

GICOM: SATISFACTION GUARANTEED

Our SAP solutions and services take your business further.

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GICOM. PLEASED TO MEET YOU

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

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

Digitize 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!

STATE-OF-THE-ART

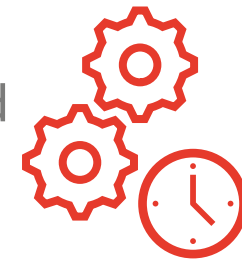
**Agreement Profitability and Negotiation –
Discounts, Rebate, Bonus and Agreement Management at its best**

SOUNDS FAMILIAR?



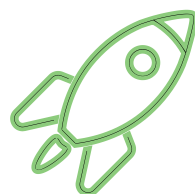
“Do we really capture every agreement? Why do we **not digitize** arrangements, conditions, and contracts?”

“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?”



THE PERFECT MATCH

gicom pools all agreements transparently and centrally.



One for all:

gicom offers a central solution for managing and controlling all agreements between two or more business partners.



Full S/4HANA integration:

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



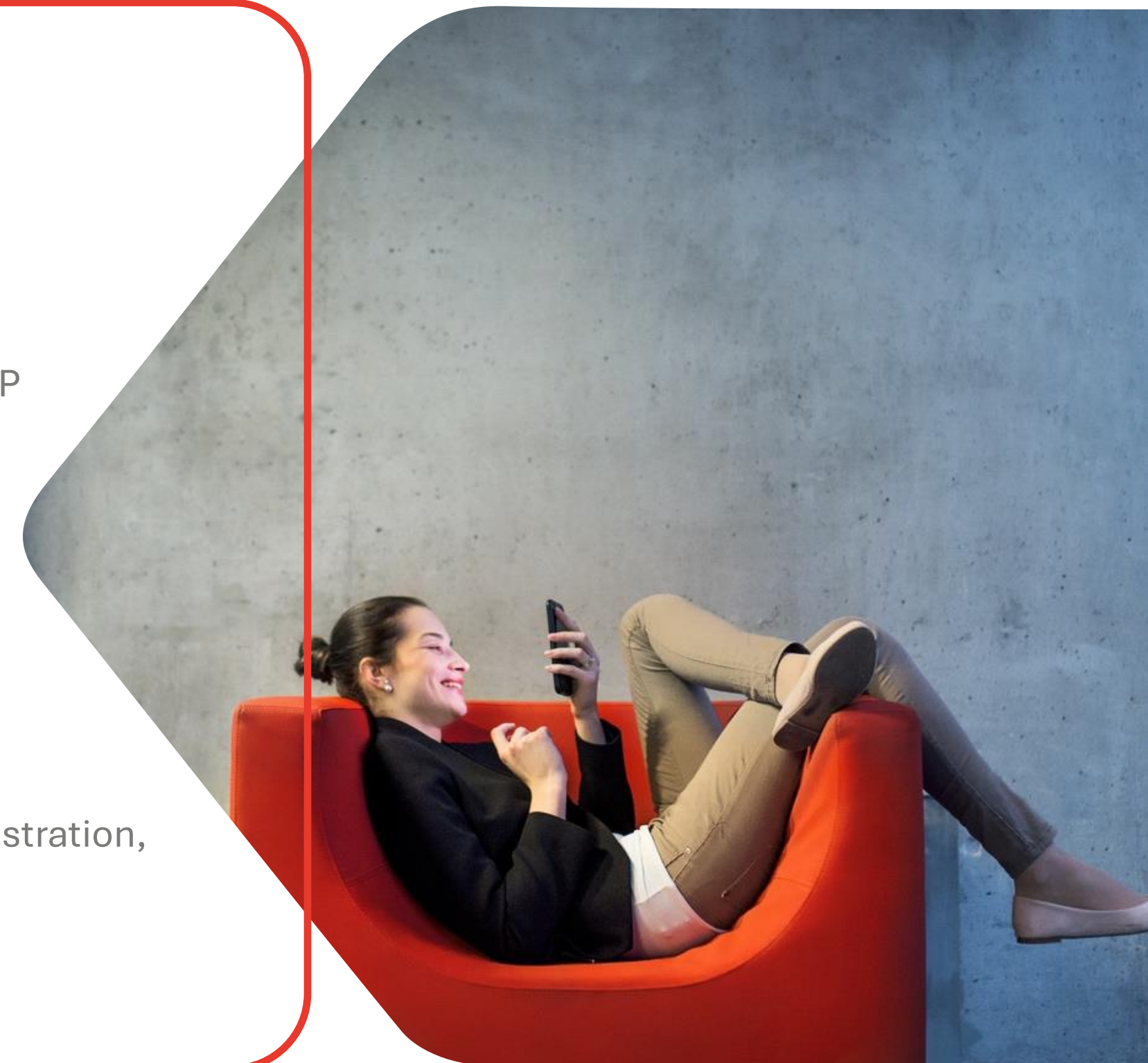
Purchases, sales, subsequent settlement:

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

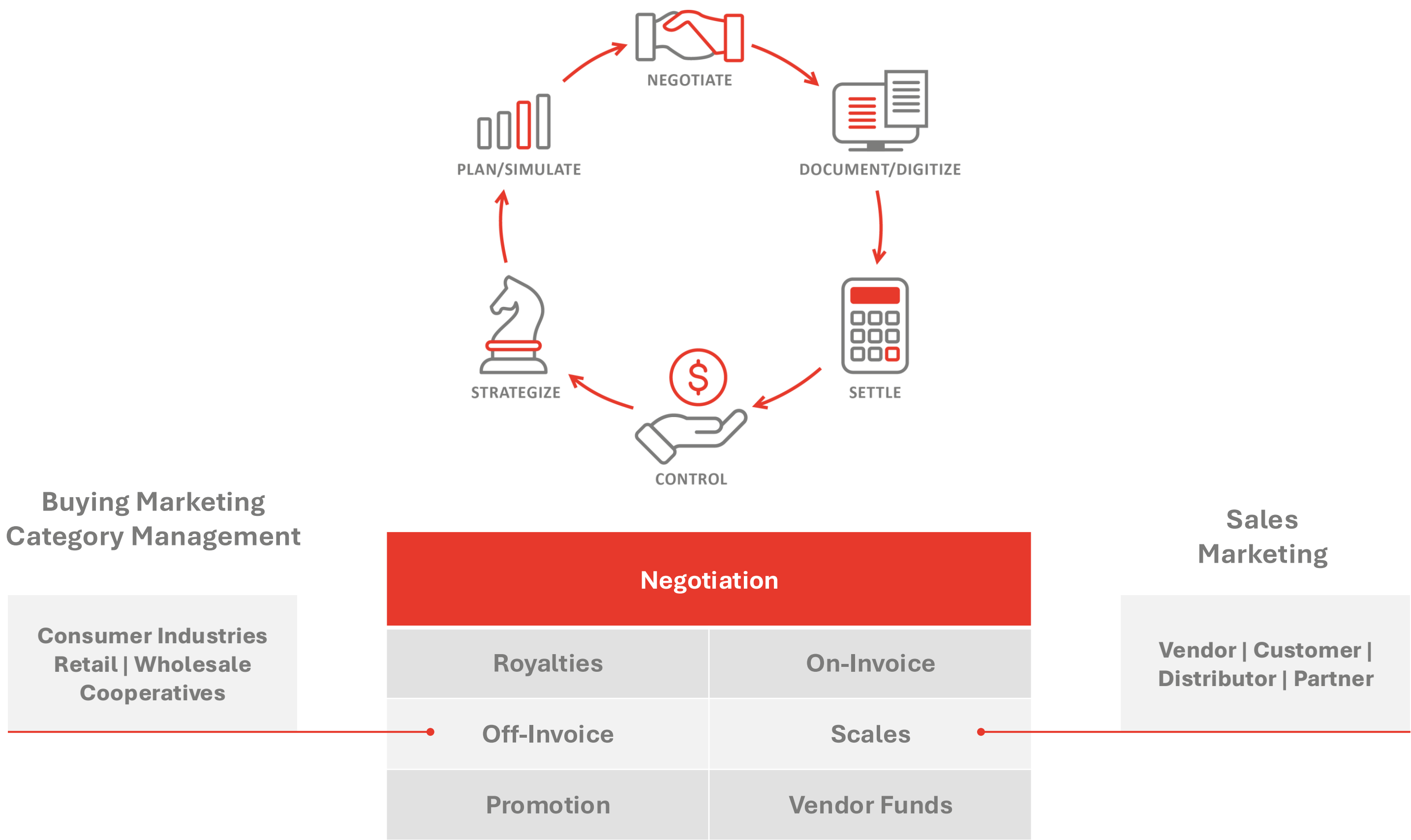


Get the most out:

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



GICOM'S EXPERTISE



WHAT IF YOU COULD IMPROVE ON THREE DOMAINS?

Finance

- ✓ **Forecast** of all Claims and Accruals
- ✓ Streamlined and automated **settlement** along the calculation

Controlling

- ✓ **Insights on margins and profits in real-time**, Simulation / **what-if Scenarios**
- ✓ Extensive **simulation and calculation of claims**; access to actual and historical **values**

Buying / Sales / Merchandize

- ✓ **Visibility** of all agreements, terms, contracts and negotiations
- ✓ All-encompassing **digitization** of all agreements up to **contract creation**
- ✓ **Higher profits** by **comparison** and analysis of deals



EXPERTISE IN AGREEMENT & SETTLEMENT MANAGEMENT



- Creation of **business and technical concepts** for the documentation and settlement of all agreements
- Implementation of **SAP CCM and Settlement Management**
