



COMARCH

# COMPLEX SIMPLICITY

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Unlock Barriers & Accelerate E-invoicing Projects  
in the Global Economy

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# AGENDA

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— A FEW WORDS ABOUT COMARCH & COMARCH E-INVOICING

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— E-INVOICING AND DIGITAL ECONOMY

3

— FILA GROUP – CASE STUDY

4

— SUMMARY



# COMARCH & COMARCH E-INVOICING

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# COMARCH AT GLANCE

1991 Comarch onset  
**Founding year 1993**  
1999 Publicly traded on Warsaw Stock Exchange since

OVER **6000**  
EMPLOYEES

North America Europe Middle East Asia  
Latin America Africa Australia  
**GLOBAL PRESENCE**

**RECOGNIZED BY**  
Gartner, Forrester  
Research, IDC  
and more



**THOUSANDS**  
OF SUCCESSFULLY  
**COMPLETED**  
**PROJECTS ON**



**6** Continents in about  
**100** Countries

**93%**  
of revenues  
sale of own software and solutions



**SUBSIDIARIES**

**55**



The total value of Comarch's  
shares on a Stock Exchange

**500 mln**  
**USD**



**HEADQUARTERS**



**KRAKÓW,  
POLAND**

**ADDED VALUE**

Comarch is a software house which  
sells its own software products to large  
corporations and provides  
implementation  
and managed services



**COMARCH**

# GLOBAL PRESENCE

55

SUBSIDIARIES

92

OFFICES

IN

62

CITIES

IN

33

COUNTRIES

ON

6

CONTINENTS

## EUROPE

- 1 Poland  
Białystok, Bielsko-Biała, Częstochowa, Cdańsk, Gliwice, Katowice, Kielce,  
**Krakow HQ**, Lublin, Łódź, Poznań, Rzeszów, Tarnów, Toruń, **Warszawa**,  
Wrocław, Wrocław
- 2 Albania  
Tirana
- 3 Austria  
Innsbruck, Vienna
- 4 Belgium  
Brussels
- 5 Finland  
Espoo
- 6 France  
Montbonnot Saint Martin, **Lille**
- 7 Germany  
Berlin, Bremen, **Dresden**, Düsseldorf, Hamburg, Hannover, Munich, Münster
- 8 Italy  
Milan
- 9 Luxembourg  
**Strassen**
- 10 Russia  
**Moscow**
- 11 Spain  
Madrid
- 12 Sweden  
Stockholm
- 13 Switzerland  
Arbon
- 14 The Netherlands  
Rotterdam
- 15 UK  
London
- 16 Ukraine  
Kiev, Lviv

## ASIA

- 17 China  
**Beijing**, Shanghai
- 18 Japan  
Tokyo
- 19 Malaysia  
**Kuala Lumpur**
- 20 Singapore  
**Singapore**
- 21 South Korea  
Seoul
- 22 Thailand  
Bangkok

