

GICOM: SATISFACTION GUARANTEED

Our SAP solutions and services take your business further.

LEGAL DISCLAIMER



Any information in this publication is confidential and protected by intellectual property rights and copyrights. No part of this publication may be reproduced, transmitted or used otherwise in any form or for any purpose without the express permission of gicom AG or gicom Group. Information contained in this publication is subject to change without notice and should not be construed as a commitment by gicom AG or gicom Group.

gicom and other gicom products and services mentioned herein as well as their respective logos are protected by copyright, trademarks or registered trademarks of gicom AG in Germany and other countries.

Some software products marketed by gicom AG or gicom Group contain proprietary software components of other software vendors. SAP and other SAP products and services mentioned herein as well as their respective logos are protected by copyright, trademarks or registered trademarks of SAP SE in Germany and other countries.

National product specifications may vary.

These materials are provided by gicom AG or gicom Group for informational purposes only, without representation or warranty of any kind, and gicom AG or gicom Group shall not be liable for errors or omissions with respect to the materials. The only warranties for gicom AG or gicom Group and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, gicom AG or gicom Group have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and gicom's company strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by gicom AG or gicom Group at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

STATE-OF-THE-ART

**Agreement Profitability and Negotiation –
Discounts, Rebate, Bonus and Agreement Management at its best**

Solution Demo

MANAGEMENT SUMMARY

Why gicom 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 portfolio

Agreement Documentation
Agreement Negotiation Workbench
Smart Agreement Manager

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



The result

With gicom, everything is:

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



The numbers

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

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

HOLISTIC AGREEMENT MANAGEMENT



gicom Agreement Negotiation Workbench ANW

- + Preparation of negotiation scenarios and strategies
- + Enables negotiations with real-time calculations
- + Controlling the status and outcome of ongoing negotiations

gicom Agreement Documentation AD

- + Full transparency for all monetary, and non-monetary agreements (e.g. terms of return)
- + Automatic contract generation (based on templates)
- + Automated creation of conditions in SAP
- + Auditable + approval workflows

gicom Smart Agreement Manager SAM

SAP CCM / Settlement Management

- + Delta accruals
- + Automatic and manual settlement of accounts
- + Tax determination
- + Account determination
- + Creation of documents and forms



Purchasing / sales

- + Price determination with consideration for all conditions
- + Commissions in purchasing/sales



SAP Finance

- + Accounting



PURCHASE & SALES

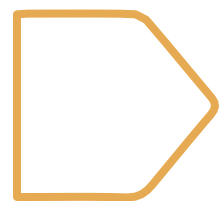


gicom helps you keep an eye on all contracts, arrangements, and conditions and makes sure that even the smallest payback and chargeback is invoiced.



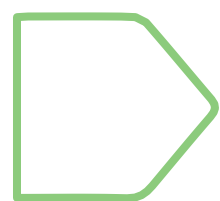
BETTER PREPARATIONS MEAN BETTER NEGOTIATIONS

gicom optimizes new agreements before they even exist.



Plan structured negotiations:

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



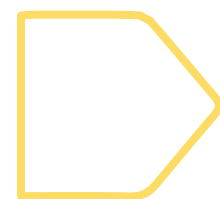
Negotiate with more confidence:

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



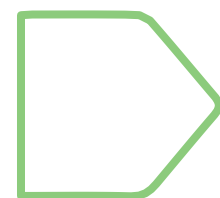
CLEAR ADMINISTRATION

gicom makes handling all your agreements child's play.



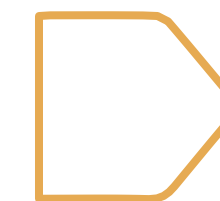
Document and digitize contracts:

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



Settlement made easy:

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



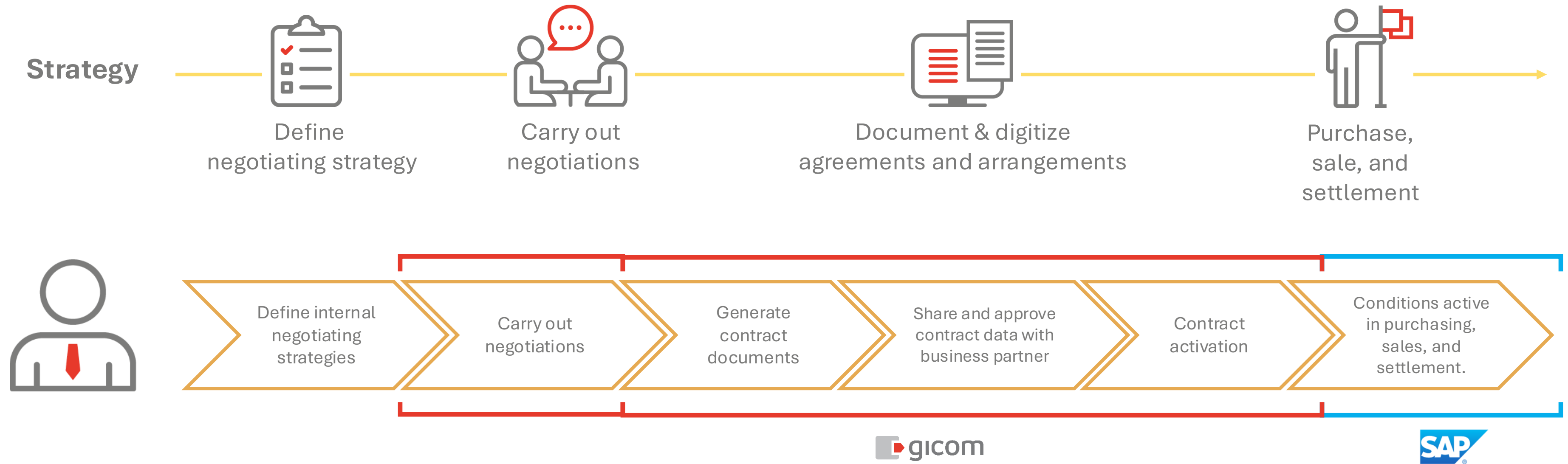
Central platform:

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

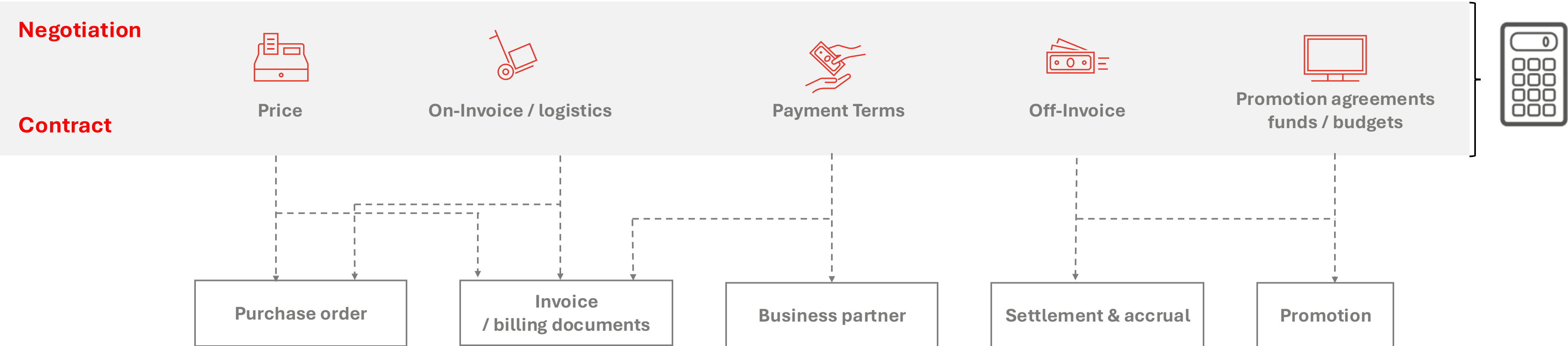


SUPPORT THE AGREEMENT PROCESS

From A to Z.