- Migration service from “MM-Bonus” / “SD-Rebates” to CCM/Settlement Management
- Expertise in **integration in purchasing, sales**, logistics, agency business, accounting and controlling
- Process optimization
- Implementation of **customer-specific requirements** for maintenance, settlement and distribution
- Customized reporting and monitoring
- **Add-ons and extensions** for negotiation and contract management

HOW GICOM SUPPORTS ALL STAKEHOLDERS

Buying

- Supplier selection
- Supplier Negotiations
- Supplier Agreement
- Continuous Procurement
- Settlement
- Pricing (re-)negotiations
- Supplier Performance Evaluation



- Vendor Fund Allocation
- Promotion Planning
- Vendor Fund Controlling

Sales

- Customer Offer and Pricing
- Customer Negotiations
- Customer Agreement
- Continuous Sales
- Order Processing and Fulfillment
- Pricing (re-) negotiations
- Settlement

THE SOLUTION

GICOM – OUR COMPETENCIES



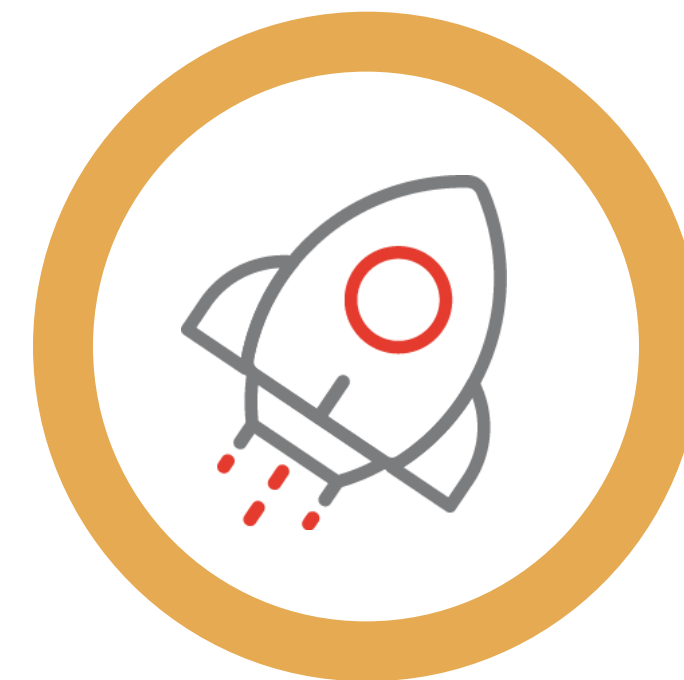
One-stop service for your project.



