

Achieve greater control and visibility with corporate card solutions

利用公司卡方案 提升透明度 強化管治優勢



Corporate Cards offer a broad range of solutions that go far beyond cash flow assistance. The emphasis has now shifted to customer experience and convenience, with online tools and rewards created to enhance working processes for both companies and employees.

Shure Asia Limited is a company that has realised the benefits offered by Corporate Card programmes. The subsidiary of an American audio product manufacturer, Shure Asia distributes, sells and markets their product portfolio across Asia – most significantly in Hong Kong, China and Japan. The company's Regional Finance Associate Director, Mr. Peter Schulz, recognised Shure's manual system wasn't living up to modern day expectations surrounding employee convenience, expense reconciliation times, spend visibility, and compliance control, so he looked for a solution.

Mr. Schulz and his finance team implemented the American Express Cathay Pacific Corporate Card programme to help solve these issues – and the Card solution has had a demonstrable effect on the way they work.

隨著商務需求的轉變，公司卡所提供的多元化方案，重點已由提升現金流的營商實力，轉移至應用上的便捷體驗，憑藉與時並進的網上工具及獎賞計劃，促使公司營運及員工的作業流程加倍順暢，生產力有效提升。

對於上述方案所潛在的正面影響，在Shure Asia Limited身上可見一斑。作為一間美資音響製造商的分公司，Shure Asia負責將產品組合銷售、推廣至中港日等亞洲市場；公司的區域財務副總裁Mr. Peter Schulz就工作流程方面，意識到公司過於側重人力管理的營運模式，難以跟時代趨勢接軌，大有需要為員工差務運作、開支的整合對賬時間、公費開支透明度及行政監控等各方面，尋求一個綜合解決方案。

事實上，Mr. Schulz連同其財務團隊，跟美國運通國泰航空公司卡計劃一拍即合，方案成功為其公司的狀況對症下藥。



“確保公司資源用得其所，是我的首要任務，而關鍵就在於開支管控及透明度；因此，美國運通每一項有利於掌控資源動向的建設性方案，都值得我們認真參詳。”

– Shure Asia 區域財務副總裁 Mr. Peter Schulz



“Control and visibility into spend are most important. Safeguarding the company assets is my highest priority. Anything American Express can do to protect that is welcome.”

Peter Schulz – Shure Asia's Regional Finance Associate Director

Like all US companies trading in China, Shure has a duty to comply with the US Foreign Practices Act and Chinese regulations against excessive travel and entertainment spending. So through advanced customisable alert functions on the American Express Corporate Card online portal, Mr. Schulz and his team have found a way to ensure compliance is monitored and controlled with ultimate ease.

The solution's online tools have also addressed the team's visibility and reconciliation concerns, enabling them to view all Card transactions as and when they need. The introduction of the Concur Expense Management System has also meant they can efficiently monitor and reconcile all employee Card spend – a bonus for their travelling employees too. The overall result is a positive experience for Shure Asia Associates when managing business expenses.

An added benefit of the American Express solution is that it encourages employee spending on the Card so that these online tools can be put to full use. By choosing the American Express Cathay Pacific Corporate Card over other Card solutions, employees have the incentive of earning personal Asia Miles with the Card, along with Asia Miles for the company – a win-win scenario for all.

Learn more about the benefits of the American Express Corporate Card Solution at business.americanexpress.com/hk

藉著引進方案，首先獲得解決的，是受法例監管的開支額度問題。正如所有在中國進行商貿活動的美國公司，Shure 必須遵守 US Foreign Practices Act 及中國法規，限制公司在商旅酬酢方面作過度開支。透過美國運通公司卡提供的先進網上警示功能，Mr. Schulz 及其財務團隊可用上前所未有的簡易方式，自行制約員工的開支限額，確保一切依法營運。

在網上工具的全方位監察下，公司大小開支的透明度及整合對賬細節，都在團隊的確切掌控之中，按需要隨時查核每項公司卡交易。隨著對 Concur Expense Management System 的熟習應用，團隊已能有效地監控所有員工的公司卡開支以便完成整合對賬 – 即使是公司商旅活躍的僱員，亦帶來了不少化繁為簡的優勢。整體而論，Shure Asia 管理層對其提高商務開支管理的成效和體驗，給予非常正面的評價。

此外，Mr. Schulz 挑選美國運通國泰航空公司卡作為合作夥伴的另一理由，是因為它屬市場上唯一一張同時讓公司及員工本人賺取「亞洲萬里通」里數的公司卡，如此鼓勵之下，僱員們當然樂意善用其網上工具，綜合處理差務開支，從而達致勞資雙贏局面。

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