

# SAP S/4HANA for agreement and profitability negotiation by gicom private edition



## Elevator Pitch

SAP S/4HANA® for agreement profitability and negotiation by gicom provides support to **boost profitability** and **optimize margin** across a digital end-to-end process to strategize, simulate, calculate, digitize and settle all **agreements and contracts**.

The solution improves and facilitates target strategy, analytics and forecast, simulation and a consistent margin calculation from purchase to sales and digitization up to accurate and automated settlement. With its integration into the customer IT landscape it can combine SAP ERP, S/4HANA and legacy systems.



## Product Capabilities

SAP S/4 HANA for agreement profitability and negotiation by gicom is comprised of the following 3 components:

- **Agreement Negotiation Workbench**
- **Agreement Documentation**
- **Real-Time Margin**

Together as a suite, **SAP S/4 HANA for agreement profitability and negotiation by gicom** leverages SAP S/4HANA and SAP CAR to calculate multiple financial variables at a supplier, customer, category and individual product level and simulate and calculate the financial impact of conditions as a retailer/vendor negotiation is taking place, in real-time, on any device.



## Value to Customer

- **Pre-agreement deal strategy and future profitability impact**
- **Improved profitability** through an optimized strategy and **margin optimization**
- No money gets lost or forgotten by a digitized process and **automated settlement**
- **Accessible information** for all users, in **real-time**
- Seamless agreement lifecycle **collaboration** with business partners



## Key Differentiators

- Unique solution that **digitizes an E2E process – from strategy definition, real-time calculation to settlement profitability**
- Simulation and assortment calculation – down to SKU level
- Facilitates all scenarios:
  - SAP S/4HANA incl. RISE with SAP
  - SAP CAR
  - **Plus:** Connects SAP ECC and provides door-opener for S/4HANA transformation
- Seamlessly integrated with SAP Condition Contract Management



## Target Market

- Executives within the **finance, controlling, purchasing and merchandising** departments
- Large enterprises in **Consumer Industries**, primarily **Retail, Wholesale and CPG**

qualified for SAP Industry Cloud



## References, Regional Scope

- Coop Switzerland
- SPAR Group
- Salling Group
- Kaufland
- Metro Canada

NA

LA

MEE

EMEA

APJ

Attention: Not released for GC!



## Material code

- On Prem SAP S/4HANA for agreement profitability and negotiation by gicom: **7020319**
- SAP S/4HANA for agreement profitability and negotiation by gicom, private tailored option: **8012033**
- SAP S/4HANA Cloud for agreement profitability and negotiation by gicom; private edition / RISE: **8011633**



## Estimated Avg Deal Size

- ~400 - 800K € / 500 – 1 mio. US\$



## Elevate Your Business: Revolutionize Agreement Management and Collaboration!



### Ensure higher margins for your customers in retail, wholesale and consumer goods:

- Dealing with the complexities of managing current **agreement lifecycles**
- Desiring **effortless collaboration** with business partners via **cloud-based solutions**
- Managing large volumes of **promotions** and handling the settlement of **vendor funds**
- Having adopted Ariba and aiming to advance **agreement and condition digitization**
- Seeking a competitive edge by enabling **real-time forecasting during negotiations** with suppliers or partners