## MIDDLE EAST

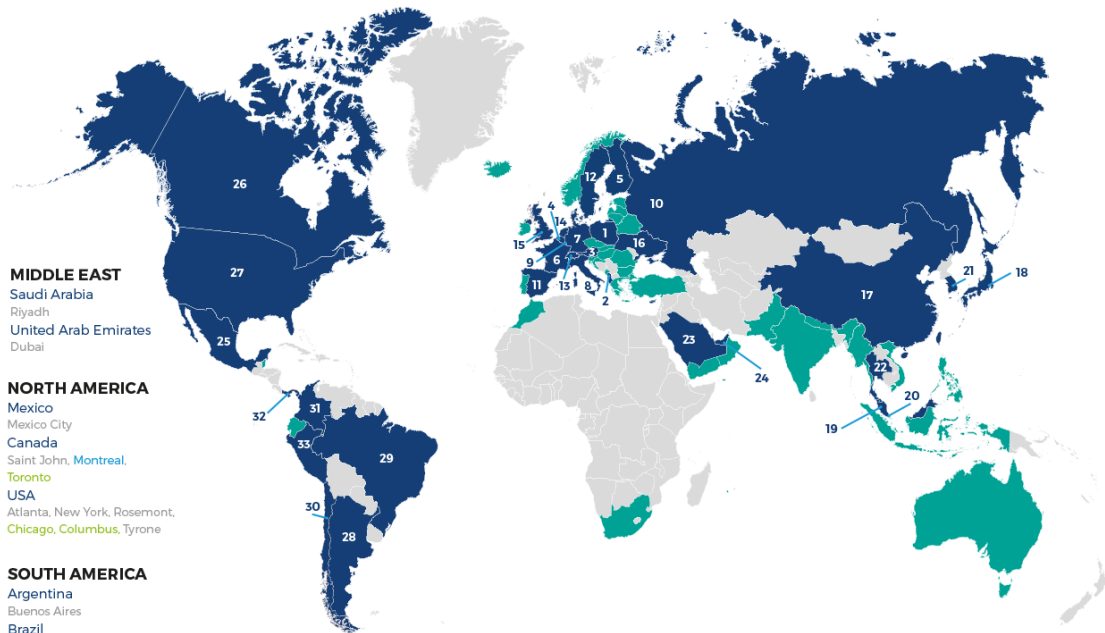
- 23 Saudi Arabia  
Riyadh
- 24 United Arab Emirates  
Dubai

## NORTH AMERICA

- 25 Mexico  
Mexico City
- 26 Canada  
Saint John, **Montreal**,  
**Toronto**
- 27 USA  
Atlanta, New York, Rosemont,  
**Chicago**, **Columbus**, Tyrone

## SOUTH AMERICA

- 28 Argentina  
Buenos Aires
- 29 Brazil  
Sao Paulo
- 30 Chile  
Santiago
- 31 Colombia  
Bogota
- 32 Panama  
Panamá City
- 33 Peru  
Lima



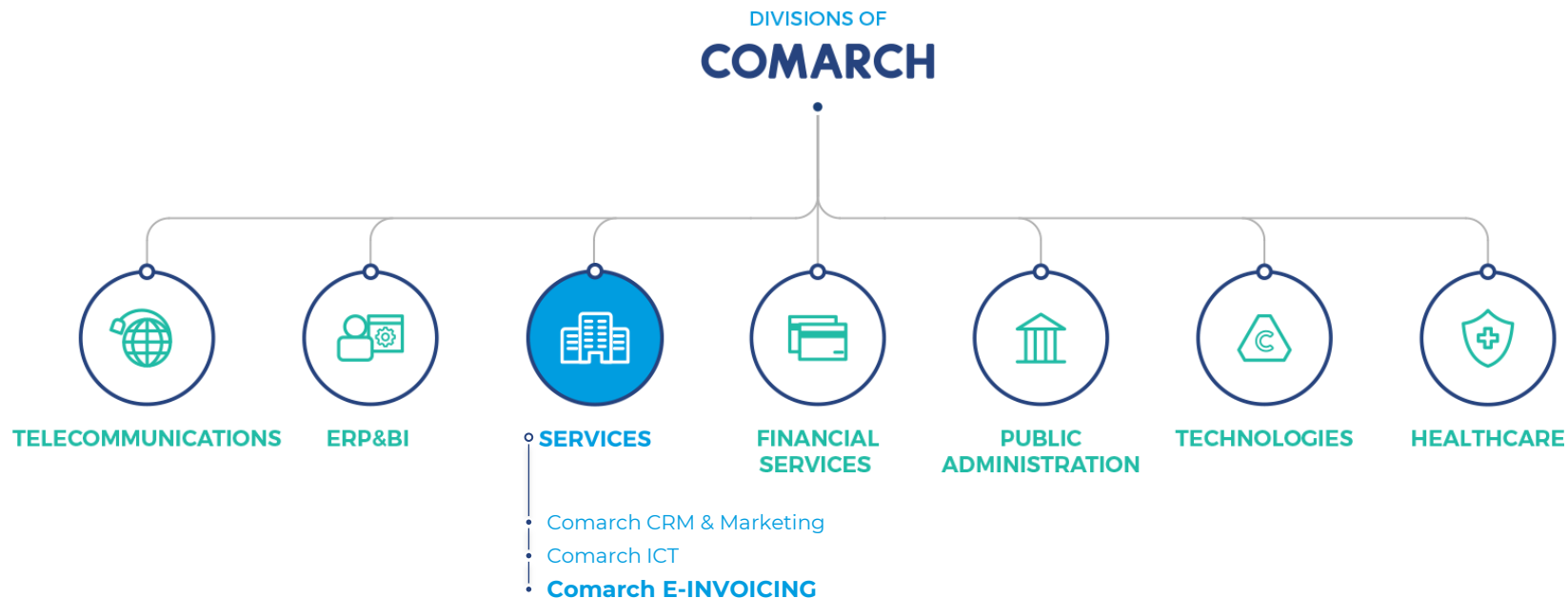
Worldwide Subsidiaries,  
Customers, Projects

