

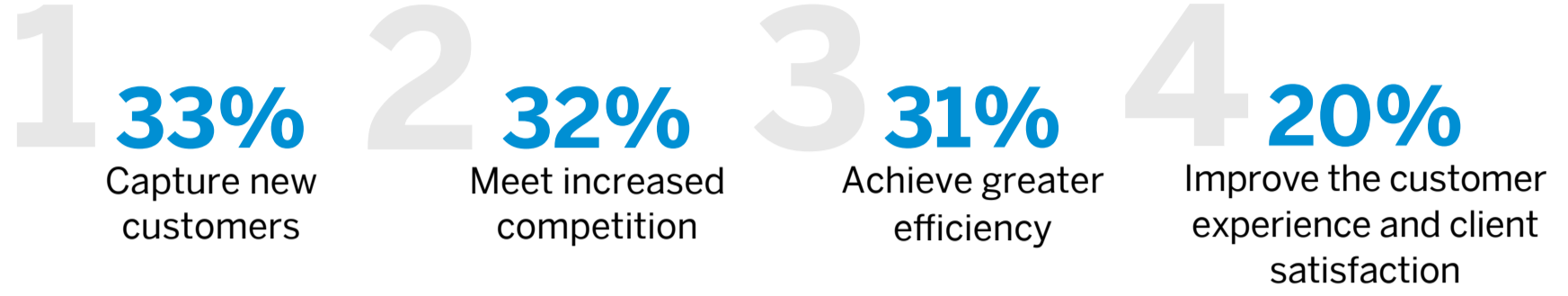
Intelligent Finance: Enabling Growth Before and After Business Expansion

How are enterprises around the world managing to grow and scale their business? And what can you learn from their experiences? A new survey of 500 finance and IT executives in enterprise and small-to-midsize companies – conducted by Oxford Economics and SAP – reveals valuable findings.¹



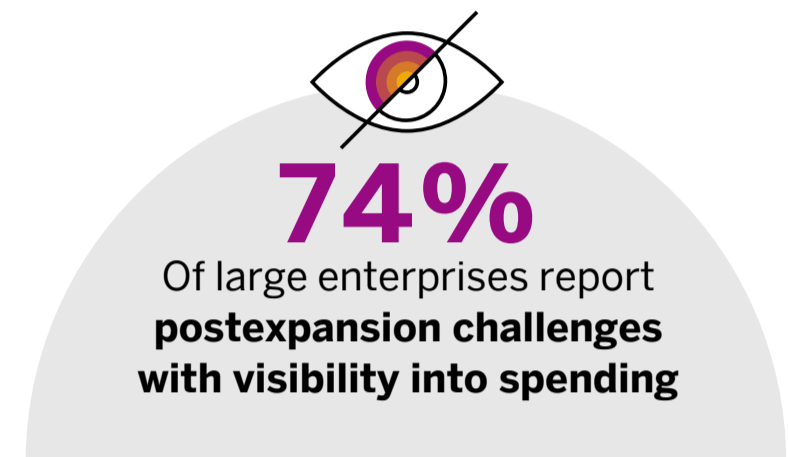
Enterprises are pursuing growth to scale their success.

Top reasons enterprises underwent their recent expansions:



During pre- and postexpansion, growth is rarely easy.

Finance executives report spending more time on day-to-day tasks such as:

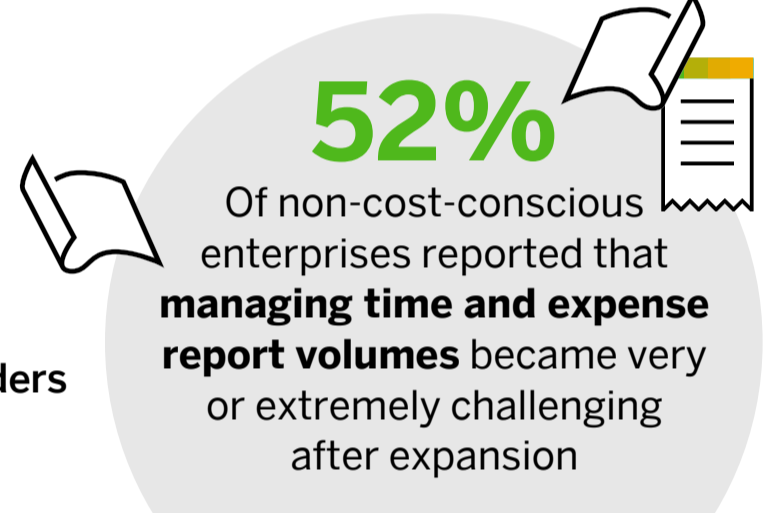


Adding more headcount doesn't solve the problem – and can create new headaches.

