Work smarter not harder

Alexander Beyer, CEO complon
OpenText Enterprise World
Vienna, March 13th 2019

Ready to Run xECM Business Solutions for Sales, Procurement and Service

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Who we are

Experienced	Founded in 2009 (spin off from Siemens) German ECM Consulting and Solution company +20 years of experience in global EIM projects
Specialized	xECM Solution Consulting for Sales, Procurement, Service, Contract Management, Capital Projects
Certified	Business Partner & Cooperation: OpenText, Salesforce, SAP BME e.V. (Association for Supply Chain Management and Logistics)
Trustworthy	Flexible, always at hand

The difference: Why complon Business Solutions

Extended ECM Platform*

Market leading, standard, flexible Content Services platform with proven 3rd party integration

*) opentext™

The difference: Why complon Business Solutions

Solution Accelerator*

Implementation samples for selected stand alone Use Cases, PoC, Test

*) opentext™

The difference: Why complon Business Solutions

complon®
xECM Business Solutions

- Best Practice Process Solution
- modular
- productized
- end-to-end digital
- faster in familiar use

What are complon xECM Business Solutions?

complon® xECM is a Partner Solution Suite based on OpenText Extended ECM which enables

- Quick implementation
- Best practice process templates
- Ensuring compliance and security aspects

complon xECM Business Solutions

Business Solutions

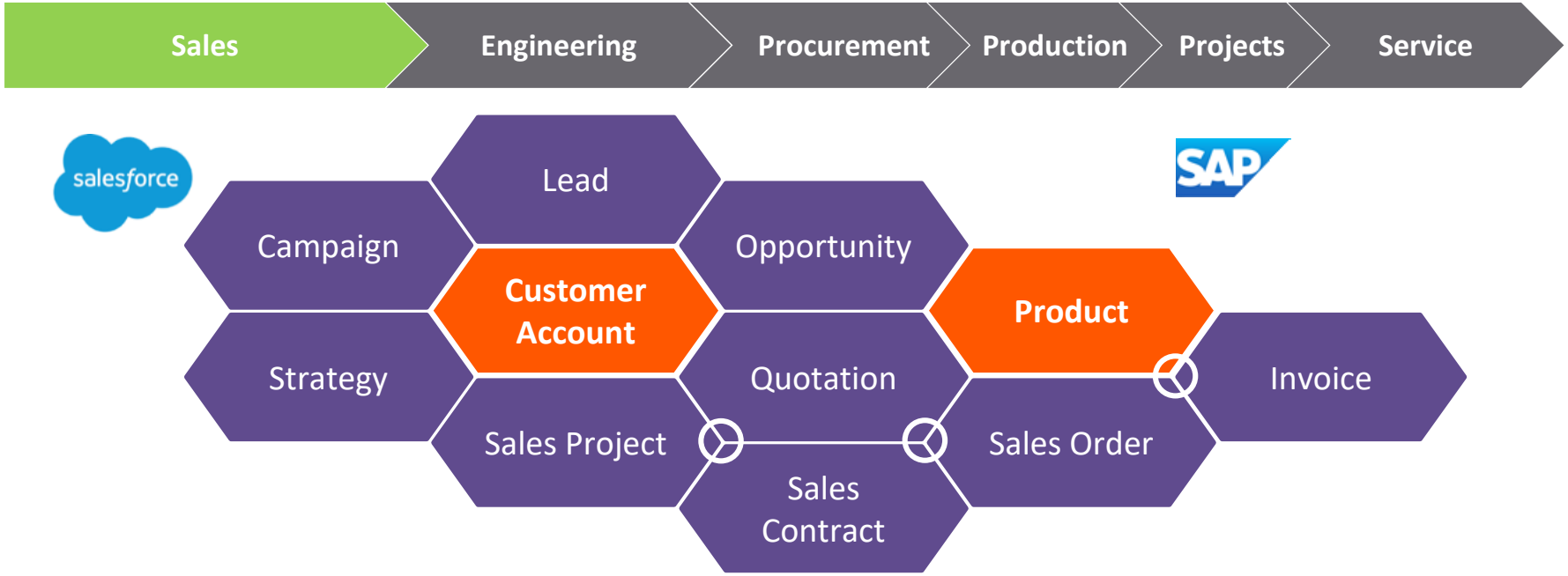
End-to-End Process Support

Basic Solutions

Single Process Support

complon® xECM Sales Record bridges the CRM to ERP Gap

connected documentation flow from Go-to-market strategy to Order to Pay

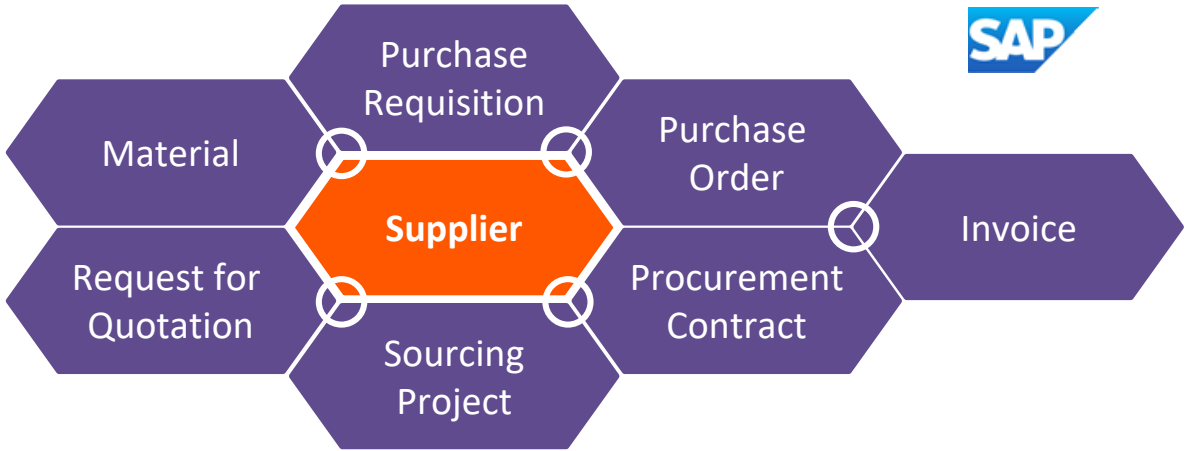


complon® xECM16 Business solution for Sales (Customer Record)

connected Business Workspace Master Data Record Business Workspace

complon® xECM Procurement Record

connected documentation flow from Source to Contract to Purchase to Pay



complon® xECM10 - 16 Business solution for Procurement (Supplier Record)