Customers and Projects

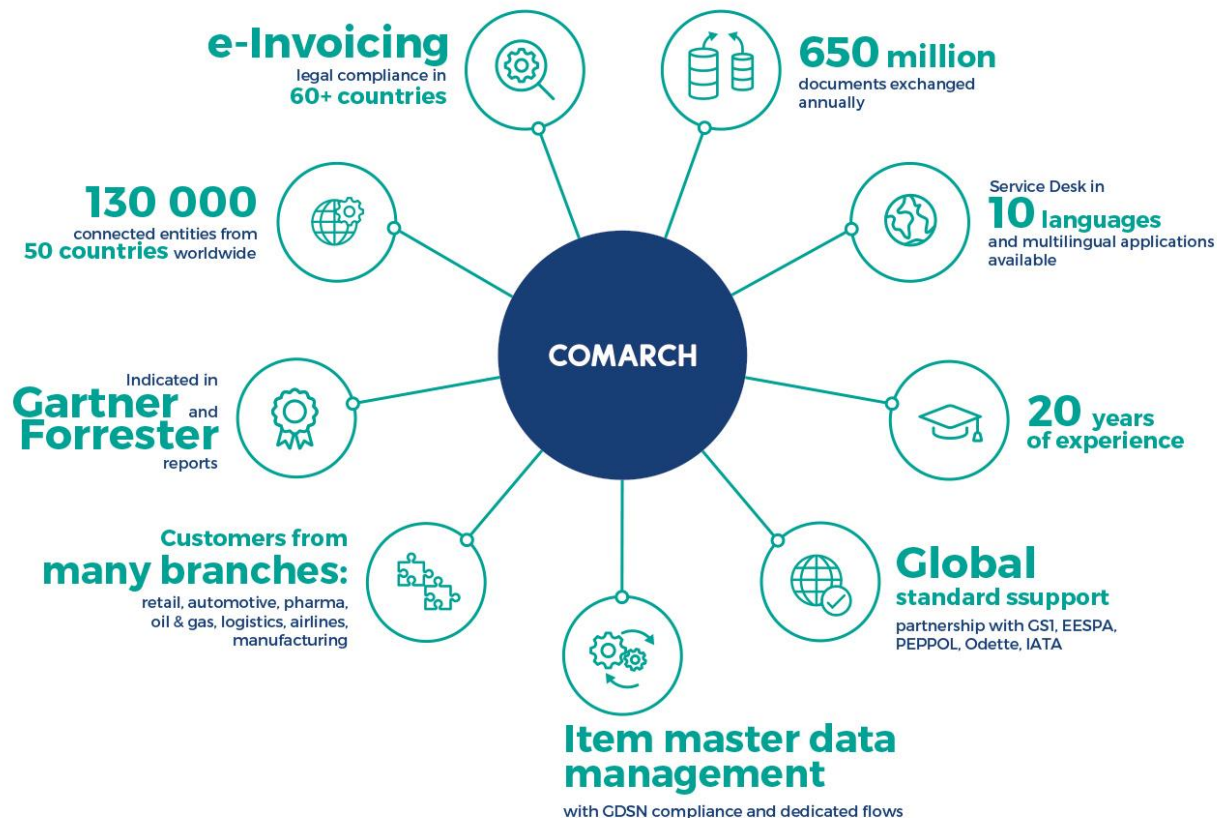
• data center  
• data center only

COMARCH

# DIVISIONS OF COMARCH



# COMARCH E-INVOICING IN NUTSHELL



# COMARCH E-INVOICING – KEY MODULES



## Master Data Management

- Product Information Management
- Vendor's Data Management
- Data Enrichment
- Full GTIN Lifecycle support
- Approval Workflows
- Request and Offering Tool
- GDSN Data Pool



## Electronic Data Interchange

- EDI Community
- Sales Data Management
- Supply Chain Automation
- Web-EDI / Integration
- Many-to-many formats mapping
- Performance tracking



## E-Invoicing

- Global legal compliance
- B2G experience
- Multichannel support / OCR
- Data validation
- AP Automation / Workflows
- Electronic Archive
- Procure-to-Pay



## Online Distribution

- Data Quality Management
- Data matching, deduplication and verification
- Data harmonization
- Daily sales and inventory data reporting from distributors and retailers
- Category reporting

Onboarding

Multilingual Service Desk

