

MEET SAM

Presenting the Smart Agreement Manager by gicom.



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Have you won the battle for the conditions?
**WITH SAM YOU WILL
NOT LOSE ANY
RESULTS TO EXCEL
AND PENCIL.**



MANAGEMENT SUMMARY

Why SAM, the Smart Agreement Manager, is a benefit for you.



The challenge

A lot of energy first goes into the agreements.

And a lot is then wasted in defective processes!



The solution

SAM, the Smart Agreement Manager

Digitize all agreements, contracts, and conditions with full integration into your SAP system (or landscape)



The result

With SAM, everything is:

- easier
- accountable
- settled
- auditable
- future-proof



The numbers

- ROI < 12 months
- Impact revenue = 0.3 to 3%
- SAM = your no. 1 in the market

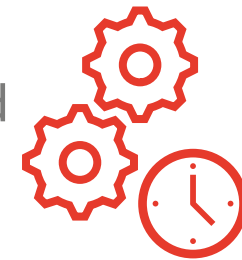
➔ You can forget about analog agreements. But not digital ones!

SOUNDS FAMILIAR?



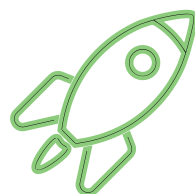
“Do we really capture every agreement? Why do we **not digitize** arrangements, conditions, and contracts?”

“If I **could check all agreements in real time**, it would really make negotiations easier.”



“Discounts? Bonus agreements? Credit notes? **Why** do we lose **so much** in our internal **processes?**”

“Why don’t we use an integrated system for our negotiations ... and agreements to **ensure our success?**”



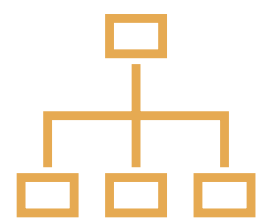
“How can we ensure that we are **prepared for the future?**”

“But will an investment like that **actually pay off** in the long term?”



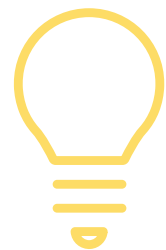
PUT AN END TO THE PAPER CHASE!

SAM digitizes your entire agreement management.



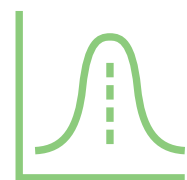
Our approach:

SAM is at hand to manage your agreements, contracts, and conditions with integration into SAP Settlement Management from purchasing to sales.



Our expertise:

Best practices and services to optimize all your processes and management procedures.



Our best practices:

Use gicom's standard E2E (end-to-end) scenarios immediately.

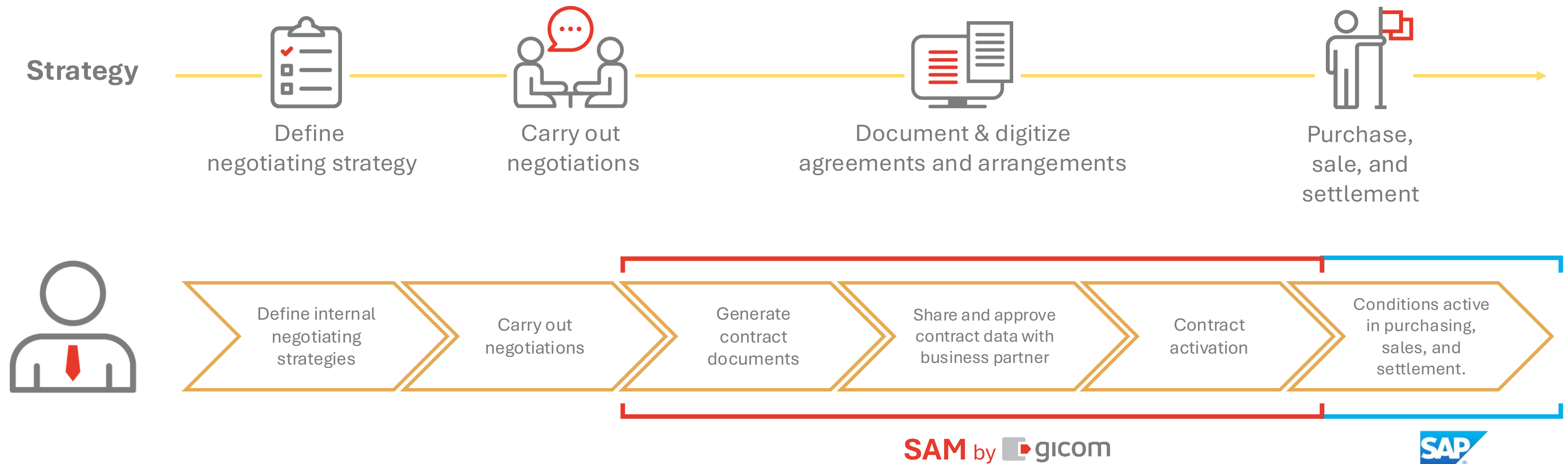


SAM SUPPORTS THE AGREEMENT



PROCESS

From A to Z.