Digitalize all agreements and terms, including settlement and posting within SAP, driving revenue growth.



Gain a clear and concise view of your business partner profitability KPIs.



Optimize, in real-time, your margin while managing profitability at all levels.

PROFITABILITY & SUCCESS WITH GICOM



gicom Agreement Negotiation Workbench ANW

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

gicom Agreement Documentation AD

gicom Smart Agreement Manager SAM

- + Full transparency of all prices, monetary and non-monetary agreements
- + Automatic contract creation (based on templates)
- + Automated creation of conditions in SAP
- + Auditable & approval workflows

SAP CCM / Settlement Management

- + Delta accrual
- + Automated and manual settlement
- + Tax determination
- + Account determination
- + Document creation; forms



SAP Purchasing / Sales

- + Purchase Order / Sales Order
- + Accrual



SAP Finance

- + Posting



-  **Digitize all agreements**
– prices, discounts, rebates, funds etc.
-  **Generate legal contract documents** to exchange with business partner
-  Flexible **approvals** for different contract types
-  **Monitoring** of all contracts and agreements
-  **Seamless transfer & activation** of prices, agreements and terms in SAP S/4HANA

Suche in "Apps" AD: Pflege der Verträge

Logitech Europe S.A.
Gesellschaftsmanager

Vertragsübersicht Vertriebsstatistik Provisionen Vertriebsvergnügend Gültigkeit

Vertragsarten (12)

Variante	Bezeichnung	Vertriebsvergnügend	Status	GB	Provisionen	Gültig von	Gültig bis	Wiederholen	Verlängerung	MMV	Abkündigen	Anträge	Geldbetr. an	Geldbetr. von	KOSGEGART
367	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Use Case Otto		✓ D - aktiv	DACH	Z	01.01.2004	31.12.2024						20.01.25, 14.45		HEITMANN
365	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Use Case Otto		✓ D - aktiv	DACH	Z	01.01.2004	31.12.2024						20.01.25, 09:54		HEITMANN
374	VIREL Jahrgangsvertrag 20 - aufgewertet (DACH)														
001	Annual Agreement 2024		✗ A - in Vorbereitung	DECC	ZSCC	01.01.2005	31.12.2025						31.12.24, 14:06		BRANST
001	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Annual Agreement 2024 - CAC		✗ E - ungültig	DECC	ZSCC	01.01.2004	31.12.2024						15.01.25, 08:20		KOSGEGART
002	Annual Agreement 2024 - CAC		✗ E - ungültig	DECC	ZSCC	01.01.2004	31.12.2024						15.01.25, 08:20		KOSGEGART
003	Annual Agreement 2024 - CAC		✗ A - in Vorbereitung	DECC	ZSCC	01.01.2004	31.12.2024						15.01.25, 11:02		KOSGEGART
327	VIREL Jahrgangsvertrag 20 - aufgewertet (DACH)														
001	Annual Agreement 2024 - DACH		✗ C - abgelehnt	DACH	D	01.01.2004	31.12.2024						14.04.24, 16:28		HEITMANN
001	Annual Agreement 2024 - DACH		✗ A - in Vorbereitung	DACH	D	01.01.2004	31.12.2024						14.04.24, 16:28		HEITMANN
326	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Annual Agreement 2023 - DACH		✓ D - aktiv	DACH	D	01.01.2023	31.12.2023						01.04.24, 15:31		HEITMANN
325	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Annual Agreement 2022 - DACH		✓ D - aktiv	DACH	D	01.01.2022	31.12.2022						01.04.24, 14:13		HEITMANN
324	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Annual Agreement 2022 - CACH		✓ D - aktiv	DECC	ZSCC	01.01.2022	31.12.2022						01.04.24, 17:34		HEITMANN
323	VIREL Jahrgangsvertrag 19 - verbindlich (DACH)														
001	Annual Agreement 2023 - CACH		✓ D - aktiv	DECC	ZSCC	01.01.2023	31.12.2023						15.01.25, 08:20		KOSGEGART