Integration

Security

Reporting/Tracking

Global Standards



# COMARCH E-INVOICING – GLOBAL PRESENCE





# **E-INVOICING AND DIGITAL ECONOMY**

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ARE YOU READY TO  
MEET ABOUT "DIGITAL  
TRANSFORMATION?"



DO YOU NEED TO  
DOWNLOAD THE  
VIDEO PLUG-IN?



OK, I TRIED TO EMAIL  
THE SLIDE DECK BUT IT  
BOUNCED BACK.



DROPBOX?  
OR WETRANSFER?



GOOGLE DOCS?



I'M NOT SURE HOW  
TO PRESENT TO YOU.



# THE IMPACT OF DISPARATE REGULATIONS ON GLOBAL BUSINESSES

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- The regulatory landscape is fragmented
- Some countries mandate the use of e-invoices, while others let organizations choose how they want to invoice
- The result is regulatory confusion for global businesses
- Even amongst those countries that have embraced e-Invoicing, there is often a confused picture: some use EDI, while other focus on using e-signatures



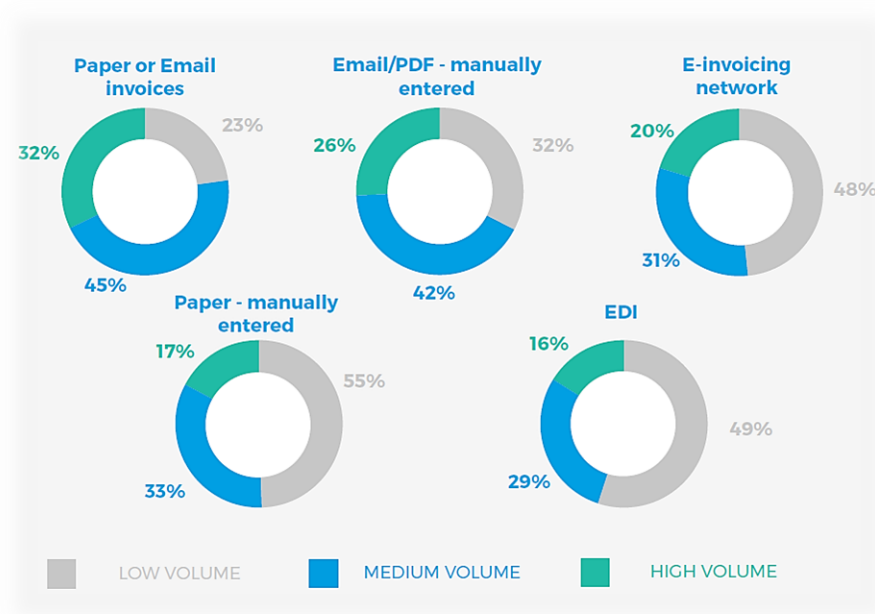
# ENSURING COMPLIANCE ON GLOBAL PROJECTS

