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Rental

Another new partner is Enterprise Holdings, the largest car rental company in the world, which owns and operates the Enterprise Rent-A-Car and National Car Rental brands. Previously announced partners include: Airbnb, Air Canada, Avis ...

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The online travel and expense management company **Concur** has announced that more than 3,500 customers have adopted Concur's TripLink solution, tripling the customer base in just three quarters.

By using Concur TripLink, companies are able to extend the value of their existing managed travel programs to all travel, regardless of where travel is booked. Those

benefits include corporate discounts, policy monitoring and enforcement, duty of

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and National Car Rental brands.

Previously announced partners include: Airbnb, Air Canada, Avis, InterContinental Hotels Group (IHG), Marriott, Starwood Hotels & Resorts, Sixt and United Airlines.

“We’re thrilled to extend direct booking benefits through our new Concur TripLink partners,” said Barry Padgett, Chief Product Officer, Concur. “The addition of Enterprise Holdings, WallyPark and Etihad show the range of suppliers that value the benefits Concur’s TripLink provides. We know customers appreciate how it brings visibility to spend wherever it happens, removes the pain points of manual expense reports and ensures companies know where their travelers are. Just a year ago, we had less than 1,000 customers. Today, I’m proud to say we have more than 3,500.”

According to IDC, 40-50 percent of hotel bookings and 28 percent of air bookings that are considered invisible spend, or “leak”, out of TMCs and are booked directly with a given supplier. Concur’s TripLink ensures corporate discounts are realized on those bookings and that data from travel suppliers, whether booked in Concur Travel or directly with the supplier, is accurately captured, at the time of booking, and that the bookings go through all of the travel manager policy settings and notifications. In addition, the receipts from these transactions are automatically added to the travelers’ expense reports.

Access to this data gives companies of all sizes visibility into spend, compliance and traveler safety for all of their travelers. Business travelers benefit by having more flexibility in the booking process and by spending less time manually filling out travel and expense reports.

“We are aware many business travelers prefer to book travel directly on our website. We are also aware of the company needs around that booking. In order to support

our corporate customers as best as we can, it makes sense to partner with Concur as

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automatically integrating their parking expense and receipts with their expense report.”

The Concur TripLink integrations with Etihad and Enterprise Holdings will be completed by early 2016 while the WallyPark integration should be completed by July, 2015.

Accounting

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