SAP | gicem Suite - Vertragsanträge | Suche in "Xxxx" | **AD Vertragsdetails**

Vergangsdienstag (Jugliche Europa S.A.) | Vertragsdetails (387-002)

V001 Jahresgespräch Zur Zeit unvollständig

Vergabegewinner: LOG0000001 (Jugliche Europa S.A.)

Vergangen: 387
Verlänger: 002
Vergabesprache: Deutsch (DE)

Vereinbarungstext: Lieferant
Verhandelt durch: HEITKAMP
Notifizierung: Direkte Non-Find

Ereignis: 28.01.2025 von HEITKAMP
Geändert: 28.01.2025 von HEITKAMP
Rechtskennzeichen: Keine inaktiviert
Grund: Korrektur

Kapiteln	Verbindungen	Präzision	Non-monotone Verbindungen	Aktuelle
Verbindung Neuzugang Verbindungen Importieren Verbindung Messungsfrei JT				
>	BPM1 - Bonus %	LOG0000001 DECC	PC	01.01.2024 - 31.12.2024 quartalsweise (Kalenderjahr) Automatisch 0002
				4.000 % Bearbeiten
>	BPM1 - Startbonus %	LOG0000001 DECC	ALL	01.01.2024 - 31.12.2024 jährlich (Kalenderjahr) Automatisch 0002
				2.000 % Bearbeiten
>	BPM1 - Bonus % - Subskriptionsrecht	LOG0000001 DECC	PC	01.01.2024 - 31.12.2024 jährlich (Kalenderjahr) Automatisch Passiv 0008
				1.000 % Bearbeiten
>	BPM1 - Bonus % - Subskriptionsrecht	LOG0000001 DECC	ALL	01.01.2024 - 31.12.2024 Unbestimmt Automatisch 0008
				5.000 % Bearbeiten
>	SGS1 - Verkaufsfindung Menge	LOG0000001 DECC	GAMM	ST 1 28.10.2024 - 08.11.2024 Verbindungsbedingung Automatisch
				2.000 EUR Bearbeiten
>	SPS1 - Werbung Abverkauf Fix	LOG0000001 DECC	PC	28.10.2024 - 08.11.2024 Verbindungsbedingung Automatisch
				10.000,00 EUR Bearbeiten

Vorbenennung ID: 1889

Konditionen:

Vergabeart:

Abrechnungsintervall:

Zusätzliche Felder:

Werbung Abverkauf Fix

Gültigkeit:

Verbindungsart:

Verbindungsbedingung:

28.10.2024 - 08.11.2024

10.000,00 EUR

28.10.2024 - 08.11.2024 | Verbindungsbedingung | Automatisch |

Dimensionen

Senden: LOG0000001 - Jugliche Europa S.A.

Empfänger: DECC - Germany C&C

Produktgruppe: PC - Laptop

Konditionsbedingungen

Verkauft Vereinbarung: Aktion KKR 64-45 - Flyer-Aktion

Fürher: Freigabe

Finanzen

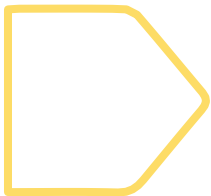
Verbuchung: 00

Abrechnungstyp: Aktiv

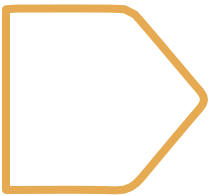
GICOM AGREEMENT NEGOTIATION WORKBENCH



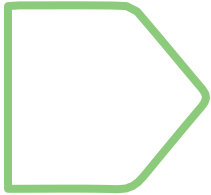
Support in agreement discussions.