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- The biggest issue for businesses is providing legal compliance when invoicing projects globally, as each country is different
- It is relatively easy to have E-invoice project for one country, but much more complicated when it is a global project
- Global businesses need a global provider to navigate this

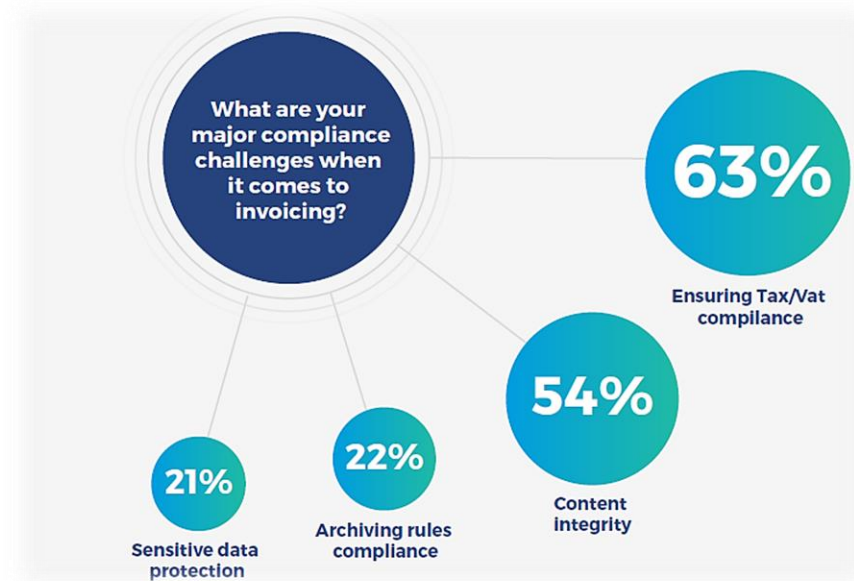


# THE CURRENT INVOICING SITUATION IN THE BUSINESS LANDSCAPE



We live in a digital world. However, according to Comarch's research, **the majority of organizations still receive most of their invoices in paper format/scanned** (77% - medium and high volume combined) or **manually entered email/PDF** (68% - medium and high volume combined).

# WHAT INVOICING COMPLIANCE PROBLEMS ARE ENCOUNTERED?



More than half of the companies underlined ensuring tax/VAT compliance (63%) and the integrity of invoice content (54%). Fail to comply with those formalities and you may face unnecessary additional cost and create a risk of liability for those responsible for tax settlements. One in five companies reported many problems with archiving

# HOW TO IMPROVE THAT PROBLEMATIC INVOICING COMPLIANCE?

**96%**

by looking for ways to improve invoicing compliance



**72%**

by improving **processes and policies** >>> The lack of process automation and strict guidelines only increase the risk of inaccuracies.



**70%**

by reducing **manual invoice processing** >>> Manual invoice management increases the probability of human errors



**64%**

by developing the better **quality of master data** >>> Incorrect data leads to wasting time on endless mistakes and fixes



