

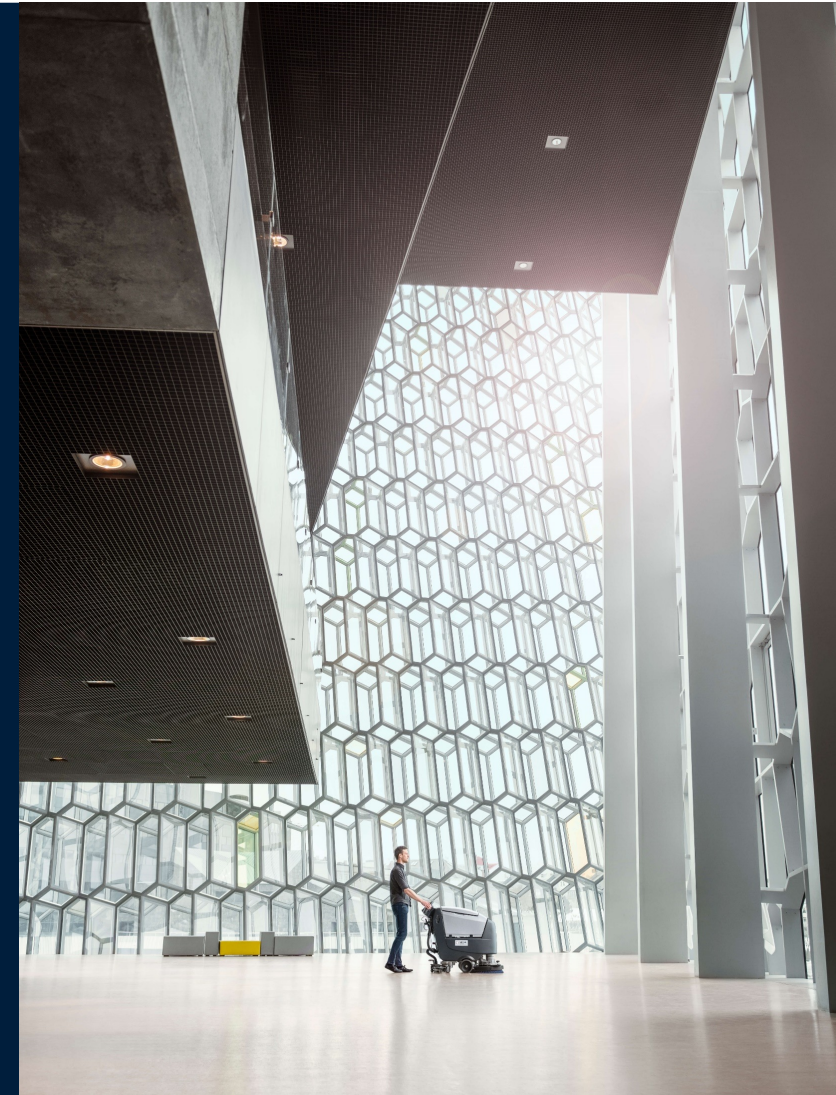
THE FUTURE HAS ALREADY STARTED

Take control, create transparency and
optimize compliance over Travel & Expense
spending – **the real benefits harvested** by:



AGENDA

- 1 Welcome & Introduction
- 2 Global Implementation of SAP Concur at Nilfisk
- 3 Q&A with Renny Ulka, Nilfisk



KPS is an experienced and successful SAP Concur Partner across The Nordics.

Located in Lysaker, Oslo

**Managed by:
Tom Wrangel
Gulbrandsen**



250K+
satisfied end-users in
80+ countries



+30
reference clients
in The Nordics

1.300

Consultants

14

Offices in
Europe

180 Mio.

Euros in Turnover

+100%

annual revenue
growth in 5 years

SAP Concur Reseller
&
Certified for
Implementation

Transforming Spend Management: Identify Business Challenges and Solutions to Improve Compliance and Transparency

	Inaccurate mileage reimbursement	Replace cumbersome manual mileage tracking with an automated app, simplifying the process and increasing accuracy and control for a category of expenses that is traditionally hard to manage.
	Limited decision-ready data	Get access to travel and expense analytics to uncover excess spending, and help you strengthen policies, compliance, and cost control.
	Reduce costs of mistakes and fraud	Use intelligent technologies such as Artificial Intelligence and Machine Learning to automatically review expense and receipt data, increasing accuracy and control while simplifying the audit process for AP.
	Changing policies and regulations	Work with audit experts to allow organizations to increase spending oversight without adding overhead.
	Improve spend governance	Provide full transparency into spending and key metrics, giving businesses the visibility to control costs, improve compliance, and increase forecasts and budget accuracy – so you can prioritize spending and make better business decisions.

