Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has 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 SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason with-out notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP’s willful misconduct or gross negligence.

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.
Agenda

➢ Introduction
➢ Solution Overview
➢ Roadmap
➢ Useful Links
➢ Q&A
Document Compliance

Introduction
Customer Needs –
Compliance with on-line Exchange of Electronic Documents

Local Regulations
- fiscal control
- compliance
- Invoices & delivery notes & tax certificates &…
- minimize compliance risk
- digitalization. tax administration.
- real-time reporting
- global coverage
- savings in public procurement
- cost reduction
- Business Transactions
- Integration with the backend
  (Business Suite or S/4HANA)
  EU e-invoicing mandate
- unified user experience
- online reporting
- reimagine business process
- fiscal control
- online reporting
- global coverage
- cost reduction
Explosion of Local Compliance Obligations
Governments worldwide are keeping pace with the evolving laws and governance frameworks

- Denmark: B2G e-invoicing
- Korea: E-tax
- China: Golden tax interface
- Brazil: E-invoicing (NFe)

- Mexico: E-invoicing (CFDI)
- Argentina: E-invoicing
- Chile: E-invoicing
- China: E-books
- Chile: E-delivery
- Peru: E-invoicing
- Italy: B2G E-invoicing
- Austria: B2G E-invoicing
- Spain: B2G E-invoicing
- Turkey: E-invoicing
- Turkey: E-ledger

- Slovenia: B2G E-invoicing
- Hungary: Transport registration
- Ecuador: E-invoicing
- Uruguay: E-invoicing
- Colombia: E-invoicing
- Croatia: B2G E-invoicing
- Czech Republic: Cash invoice registration
- Slovakia: B2G E-invoicing
- Hungary: E-invoice registration

- Hungary: E-invoice registration
- India: E-delivery (eWayBill)
- Mexico: E-payment
- Australia: E-payroll (Single Touch Payroll)
- Australia: E-invoicing
- New Zealand: E-invoicing
- Singapore: E-invoicing
- UK: Making Tax Digital
- Italy: B2B E-invoicing
- Sweden: B2G E-invoicing
- Norway: B2G E-invoicing
- Kazakhstan: E-delivery
- Costa Rica: E-invoicing
- Panama: E-invoicing
- Paraguay: E-invoicing
- Dominican Republic: E-invoicing
- New Zealand: E-payroll (Payday reporting)
- Greece: E-books
- Greece: E-delivery
- Greece: E-payroll
- Greece: B2G E-invoicing
- Italy: E-ordering
- Chile: E-factoring
- Argentina: E-factoring
- Germany: B2G E-invoicing
- Taiwan: E-invoicing
- Poland: B2G E-invoicing
- Portugal: B2G E-invoicing
- Bulgaria: Cash invoice registration
- India: Invoice registration
- Vietnam: E-invoicing
Motivation - Digital transformation driven by authorities

**Tax Compliance**
- Detect VAT leakage
  - B2B / B2C (cash) transactions
  - National / Foreign transactions
- Curb shadow economy
  - Transaction controls beyond e-invoices

**Digital Government Efficiency**
- Tax revenue management
  - Analytics (forecasts, predictions, statistics)
- Public procurement

**Business Benefits**
- Process efficiency
  - Automation
  - Spend management
  - Interoperability
  - SME support
  - Multiple document types
- Financing
SAP Document Compliance – Local Versions

55 Scenarios in 26 Countries (SAP S/4HANA)

Mexico
- Customer invoice
- Payment receipt
- Delivery Note

Peru
- Customer invoice
- Consumer invoice
- Withholding tax certificate
- Collection tax certificate

Chile
- Customer invoice
- Supplier invoice
- Consumer invoice
- Delivery note
- Ledgers
- Credit Invoice (Factoring)

Colombia
- Customer invoice
- Supplier invoice

Brazil
- Customer invoice
- Supplier invoice

Spain
- Customer invoice
- Tax Register Books

Italy
- Customer invoice
- Supplier Invoice

Hungary
- Transport registration
- Invoice Registration

Turkey
- Customer invoice
- Consumer invoice
- Supplier invoice
- Export registration
- Transport registration