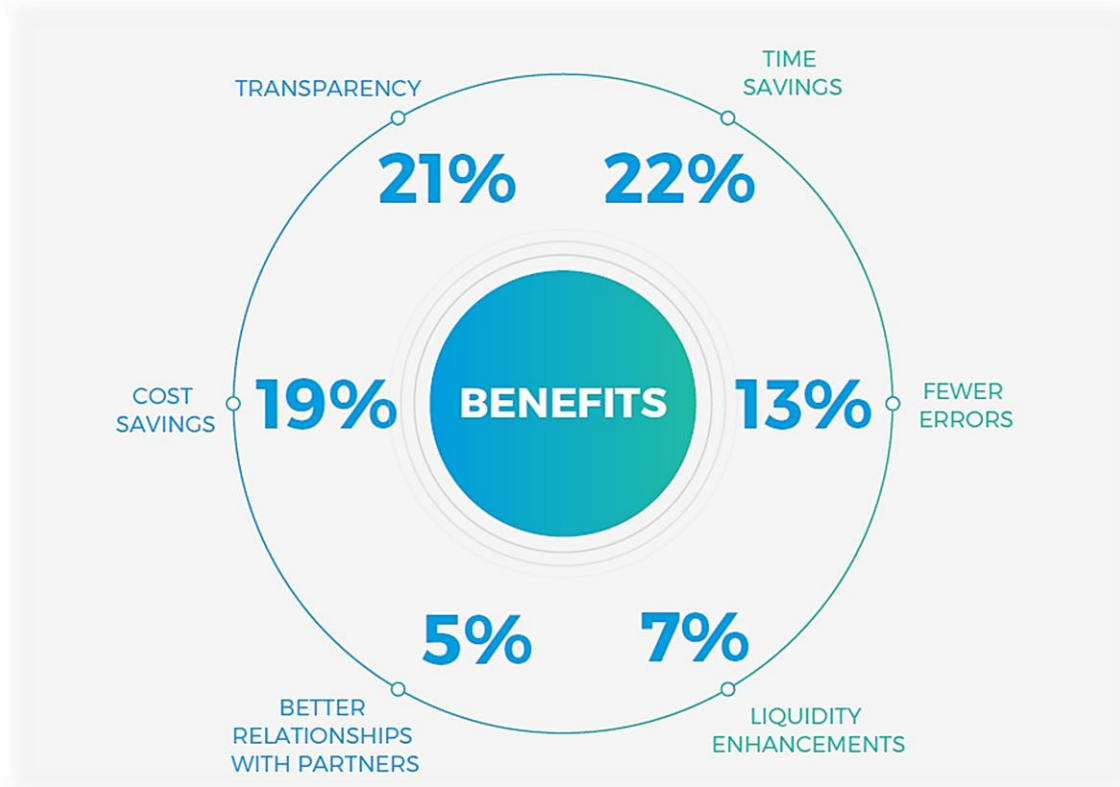
**63%**

by investing in **invoice automation** technology >>> No automation means less time for business problems that cannot be solved by computers





