

# Concur Technologies Announces Diageo Deal

Submitted by: Spark Communications

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London, UK: Concur Technologies, Inc. (NASDAQ: CNQR), the leading provider of Corporate Expense Management solutions, today announced that it has added the world's leading premium drinks business Diageo to its rapidly expanding portfolio of blue-chip customers. Following recent deployment successes at Pfizer and Cable & Wireless, Concur will roll out its Web-based travel and entertainment (T&E) expense management solution, Concur Expense™, to Diageo employees across Europe and North America.

Concur Expense will allow users to submit and review their expenses online in just minutes, thus reducing the administration and cost overheads associated with paper-based forms and also speeding up reimbursement times.

Ray Kadiri, global T&E process owner at Diageo said : "It was important that we have financial software that is quick to implement and easy to use, causing minimum disruption to users. We particularly liked Concur Expense because it requires very little staff training, and users can be up and running in minutes. Some 17,000 mobile workers will be able to complete their expense reports on the road at anytime."

Simon Nelson, General Manager (EMEA) for Concur, said: "Diageo's decision to roll out Concur Expense is tremendous validation of Concur's worldwide strength in product functionality, deployment expertise, and rapid return-on-investment results. Concur Expense will enable Diageo's business managers to thoroughly analyse the detailed data on spending patterns that our software provides. This will put the company in a very powerful position when negotiating with vendors, and will certainly allow Diageo to lever significant corporate discounts off the back of this data."

## EDITORS' NOTES

About Concur Technologies, Inc.

Concur Technologies, Inc. (NASDAQ: CNQR) is the leading provider of Corporate Expense Management solutions that automate costly and inefficient business processes. Meeting the needs of businesses of

all sizes, Concur's solutions include travel and entertainment expense management, employee requests for vendor payments, and time tracking and reporting, and can be delivered through license and Application Service Provider (ASP) models. Today, over 1,000 companies, including AT&T, Citigroup, DaimlerChrysler, DuPont, First Union, and Pfizer, have licensed over 2.6 million employees to use Concur's market-leading solutions. Concur's strategic alliances include more than 50 world-class organizations such as ADP, American Express, KPMG Consulting, Inc., Microsoft Corporation, and Microsoft Great Plains Business Solutions.

More information is available via the Internet at <http://www.concur.com>

#### About Diageo

Diageo is the world's leading premium drinks business with an unrivalled collection of brands including Johnnie Walker, Guinness, Smirnoff, J&B, Baileys, Cuervo, Tanqueray and Captain Morgan. Diageo is a global company, trading in over 180 markets around the world. The company is listed both on the London Stock Exchange (DGE) and on the New York Stock Exchange (DEO). For more information about Diageo, its brands, people and performance, visit us at <http://www.diageo.com> .

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