Greece
- Tax Register Books

Portugal
- Customer invoice

Netherlands
- Customer invoice via Peppol
- Supplier invoice via Peppol

Belgium
- Customer invoice via Peppol
- Supplier invoice via Peppol

Denmark
- Customer invoice via Peppol
- Supplier invoice via Peppol

Austria
- Customer invoice via Peppol
- Supplier invoice via Peppol

France
- Customer invoice via Peppol
- Supplier invoice via Peppol

Germany
- Customer invoice via Peppol
- Supplier invoice via Peppol
- Customer invoice via e-mail (ZUGFeRD)

Poland
- Customer invoice via Peppol
- Supplier invoice via Peppol

Ireland
- Customer invoice via Peppol
- Supplier invoice via Peppol

Ireland
- Customer invoice via Peppol

France
- Customer invoice via Peppol
- Supplier invoice via Peppol

1 This is the current stand of planning and can be changed by SAP without notice.
Digital Compliance – Diversity of Local Requirements (examples)
Solution Overview
What is the solution about?

**SAP Document Compliance** is a global solution to address local requirements mandating the submission of electronic documents to authorities or business partners.

Local versions follow one of the following deployment models:

- **PaaS Solutions**
  - Based on **SAP Document Compliance, on-premise edition** and **SAP Cloud Platform Integration** to cover e-invoicing and real-time reporting requirements in multiple countries.

- **SaaS Solutions**
  - **SAP Document Compliance, cloud edition** provides the ability to send and receive fully compliant invoices based on the Peppol and ZUGFeRD standards.
  - **SAP Document Compliance, outbound invoicing option for Brazil** & **inbound invoicing option for Brazil** provide the ability to send / receive and further process fully compliant Nota Fiscal documents in Brazil.
Solution Approach

Far more than invoicing…
- Comprehensive, dynamic, everchanging
- For any compliance process
- Extensible y configurable

No Interfaces
- Integral part, automatic and silent component of SAP S/4 HANA, SAP ERP and industry solution.
- Full automation, real time

Direct link to Tax Office / Business Partner
- No 3rd party required
- End-to-end security
- Semantic consistency among SAP DC, LO, SD, FI and legal report representations.
SAP Document Compliance
A Combination of an Open Compliance Framework + Library of predefined country specific processes.
Rationale behind SAP Document Compliance

Standardization
- Strong framework with reusable components
- Multiple solutions can be implemented in parallel.
- No disruption among solutions

Business Process Integration
- “Source Document” Concept
- Seamless integration end-to-end.

Governance per-se
- Openness
- Direct Integration with ecosystem
- End-to-end Monitoring
- High level of security granularity

Security from Design
- SAP Cloud Platform Integration developed to comply with highest security requirements for
  - Governments
  - Financial Service Providers
  - Customers
**Processes (e.g. “Spain Bundle Processing”)**

- How the execution will happen, including actions, eventual errors and “variations” during the execution.
- Processes could be registrations, approval, updates, etc..

**Document (e.g. “Peru Credit Note”)**

- Mostly XML files exchanged in the context of a process.
- Are generated from a “Source Document” concept, provided from framework level, e.g.: SD/FI Document, FI Document, Shipment, Goods Issue, SII Document, etc…
Framework Features Overview at a Glance – 1 / 2

Comprehensive Operations and Monitoring
- Central “Cockpit”
- Single Access point
- UI-Navigation to Business process

Full Process Automation
- Communications
- Error handling

Documentation Storage and Archiving
- Save all send and received documents
- Signatures
- Archiving

Process Auditing
- Full electronic document history: Users, date, time, details, content if available, approvals and rejections.
Multi-Compliance
- Run multiple Compliance processes for the same transaction
- Generate several different documents for one transaction.

SAP Business Process Integrations
- Compliance processes run silently among SAP S/4HANA transactions

Metadata Driven Process configuration
- Process flow managed by configuration tables

Multi-Level Grouping
- Allows transactional integration as well as packed-based integration
- Navigation among levels.
- Nesting of processes
• SAP Document Compliance works in a fully automated way without human interaction (including retries and notifications).

• The Cockpit is a tool that allows process analysis, audit, navigation to Business doc, visualize the technical representation, etc...
SAP Document Compliance
PaaS Solutions
Solution Landscape – Document Compliance Scenarios

- Local Format Mapping
- Business Monitoring

- Communication
- Authentication/Digital Signature

- Validation
- Approval/Registration

SAP ECC or S/4HANA

Document Type 1
SAP APPL 6.05
SAP Netweaver 7.02

Document Type 2

SAP Integration Suite
Integration Flow

Recipient

Local Version A
Local Version B
Solution Architecture – SAP Document Compliance
on-premise edition + SAP Cloud Platform Integration

- Legal Reports
- SD Del GI
- SD Bill
- FI
- IS-U
- Real Estate
- MM returned invoice

- SAP Document Compliance, on-premise edition
- Chile
- Peru
- Spain
- Italy
- Hungary
- ... 

