

P4EO



Welcome!

- Pleo Partnerships for UK/I
- Accountants, bookkeepers, finance teams
- 10,000 companies
- #1 expense management tool on G2



Liz Sheldon

Partner Lead, UK/I

62% were employing
paper-based, manual
methods for expenses

*'The Changing Nature of Expenses
Fraud'*, Webexpenses study, 2017

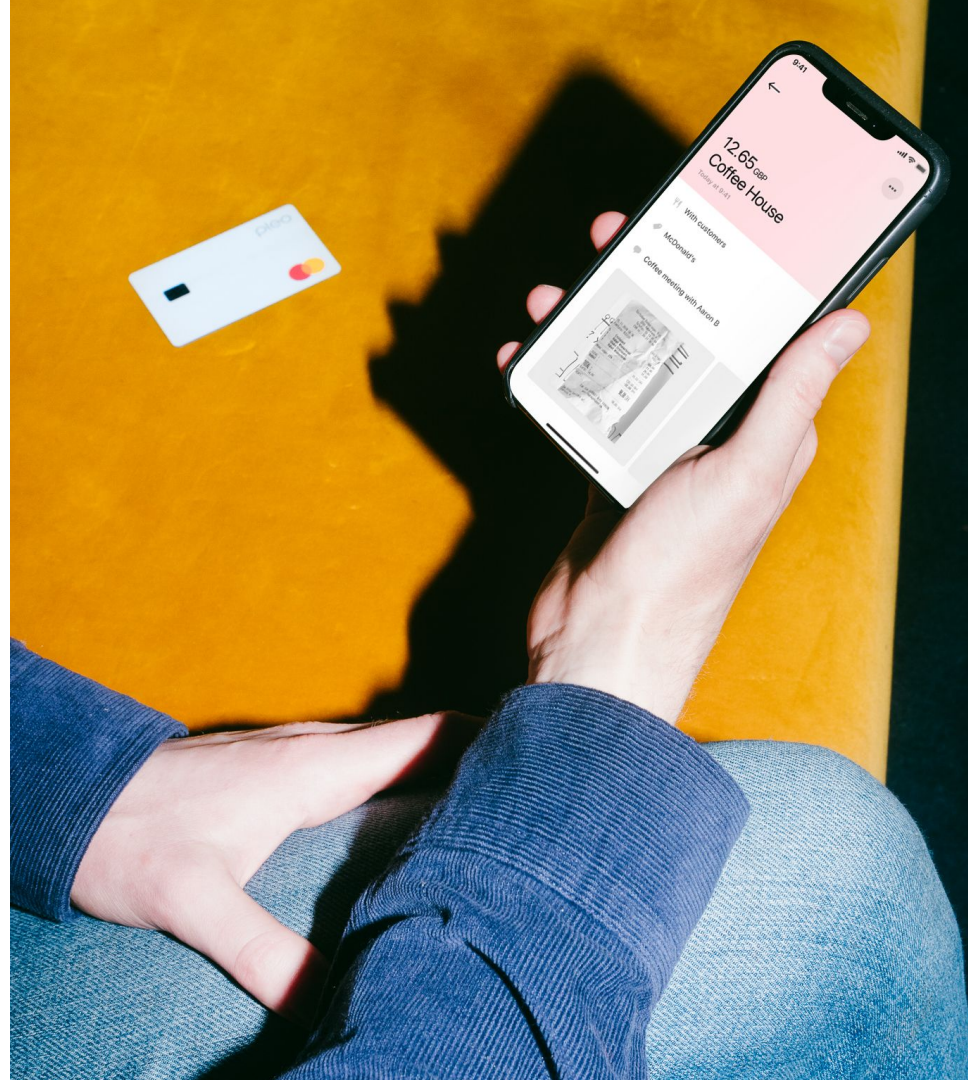
3 things I want to cover today:

- The evolution of business spend and behaviours
- Cross-departmental benefits of introducing expenses automation
- Expenses automation as a lever for business growth