INTEGRATED, INGENIOUS, INVALUABLE

The integrated approach is what makes SAM so unparalleled.



One SAM for all agreements:

You now need just one system to manage your agreements.



All agreements in one place:

SAM offers maximum clarity – for successful agreement management.



One portal for all parties:

The integrated system provides all users with an optimized overview and facilitates collaboration.



Ready for the future:

Whether it's cloud connectivity or future AI tools, SAM is a future-proof investment with lots of potential.



Because it's smart to be cleverly digitized:
SAM NEVER FORGETS.

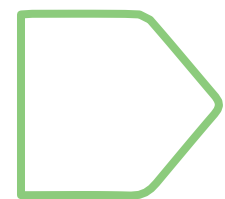


The **Smart Agreement Manager** by gicom helps you keep an eye on all contracts, arrangements, and conditions. SAM also makes sure that even the smallest payback and chargeback is invoiced.



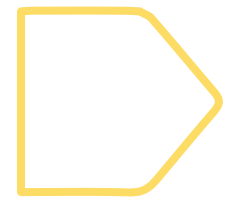
CLASS MEANS CASH

The value of SAM lies in you no longer missing out on money.



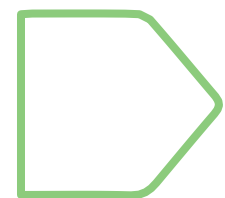
Digitized agreements:

With SAM, you have all your company's agreements, conditions, and contracts at a glance – just a click away.



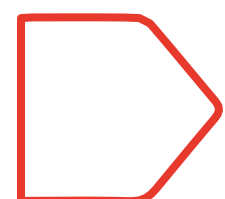
Automated bonus management:

Digitized settlement with SAP CCM mean that you no longer miss out on any bonus payments or credit notes.



Integrated solutions:

Spare yourself from manual work, system crashes, and unnecessary double entries.



Centrally structured storage:

You have access to all negotiations, contracts, and conditions any time, anywhere.

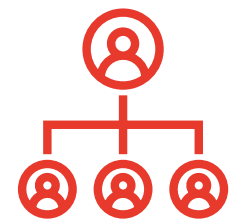


Mapping of complex hierarchies: Never lose track, even with complex agreements, renegotiations, and new negotiations.



A ONE-CLICK OVERVIEW

SAM provides 24-hour access to all agreements – from anywhere.



SAM takes care:

Our Smart Agreement Manager is like a personal assistant that makes your agreement management more dynamic.



SAM shows initiative:

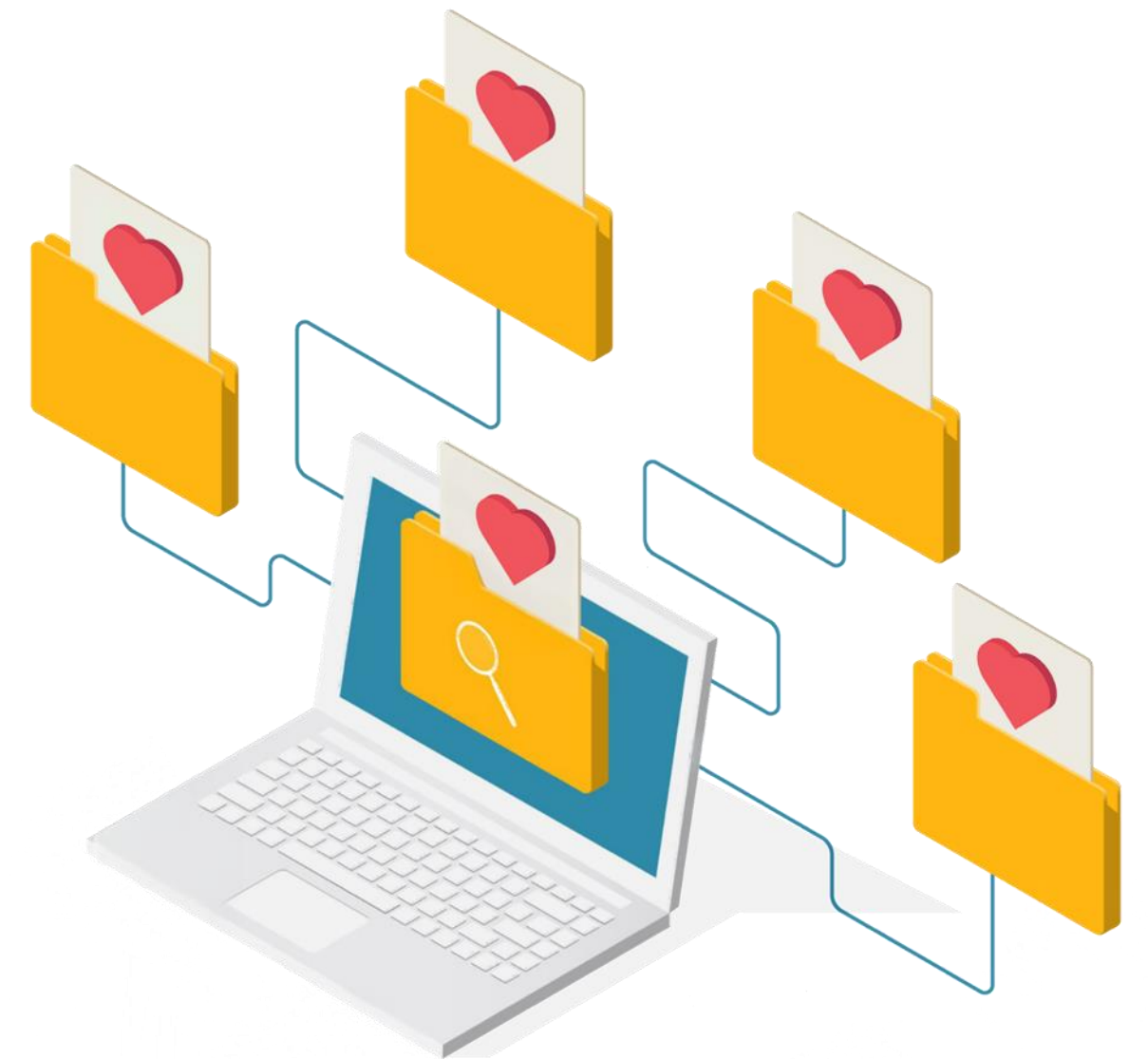
Input your data once and the Smart Agreement Manager makes it available in every system automatically.



Because real time is really practical:
**SAM IS HEAD OVER
HEELS FOR HANA.**



The **Smart Agreement Manager** by gicom loves information in real time, so SAM is eager to connect to your S/4HANA system.



THE PERFECT MATCH

SAM pools all agreements transparently and centrally.



One for all:

SAM is a central tool for managing and controlling all agreements between two or more business partners.



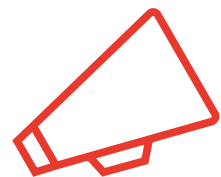
Full S/4HANA integration:

The Smart Agreement Manager by gicom integrates smoothly into all operational processes of SAP S/4HANA (procure-to-pay for purchasing and order-to-cash for sales).