- SAP Cloud Platform Integration
- DTE
- Peruvian UBL
- Facturae
- Fattura PA
- EKAER
- ... 

- Recipient
- SII
- SUNAT
- FACe
- SII
- NAV
- ... 

© 2020 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
SAP Cloud Platform Integration

Monitoring Message Processing

Time: Past Week  Status: Completed  Artifact: All Integration Flows


Messages (13993)

<table>
<thead>
<tr>
<th>Date/Time</th>
<th>Artifact</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 10, 2017, 09:02:29</td>
<td>com.sap.sih.dcs.gsp.vayana</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 09:01:52</td>
<td>com.sap.sih.dcs.gsp.vayana</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 09:01:38</td>
<td>com.sap.sih.dcs.gsp.vayana</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 08:59:01</td>
<td>com.sap.sih.dcs.gsp.vayana</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 08:58:15</td>
<td>Communicate to SII</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 08:58:15</td>
<td>Communicate to SII</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 08:55:28</td>
<td>Communicate to SII</td>
<td>Completed</td>
</tr>
<tr>
<td>May 10, 2017, 08:54:28</td>
<td>Communicate to SII</td>
<td>Completed</td>
</tr>
</tbody>
</table>

Communicate to SII

Last Updated: May 10, 2017, 08:58:15
Processing Time: 773 ms  Receiver: OutgoingInvoices-Test_OutgoingInvoice...

STATUS DETAILS

Message processing completed successfully.

LOGS

Message Processing Log

<table>
<thead>
<tr>
<th>MPL Attachment</th>
<th>Type</th>
<th>Modified</th>
</tr>
</thead>
<tbody>
<tr>
<td>REQ_headers_props</td>
<td>text/plain</td>
<td>May 10, 2017, 08:58:15</td>
</tr>
</tbody>
</table>
Example Italy

Three Corner Model – Sender and Receiver Connect to a Central System

1. Sender
2. SdI (Sistema di Interchange)
3. Receiver
SAP Document Compliance for Italy – Customer Invoice (Outgoing)

1. Post SD/FI Document
2. Create eDocument
3. Submit eDocument
4. Invoice XML
   - Data Reception Validations
5. XML Completion
   - Digital Signature *
   - Store Notification**
6. Process
7. Send Notification
8. Send to Receiver
9. Process

- Get Invoice Notification and Update eDoc
- Get Notification
- Return Notifications
- Delete Notification
- Delete Confirmation
- Delete Notifications
- Confirm Deletion
- Get Notification
- Notification

- *Access to a cost-free signature service provided. Special terms of use apply.
- **Invoice and notification are held in a data store until picked up, the recipient delete the entries from the data store after successful receipt
SAP Document Compliance for Italy – Inbound Invoice Processing via SAP Invoice Management by OpenText

1. Validate and store data
2. Process invoice request
3. Invoice matching, verification and approval

Disclaimer
This presentation and SAP’s strategy and possible future developments are subject to change and may be changed by SAP at any time for any reason and without notice. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or noninfringement.
SAP Document Compliance
SaaS Solutions
What is the solution about?

SAP Document Compliance is a global solution to address local requirements mandating the submission of electronic documents to authorities or business partners.

Local versions follow one of the following deployment models:

- **PaaS Solutions**
  - Based on SAP Document Compliance, on-premise edition and SAP Cloud Platform Integration to cover e-invoicing and real-time reporting requirements in multiple countries

- **SaaS Solutions**
  - SAP Document Compliance, cloud edition provides the ability to send and receive fully compliant invoices based on the Peppol and ZUGFeRD standards
  - SAP Document Compliance, outbound invoicing option for Brazil & inbound invoicing option for Brazil provide the ability to send / receive and further process fully compliant Nota Fiscal documents in Brazil
Public Buyers must accept and process electronic invoices according to the European Standard on electronic invoicing that includes:

- A semantic **data model** (aligned content of the invoice)
- A list of agreed **syntaxes** (defining the technical structure of the invoice)
- A recommendation for the **transmission** of e-invoices to Public Buyers: Peppol

**Obligation for contracting authorities**
- Contracting authorities must be able to receive and process e-invoices according to the approved standards

**Obligation for Suppliers**
- Several countries have chosen to define tighter rules making **e-invoicing mandatory for Suppliers**
- This is the case for example in Italy, Netherlands, Germany and Spain
Peppol – a global infrastructure for the exchange of electronic documents

In numerous European and non-European countries, Peppol is the selected infrastructure for the electronic exchange of business documents.