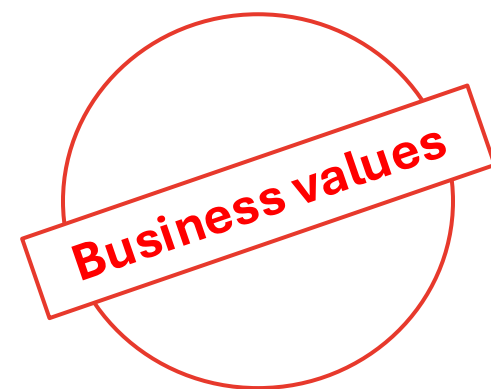
AGREEMENT DISTRIBUTION / INTEGRATION INTO SAP



FROM STRATEGY TO SETTLEMENT



Negotiate conditions and agreements with gicom.



Easy definition of **negotiation strategy** with access to all relevant business data

Simulate target achievement

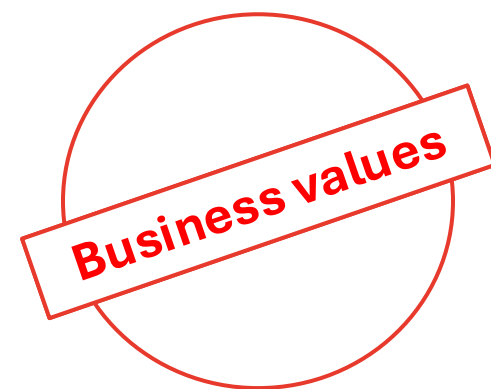
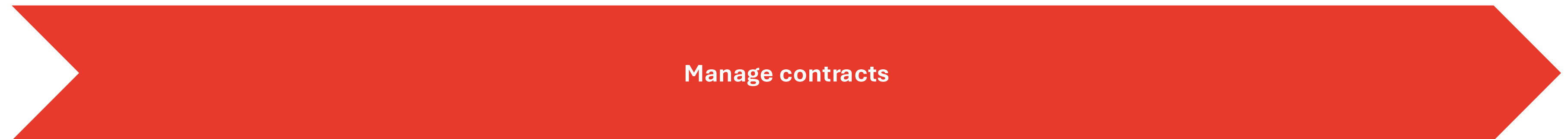
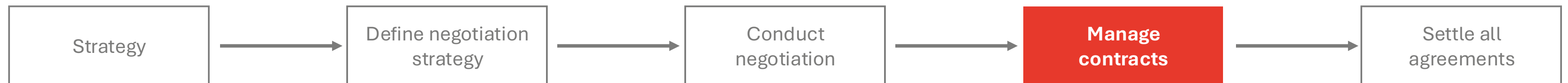
Simulate offers during negotiation **in real-time**

All Information at hand for **leading position** in future negotiations

FROM STRATEGY TO SETTLEMENT



Document conditions and agreements with gicom.



Digitize all agreements

Generate legal contract documents to exchange with business partner

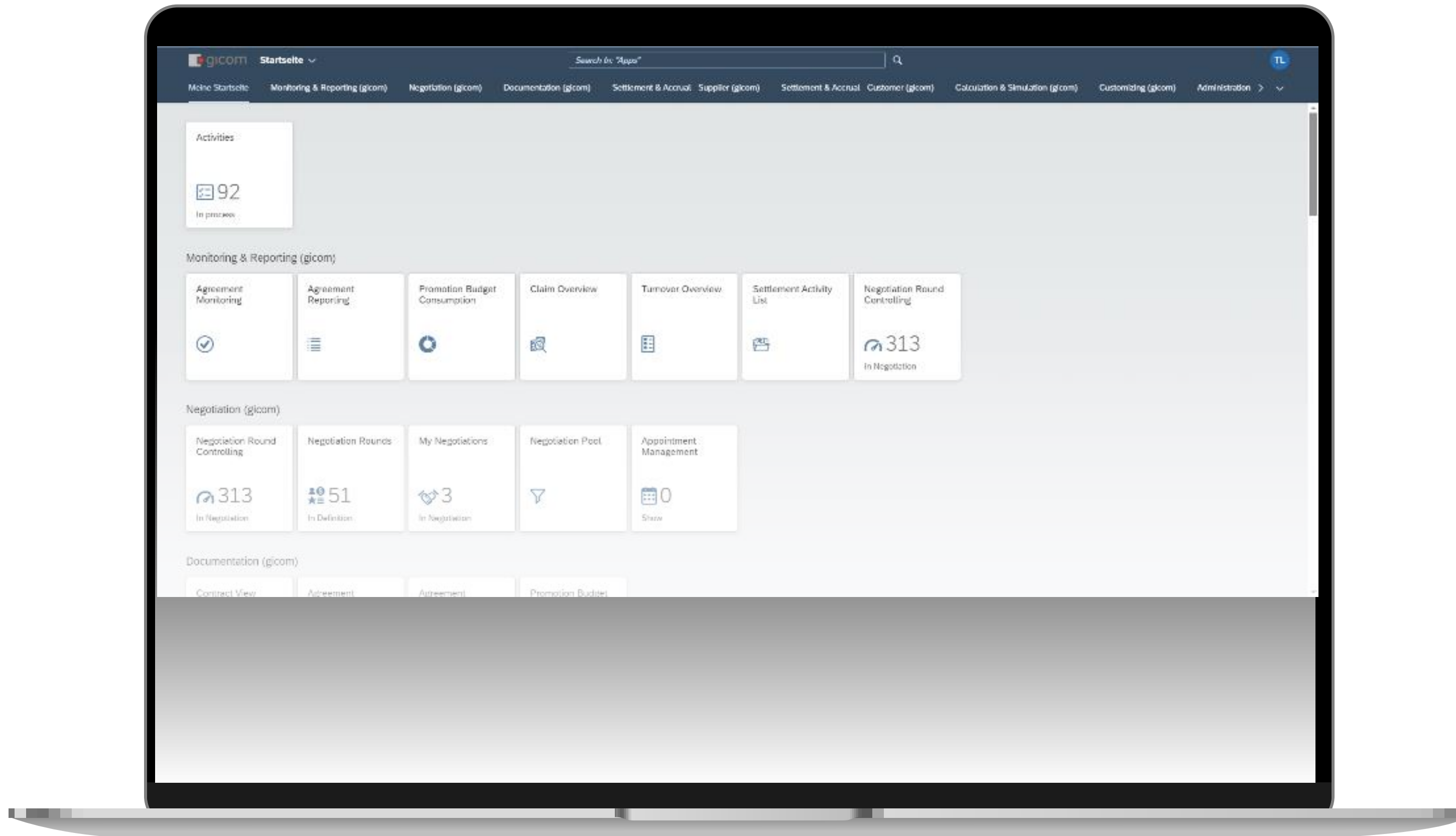
Flexible **approvals** for different contract types

Seamless & automated transfer of all agreements to SAP SM*

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.