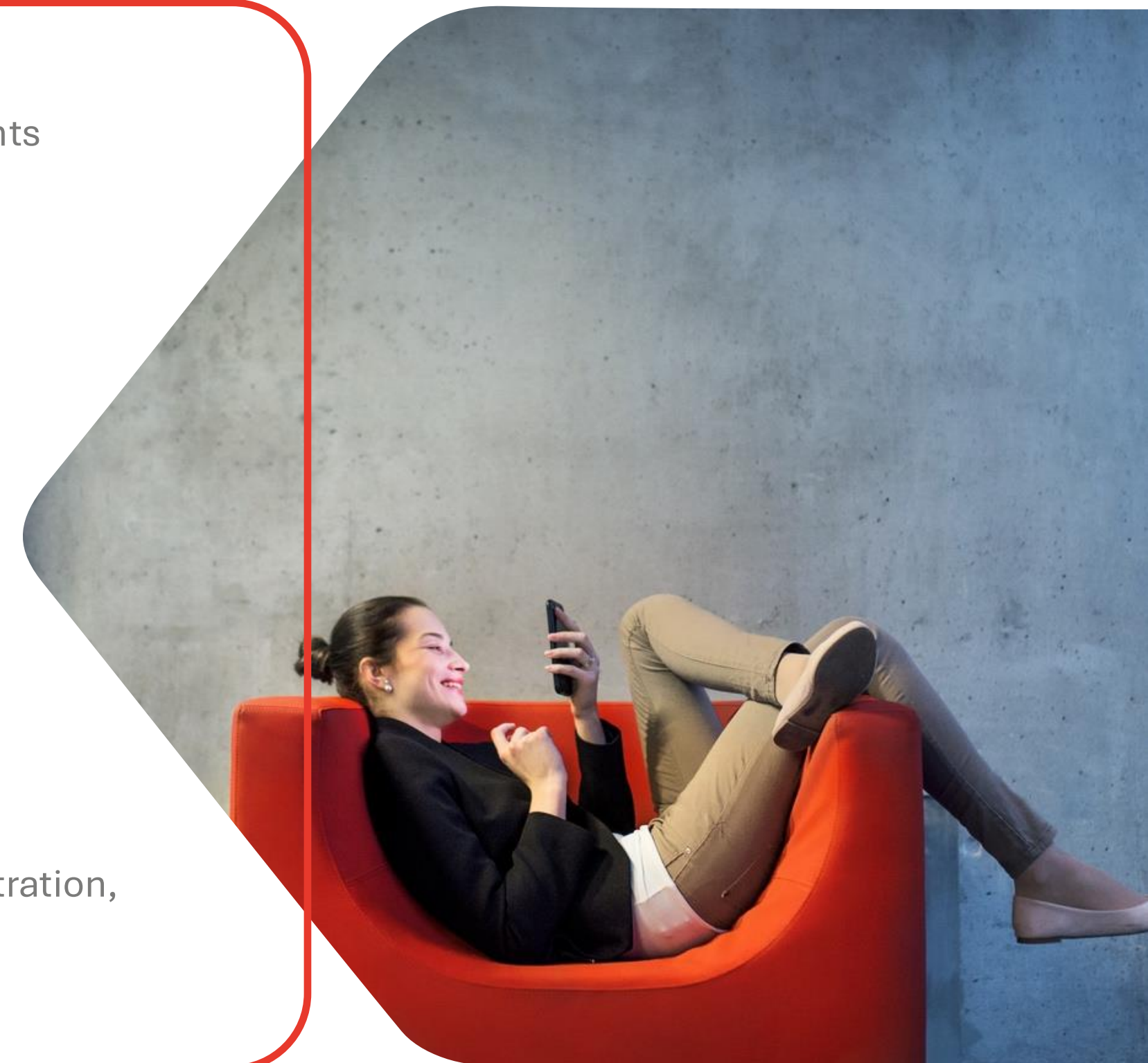
Purchases, sales, subsequent settlement:

SAM provides the conditions and terms for all processes and controls your entire agreement management.



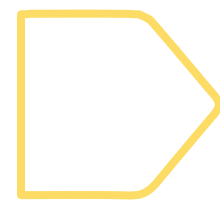
Get the most out:

SAM provides a better overview, professionalizes your administration, and boosts your profitability.



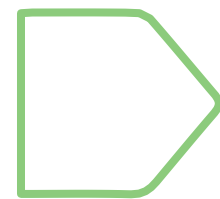
CLEAR ADMINISTRATION

SAM makes handling all your agreements child's play.



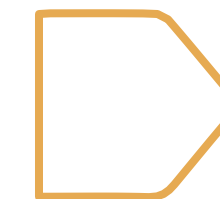
Document and digitize contracts:

SAM generates all contract documents, controls exchanges and approval processes with business partner, and regulates the activation of the contract.



Settlement made easy:

SAM perfectly integrates to SAP Condition Contract Management and ensures that accounts are settled smoothly.



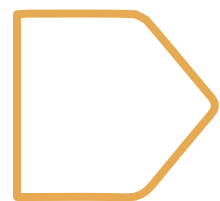
Central platform:

SAM compiles all relevant information in one place, becoming your “Single Point of Truth” – transparent, future-proof and auditable.



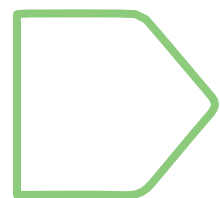
BETTER PREPARATIONS MEAN BETTER NEGOTIATIONS

SAM optimizes new agreements before they even exist.