Electronic documents are sent and received through registered service providers.

The endpoint is determined within the infrastructure defined by Peppol.

The use of Peppol is often driven by but not restricted to B2G exchanges. It can also be used for B2B transactions between private companies.
Four Corner Model – Sender and Receiver Connect to a Service Provider

1. Sender
2. Sender Access Point
3. Receiver Access Point
4. Receiver

Sender and Receiver Connect to a Service Provider through Peppol Infrastructure.

SMP – Service Metadata Publisher
SML – Service Metadata Locator
Solution Architecture – SAP Document Compliance

Peppol Exchange service

Suite

Connector for SAP Document Compliance

- Netherlands
- Germany
- Belgium
- Norway
- Sweden

SAP Cloud Platform

SAP Document Compliance, cloud edition

- SI-UBL
- xRechnung-UBL
- Peppol-UBL
- EFH3
- Svefaktura

Recipient

- Business Partner
- Business Partner
- Business Partner
- Business Partner
- Business Partner

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
Solution Landscape – SAP Document Compliance for Peppol

- **SAP ECC or S/4HANA**
  - Document Type 1
  - Document Type 2
  - SAP APPL 6.05
  - SAP Netweaver 7.02

- **SAP Document Compliance, cloud edition**
  - Peppol Exchange service
  - Communication
  - Authentication
  - Provider Managed

- **Recipient**
  - Local version A
  - Local version B

- **Local Format Mapping**
- **Business Monitoring**
- **Validation**
- **Approval/Registration**
What is the solution about?

SAP Document Compliance is a global solution to address local requirements mandating the submission of electronic documents to authorities or business partners.

Local versions follow one of the following deployment models:

▪ **PaaS Solutions**
  – Based on *SAP Document Compliance, on-premise edition* and *SAP Cloud Platform Integration* to cover e-invoicing and real-time reporting requirements in multiple countries

▪ **SaaS Solutions**
  – *SAP Document Compliance, cloud edition* provides the ability to send and receive fully compliant invoices based on the Peppol and ZUGFeRD standards
  – *SAP Document Compliance, outbound invoicing option for Brazil & inbound invoicing option for Brazil* provide the ability to send / receive and further process fully compliant Nota Fiscal documents in Brazil
SAP Document Compliance for Brazil
Overview Business Process Flow

SAP Document Compliance, outbound & inbound invoicing option for Brazil

© 2020 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
SAP Document Compliance for Brazil – Outbound

SAP Document Compliance, outbound invoicing option for Brazil (nota fiscal eletrônica) enables the communication between your backend system and the tax authorities webservices for outbound documents

It allows you to:
- Create electronic documents in legally required XML format
- Connect to SEFAZ and municipal tax authorities webservices
- Create NF-e events such as cancellation, CC-e, etc
- Use online contingency system
- Download XML
- Monitor communication, trace source documents and handle exceptions directly in SAP ERP and SAP S/4HANA
SAP Document Compliance for Brazil – Inbound

SAP Document Compliance, inbound invoicing option for Brazil (nota fiscal eletrônica) provides capabilities to automate the receipt of inbound documents for buyers.

It allows you to

– Check XML format, NF-e digital signature and NF-e authorization
– Automate NF-e purchase order assignment
– Simulate the NF-e to check prices and taxes
– Trigger automatically SAP ERP transactions such as inbound delivery creation, goods receipt, invoice receipt and NF-e creation as well
Roadmap
Local Versions
# Scenarios for Latin America (Available / Planned*)