connected Business Workspace Master Data Record Business Workspace

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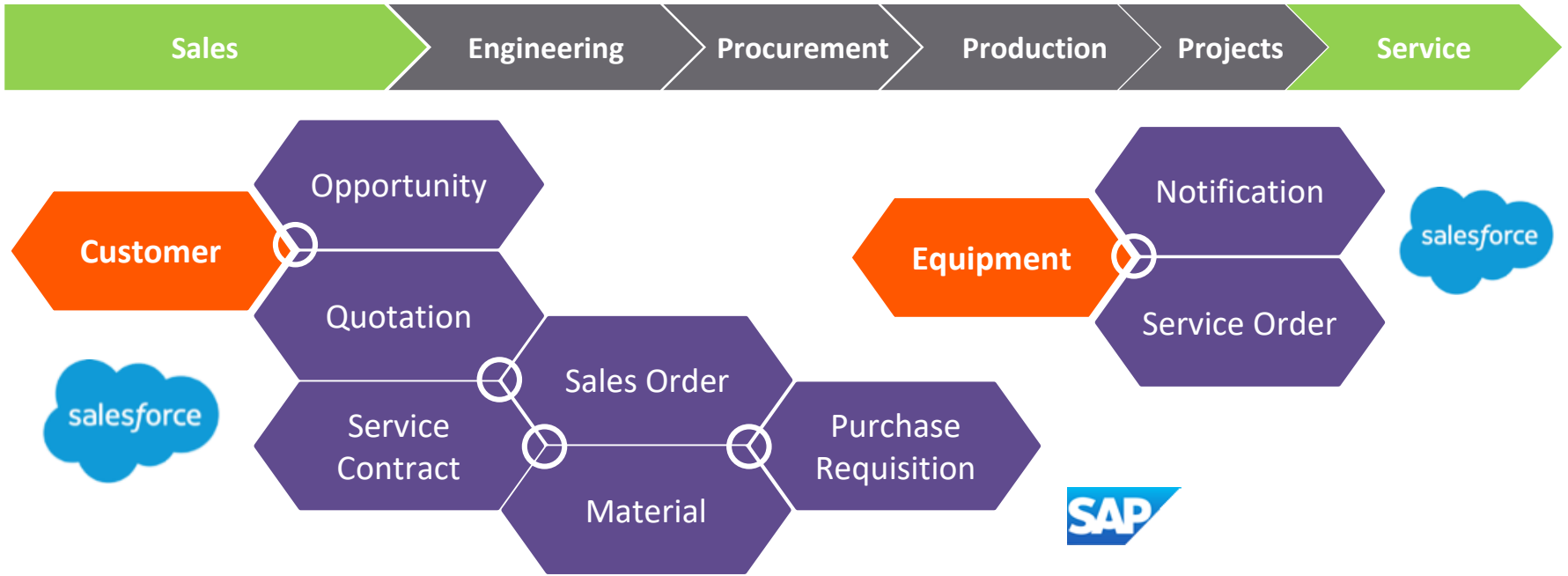
complon® xECM Service Record

connected documentation flow from Customer Notification to Service Order



complon® xECM16 Business solution for Services (Service Record)

connected Business Workspace Master Data Record Business Workspace

Experience – Higher Sales and Customer Satisfaction

360° Customer Record View
Insight for Key Account Management

Increased Sales
Sell more into your Customer Base

Efficiency Gains
Cost reduction storing, retrieving documents

Cross-regional, -functional, -company Collaboration enabled

Benefits of complon® Business Solutions

Modularization
selected business process scope

Standardization
alignment of processes and documentation

Automation
immense efficiency gains

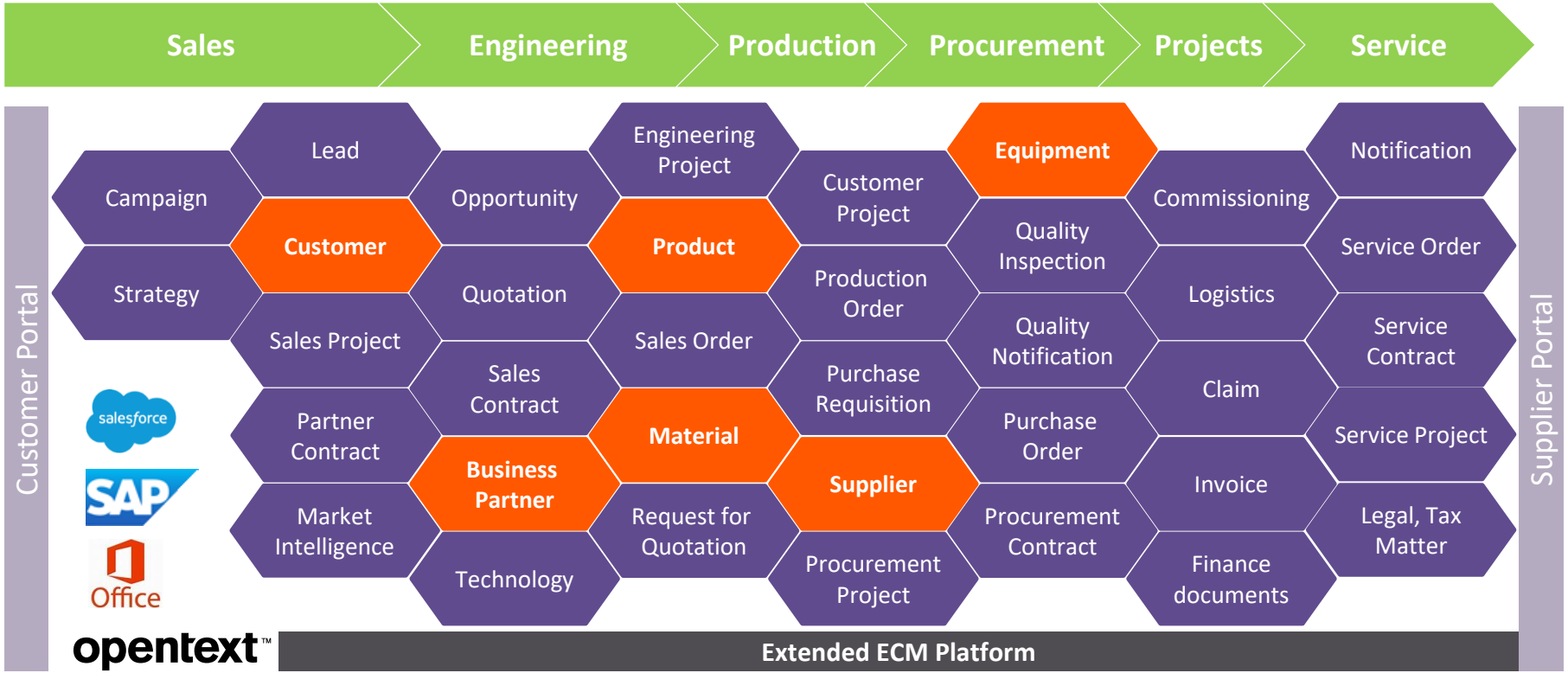
Fast lane Best-Practice Implementation
data security and compliance

