



Armanino partners with Concur to help simplify accounting and expense processes for clients

Armanino LLP (www.armaninollp.com) is the largest independent accounting and business consulting firm in California and one of the largest firms in the United States. Armanino provides an integrated set of audit, tax, consulting and technology solutions to companies in the U.S. and globally. The firm helps clients adapt and change in every stage of business from start-up through rapid growth to the sale of a company. Armanino emphasizes smart technology, leading a cloud revolution of financial, operational, sales and compliance tools that are transforming the way companies do business.

“Managing expenses manually is a recurring issue we see within our client base. Concur is an easy add on for our ERP clients and as the best-in-class travel and expense solution it’s a solid answer in our accounting practice.”

Mary Tressel, Strategic Marketing Senior Manager, Armanino

Why did Armanino choose to partner with Concur?

Providing clients with technology solutions that streamline accounting and financial management processes, Armanino seeks out software providers that can add high value to their clients. Since travel and expense management is one of the most time-consuming functions in accounting, Armanino needed to offer their clients a best-in-class solution. Two years ago, they joined the Concur Advisor program, implemented the solution internally, and started rolling out the offering to clients.



Company Name

Armanino LLP

Solutions offered to clients

Concur® Travel
Concur® Expense
Concur® Mobile
Concur® AP/Invoice

Industry

Accounting and business consulting

Company Size

600 employees

Headquarters Location

San Ramon, CA

Why Partner with Concur?

- Simplifies the time and expense management processes for Armanino clients.
- Provides a superior mobile experience that clients appreciate.
- Allows Armanino consultants to add more value to clients through best practice process guidance.
- Internal use builds confidence with clients.
- Effective sales and marketing support.

“Armanino provides clients with technology solutions to streamline the accounting role and allow finance leaders to spend more time on strategic business leadership,” says Tressel. “Concur is an excellent, cloud-based tool to support this client service strategy.”

Mary Tressel, Strategic Marketing Senior Manager, Armanino

Solving client challenges

The common time and expense management challenges that Armanino clients experience include:

- Manual processes that are slow and cumbersome, keeping customers from spending time on their core objectives
- Difficulty for both managers and travellers in getting the reports they need, especially for mobile users.
- The amount of time required to reconcile a corporate credit card to the employee expense reports.
- Disjointed approval processes that slow down the flow of expense reports and reimbursements. This is a particular challenge for companies with multiple offices/locations.

Concur has provided an ideal solution for Armanino’s clients facing these challenges. In addition to the solution offering, Armanino consultants provide process improvement guidance to clients during the implementation. As a cloud-based tool, Concur is easy to implement, suitable for any size client.

Armanino’s clients’ also use Concur’s Invoice solution to automate accounts payable and get full visibility into their spending. Streamlined processes from authorization to supplier payment, simplifies the entire AP process.

As Mary Tressel, Strategic Marketing Senior Manager for Armanino says, “The ability to reconcile easily and control costs before they are incurred is one of the business-critical benefits of Concur that’s hard to articulate until you see it in action.”

The importance of a mobile solution

One of the biggest benefits that Armanino clients (and Armanino employees) report is the comprehensive mobile support. The booking process built right into the travel policy and eReceipts are just a few of the features that make Concur clients rave about the mobile travel and expense solution.



Supportive partner relationships

The relationship with Concur has been fruitful from the start. “We have a dedicated relationship that hasn’t changed since our partnership began,” says Tressel. “That stability has allowed us to gain trust and in turn pass that along to our customers.”

Concur provides effective, accessible support to Armanino’s marketing and sales teams. Joint marketing events introduce Concur to existing clients and prospects. Sales reps from both teams collaborate, providing thorough information to close opportunities quickly.

Armanino’s internal use of Concur has dramatically simplified the travel and expense management process, decreasing time to reimbursement. That personal experience makes for a powerful proof point that Armanino consultants can share with their clients

The relationship between these two organizations has been a partnership in every sense of the word. Concur helps Armanino deliver on their mission to help finance leaders spend more time on strategic business leadership.

Build your value to clients.

Become a Concur Solution Provider.

As a Concur Solution Provider, you have the opportunity to:

- Help clients solve a problem, potentially saving clients significant money
- Cross-sell solutions that will lead to additional billable hours for your company in providing business process review, product implementation and training
- Build a recurring revenue stream through commissions on client subscriptions as your spend management practice grows

Visit concur.com/solutionprovider for details.