<table>
<thead>
<tr>
<th>Brazil</th>
<th>Chile</th>
<th>Colombia</th>
<th>Mexico</th>
<th>Peru</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Payment Receipt</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
<td>Customer Invoice</td>
<td>Consumer invoice</td>
</tr>
<tr>
<td>Delivery Note</td>
<td>Delivery Note</td>
<td>Delivery Note</td>
<td>Withholding Tax Certificate</td>
<td>Tax Collection Certificate</td>
</tr>
<tr>
<td>Consumer Invoice</td>
<td>Consumer Invoice</td>
<td>Consumer Invoice</td>
<td>Tax Collection Certificate</td>
<td>Tax Collection Certificate</td>
</tr>
<tr>
<td>Ledgers</td>
<td>Ledgers</td>
<td>Ledgers</td>
<td>Ledgers</td>
<td>Ledgers</td>
</tr>
<tr>
<td>Credit Invoice</td>
<td>Credit Invoice</td>
<td>Credit Invoice</td>
<td>Credit Invoice</td>
<td>Credit Invoice</td>
</tr>
</tbody>
</table>

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.
## Scenarios for Europe (Available / Planned*)

<table>
<thead>
<tr>
<th>Greece</th>
<th>Hungary</th>
<th>Italy</th>
<th>Portugal</th>
<th>Spain</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax Register Books (e-Books)</td>
<td>Transport Registration</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td>Invoice Registration</td>
<td>Supplier Invoice</td>
<td></td>
<td></td>
<td>Tax Register Books (SII Reporting)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.
### Scenarios for Europe (Available / Planned*)

<table>
<thead>
<tr>
<th>Belgium ¹</th>
<th>Germany ¹</th>
<th>Netherlands ¹</th>
<th>Norway ¹</th>
<th>Sweden ¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
<td>Supplier Invoice</td>
</tr>
<tr>
<td>Purchase Order</td>
<td>Purchase Order</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Supported through the Peppol Exchange service of SAP Document Compliance, cloud edition

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.
### Scenarios for Europe (Available / Planned*)

<table>
<thead>
<tr>
<th>Country</th>
<th>Scenarios</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td></td>
<td>Supplier Invoice</td>
</tr>
<tr>
<td>Denmark</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td></td>
<td>Supplier Invoice</td>
</tr>
<tr>
<td>Poland</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td></td>
<td>Supplier Invoice</td>
</tr>
<tr>
<td></td>
<td>Purchase Order</td>
</tr>
<tr>
<td>Ireland</td>
<td>Customer Invoice</td>
</tr>
</tbody>
</table>

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.

1 Supported through the Peppol Exchange service of SAP Document Compliance, cloud edition
Scenarios for Europe (Available / Planned*)

**France**
- Customer Invoice
- Supplier Invoice

**Switzerland**
- Customer Invoice
- Supplier Invoice

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.
1 Supported through the Peppol Exchange service of SAP Document Compliance, cloud edition
## Scenarios for APJ (Available / Planned*)

<table>
<thead>
<tr>
<th>India</th>
<th>Turkey</th>
<th>Thailand</th>
<th>Taiwan, China</th>
<th>South Korea</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invoice Registration (IRN)</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td>Transport Registration (eWayBill)</td>
<td>Consumer Invoice</td>
<td>Consumer Invoice</td>
<td>Supplier Invoice</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Supplier Invoice</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Export Registration</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Delivery Note</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.
## Scenarios for APJ (Available / Planned*)

<table>
<thead>
<tr>
<th>Country</th>
<th>Scenario</th>
<th>Country</th>
<th>Scenario</th>
<th>Country</th>
<th>Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia 🇦🇺</td>
<td>Customer Invoice</td>
<td>New Zealand 🇳🇿</td>
<td>Customer Invoice</td>
<td>Singapore 🇸🇬</td>
<td>Customer Invoice</td>
</tr>
<tr>
<td></td>
<td>Supplier Invoice</td>
<td></td>
<td>Supplier Invoice</td>
<td></td>
<td>Supplier Invoice</td>
</tr>
</tbody>
</table>

* Planned: This is the current state of planning and may be changed by SAP at any time without notice.

1 Supported through the Peppol Exchange service of SAP Document Compliance, cloud edition
Appendix
Customer Testimonials
Integrating Digital Transaction Management and Country-Specific Mandates with SAP® Document Compliance

Before: Challenges and Opportunities
• Piecemeal compliance efforts due to manual processes or services by multiple providers, with no transparency over performance
• Incomplete digitalization of compliance processes, causing a lack of flexibility to forecast change and respond quickly

Why SAP
• Recognized industry and digitalization know-how
• Expertise for working closely with in-house teams to analyze the current solution landscape and needs for addressing current mandates
• Solid framework for future growth and innovation with SAP® Cloud Platform
• Robust services for country-by-country compliance with the SAP Document Compliance solution