SALESFORCE®
+ SAP®
+ MICROSOFT®
+ COMPLON®
+ OPENTEXT™

END-TO-END
DIGITALIZATION

An End-to-End Digitalization Experience

complon® xECM16 Business Solutions combined (40+ Business Workspace types)



connected Business Workspace Master Data Record Business Workspace

Time for a Demo

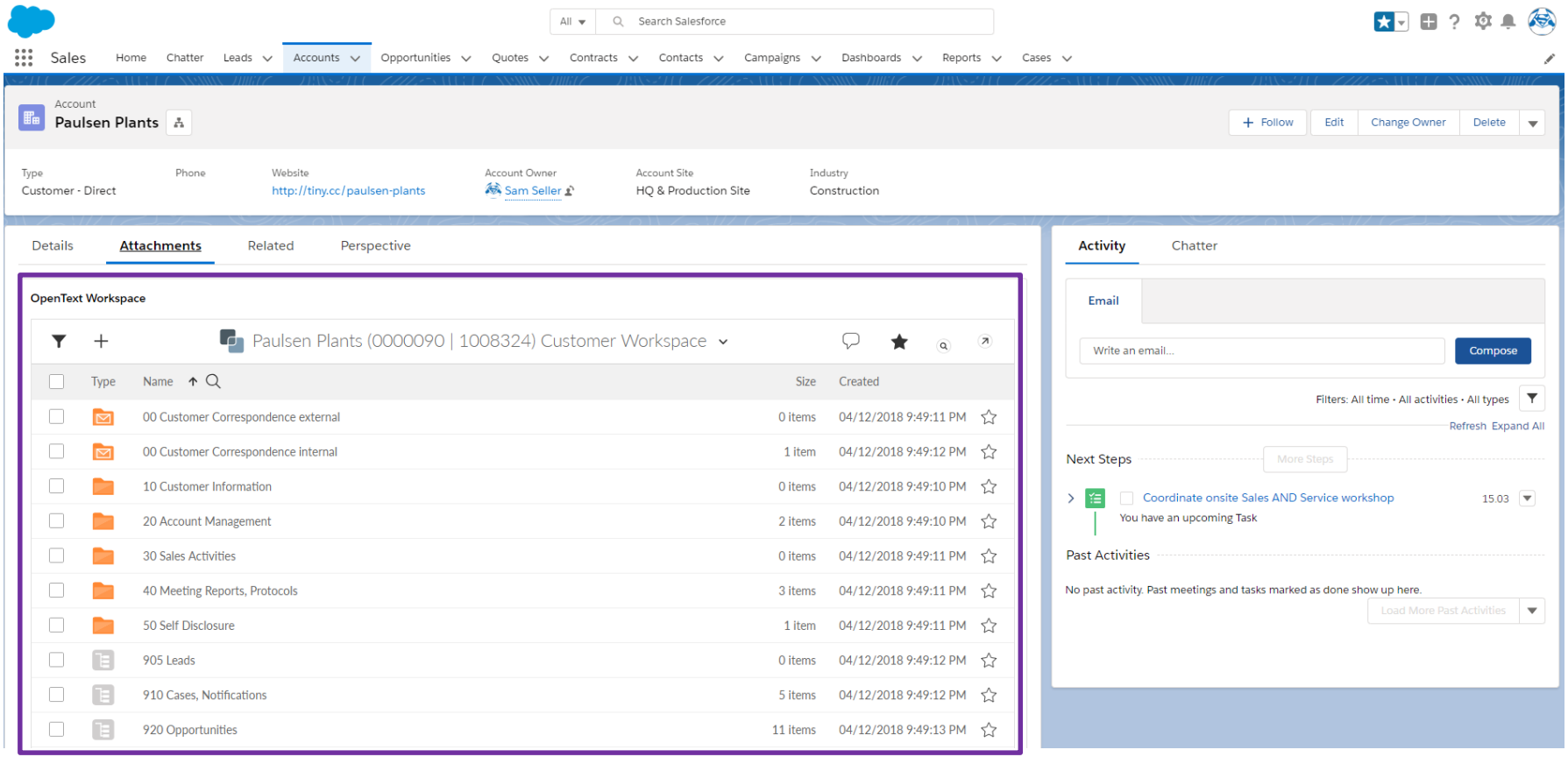