Plan structured negotiations:

SAM provides an overview of all valuable agreement information for your negotiation strategy.

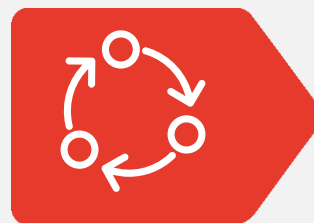


Negotiate with more confidence:

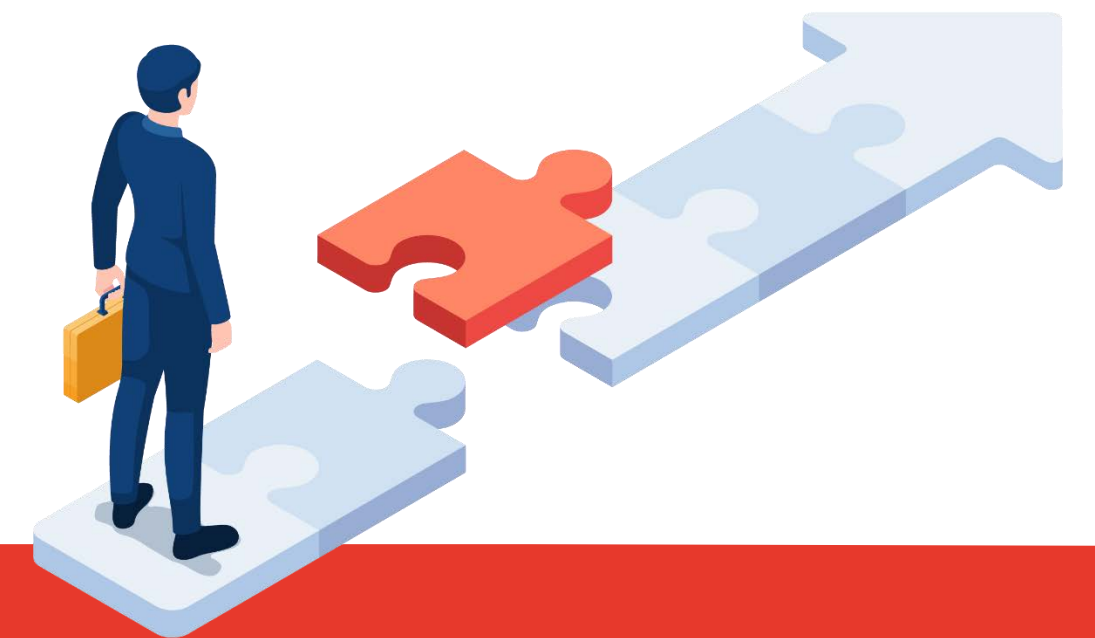
When you are well prepared and structured, you are more confident and can secure better conditions – SAM acts as the compass needle guiding you to success.



Because things work when they flow: **SUCCESS WITH SAM.**



The **Smart Agreement Manager** by gicom is the cornerstone of integrated agreement management and generates the positive flow a successful company needs in order to operate, negotiate, and secure margins.



COMPARE WITHOUT COMPARISON

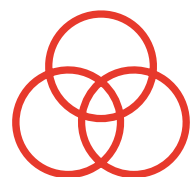
Enjoy an overview of all agreements.



One-stop solution, everything in one place:
SAM centralizes and digitizes agreement management, with all conditions managed in one compact, clearly structured solution.



Full control, not fully forgotten:
Conditions, terms, contracts – SAM provides the status of all agreements at a glance.



Comparability, not bad business:
SAM provides you insights into all conditions with your business partners and discovers contractual gaps - to ensure that no money gets lost.



Reporting, not guesswork:
With integrated reporting, you can strategically retrieve information and data with your own queries, such as “With which business partner do we have a bonus agreement?”.

ONE PRO IN ALL PROCESSES

From conditions to supplementary and non-monetary agreements.