After: Value-Driven Results
• Faster compliance with e-invoicing mandates through functionality for creating and submitting legally compliant HTML data
• Coverage for the company’s diverse market through a single solution supporting multiple countries with a wide array of services
• Shorter response time to new mandates, through independent management of connectivity to local authorities
• Cost and time savings through digitalization and simplification of the overall solution landscape

“We saw digital compliance as an opportunity to optimize operational performance and resource management. SAP Document Compliance exceeds expectations by streamlining our response to increasing regulations that differ by country.”
Aldo Magenes, Global Process Lead, Order to Cash, Sun Chemical Corporation

30% Faster document processing for accounts payable department
10% Reduction of invoice processing cycle time

24,000 Nonvalue activities eliminated

Sun Chemical Corporation
Parsippany, New Jersey
www.sunchemical.com

Industry
Chemicals

Products and Services
Printing inks, coatings, and supplies for commercial and industrial markets

Employees
20,000

Revenue
US$7.5 billion

Featured Solutions
SAP Cloud Platform and SAP Document Compliance
Complying Punctually with Spanish Tax Authorities with SAP® ERP

As a global supplier of popular consumer and commercial products, Newell Brands is subject to local regulations worldwide. By implementing SAP ERP, option for e-document processing, at its site in Madrid, Spain, it now has software support to comply with local regulations mandating the exchange of electronic documents with tax authorities. SAP MaxAttention services helped it complete the work right on time for the enforcement that began July 1, 2017.

Before: Challenges and Opportunities
• Comply with new tax regulations for business transactions with Spain and within Spain
• Meet the tight deadline to have the new solution in place by July 1, 2017, to avoid penalties

Why SAP
• User-friendly and intuitive solutions
• Experienced, highly cooperative consultants from SAP MaxAttention services
• Prepackaged content from SAP that expedited integration of SAP ERP with the authorities’ system
• High integration of SAP software with current ERP software
• An e-document solution that combines the interface management capabilities of the SAP Application Interface Framework tool with SAP Cloud Platform Integration to implement business-to-government communication

After: Value-Driven Results
• Higher security as a result of simplified integration
• Centralized e-document processing
• Full compliance with the Spanish tax authority for electronically transmitting billing records from VAT books
• Ability to react faster in response to changes mandated by the tax authorities

“I’ve been impressed with the support we received from SAP MaxAttention and how robust SAP Cloud Platform Integration is. Going live in July made us one of the first customers to use this sophisticated solution.”

Neil Trigg, IT Director, Newell Brands
Easing International Tax Compliance with Help from SAP® Document Compliance

As the leading provider of cleaning technology worldwide, Kärcher has subsidiaries in more than 70 countries – each with its own invoicing and tax requirements. To bring e-document, tax, and invoice management onto a single IT framework, Kärcher is using the SAP Document Compliance service.

Before: Challenges and Opportunities
- Fulfill local tax requirements and process customer invoices for international branch offices
- Simplify international and regional regulatory compliance to help ease future expansion
- Implement a standardized e-document and tax management solution with a single architecture framework

Why SAP
- Strong cooperation between SAP and local tax authorities around the world to provide solutions that can be used across a global enterprise
- E-document solutions from SAP that support a wide range of countries and languages and come with a clear road map for future functionality
- Solution expertise, advisory, and implementation support from the SAP Digital Business Services organization
- Integration of SAP Document Compliance, on premise edition, with the SAP HANA® business data platform and SAP Cloud Platform using the SAP Cloud Platform Integration service

After: Value-Driven Results
- E-document framework that covers operations in Spain, Mexico, Hungary, Colombia, and Italy
- Deployment in each country on time and within budget
- Tax filing that complies with the regulations and meets the deadlines for each country
- Standard e-document framework and tax management solution for all countries, streamlining processes and lowering total cost of ownership (TCO)

“SAP Document Compliance makes managing international tax requirements much easier. SAP Digital Business Services was key in helping to get it set up. We are now planning to expand the solution to other countries.”

Dr. Daniel Heubach, Vice President Information Technology and Digital Transformation, Alfred Kärcher SE & Co. KG
How Does a Common Platform Cut Complexity in Meeting E-Invoicing Regulations in Multiple Countries?

