

How to Get Started with TCG

SAP Concur Certified Implementation Partner (CIP)

August 2021



SAP® Concur® Partner
Professional Implementation

E&I

TCG's Expense & Invoice Practice
Assessments | Strategy | Sourcing | Implementation | Management

Application of TCO-TMPE®

E&I applies spend management methodologies beyond expense and invoice management automation. Our patented TCO-TMPE® platform, we can design and configure expense and invoice management solutions that will save you time and money, while improving spend visibility and tracking.

End-to-End Management

Our SMEs have been trained and certified by suppliers in multiple solutions. We manage end-to-end program implementation with global subject matter expertise and functional consultants in each category of travel, meetings, payment and expense (TMPE) according to your company needs.

Incorporate User Experience

User experience is very important for expense and invoice systems. Capturing all required data is necessary in a system but creating a friendly user experience and reducing the amount of time necessary to create expense reports or submit invoices for payment can save time that can be used toward other job responsibilities.



260+

Successful Client Engagements

130

Global Markets of Experience

96%

Average Client Sat. Score

CIP

SAP Concur Certified Partner

TCG Certified Implementation Partner (CIP) Value

TCG CIPs are strategically provisioned, consistent with overall SAP Concur partner ecosystem goals, to solution additional client support roles not traditionally fulfilled by supplier implementation teams. TCG's value differentiation and customizable tasks include:

+ All-Inclusive Project Plans

Resources, Tasks, Schedules, Risks, Data, Documentation, etc.

+ Enhanced Training

- Materials (FAQs, Cheat Sheets)
- How-To Recordings and Webinars
- Group and/or Individual Sessions
- Ongoing Education Curriculums

+ Comprehensive System Testing

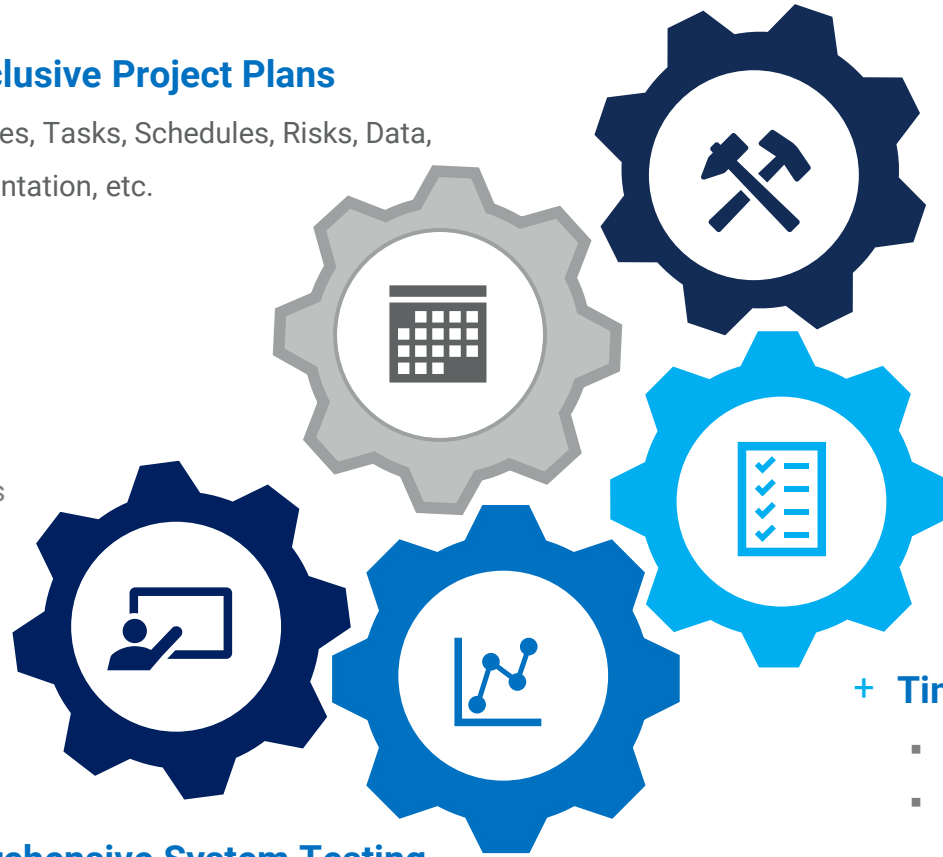
Functional, Integration/End-to-End and User Acceptance