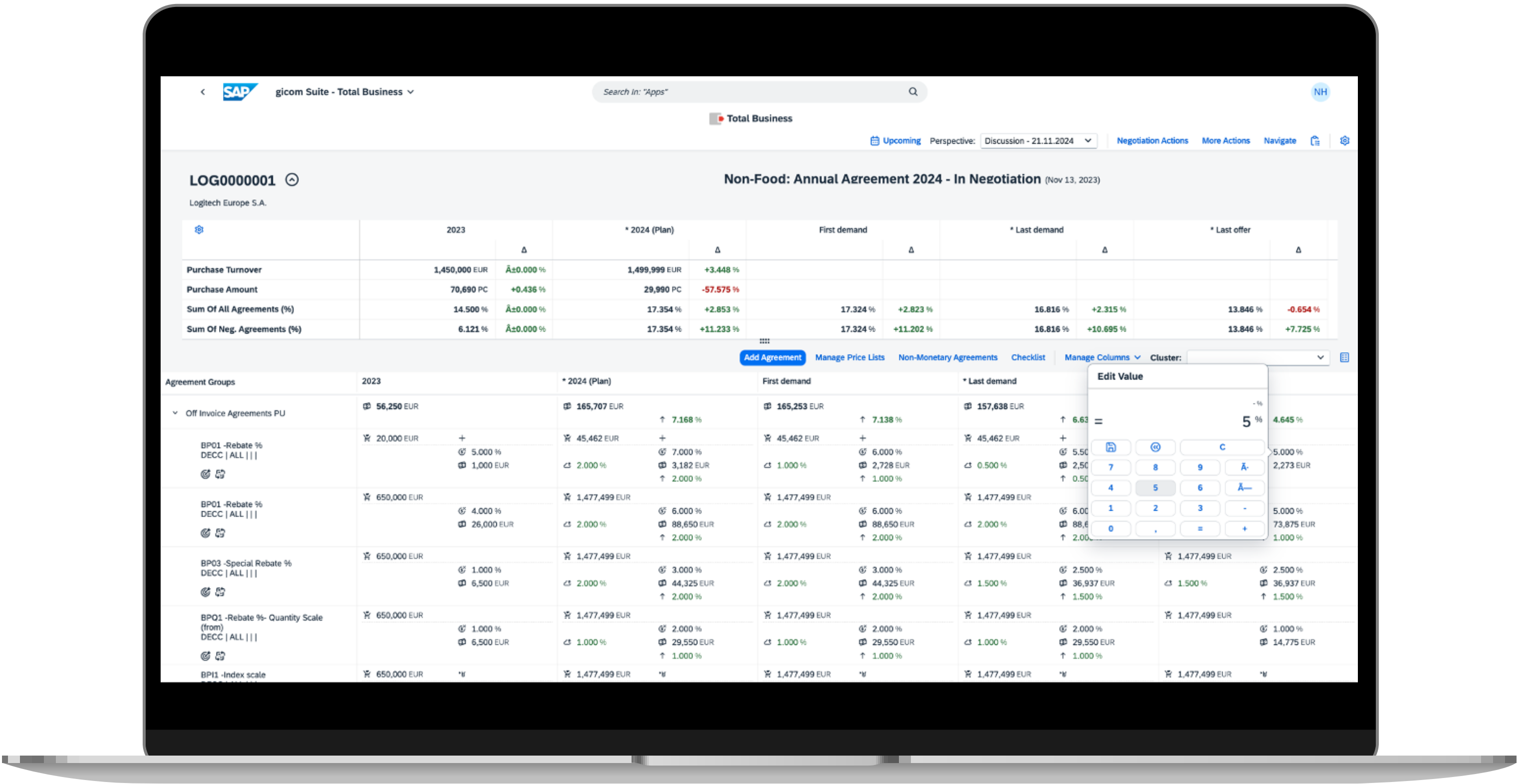


- | | | | | | | | | | | |
|--|---------|--|---------------|--|---------------|--|---------------|--|--|--|
| <div> <div> <div><</div> <div>SAP</div> </div> <div>gicom Suite - Total Business</div> </div> | | <div> <div>Search In: "Apps"</div> <div>Q</div> </div> | | <div> <div>NH</div> </div> | | | | | | |
| | | <div> <div>Total Business</div> </div> | | <div> <div>Perspective: History</div> <div> <div>Negotiation Actions</div> <div>More Actions</div> <div>Navigate</div> <div></div> <div></div> </div> </div> | | | | | | |
| <div> <div>LOG0000001</div> <div></div> </div> | | <div> <div>Non-Food: Annual Agreement 2024 - In Negotiation</div> <div>(Nov 13, 2023)</div> </div> | | | | | | | | |
| <div> <div>Logitech Europe S.A.</div> </div> | | | | | | | | | | |
| <div> <div></div> </div> | 2021 | | 2022 | | 2023 | | * 2024 (Plan) | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| Purchase Turnover | 0 EUR | | 1,450,000 EUR | | 1,450,000 EUR | | 1,499,999 EUR | | | |
| Purchase Amount | 0 PC | | 70,383 PC | | 70,690 PC | | 29,990 PC | | | |
| Sum Of All Agreements (%) | 0.000 % | | 14.500 % | | 14.500 % | | 17.354 % | | | |
| Sum Of Neg. Agreements (%) | 0.000 % | | 6.121 % | | 6.121 % | | 17.354 % | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.