# IMPROVEMENTS THAT COMPANIES OBSERVED AFTER IMPLEMENTATION OF E-INVOICING



# 3

## **FILA GROUP – CASE STUDY**

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**FILA  
GROUP**



**COMARCH**



**40** branches  
IN 5 CONTINENTS

PRESENT IN OVER  
**150**  
COUNTRIES

**25** CONIC  
BRANDS

**27** highly specialized  
FACTORIES

OVER  
**20**  
PRODUCT  
CATEGORIES



WORLDWIDE PRODUCER OF  
ART MATERIALS AND  
RELATED PRODUCTS

OVER  
**9000**  
EMPLOYEES

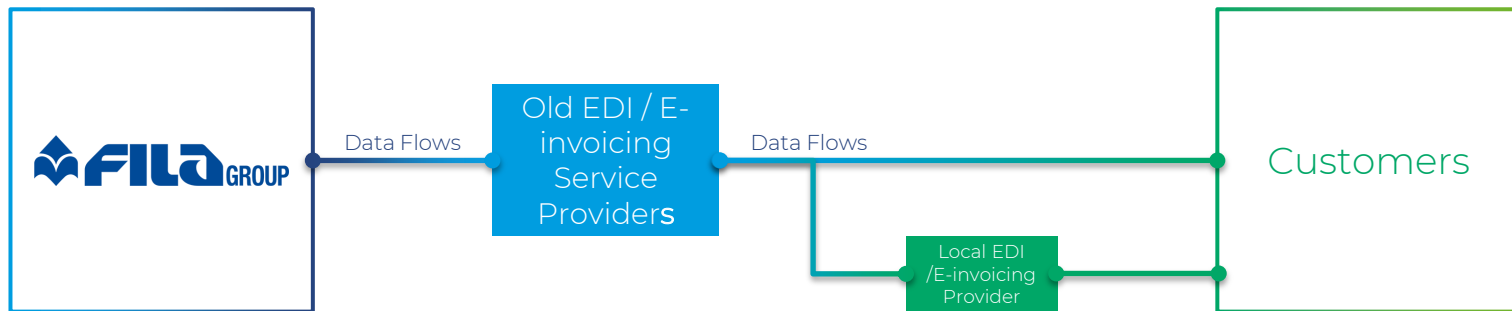




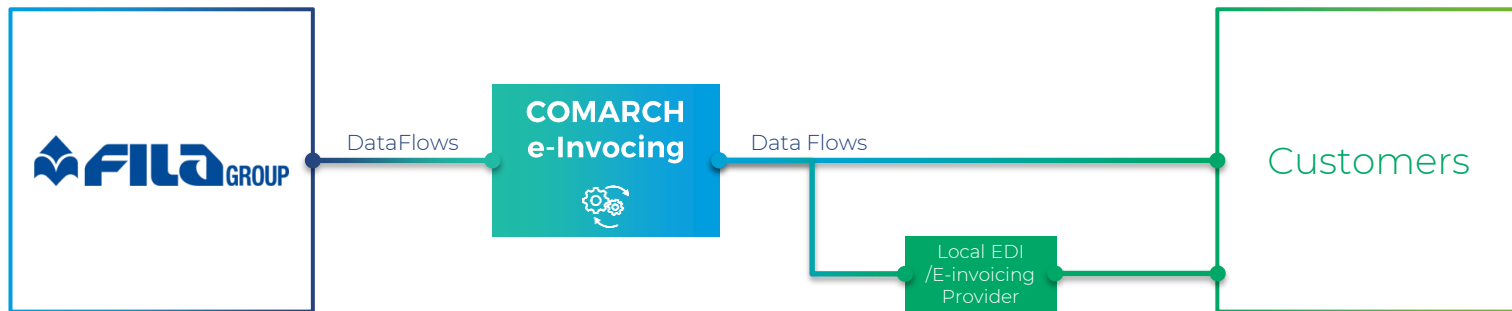
## PROJECT SCOPE

- Comarch chosen as a main EDI & E-invoicing network
- EDI & E-invoicing project in Europe and in the USA (i.e. for FILA, Canson, Lyra, Dixon, Pacon)
- More than:
  - 20 messages types implemented
  - 150 Business Partners connected
- Legally compliant e-Invoicing with archiving