As companies increase headcount, they report spending **more** time on:

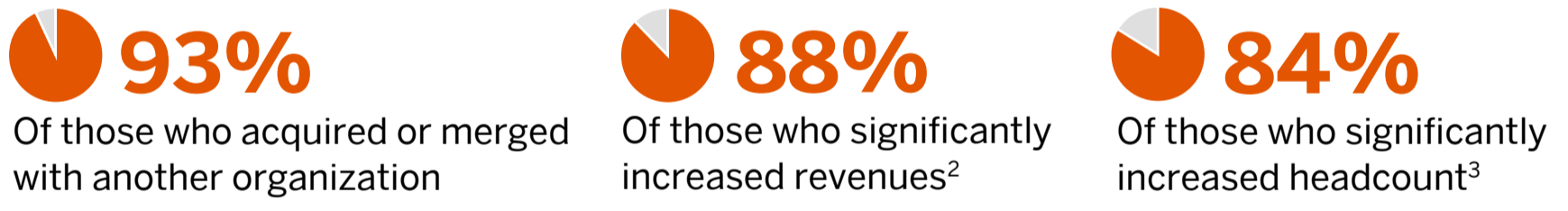


- Spend and cash flow management
- Expense report processing
- Aligning growth strategy with internal stakeholders
- Financial planning and analysis



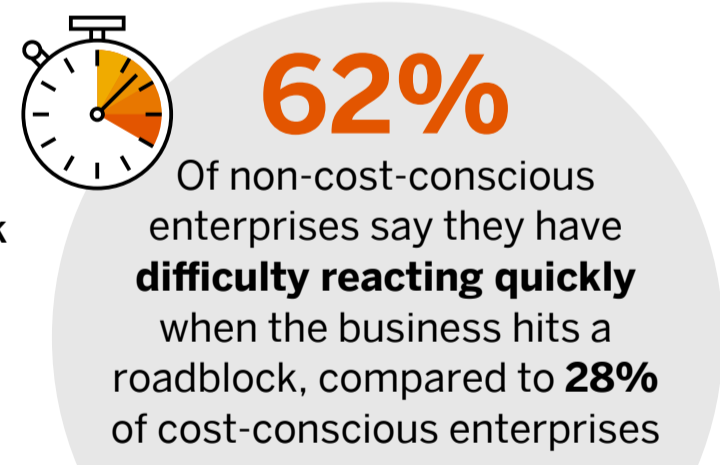
But cost-consciousness greases the wheels of successful expansion.

Businesses with fast revenue and profit growth factor cash flow and spending heavily into expansion-related decision-making, including:



A focus on costs improves performance in non-spend-related areas such as:

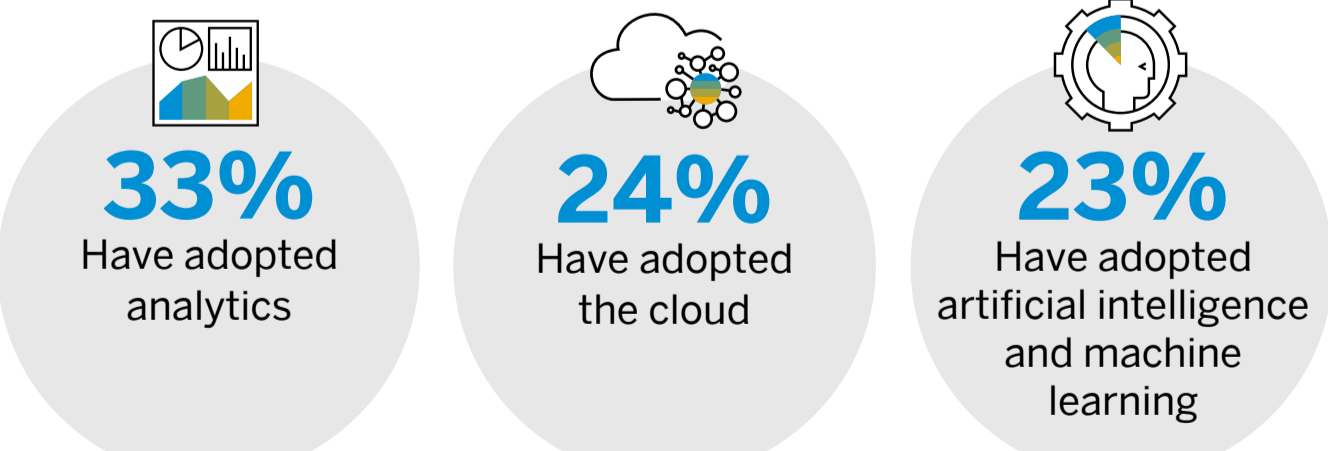
- Speed of recovery after encountering a roadblock
- Breaking down silos between business units
- Corporate culture and employee satisfaction



Intelligent spend and cost controls enable efficient growth – without additional headcount.



Companies are implementing new technologies to support growth. According to survey respondents:⁴



It's time for IT and finance to join forces and enable intelligent finance.

With SAP® Concur® solutions, IT leaders can **consume process innovation** that automates key finance tasks such as travel, expense, and invoice handling. Finance leaders can **achieve full visibility** into the employee spending and costs they need to be effective. Together, they can transform cash flow and discretionary spend management in ways that fuel growth strategies.



Learn more

Read the [Oxford Economics survey](#) paper to explore how intelligent spend and cost controls can help you drive efficient growth.

1. "Managing an Expansion: Keys to Successful Business Growth," Oxford Economics, Q1 2019.
2.-4. Raw data from "Managing an Expansion: Keys to Successful Business Growth," Oxford Economics, Q1 2019.