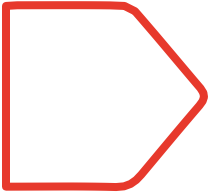
Easy definition of **negotiation strategy** with access to all relevant business data



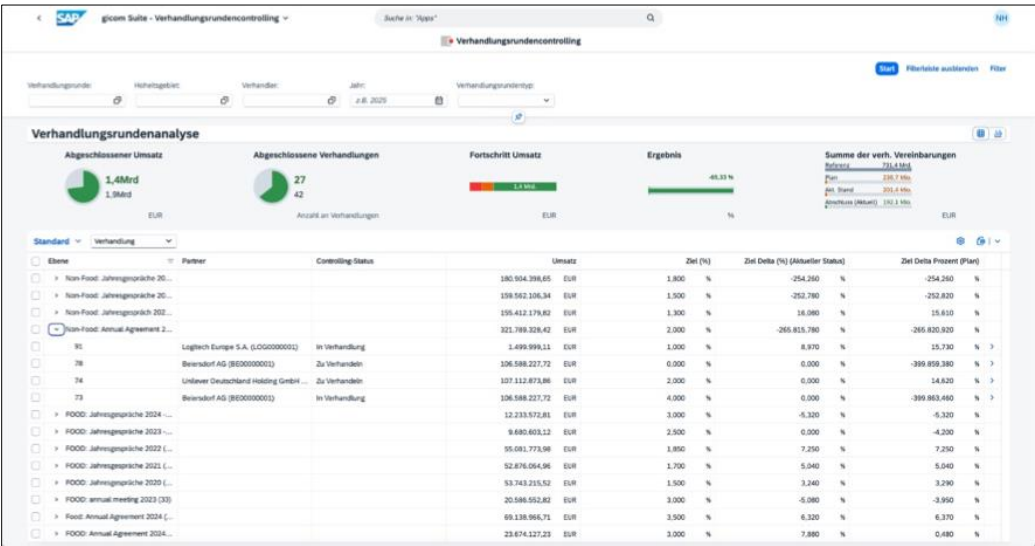
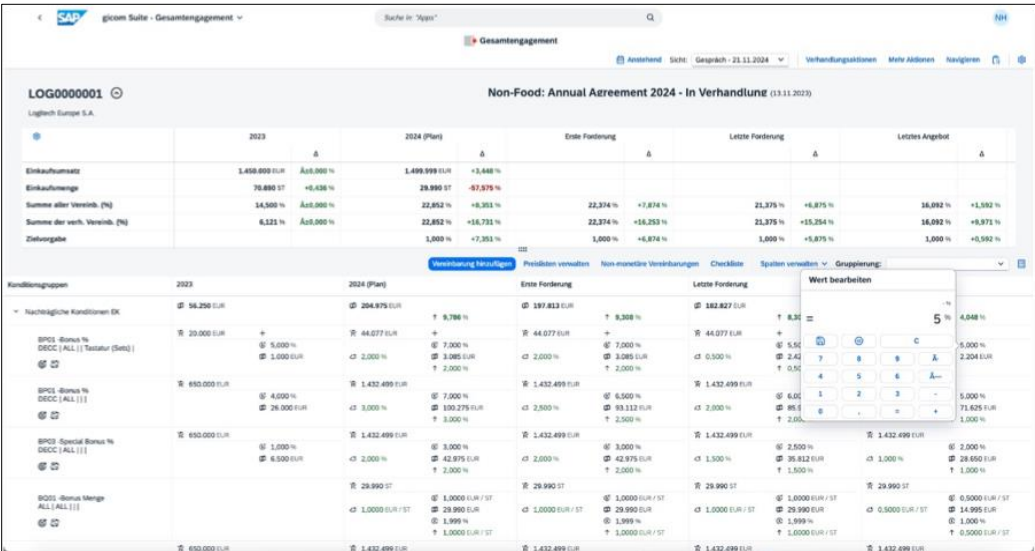
Simulate target achievement and offers during negotiation **in real-time**