+ Complete Program Requirements, Discovery, Options Vetting and End-to-End Design

- Company Strategic Imperatives (SIs) Alignment
- Expanded Stakeholder Surveys, Interviews, Workshops and/or Discovery Sessions
- Comprehensive Program Integration Requirements
- Access to Broader Industry and Similar Company (Spend, Maturity, Markets, Volume) Best Practices

+ Timely and Accurate Configuration

- Accelerated timeline for complex configurations
- Internal QA of any configuration to ensure accuracy prior to client testing handover



5 Reasons To Engage

A TCG CIP Expense & Invoice Expert

2

Improved User Acceptance

Through the foundation of DISEC+, TCG's change management approach, SMEs provide strategies to deliver communication, training, risk management, and methods to increase user adoption for the different stakeholder groups and departments throughout your organization.



4

Drive Business Growth

E&I SME's can help your organization navigate the most effective path to identifying and increasing savings opportunities. TCG leverages our TCO-TMPE® methodology to uncover hidden costs and savings in your TMPE program to help drive business growth.

1

Increased Visibility

Expense & Invoice Subject Matter Experts (E&I SMEs) apply spend management methodologies beyond expense and invoice management automation. Through TCG's patented TCO-TMPE® platform, SMEs can design and configure expense and invoice management solutions that will save you time and money, while improving spend visibility, forecasting and tracking.

3

Reduce Risk

E&I SMEs leverage industry best practices, processes, tools and oversight to ensure superior service delivery on every engagement. Their extensive knowledge of various industries, suppliers and global market experience can help mitigate risks and optimize your TMPE program.

5

Build Sustainability

A E&I SME can assess your current program and help your organization become equipped to make sustainable choices. SMEs provide an unbiased perspective and industry peer benchmarks that your company may not have otherwise.



Travel



Meetings



Payment



Expense

Expense & Invoice (E&I) SAP Concur Services

- ✓ Policy & Process Assessments
- ✓ New Expense Implementations
- ✓ Reconfiguration & Optimization
- ✓ Expense Program Expansions
- ✓ Tracking, Reporting & Administration
- ✓ Payment Utilization & Integration
- ✓ Supplier Onboarding & Enablement

For 26 years, TCG Consulting has created and implemented strategies to transform, manage and optimize global travel, meetings, payment & expense programs.

SAP Concur and TCG Partnership

16+ Years of SAP Concur and TCG Client-Centric Results



TCG manages a network of strategically provisioned client advisory and CIP resources worldwide



TCG's TCO-TMPE® aligns with SAP Intelligent Spend Management (ISM) methodologies and spend capture objectives



TCG's total representative TCO client spend under management exceeds \$26B



SAP Concur is among TCG's highest priority strategic partners

Concur and TCG Initial Joint Delivery for Clients (Starting with Client-Side Engagement Delivery)

2005

2010

Worked with Concur Resources to Design and Implement Travel & Expense in 50+ Markets
2 of the Top 3 Largest IBM-GERS Expense Users Engaged TCG for Expense Support

Concur and TCG Embarked on a 24 Month and 54 Market End-to-End Client Transformation

2018

TCG Receives Patent Approval for TCO-TMPE® (Total Cost of Ownership for Travel, Meetings, Payment & Expense)

Global Partnership Expansion Added 6 New CIP Resources

2019

2019 Distinguished Partner Award
Interacted with 300+ Concur Clients
Featured Speaker at Concur Client Summit

2020 SAP Asia Pacific Japan Partner of Excellence for SAP Concur Solution

2020

Providing Value to the Market with a Partnered Thought Leadership Session at [CFO Summit on Digital Transformation](#) and [Joint Podcast on Sustainability](#) and TCG's 18th TCO Component

2021

Contact Us

Edward Curtis | Associate Director E&I
Edward.Curtis@TCGConsulting.net

Watch TCG & SAP Concur Video

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