Business Solutions

End-to-End Process Support

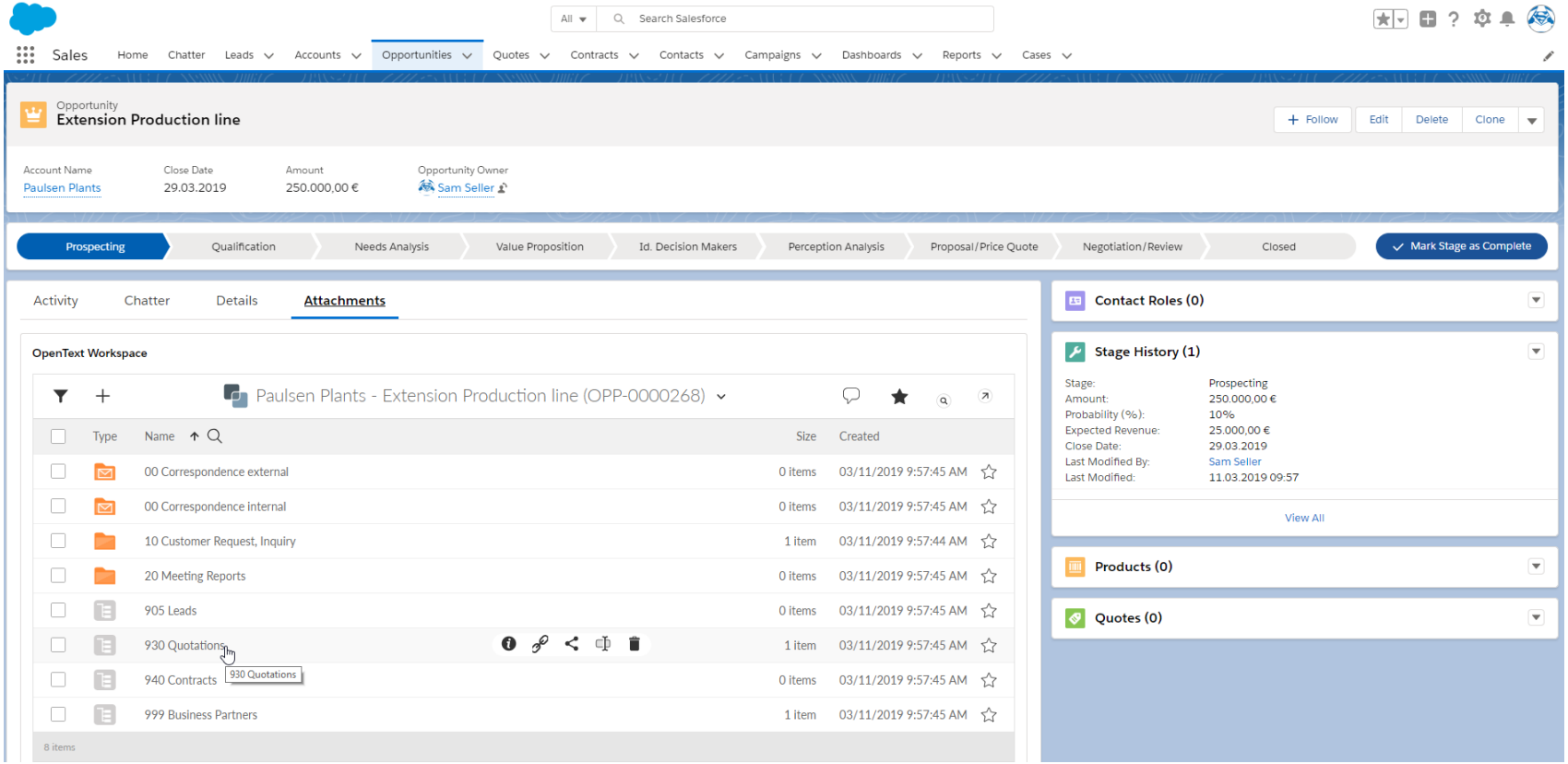
Basic Solutions

Single Process Support

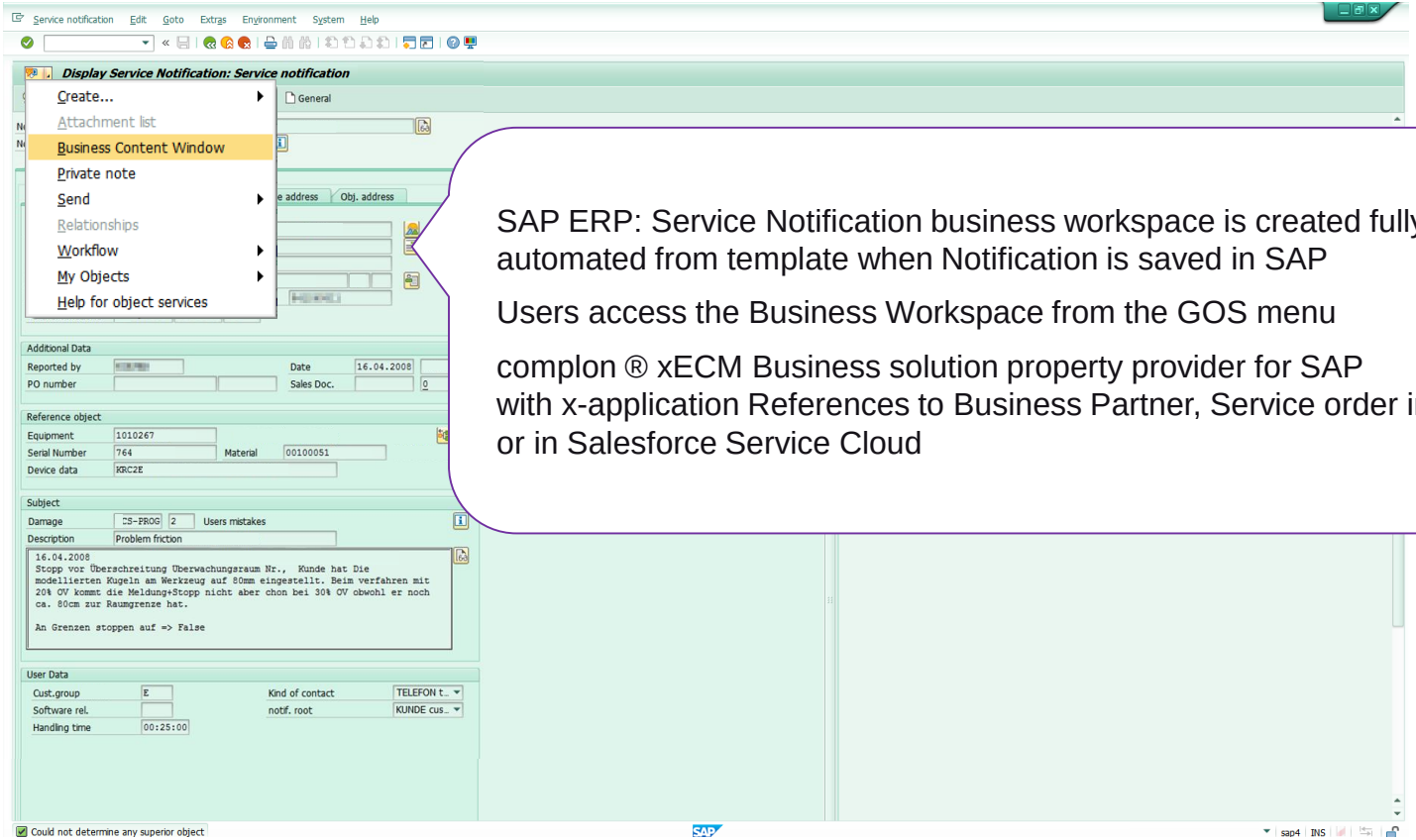
Customer Account Workspace embedded in Salesforce



Opportunity Workspace embedded in Salesforce



Business solution for Services (SAP GUI, ERP 6.0, S/4 HANA)