The Objectives?



Nilfisk at a glance



A global leader in the professional cleaning equipment industry since 1906



4.700 employees worldwide



Offices in 40+ countries



967mEUR in annual sales



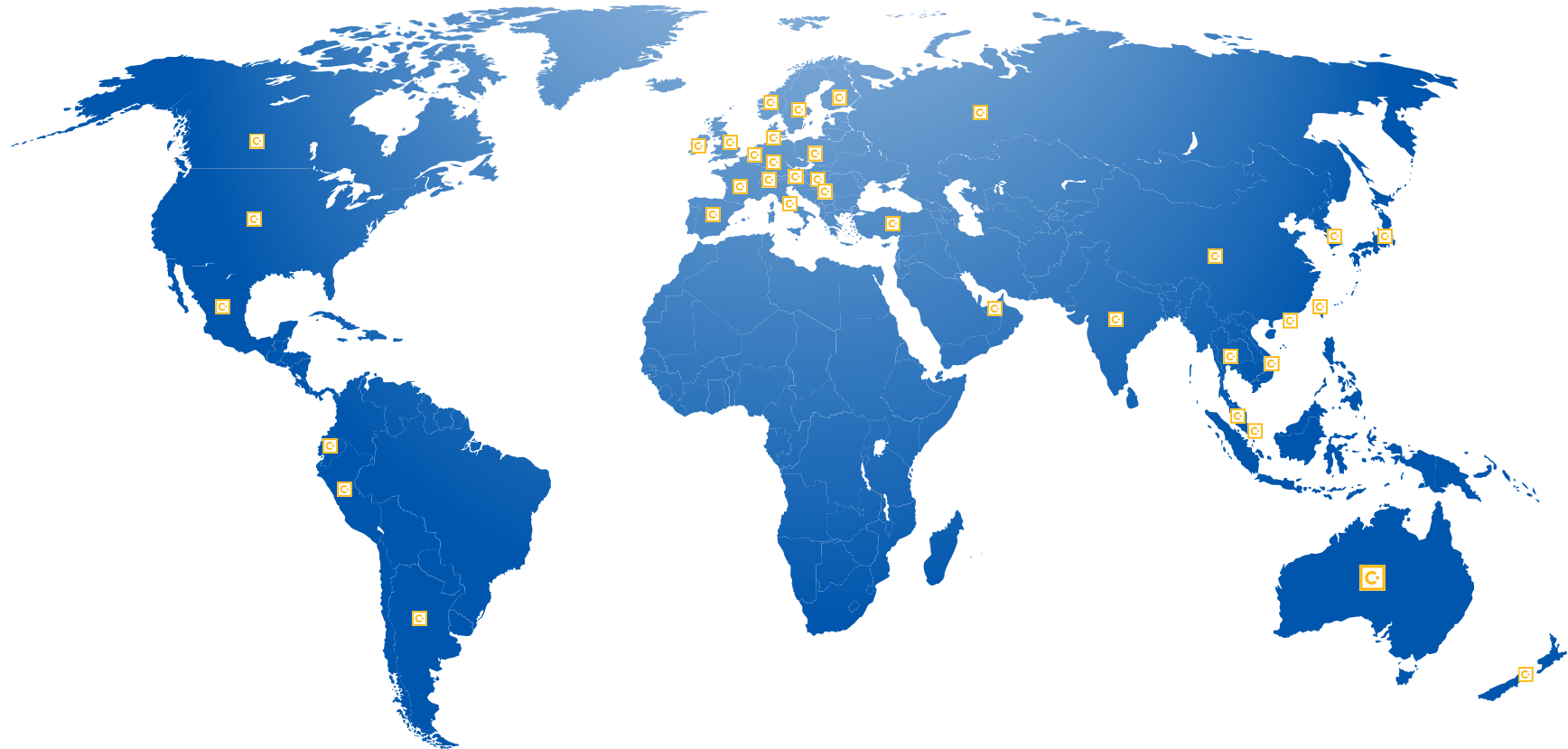
Sold in more than 100 countries



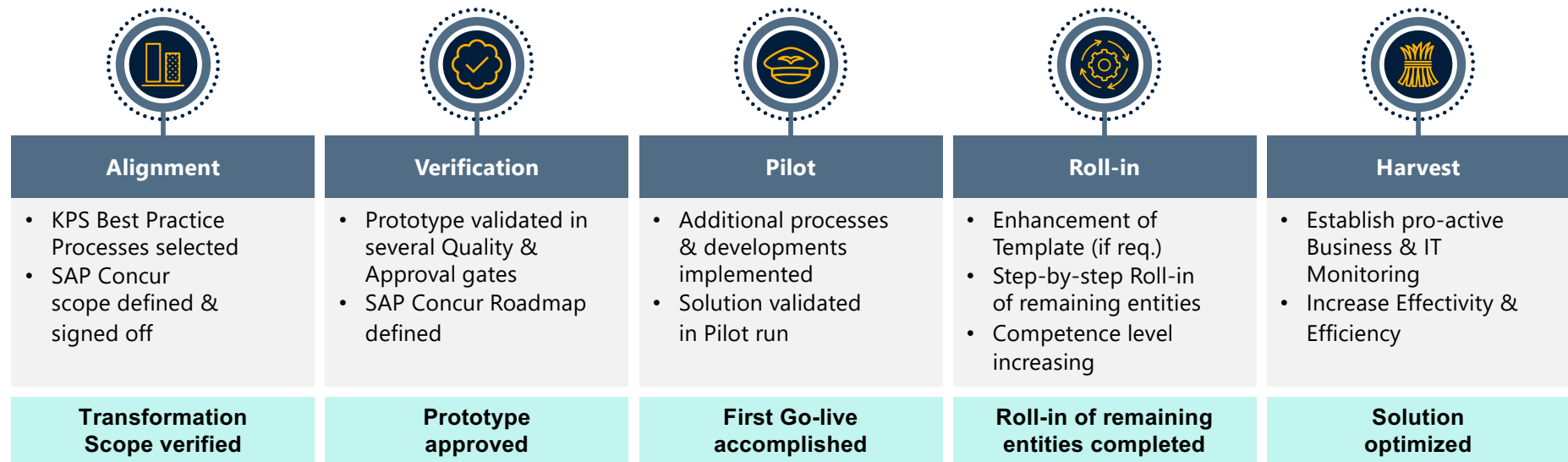