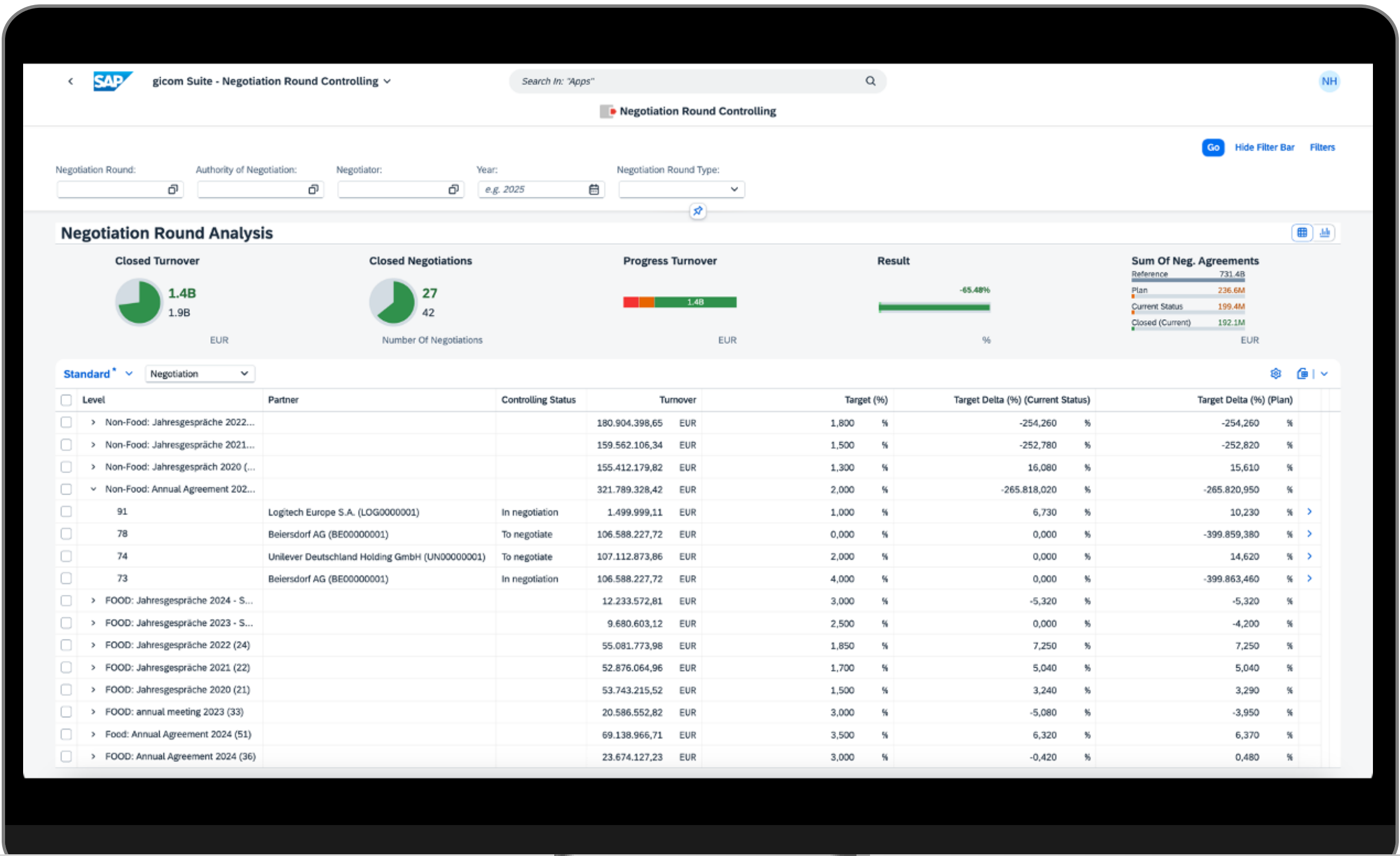


- Simulation of agreement changes and new agreements
- Direct visibility of the effect on the total amount and target achievement
- Automatic contract creation upon completion

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.



- Controlling of the negotiation and negotiation rounds
- Overview of ongoing and completed negotiations - quantitatively and qualitatively
- Analysis of current status and target achievement

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.

SAP

gicom Suite - Contract Maintenance

Search In: "Apps"

NH

AD: Contract Maintenance

Logitech Europe S.A.

Business Partner

LOG0000001

Contract StatusVariant StatusProcess LevelAgreement ModelValidity

Contract Variants (14)

CreateEditShowDeleteContract ActionsMore ActionsNavigate

Variant	Description	Agreement Model	Status	Work status	ROV	Process Level	Valid From	Valid To	Continue Tacitly	Agreement	NMA	Addendum	Attachments	Changed On	Changed By
387 V001: Annual Agreement 70 - Binding DIRN															
001	Use Case		E - Invalid		DACH	Z	Jan 1, 2024	Dec 31, 2024		6			2	1/20/25, 11:27 PM	HEITKAMP
002	Use Case		D - Active		DACH	Z	Jan 1, 2024	Dec 31, 2024		7		1	2	1/20/25, 11:27 PM	HEITKAMP
388 V001: Annual Agreement 20 - Drafted DIRN															
001	Use Case		B - Approval Requested	ZRV2	DACH	Z	Jan 1, 2024	Dec 31, 2024		6				1/20/25, 11:28 PM	HEITKAMP
385 V001: Annual Agreement 70 - Binding DIRN															
001	Use Case		D - Active		DACH	Z	Jan 1, 2024	Dec 31, 2024		6			2	1/20/25, 9:54 AM	HEITKAMP
374 V001: Annual Agreement 20 - Drafted DIRN															
001	Annual Agreement 2025		A - In Preparation		DECC	ZGCC	Jan 1, 2025	Dec 31, 2025		8				11/21/24, 2:06 PM	BRANDT
329 V001: Annual Agreement 70 - Binding DIRN															
001	Annual Agreement 2024 - C&C		E - Invalid		DECC	ZGCC	Jan 1, 2024	Dec 31, 2024		8			2	1/15/25, 8:20 AM	KOSEGARTEN
002	Annual Agreement 2024 - C&C		D - Active		DECC	ZGCC	Jan 1, 2024	Dec 31, 2024		9				1/15/25, 8:20 AM	KOSEGARTEN
003	Annual Agreement 2024 - C&C		A - In Preparation		DECC	ZGCC	Jan 1, 2024	Dec 31, 2024		9				1/15/25, 11:02 AM	KOSEGARTEN
327 V001: Annual Agreement 20 - Drafted DIRN															
001	Annual Agreement 2024 - DACH		C - Rejected		DACH	D	Jan 1, 2024	Dec 31, 2024		3				4/14/24, 4:28 PM	HEITKAMP
002	Annual Agreement 2024 - DACH		A - In Preparation		DACH	D	Jan 1, 2024	Dec 31, 2024		3				4/14/24, 4:28 PM	HEITKAMP
326 V001: Annual Agreement 70 - Binding DIRN															
001	Annual Agreement 2023 - DACH		D - Active		DACH	D	Jan 1, 2023	Dec 31, 2023		3			2	4/1/24, 3:31 PM	HEITKAMP
325 V001: Annual Agreement 70 - Binding DIRN															
001	Annual Agreement 2022 - DACH		D - Active		DACH	D	Jan 1, 2022	Dec 31, 2022		3			2	4/1/24, 2:13 PM	HEITKAMP
324 V001: Annual Agreement 70 - Binding DIRN															
001	Annual Agreement 2022 - C&C		D - Active		DECC	ZGCC	Jan 1, 2022	Dec 31, 2022		10		2	2	4/1/24, 5:34 PM	HEITKAMP