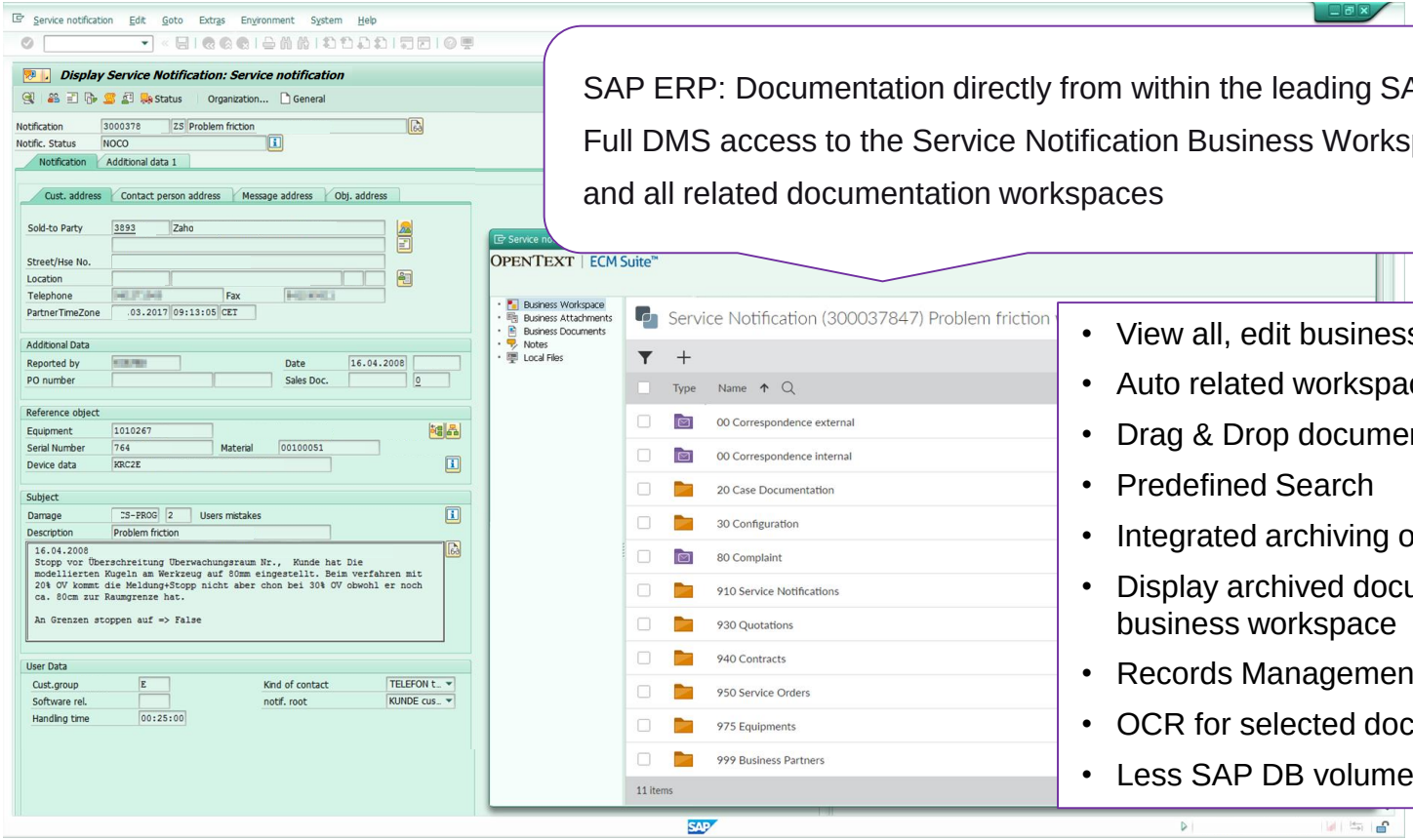


SAP ERP: Service Notification business workspace is created fully automated from template when Notification is saved in SAP

Users access the Business Workspace from the GOS menu

complon ® xECM Business solution property provider for SAP with x-application References to Business Partner, Service order in SAP or in Salesforce Service Cloud

ECM integrated in SAP e.g. Service Notifications



SAP ERP: Documentation directly from within the leading SAP application GUI

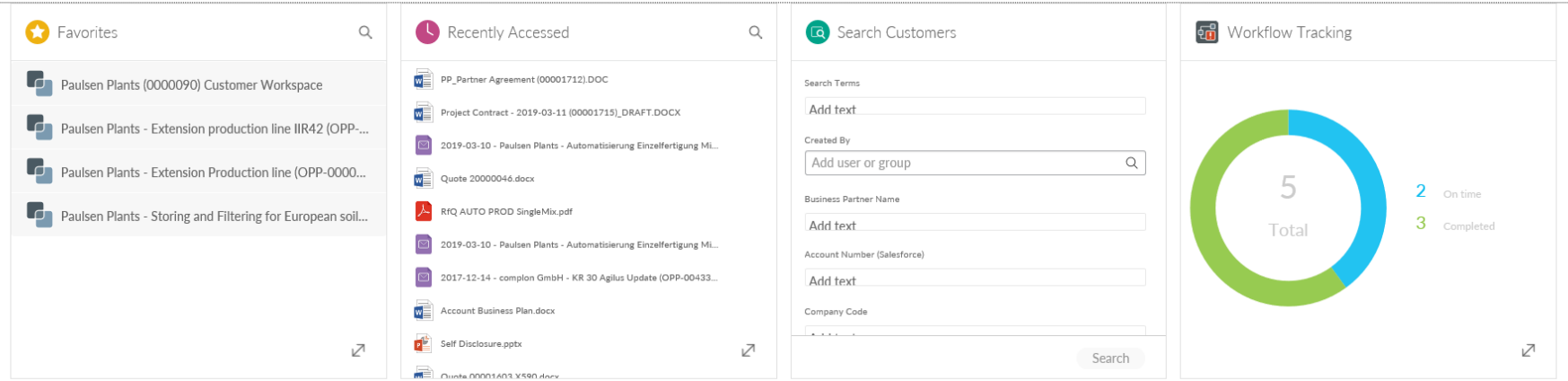
Full DMS access to the Service Notification Business Workspace

and all related documentation workspaces

- View all, edit business documents
- Auto related workspaces
- Drag & Drop documents
- Predefined Search
- Integrated archiving of documents
- Display archived documents in business workspace
- Records Management Rules
- OCR for selected document types
- Less SAP DB volume

Landing Pages in xECM Smart UI (by business role)

