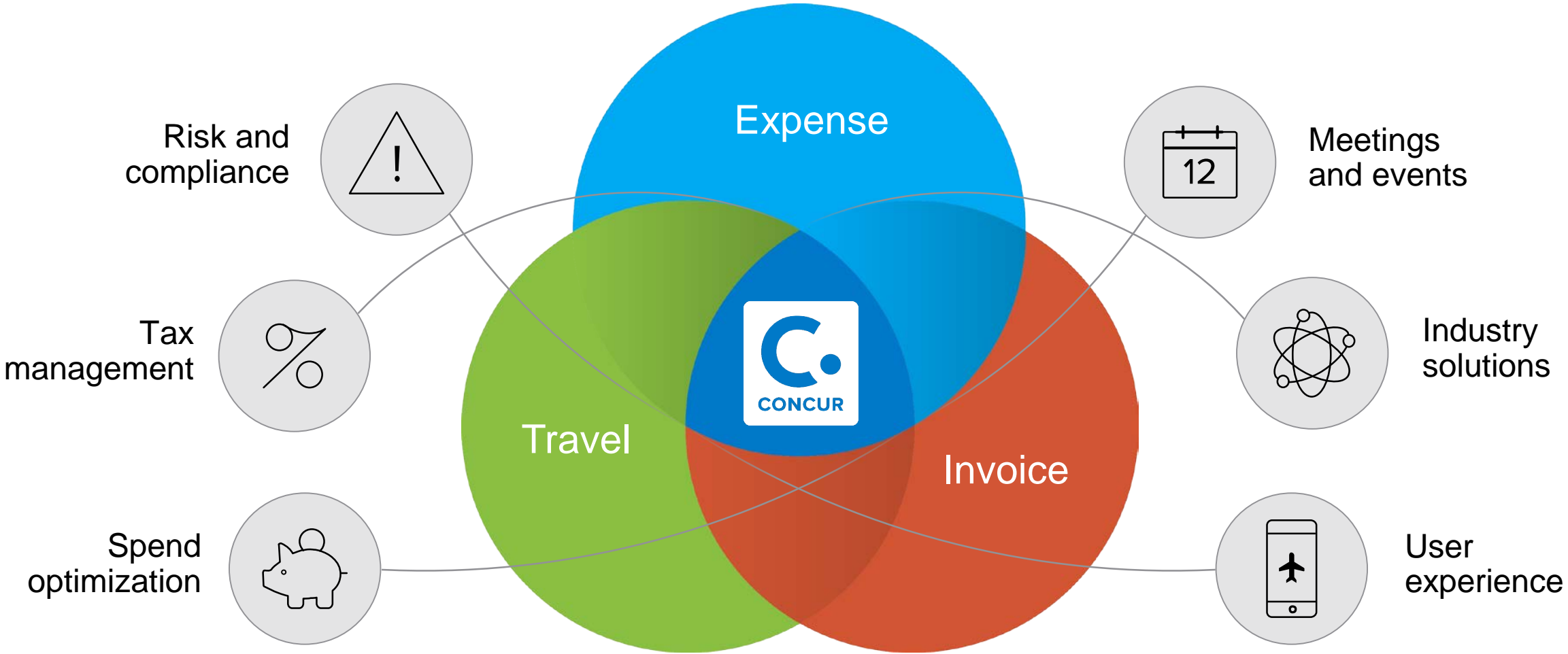


Create an
efficient AP
engine.