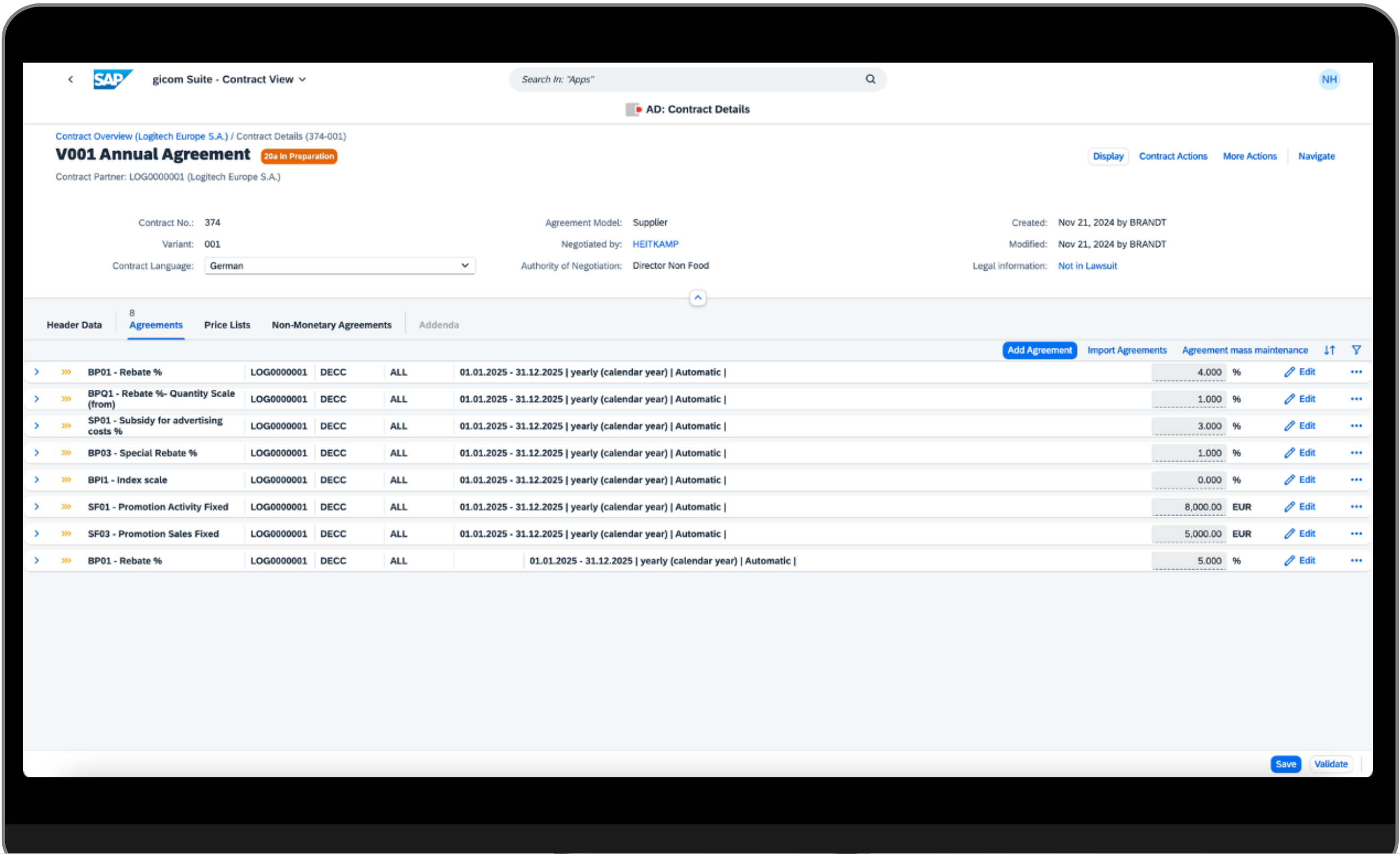


- Overview of all contracts with the supplier/customer
- Management of the entire life cycle - correction, successor, termination, etc.

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.

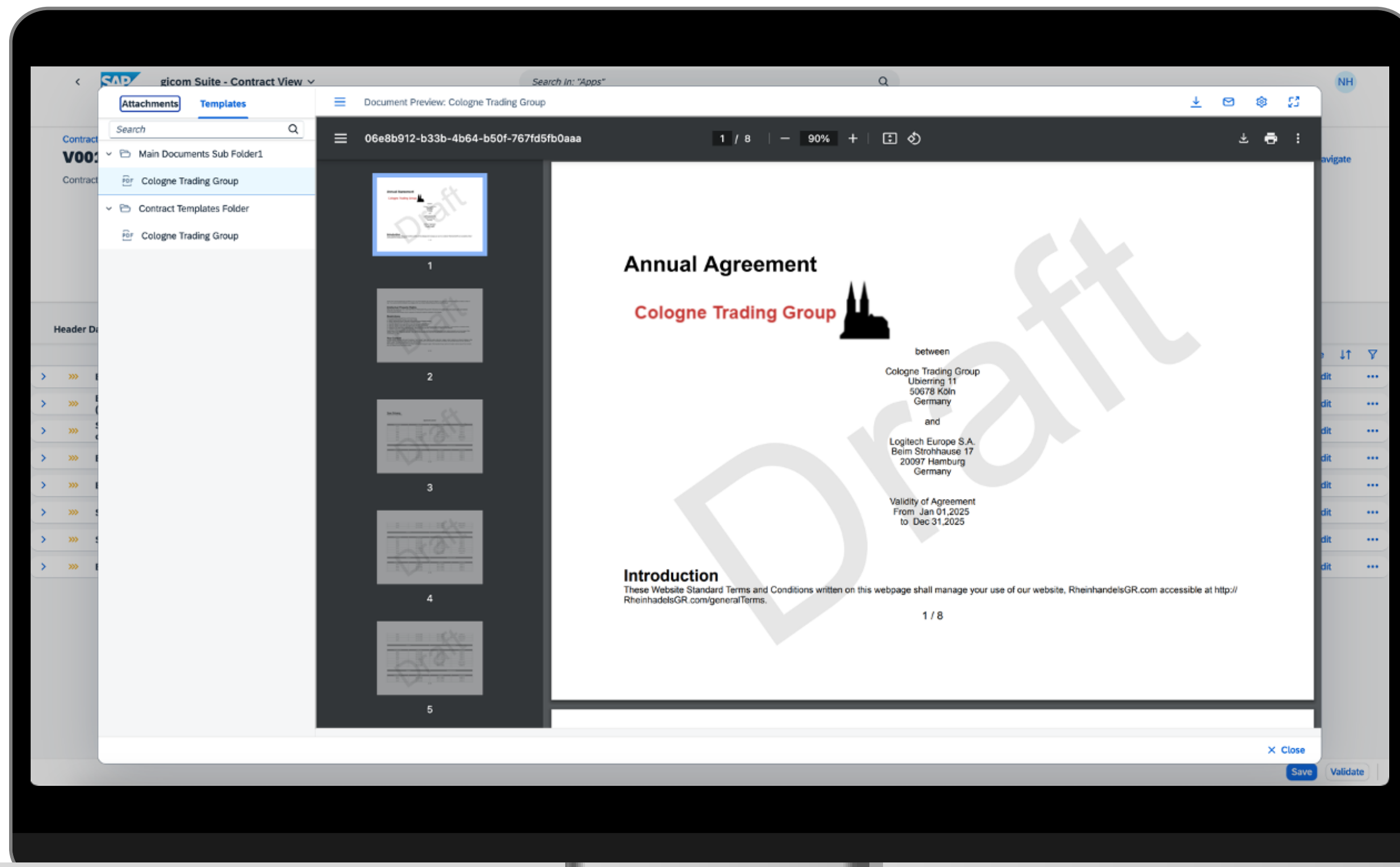


- Maintenance of the complete physical contract
- All agreements - discounts, bonus, scales, promotion etc.
- All non-monetary agreements / terms

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.