92% of revenue is from B2B



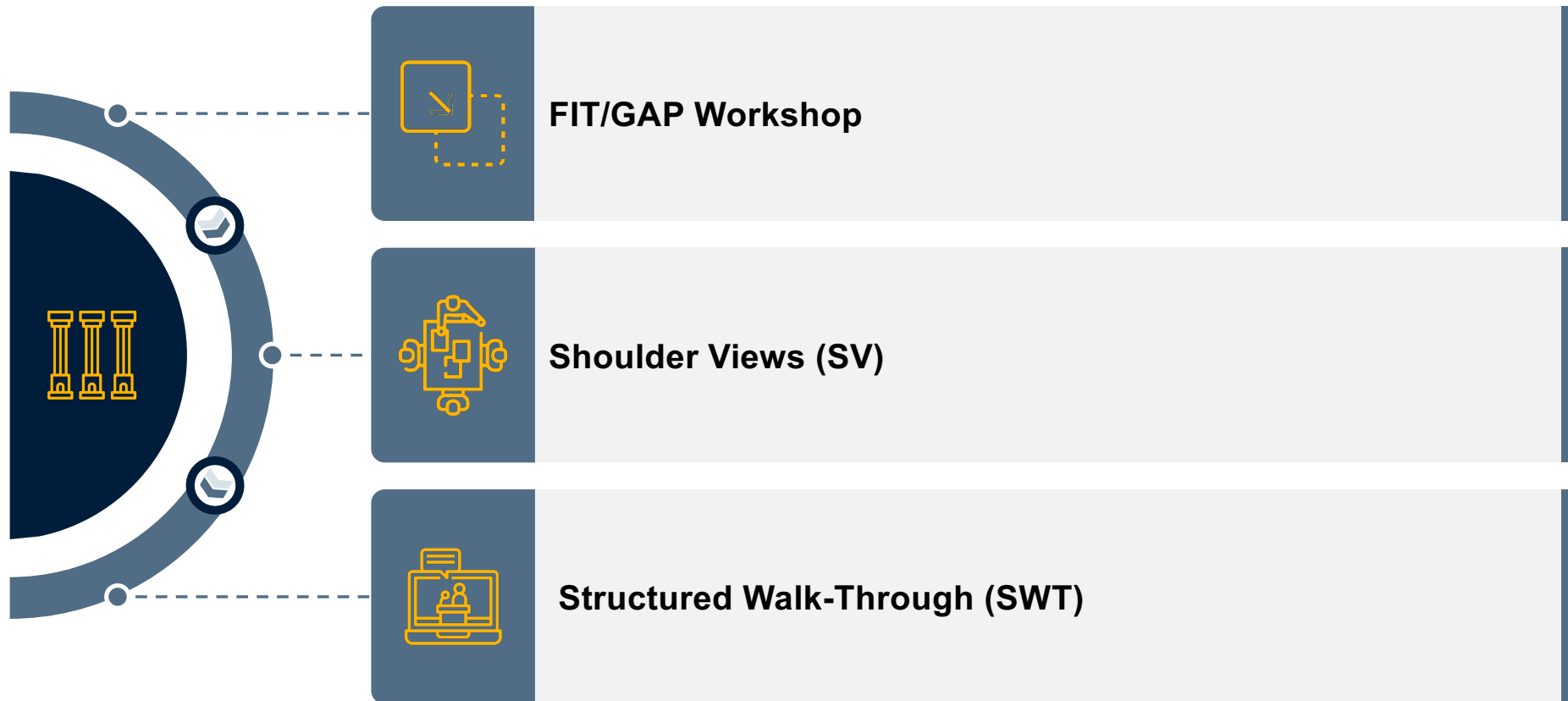
Strategy is clear – a global implementation is key to align processes