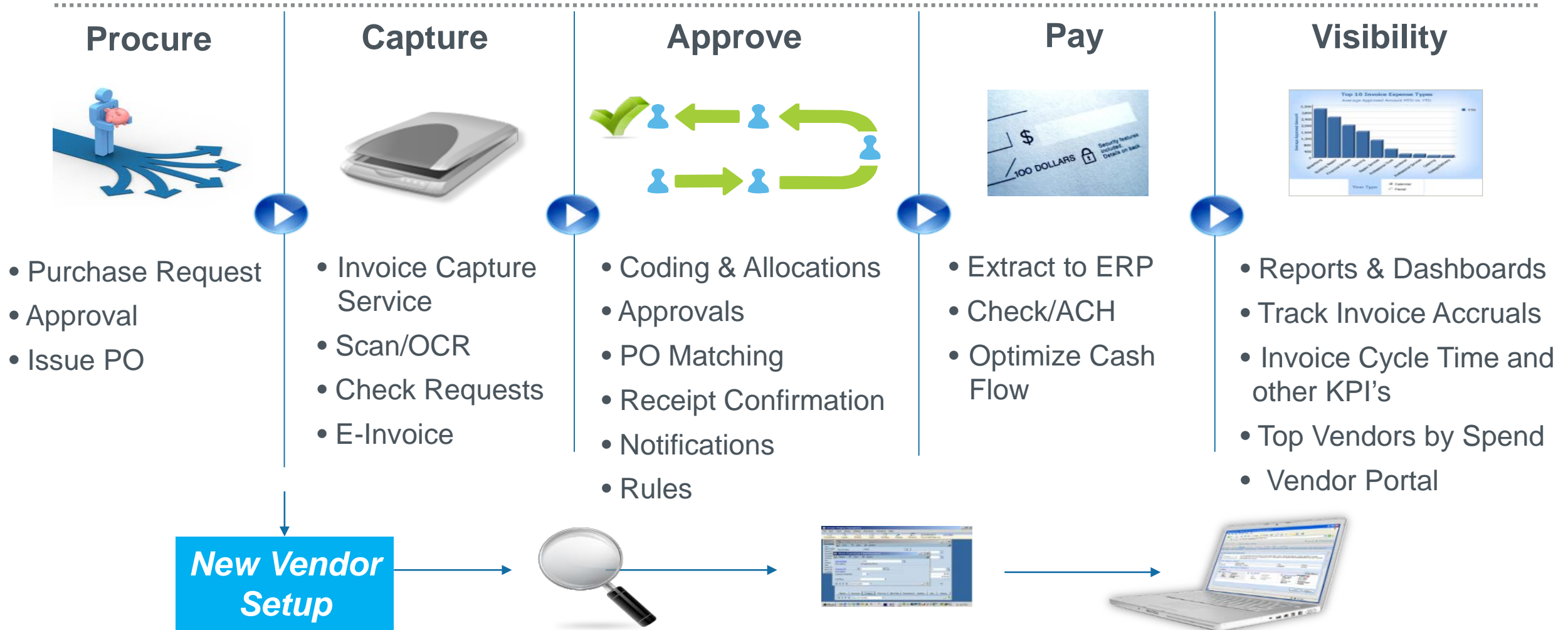


fusion

Capture All Employee Spend



Concur Invoice Management



Concur Invoice Capture



- **Concur handles fulfillment – globally 3 locations**
- **OCR is fully capable from day 1, no training required**
- **2 OCR engines + Concur Validation = top accuracy**
- **Single ecosphere Concur employees, no third-party**
- **Futureproofing with SAP Leonardo** 

Concur Invoice Business Value



- 505% Five year ROI
- 5-month Payback period
- \$15,418 Average annual savings per 1,000 invoices
- ↓34% Time on invoice mngt tasks
- 51% Average vendor pay acceleration
- ↓45% # of questions to AP from vendors
- ↑11% LOB staff productivity from mobile

"The Business Value of Concur Invoice" report, IDC, Inc., February, 2017

College of DuPage ROI Discussion

- Vendor Invoice Spend
 - *Pay with Virtual Mastercard*
 - *Averaging 28% Attach Rate*
 - *COD Invoice Spend - \$70mm*
 - *20% conservative attach estimate - \$14mm*
 - *Rebate of 1.5% - \$210k*
 - *18,000 annual invoices - \$60k*
- Other benefits
 - *Back Office efficiency – eliminate all manual invoice entry*
 - *Employee Job enrichment*
 - *Check Requests - \$1 per check*
 - *Online Requisitions*
 - *Vendor portal*