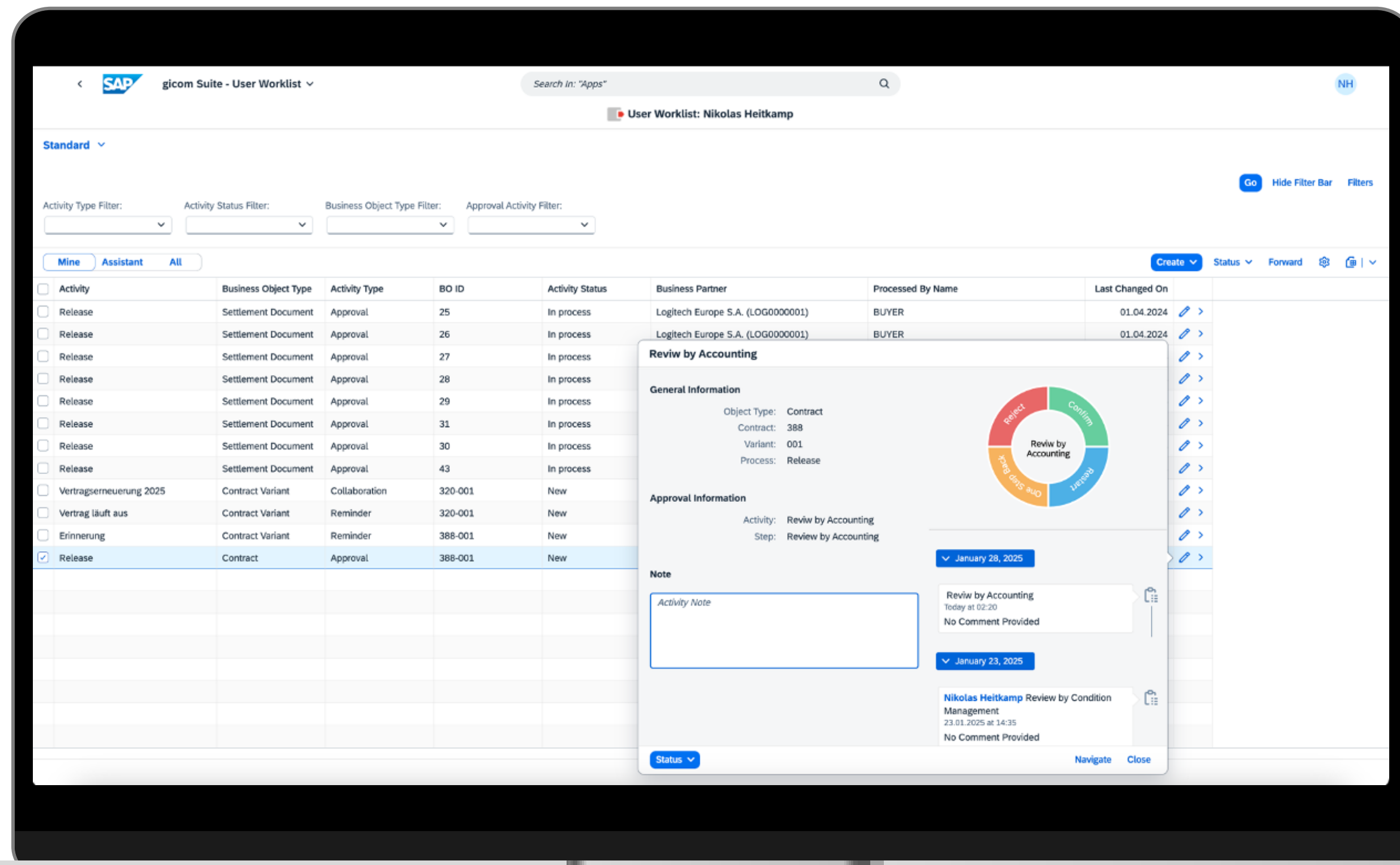


- Automated contract document generation with all contents
- Sending via e-mail or e-signature
- Archiving of sent and signed documents

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.

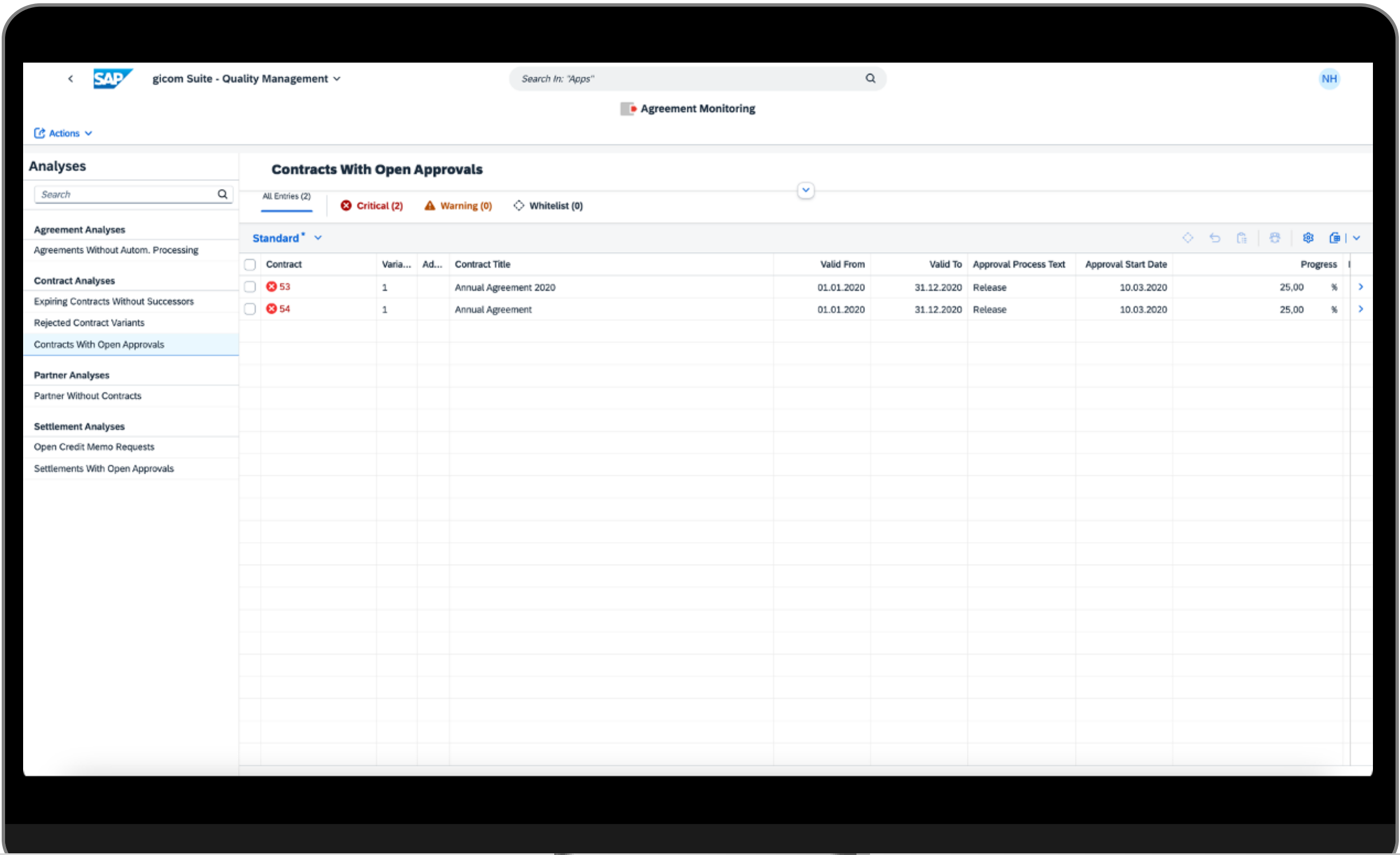


- Flexible workflows for review, approval and signing via e-signature
- Role-based assignment of activities
- Central overview of all activities - approval, reminder, collaboration

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.