Sales Representative Dashboard

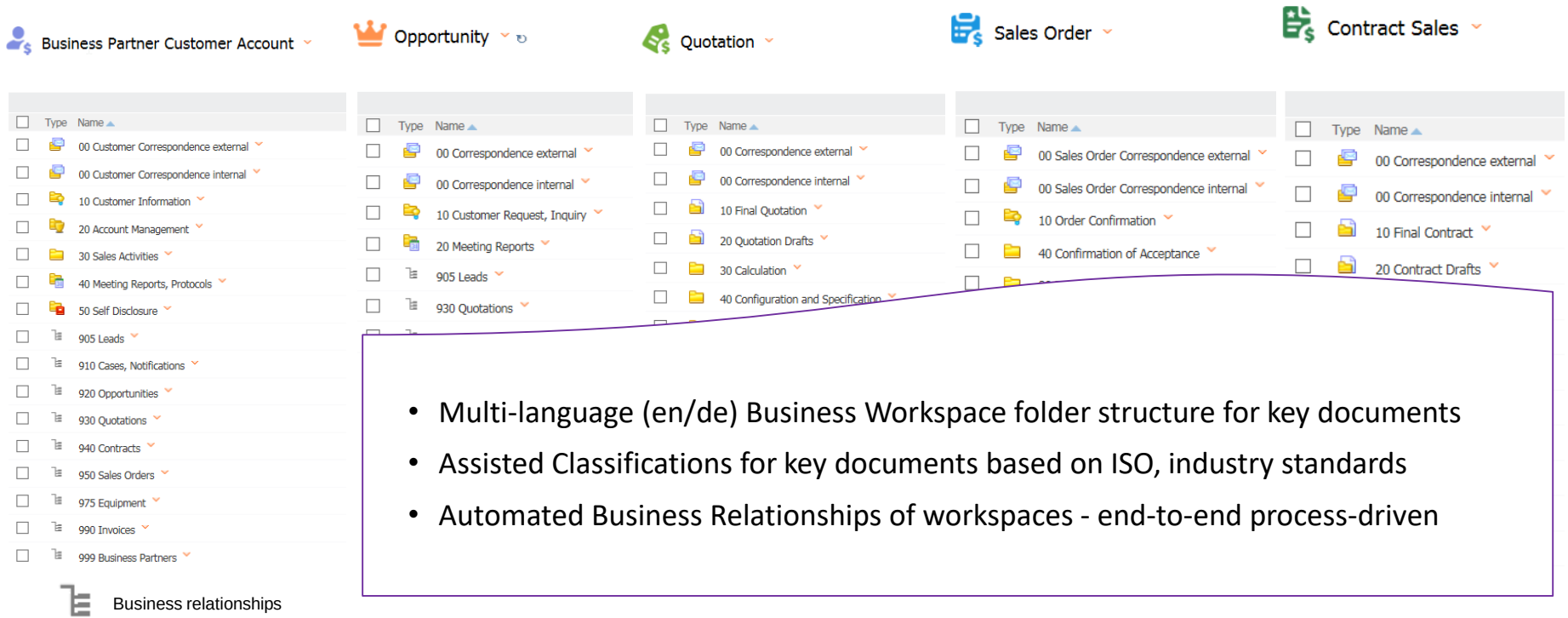


Reminder for today

#	Type	Object	Reminder Type	Status	Reminder	Due Date	Description
1.		Paulsen Plants - Automated transportation of PreformCaps (OPP-0000246)	Basic Reminder	In Progress	2018-11-15	2018-11-15	follow-up with customer procurement team
2.		Account Business Plan.docx	Basic Reminder	Active	2019-03-08	2019-03-10	Review and update of ABP
3.		Paulsen Plants - Storing and Filtering for European soil (OPP-0000267)	Basic Reminder	Active	2019-03-11	2019-03-11	Assign opportunity team

Predefined Workspace Templates (Sales)

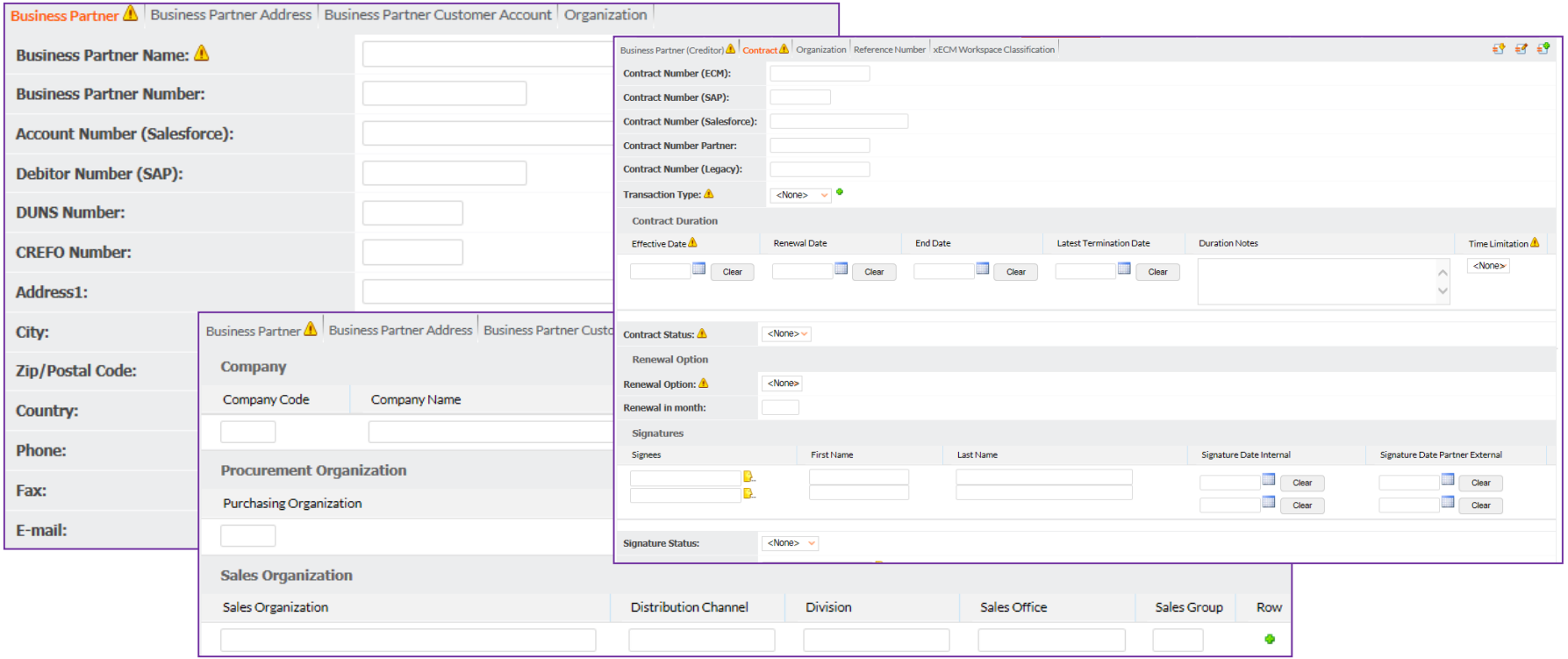
Best Practice multilingual Folder Structure, Business Relationships



- Multi-language (en/de) Business Workspace folder structure for key documents
- Assisted Classifications for key documents based on ISO, industry standards
- Automated Business Relationships of workspaces - end-to-end process-driven

