

Fixed Price SAP Concur Projects for **new** SAP Concur **Enterprise** customers

Deployment to one simple country ^{*1} Technical only	\$15,000	+ \$8,000 per additional simple country
Deployment to one simple country ^{*1} PM + Technical	\$25,000	+ \$12,000 per additional simple country
Enhanced deployment to one country ^{*2} Technical only	\$20,000	+ \$10,000 per additional enhanced country
Enhanced deployment to one country ^{*2} PM + Technical	\$30,000	+ \$15,000 per additional enhanced country

*1 deployment to one country without travel allowance/per diems, tax/vat, cash advance, etc. [e.g. the US in most cases]

*2 deployment includes Concur Expense and all available modules (travel allowance, tax, cash advance, Concur Pay, etc.) as well as imports/extracts, credit card integrations, financial system integration (from an SAP Concur perspective, excludes interface development work) and Concur Travel data integration.

Technical services (no Project Manager) are only suitable for clients that already have an inhouse PM (or consultant PM) assigned to the SAP Concur expansion/deployment project(s). The PM should have prior, extensive, experience with SAP Concur projects – else we highly recommend utilizing our PM + Technical offerings as our Technical only offerings do not provide PM tasks.

All engagements include liaising with the SAP Concur Partner team, setting up the expansion/deployment projects with SAP Concur and following the business processes defined by SAP Concur for partner projects.

Fixed Price Projects require a discovery call and a review of the requirements as well as the desired end-product and will in certain situations not be applicable (e.g., deployment to a country with multiple legal entities requiring greatly varying setups such as integrations to different ERP systems), instead a 'time and material' (T&M) project will be suggested. In such a case, TMCON would provide a max. estimate of total hours as well as max. total cost (based on our very competitive hourly rate) or each legal entity (or a group of legal entities with the same setup) might be considered a separate expansion/deployment equal to a separate country.