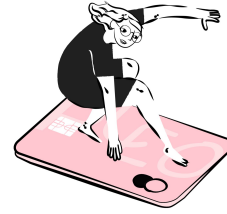
PEO

+


GrowCFO



The evolution of business spending



Manual



Corporate
bank cards /
out-of-pocket
spend

Expenses automation



Invoice
processing

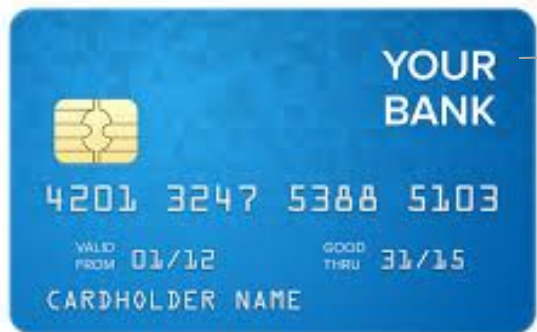
Prepaid cards



Smart credit cards



Corporate credit cards hadn't changed **in 25 years.**



Cumbersome to apply for

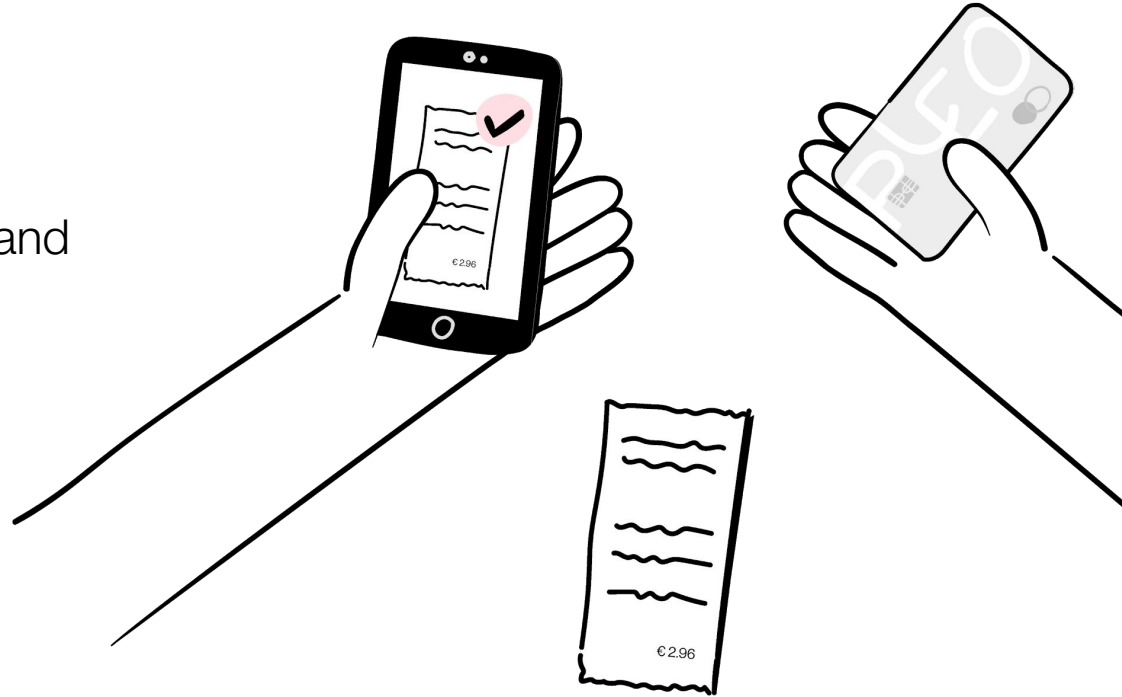
Fixed user rights

Disconnected and poor software

Only for executives

Employees of today act more like consumers

- They want to have autonomy, trust and control over what they're buying
- They want to action it quickly and then move on



From one-off purchases to recurring.

- Cards are being stored for repeat purchases and subscription renewing
- A mid-size business now employs up to 123 different SaaS vendors to operate (*Blissfully.com/saas-trends*)



Finance and business leaders demand greater visibility and control

- Changing spend buckets
- Remote working





Employee

“I can’t carry out my role as efficiently as I would like”

“I see out-of-pocket expenses as mistrust”

“I just hate doing expense reports”

Finance

“I spend way too much time on this menial work”

“Time = Money”