Manage invoice conditions with confidence:

- + Prices, discounts, freight, etc.
- + Quantity-based, percentage-based scale levels and thresholds
- + Upload and transfer price lists to SAP

Structure subsequent agreements clearly:

- + Percentage-based, quantity-based, and scaled bonus agreements on purchase or sales turnover
- + Fixed amounts with/without allocation to turnover
- + Goods-specific conditions, service-related conditions, penalties, etc.
- + Informative agreements such as advertising budgets

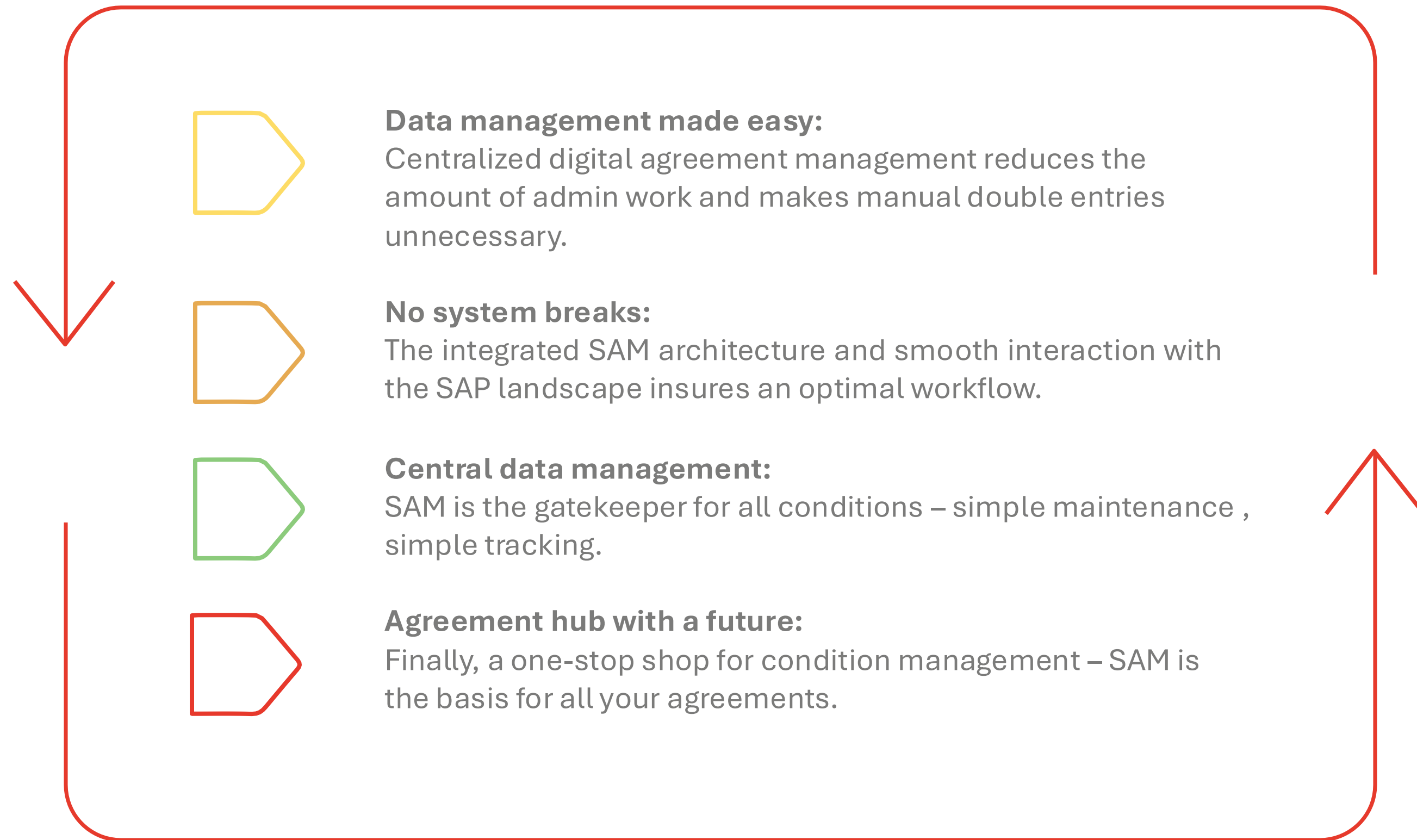
Smart overview of non-monetary agreements:

- + e.g. price guarantees, delivery quotas, quality standards, etc.



FIND YOUR FLOW WITH SAM

Finally interface gains instead of interface losses.



SUCCESSFUL WITH GICOM



Our customer references (excerpt).



+ 25+ YEARS

Experience in the SAP environment and customers in more than 16 countries



+ S/4HANA EXPERTISE

Successfully implementing S/4HANA projects since 2015

+ SAP PARTNER

SAP partner for more than 25 years, SAP Solution Extension since 2016



+ 90+ EXPERTS

more than 90 experienced SAP specialists

+ IMPRESSIVE USER & VOLUME BASE

- > 5,000 users worldwide
- > \$100bn in sales negotiated per year
- > \$12bn in settled conditions