Valuable insights into the progress and the result of all negotiations



All information at hand for **leading position** in all negotiations

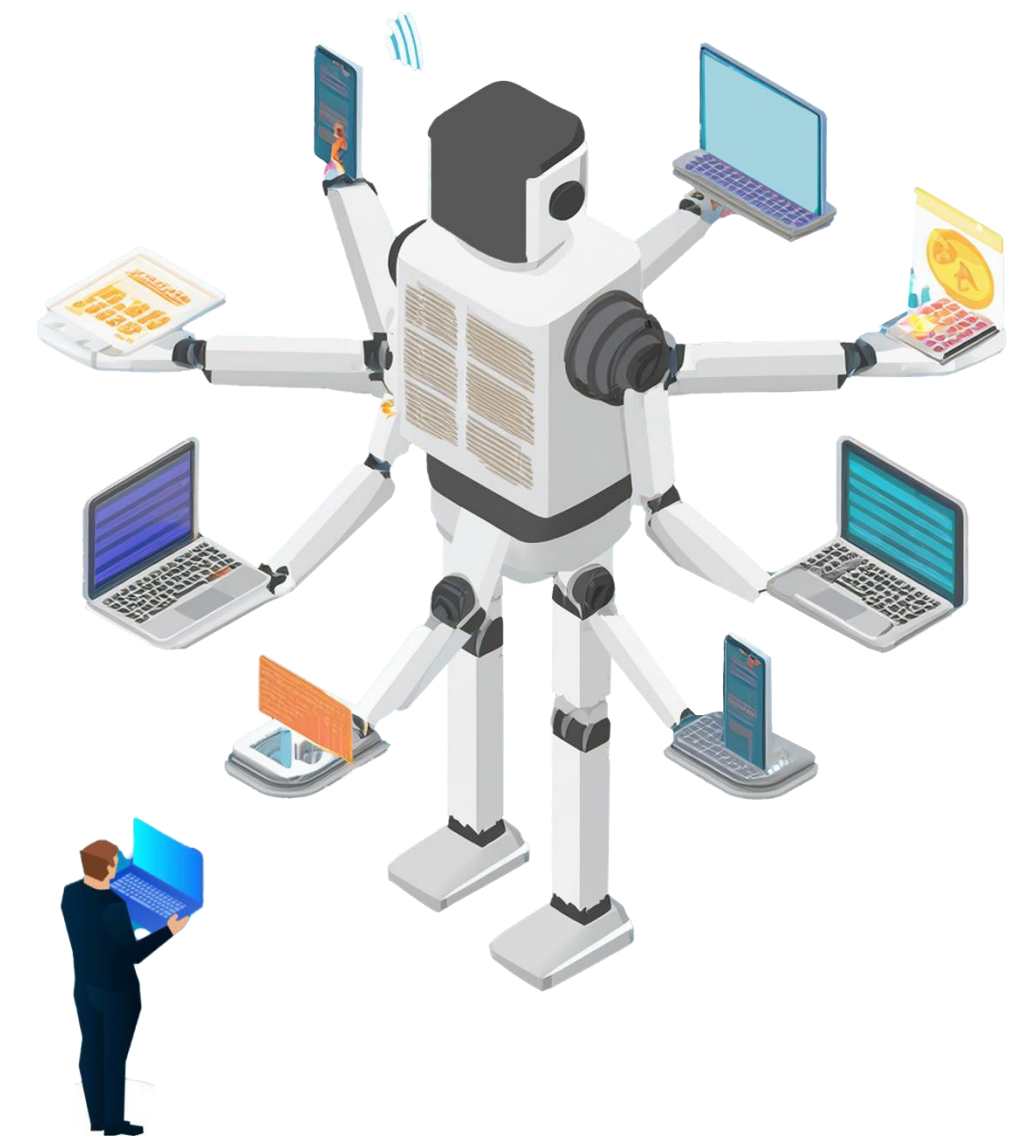


Because a better overview means better value:

BUSINESS CAPABILITIES



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



COMPARE WITHOUT COMPARISON

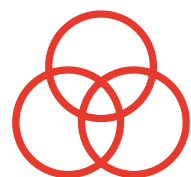
Enjoy an overview of all agreements.



