



VALUE ASSESSMENT PREPARED FOR  
L'Occitane France (500 users)



# Executive summary

€483,510

**Potential net savings over a 3-year period**

for L'Occitane France (500 users)



**304%** Return on Investment



**€464,159** Net Present Value

\*using a 2% inflation rate



**8.91 months** Payback period

**Business user efficiency**

€157,500

**Process efficiency savings**

€148,500

**Foreign VAT recovery**

€27,344

**Fraud reduction**

€291,667

**Going digital**

€17,500

[Visit this ROI by clicking here!](#)

# Business user efficiency



€157,500

**Estimated savings**

\*3-year projection

## Save time and increase policy adherence

- ✓ Quickly & easily capture & declare expenses by taking a picture of the receipt with a mobile device.
- ✓ Effortlessly enforce policies & compliance.
- ✓ In-app guidance ensures a carefree user experience.

### Current State

Annual expense reports submitted	6,000
Annual hours creating expense reports	3,000
Annual hours correcting expense reports	150
<b>Total hours with current process</b>	<b>3,150</b>

### Future State

Expected time savings with automation	50%
Projected hours saved	1,575
Hourly rate of a business user	€34.29
<b>End user productivity benefits</b>	<b>€54,000</b>

Conservative factor applied:

0%

# Process efficiency savings



€148,500

**Estimated savings**

\*3-year projection

## Open and fully adaptive solution

- ✓ We support all your current and future systems (ERP, payroll, travel company, etc...) and processes.

## Automated business and compliance controls

- ✓ The system automatically checks entries against your business policies & local regulatory compliance.
- ✓ Controllers simply tap to approve for fast and accurate reimbursements.

### Current State

Annual expense reports submitted	6,000
Expense reports checked manually	6,000
Minutes to check an expense report	15
Annual hours checking expense reports	1,500
Hourly rate of Finance & Accounting controller	€34.29
<b>Current cost to review and process</b>	<b>€51,429</b>

### Future State

Expense reports checked with MobileXpense	300
Minutes to check & process with MobileXpense	3
Annual hours saved	1,485
Hourly rate of Finance & Accounting controller	€34.29
<b>Review and approval savings</b>	<b>€50,914</b>

Conservative factor applied:

0%

# Foreign VAT recovery



€27,344

**Estimated savings**

\*3-year projection

## Foreign VAT recovery has *never* been this easy

- ✓ Integrated foreign VAT recovery allows you to effortlessly put money back into your bottom line and increase your profitability.
- ✓ Accuracy and compliance are guaranteed by a hands-off process - everything is taken care of for you by the recovery agent.

### Potential Foreign VAT Recovery

Eligible travel & expense spend	€300,000
% of international travel w/ VAT (year)	50%
International spend with VAT	€150,000
Average VAT rate	13%
Potential VAT recovery	€18,750
Recoverable VAT rate	50%
<b>Realized VAT recovery</b>	<b>€9,375</b>

Conservative factor applied:

0%

# Fraud and error reduction



€291,667

**Estimated savings**

\*3-year projection

## Eliminate fraud and errors



Automated controls identify and eliminate errors and attempted fraud before they even take place, reducing unnecessary cash out.

### Policy Enforcement & Error Reduction

Annual travel and expense spend	€5,000,000
Estimated out of policy and fraud recurrence	4%
Estimated out of policy and fraudulent spend	€200,000
Decrease in out of policy and fraud spend	50%
<b>Policy enforcement and fraud savings</b>	<b>€100,000</b>

Conservative factor applied: 0%

# Digitalisation savings



€17,500

**Estimated savings**

\*3-year projection

## Say hello to paperless processing

- ✓ Ensure data integrity with digital data and receipt collection.
- ✓ Receipts are saved and stored securely and can be examined time and again.
- ✓ Use digital receipts as part of a paperless tax process where allowed.

### Digital Transformation - Going Paperless

Annual expense reports filed	6,000
Digital archiving savings	€1
<b>Transition to paperless savings</b>	<b>€6,000</b>

Conservative factor applied: 0%

# Customer success stories



*All in all, we have achieved 1M in savings on a 9M travel spend. The simplified administration represents 25% of this. The rest is down to spend management - it's key and represents about 75% of the savings we've achieved so far thanks to MobileXpense.*

Michel Weber  
Manager Shared Service  
Centres  
Recticel



*MobileXpense is a very user-friendly and intuitive solution which has helped reduce the time I spend entering expenses. In particular, the mobile app allows me to easily scan documents and auto-fills the relevant fields. I also appreciate the use of SpendController which automates back-office controls on policy and compliance.*

Francois Gilles  
Project Coordinator  
UCB Pharma



*MobileXpense has almost become an invisible system for us. We hardly need to pay attention to it and yet it works to everyone's satisfaction.*

Henrik Ahtela  
Finance Systems & Process  
Manager  
Proximus



*MobileXpense have provided great user and customer experience for us. We consider ourselves to be a demanding customer and our needs have always been met with great warmth and care from the team. This really appeals to us.*

Hansa Murugan  
Operations Team Leader  
SD Worx





# Let's work together!

Prepared by: Roland Theys

Email: [roland.theys@mobilexpense.com](mailto:roland.theys@mobilexpense.com)

Date Created: October 23, 2020

**ROI Link**