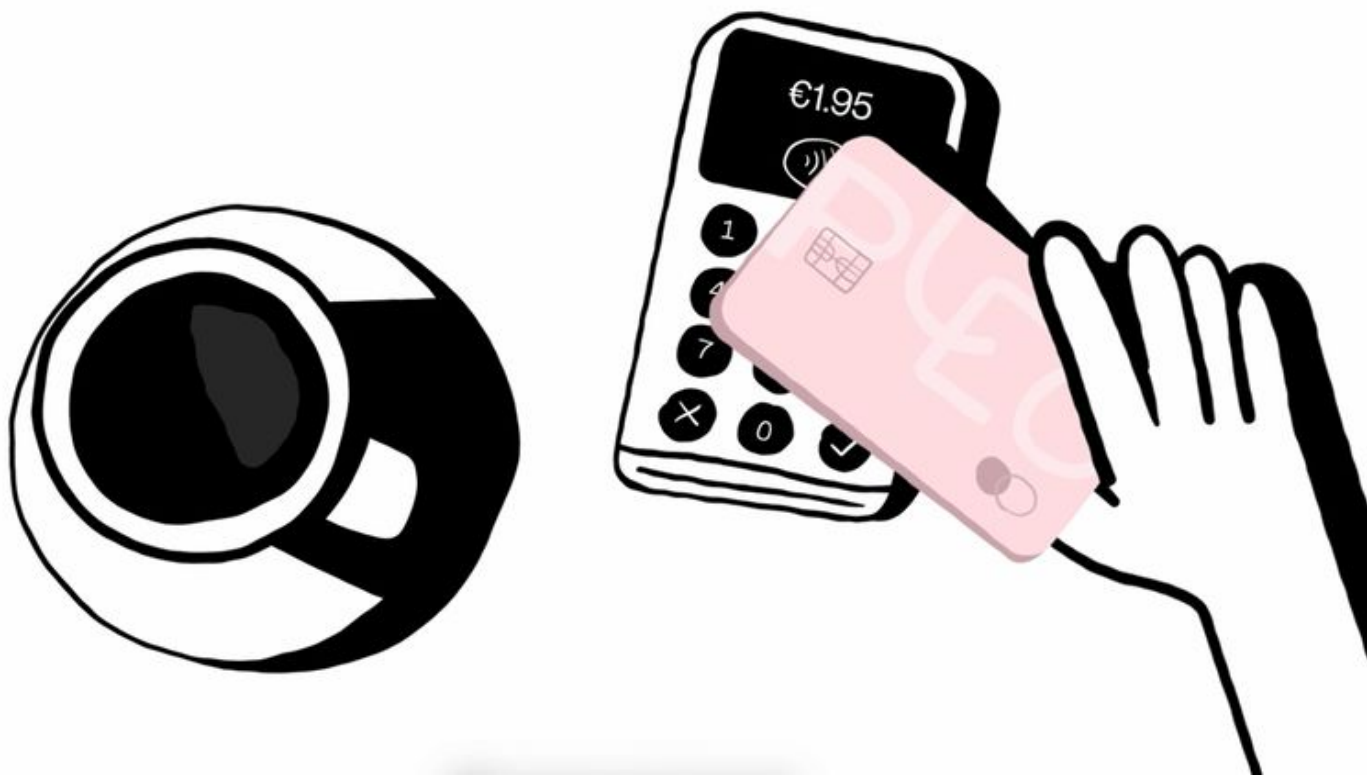
“I hate chasing them for receipts”

Managers

“I lack real-time visibility of our finances”

“I have no visibility of who’s spending what and where”

“I can’t don’t want to share my bank details”

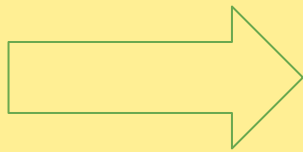


- 75% feel their business is **more productive**
- 72% feel they have a **better overview** of how company money is spent
- 69% feel it has **increased transparency**

*“The Admin Experience”, Pleo market
research of 500 admin users, September
2020*

*“The Admin Experience”, Pleo market
research of 500 admin users, September
2020*