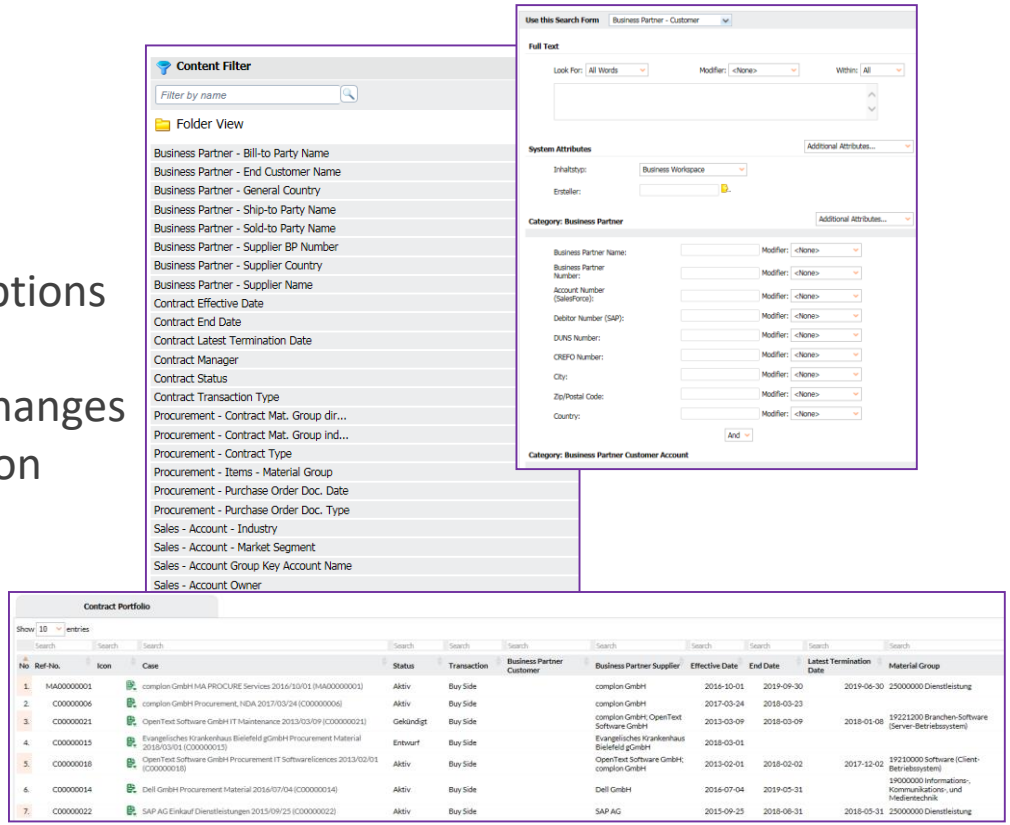
End-to-End Metadata Model

consistent object oriented cross-process data model with categories (example)

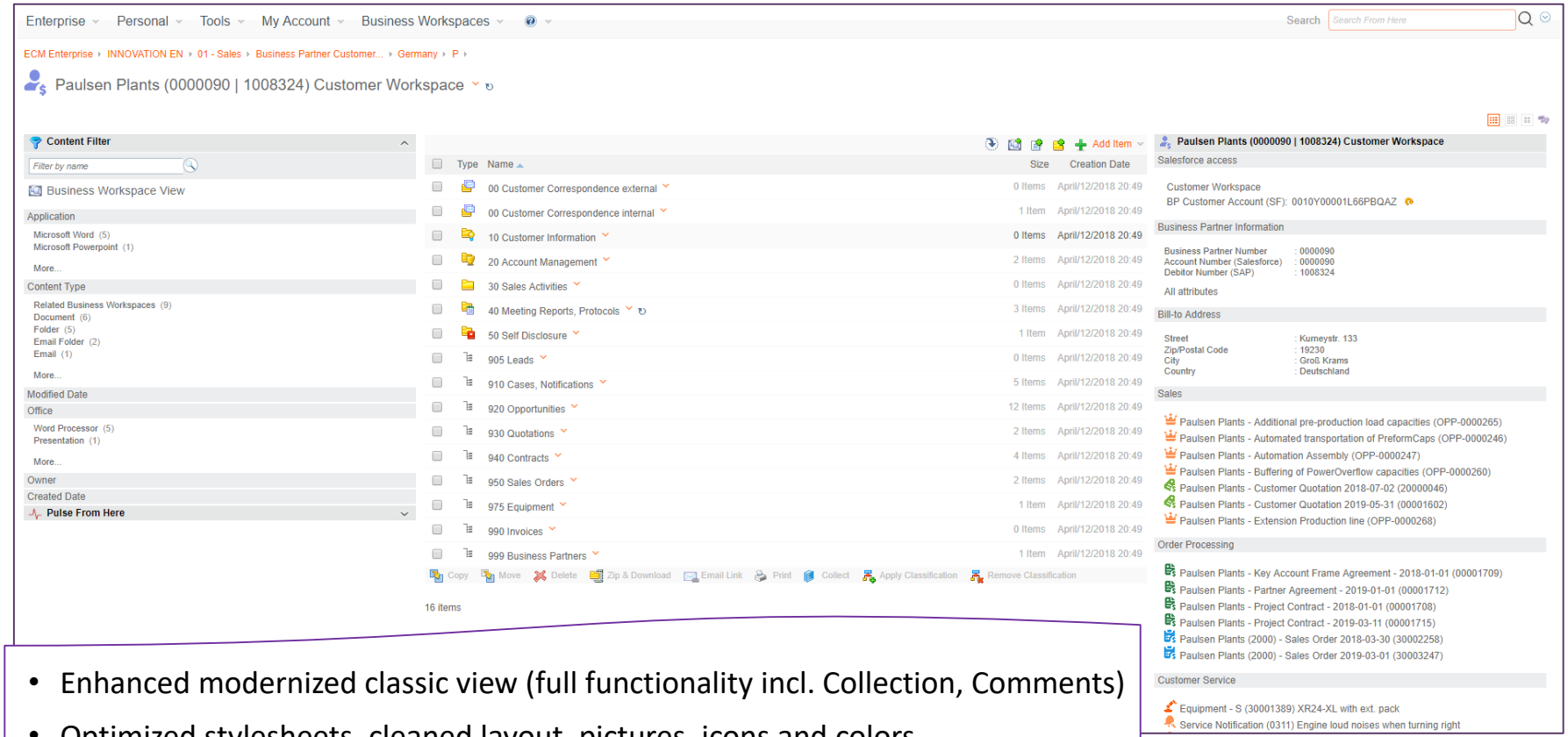


Advantages of complon® End-to-End Metadata Model

- Cross-scenario search options
- Cross-scenario filter and dashboard options
- Cross-scenario reporting capabilities
- Easy to maintain in case of attribute changes
- User friendly logical metadata collection
- Only the metadata really needed for searches, filters and evaluations is transferred from the leading systems (SAP, Salesforce) into ECM