Operating 18 production sites and 80 international subsidiaries across the globe

As the corporate services arm of Friedhelm Loh Group, Loh Services GmbH & Co. KG provides financial and management accounting, IT, and human capital management services for the organization globally. The parent company invents, develops, and produces customized products and system solutions for industry, commerce, and trade. Facing stronger regulatory pressure to enable the exchange of electronic invoices (e-invoices) with its customers in more countries, Loh Services sought to streamline and simplify its e-invoicing processes across Scandinavia.
Loh Services optimized its invoice management processes, enabling operational savings, efficiency, and flexibility.

Loh Services GmbH & Co. KG implemented SAP® Document Compliance, invoicing option for Peppol, allowing the organization to:

• Automate the exchange of invoices and related documents in electronic form with authorities and business partners, using a single user interface for multiple countries
• Ease compliance with e-invoicing regulations in the countries in which it does business
• Take advantage of fast and reliable invoice processing, connecting 420 customers in two months and sending 1,200 invoices in three months
• Eliminate the need for human intervention in invoice management tasks, resulting in significant savings
• Reduce the cost of implementing e-invoicing per customer by more than 75%
• Shut down legacy systems previously used for sending invoices in Sweden and eliminate the need for manual handling of invoices in Norway

“By adopting SAP Document Compliance, invoicing option for Peppol, all our invoices are sent directly to customers, eliminating manual invoice processing and saving our business about one hour every day.”

Karsten Vor, Chief Information Officer, Loh Services GmbH & Co. KG
How Does a Medical Devices Firm Ensure Its Electronic Invoicing Processes Exceed Expectations?

Making healthcare more accessible in more than 100,000 hospitals worldwide

Helping customers to deliver quality care in a safe, secure, and affordable environment, Shenzhen Mindray Bio-Medical Electronics Co., Ltd. is a leading developer, manufacturer, and supplier of medical devices. The global company is on a mission to make healthcare more accessible and delivers advanced technology to hospitals in almost 200 countries worldwide. Needing to comply with mandatory electronic invoicing requirements in Italy, Mindray decided to replace its existing solution that was potentially putting the business at risk of noncompliance. The company opted to use the latest cloud technologies supported by expert knowledge.
Mindray uses a unified platform to receive and monitor electronic invoices while improving operational efficiency.

Mindray called on SAP® MaxAttention™ services to implement the SAP Document Compliance service, invoicing option for Italy, ensuring:

- Successful replacement of the existing third-party silo-based solution with an advanced hybrid solution based on SAP Cloud Platform
- Compliance with local regulations, enabling the business to send electronic documents to trading partners and regulatory authorities
- Smooth integration with the SAP ERP application, enabling the IT team in the company’s head office to centrally monitor the new electronic document framework
- Simplified and standardized compliance processes in multiple countries, with a unified user experience and a reduced set of tools
- Readiness to roll out the SAP Document Compliance service in other countries with one united expert team from SAP on hand using country-specific scenarios

“With SAP MaxAttention services, we successfully implemented the hybrid-based SAP Document Compliance service, invoicing option for Italy, in just eight weeks – becoming the first business in the world to do so.”

Wang Lue, Application Development and Support Manager, Shenzhen Mindray Bio-Medical Electronics Co., Ltd.
Where to find more Information
<table>
<thead>
<tr>
<th>New legal requirements and legal changes:</th>
<th>Local variants under development:</th>
<th>Solutions already released (in General Availability):</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal change notification service</td>
<td>Early Customer Engagement JAM</td>
<td>SAP Document Compliance in the SAP Community</td>
</tr>
<tr>
<td>▪ First point of information about</td>
<td>▪ Preliminary information about</td>
<td>▪ Links to all relevant information in one page</td>
</tr>
<tr>
<td>upcoming regulations affecting</td>
<td>solution scope and design</td>
<td>▪ Blogs, articles, presentations and expert</td>
</tr>
<tr>
<td>SAP Products, impact, timelines</td>
<td>Webinars</td>
<td>discussions around SAP Document Compliance</td>
</tr>
<tr>
<td>and expected solution</td>
<td>Engagement platform for Q&amp;A</td>
<td></td>
</tr>
<tr>
<td>▪ Updated with link to overview note</td>
<td>before solution release</td>
<td></td>
</tr>
<tr>
<td>once released</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Useful links

Troubleshooting Guide

Classroom Training

Development Guide

Recorded Webinar Series

Youtube Playlist

External Customer and Partner Engagement JAM (access request via Mail to gsjam@sap.com)

Product Page
Thank you.

SAP Globalization Services – Document Compliance

SAP SE

globalization@sap.com