Implementation framework

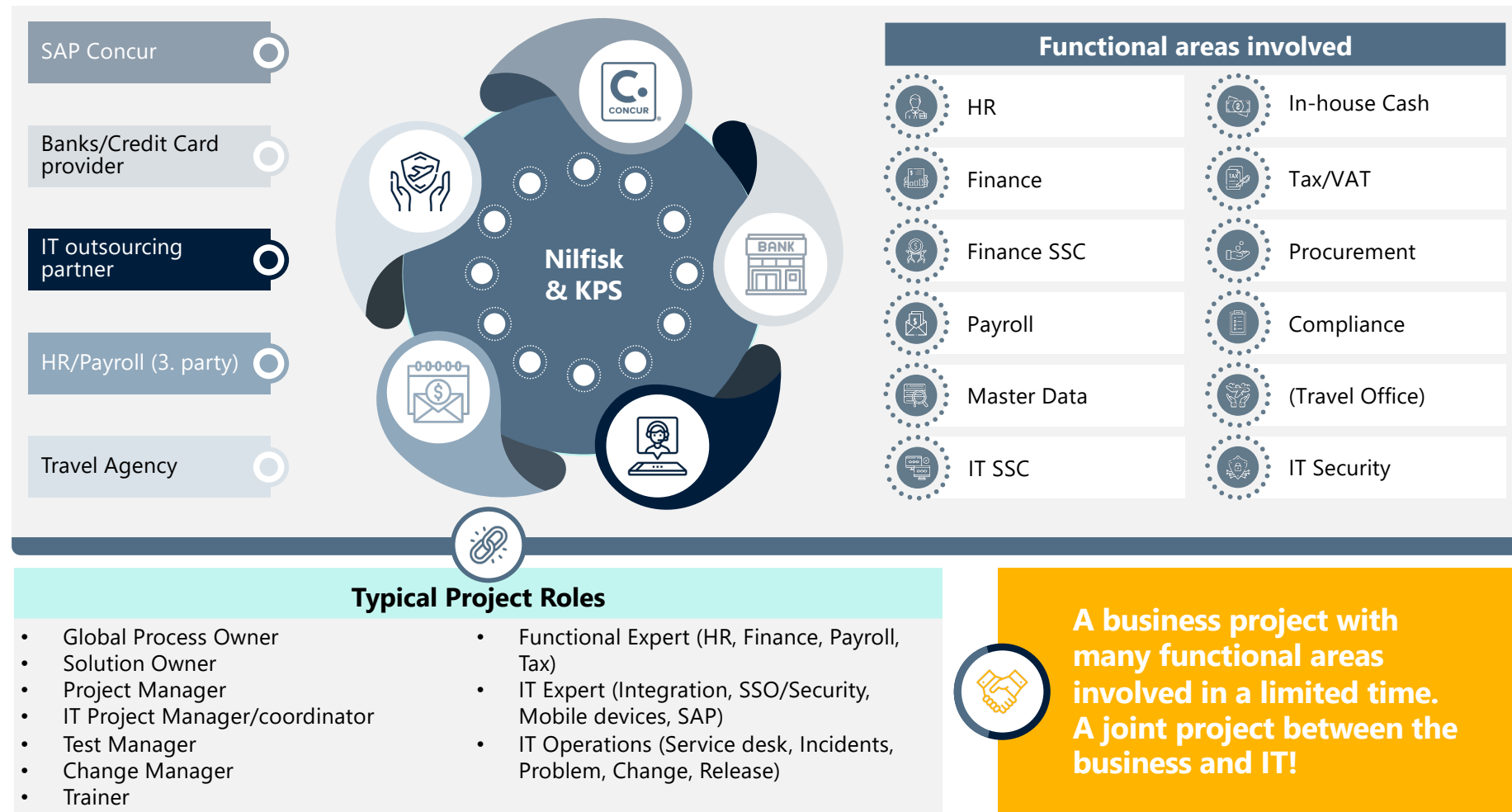


FIT/GAP, Shoulder Views & Structured Walk-Through

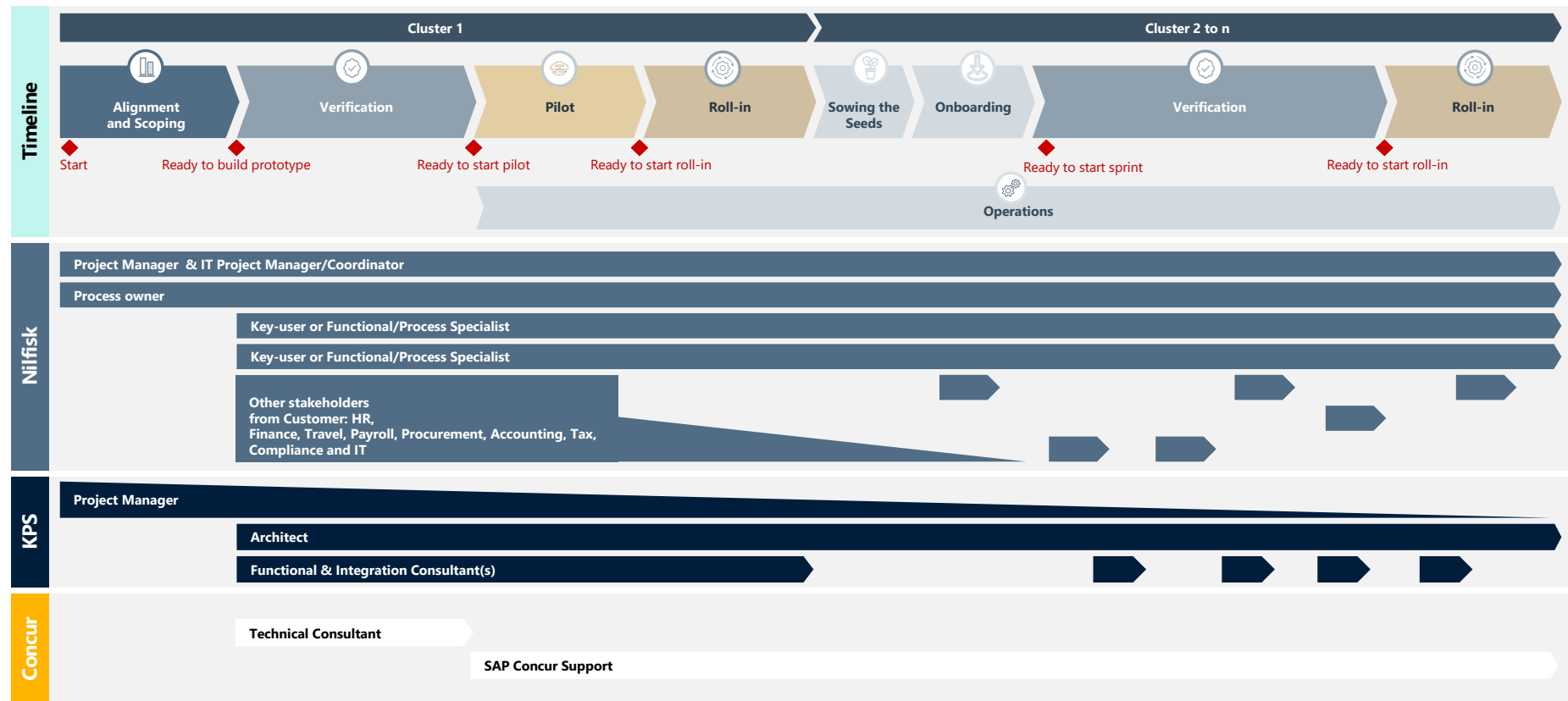


Stakeholders in the Project Organization

Typical a multi vendor setup and several functional areas involved



Implementation resources from Nilfisk, KPS and SAP Concur



Lessons learned from the successful Nilfisk project – to achieve your objectives



We recommend you think about the following statements:



- Be truthful to your implementation objectives through the implementation (solution user experience vs. rigid compliance (mobile, fields to fill out, mandatory/optional)
- Stay true to the Initial Release & Global template so don't buy-in to all local requirements
- Raise your voice - Don't hold back & proactive use of steering committee for political challenges

- Quality of employee master data is key
- Interface testing is a high priority (often the root cause of postponements of the go-live date)

- Ensure resources are allocated and available
- Set a team that can be around for the duration of the project
- Process owner availability and stay true & stand by the decisions taken
- Accept the system and processes touches almost all employees and uses different country requirements so there isn't a "One fit All" solution and change management approach is key

Benefits harvested by Nilfisk



Simpler Expense Management

Nilfisk captures and manages all expense data in one place so they can process reports and make payments faster.

Benefit: Less time to complete an expense report, with less mistakes



Total spend visibility and analytics

Integrated expense management gives finance and audit teams the data they need to analyze every aspect of their expenses to effectively manage spending.

Benefit: Savings on business travel and reduced fraud



Internal and external policy compliance

Nilfisk have build T&E policies to secure compliance with tax, visa and other government regulations to protect their business and employees from fraud, fines, and other penalties.

Benefit: More employees follow corporate T&E policy



Better and intuitive employee experience

Employees record receipts, submit expense reports and make changes on the go – all from a mobile app, without dependencies on IT.

Benefit: A 50% adoption rate proves an engaging experience and gives happier employees

Strong reasons for partnering with KPS

1/ **KPS All-Stars**

Experienced in processes and SAP Concur.

2/ **Best Practice**

IPC catalogue, Initial Release and pre-built templates.

3/ **Proven Approach**

Fast, agile and resource-efficient.

4/ **Track Record**

Strong references in SAP Concur since 2014.

5/ **KPS Campus®**

Integrated Change Management.

6/ **Speed**

Customer-focused, fast start, adoption & long partnership.

CONTACT US!

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