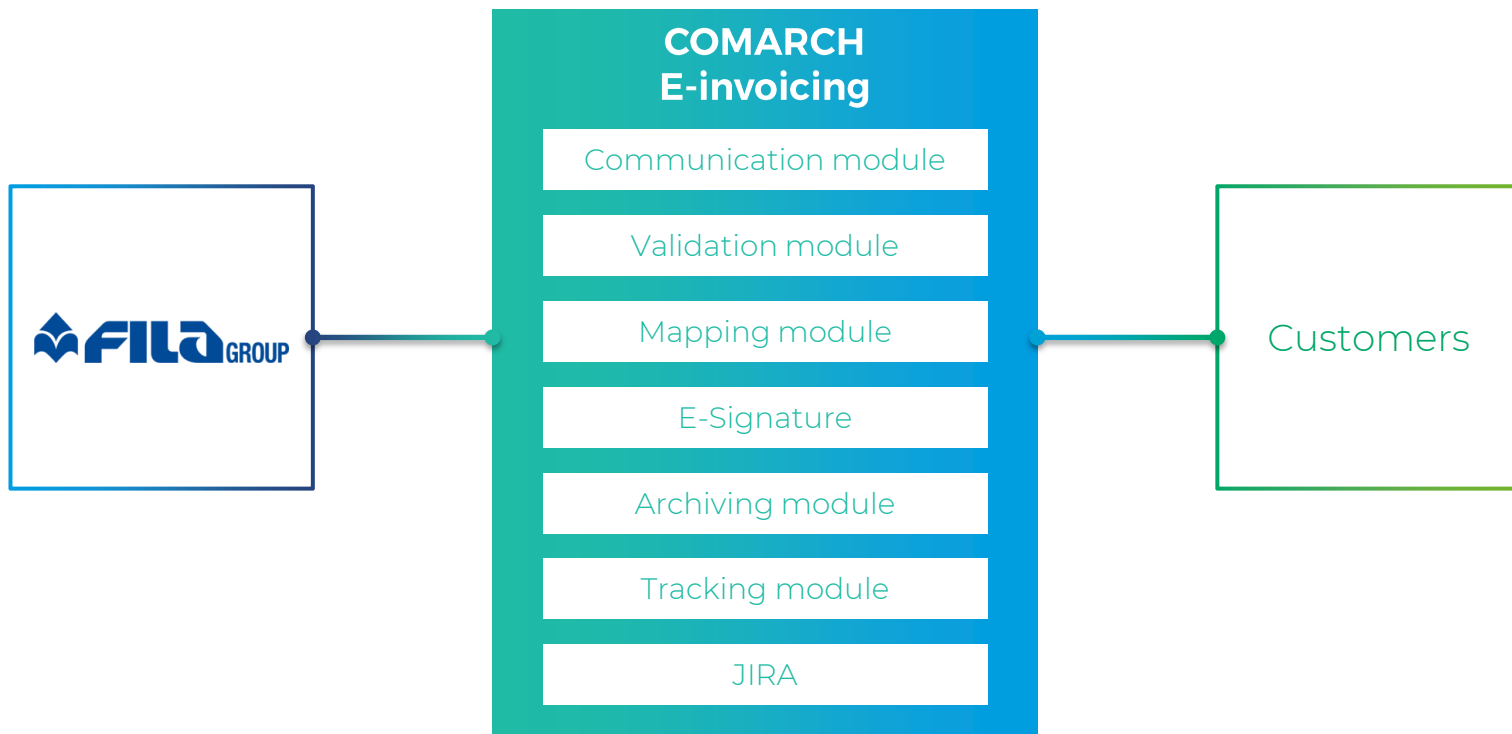
# FILA GROUP – BEFORE THE HARMONIZATION



# FILA GROUP – AFTER THE HARMONIZATION



# COMARCH & FILA GROUP







# SUMMARY

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# SUMMARY

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- E-invoicing can provide organizations with significant savings
- As more countries create e-invoicing regulations, businesses will need to consider what changes they need to make to their invoicing process.
- Businesses operating in the global market will often need to manage differing regulations from various countries
- Businesses need to work with an e-invoicing provider that can simplify the invoicing process, allowing the business to focus on profitability

YOUR JOB IS  
"DIGITAL  
TRANSFORM-  
ATION."



IT'S NOT JUST  
ABOUT  
DISRUPTIVE  
TECHNOLOGY.



WE NEED A  
WHOLE NEW  
WAY OF  
THINKING.



ACROSS THE  
ENTIRE  
ORGANIZATION.



TOM  
FISH  
BURNE

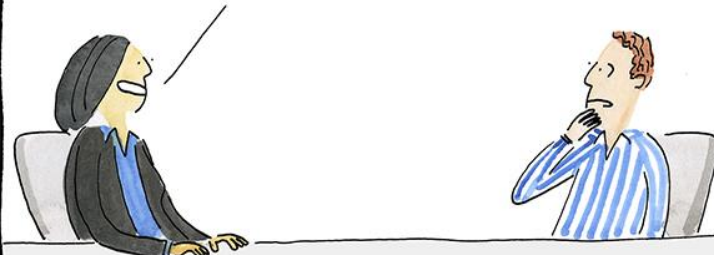
THIS IS ONE  
OF OUR TOP  
PRIORITIES.



WE'RE ALL  
COUNTING  
ON YOU.



SO, GOOD LUCK  
ON THIS SUMMER  
INTERNSHIP.





# THANK YOU

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**COMARCH**