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.

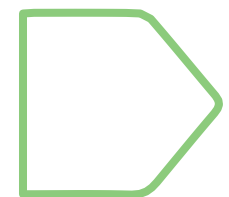


Reporting, not guesswork:
With integrated reporting, you can strategically retrieve information and data with your own queries, such as “With which business partner do we have a bonus agreement?”.

FIND YOUR FLOW WITH GICOM

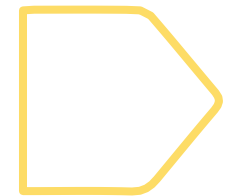


Finally interface gains instead of interface losses.



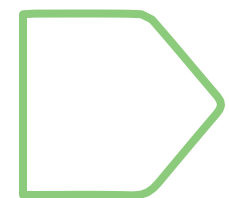
Plan & Forecast

Calculate all agreements based on turnover plan/forecast



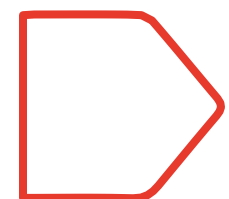
Negotiation – Analyze, Simulate, Control

Preparation, execution and follow-up



Documentation – Maintain entire legal contract

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



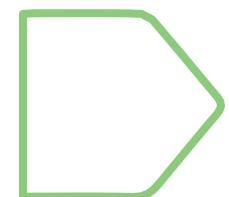
Contract Document & Signature

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

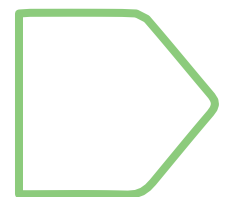
Correction, Successor, Termination, Invalidation incl. logging of all activities for the auditor



FIND YOUR FLOW WITH GICOM

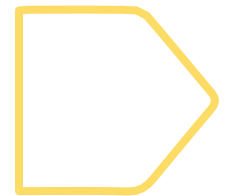
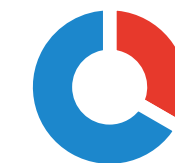


Finally interface gains instead of interface losses.



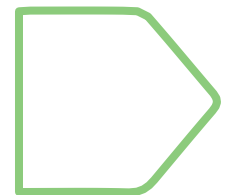
Integration to Purchase & Sales

Consideration of all conditions – discounts, bonuses – in pricing



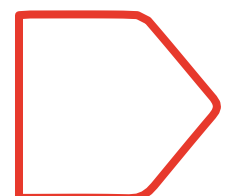
Accrual, Delta-Accrual, Accrual Reversal

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



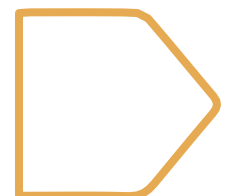
Business Volume Base & Calculation

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



Settlement Types

Automatic, Manual, Proforma, Simulation



Settlement Execution

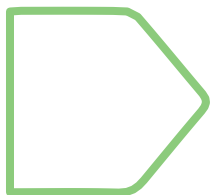
Accounts payable, Accounts receivable, Tax determination, Output Management



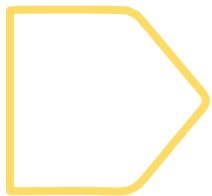
FIND YOUR FLOW WITH GICOM



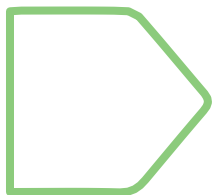
Finally interface gains instead of interface losses.



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



BENEFITS AND SUCCESSES

BOOST YOUR PROFIT

at least **0.3 % improvement** in
negotiated volume with the use of
gicom. We know the right "levers"!

- ✓ Ensure and optimize project efficiency, effort and duration
- ✓ Fast ROI and simple approach:
S/4HANA Finance and gicom provide value
- ✓ Utilize E2E gicom use cases
and quick wins immediately

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

The metro logo, with the word 'metro' in a bold, lowercase, 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, uppercase, 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, 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