- Comprehensive monitoring of contracts and agreements
- Simple identification of action points
- Standard monitoring such as open approvals, expiring contracts without successor
- Integration of customer-specific monitoring



- | | | | | |
|---|---|--|------|---|
| | gicom Suite - Quality Management | Search In: "Apps" | | NH |
| Actions | Agreement Reporting | | | |
| Analyses

Agreement Analyses
Stipulated Agreements
Agreement Overview
Agreements without SMI-Transfer

Contract Analyses
My Contracts
Contract Overview
Approval History

Partner Analyses
Count contracts to Businesspartner

Settlement Analyses
All Credit Memo Requests | Agreement Overview | | | |
| | All Entries (3370) | | | |
| | Standard | | | |
| | ☐ Contract Partner | Cond Type with Dscrp | Id | Valid From Valid To value Sender Receiver Product Dim Type Product Dim |
| | > Contract Partner: ED00000001 (EDEKA ZENTRALE Stiftung & Co. KG) | | | |
| | > Contract Partner: FH00000001 (Supplier Food) | | | |
| | v Contract Partner: LOG00000001 (Logitech Europe S.A.) | | | |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Promotion Sales Fixed (SF03) | 1959 | 28.10.2024 08.11.2024 10.000,00 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Sales Promotion Quantity (SQ01) | 1958 | 28.10.2024 08.11.2024 0,20 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group GAMI (Gami) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1957 | 01.01.2024 31.12.2024 5,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1956 | 01.01.2024 31.12.2024 1,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1955 | 01.01.2024 31.12.2024 2,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1954 | 01.01.2024 31.12.2024 4,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Promotion Sales Fixed (SF03) | 1947 | 01.01.2024 31.12.2024 10.000,00 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Sales Promotion Quantity (SQ01) | 1946 | 28.10.2024 08.11.2024 0,20 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group GAMI (Gami) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1945 | 01.01.2024 31.12.2024 5,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1944 | 01.01.2024 31.12.2024 1,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1943 | 01.01.2024 31.12.2024 0,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1942 | 01.01.2024 31.12.2024 4,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group PC (Laptop) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate Quantity (BQ01) | 1761 | 01.01.2024 31.12.2024 1,50 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group DISHW (Disl) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Rebate % (BP01) | 1713 | 01.01.2024 31.12.2024 5,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Promotion Sales Fixed (SF03) | 1712 | 01.01.2024 31.12.2024 5.000,00 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Promotion Activity Fixed (SF01) | 1711 | 01.01.2024 31.12.2024 8.000,00 EUR LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Index scale (BP11) | 1710 | 01.01.2024 31.12.2024 0,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Special Rebate % (BP03) | 1709 | 01.01.2024 31.12.2024 1,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |
| | ☐ LOG00000001 (Logitech Europe S.A.) | Subsidy for advertising costs % (SP... | 1708 | 01.01.2024 31.12.2024 3,00 % LOG00000001 (Logitech Europe S.A.) DECC (Germany C&C) Product Group ALL (ALL) |

GICOM AGREEMENT MANAGEMENT



gicom enhances your core SAP processes with special functions.



Faster input:

All contracts and all their elements are stored in a single place – including all monetary (prices, discounts, bonuses, rebates, paybacks and chargebacks, promotion funds, etc.) and non-monetary agreements.



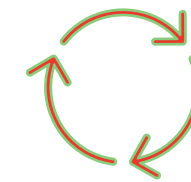
Clearer administration:

gicom makes uploading and managing contracts in a clear structure a real pleasure.



Simply change and customize:

Active contracts can be amended and adjusted in an audit-proof manner with a correction and addendum process.



Clear contract life cycle monitoring:

Whether it's corrections, scheduling, cancelation, or a follow-up contract – with gicom, you always have your finger on the pulse.

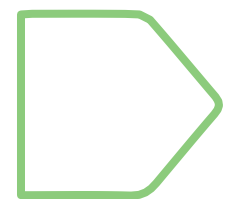


Authorize and report directly:

Territories and business areas are allocated digitally, with centralized reporting to safeguard contract quality.

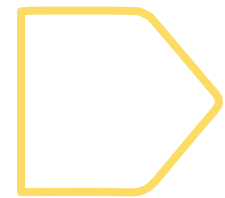
CLASS MEANS CASH

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



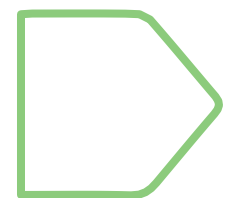
Digitized agreements:

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



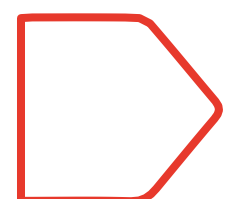
Automated bonus management:

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.