74% were spending up
to **10 hours** per
week on expenses

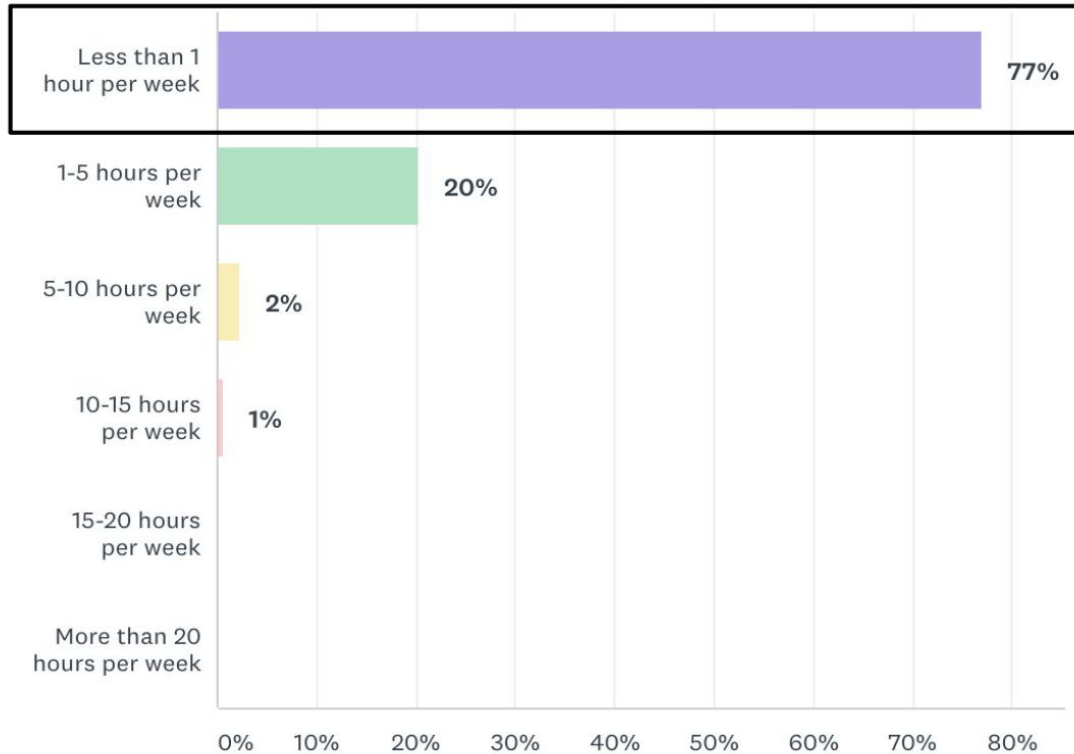


77% now spend
<1 hour per week
on expenses

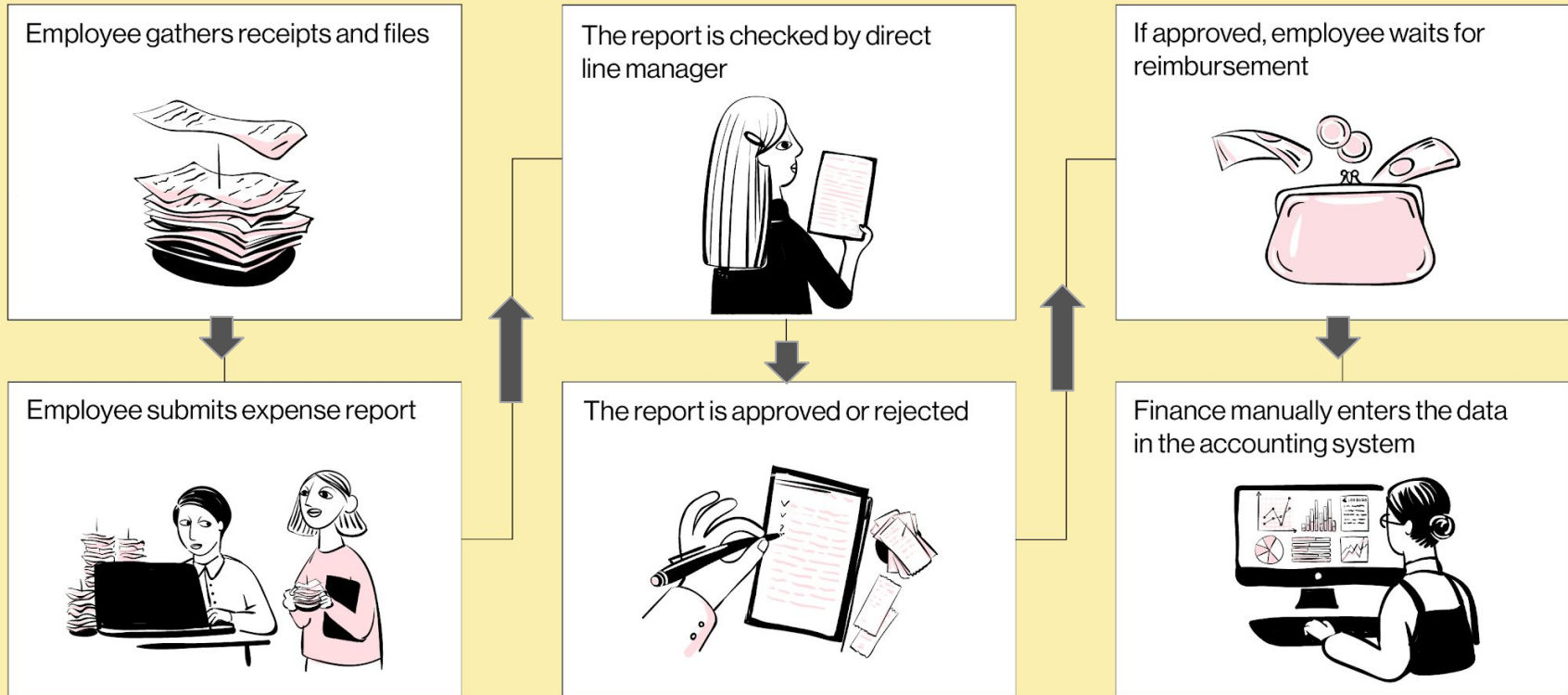
Before PLEO

With PLEO

- With Pleo, Admins are saving nearly **12 hours per month** on average



The cost of manual expense reporting



- £23.14 per expense report
- 1.5 reports submitted per employee per month
- 20 employees = £694 per month
- = £8,328 per year



Expenses are one of the biggest leakages to a business.

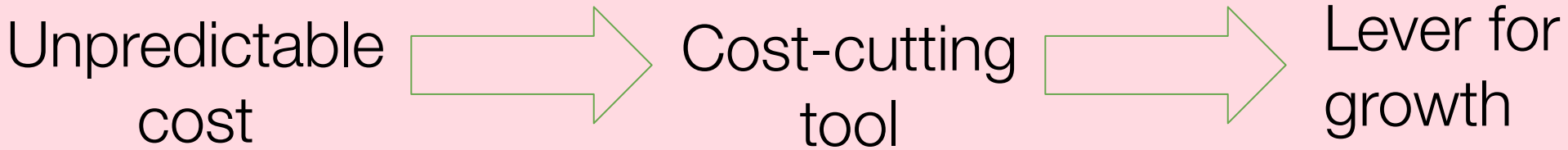
47% of business travellers admit to having falsified or exaggerated mileage claims

[‘The Changing Nature of Expenses Fraud’](#), Webexpenses study, 2017

Rounding up and
‘ghosting’

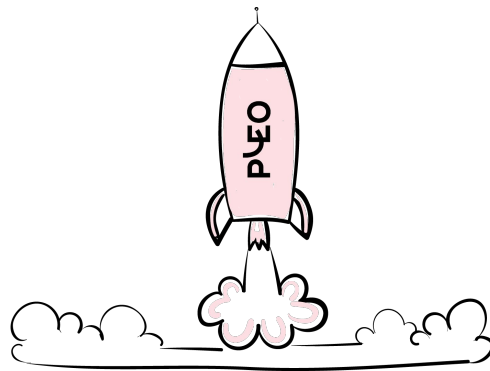


- Inefficiency
- Time = Money
- Eliminate fraud/inaccuracies



Understanding company spend + ensuring long-term profit should be underpinned by a ***dynamic expenses strategy***

- Empower your staff to be more productive
- Real-time data, analysis and decision making
- Transparency of company finances and health
- Boost your company's bottom line



Tips 'n tricks

to getting started

- Independent research; review sites (G2, Trustpilot, Capterra) and forums (Xero Community)
- Invite key stakeholders to a 15 min demo
- Maximise your free trial offer
- Lean on your Account Manager



Thank you!

If you're interested to find out more, get in touch and **claim your 30% off (Pro Plan):**

Liz Sheldon

liz@pleo.io

[Add me on LinkedIn](#)

+44(0)20 514 3158