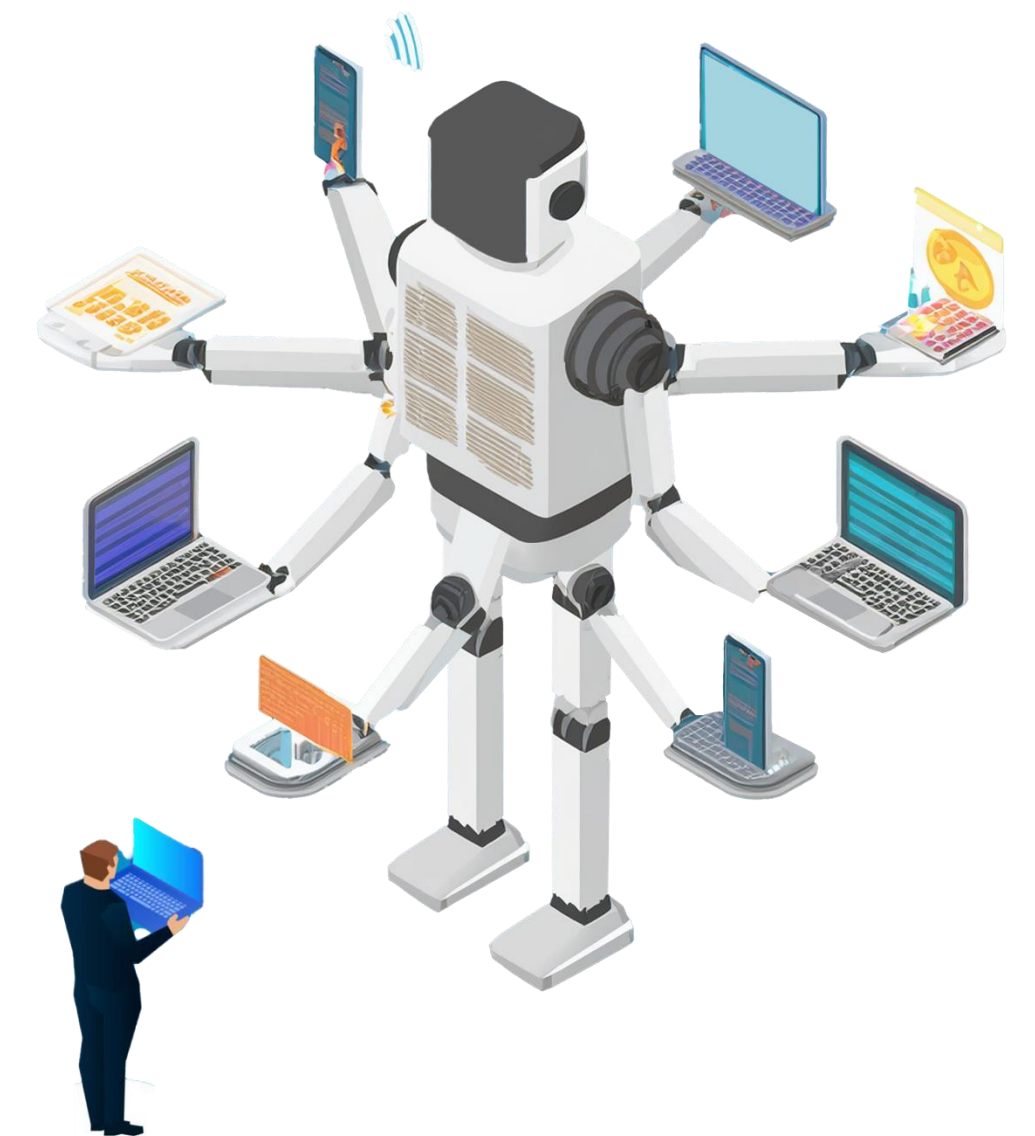


Because a better overview means better value:

BUSINESS CAPABILITIES



gicom ensures smooth, cross-industry processes across all organizational levels and parties.



COMPARE WITHOUT COMPARISON

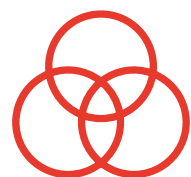
Enjoy an overview of all agreements.



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



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



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

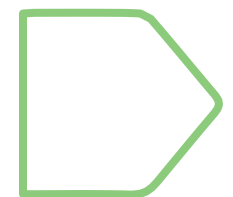


Reporting, not guesswork:
With integrated reporting, you can strategically retrieve information and data with your own queries, such as “With which business partner do we have a bonus agreement?”.

FIND YOUR FLOW WITH GICOM

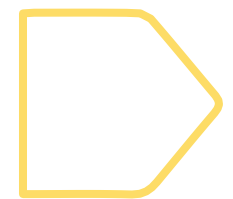


Finally interface gains instead of interface losses.



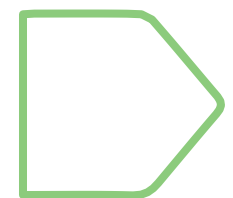
Plan & Forecast

Calculate all agreements based on turnover plan/forecast



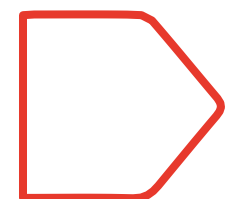
Negotiation – Analyze, Simulate, Control

Preparation, execution and follow-up



Documentation – Maintain entire legal contract

Maintenance of all contract contents – prices, conditions, terms etc.



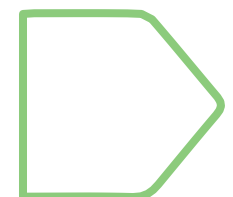
Contract Document & Signature

Generation of forms and sending to the business partner via e-mail or eSignature



Approval, Workflows, Collaboration

Flexible and role-based workflows including mail notification



Contract Lifecycle & Audit

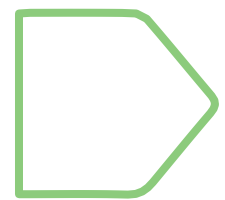
Correction, Successor, Termination, Invalidation incl. logging of all activities for the auditor



FIND YOUR FLOW WITH GICOM

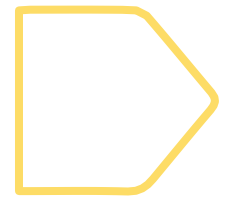
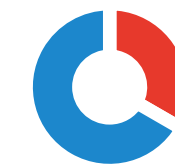


Finally interface gains instead of interface losses.



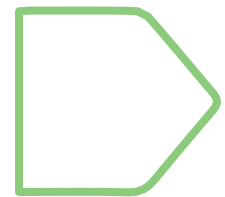
Integration to Purchase & Sales

Consideration of all conditions – discounts, bonuses – in pricing



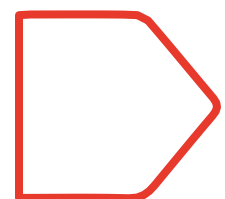
Accrual, Delta-Accrual, Accrual Reversal

Accruals directly in MM/SD, retro-active accruals and automatic reversal



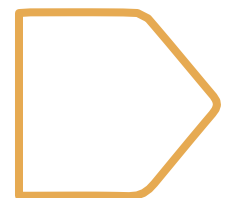
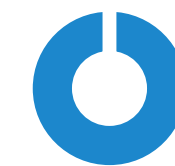
Business Volume Base & Calculation

Purchase, Sales, External - %, € / Piece, € - Scale, Absolute, Increasing



Settlement Types

Automatic, Manual, Proforma, Simulation



Settlement Execution

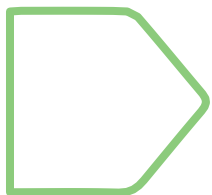
Accounts payable, Accounts receivable, Tax determination, Output Management



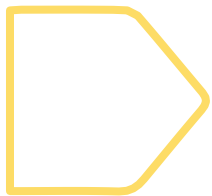
FIND YOUR FLOW WITH GICOM



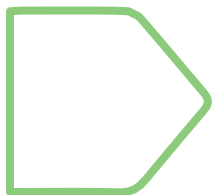
Finally interface gains instead of interface losses.



Reporting, Monitoring, Tracking
Open and settled claims, Settlements, Limits



Reconciliation
Turnover Adjustment, Settlement Adjustment, Delta Settlements



Data Provision for other processes
BI, external systems – CDS, OData



**WE DO MORE THAN CUSTOMIZED
SAP-SOLUTIONS:
WE MAKE CUSTOMERS HAPPY.**

The metro logo, with the word 'metro' in a bold, lowercase, italicized sans-serif font.The MediaMarktSaturn Retail Group logo, with the text 'MediaMarktSaturn' above 'Retail Group' in a sans-serif font.The CONRAD logo, with the word 'CONRAD' in a bold, italicized sans-serif font.The REWE GROUP logo, with the word 'REWE' above 'GROUP' in a sans-serif font.The SPAR logo, with the word 'SPAR' followed by a circular icon containing a stylized 'A'.The coop logo, with the word 'coop' in a lowercase, rounded sans-serif font.The CITI logo, with the word 'CITI' in a bold, uppercase sans-serif font.

Examples of satisfied customers

Be part of the success.

<http://gicom-group.com>
sales@gicom-group.com
+49 2206 90840