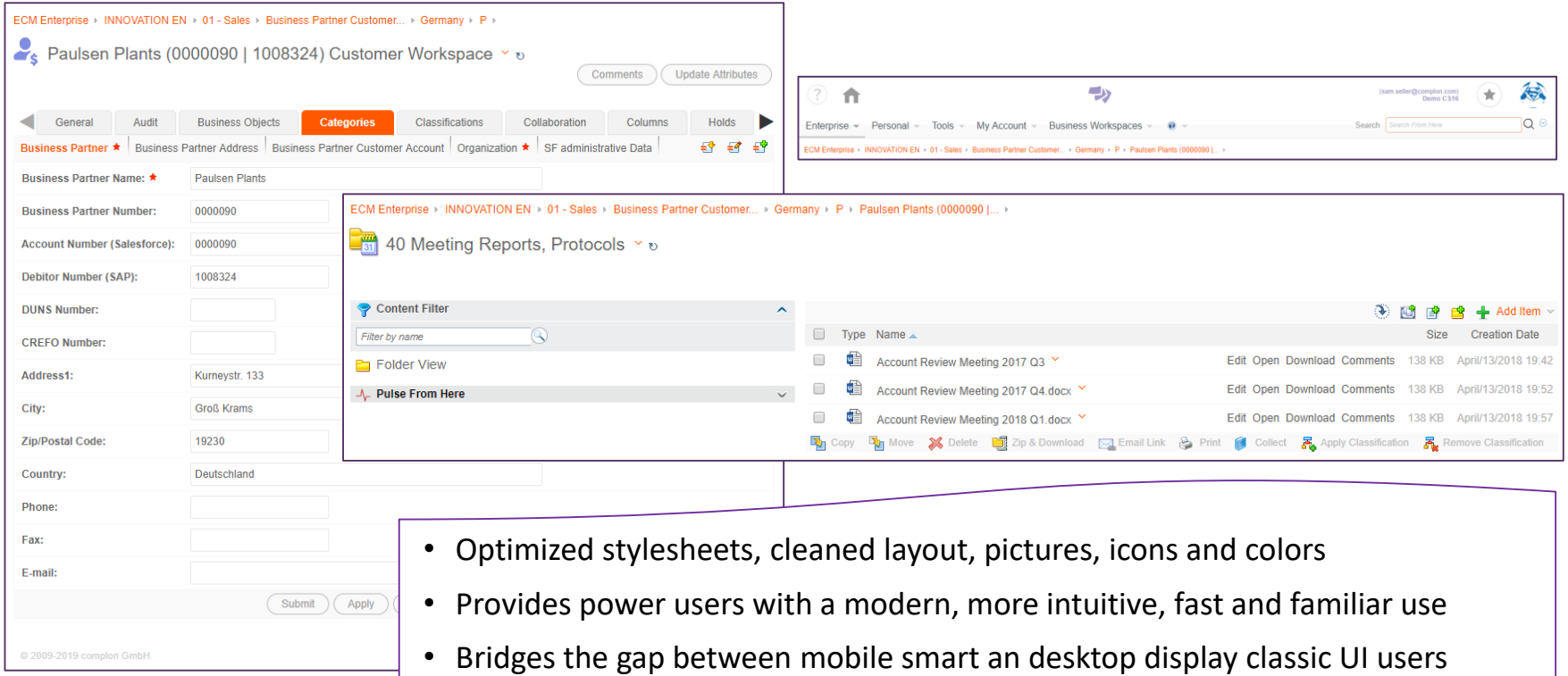
complon® PowerUI - xECM Customer Workspace (Classic)



- Enhanced modernized classic view (full functionality incl. Collection, Comments)
- Optimized stylesheets, cleaned layout, pictures, icons and colors

complon® PowerUI

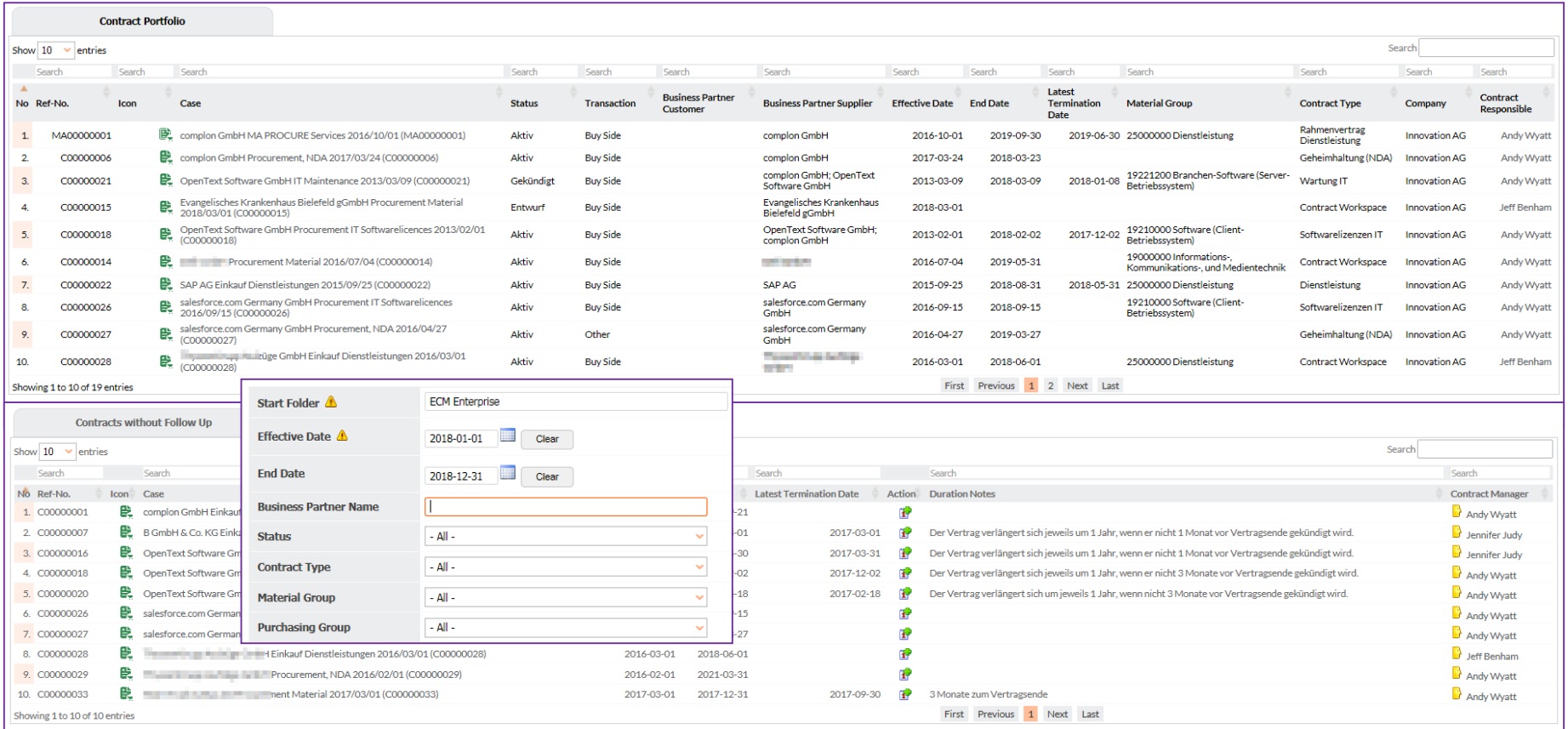
modernized Properties, List view, Header, …



- Optimized stylesheets, cleaned layout, pictures, icons and colors
- Provides power users with a modern, more intuitive, fast and familiar use
- Bridges the gap between mobile smart an desktop display classic UI users

complon® Reporting and Dashboard Package

Rich report set, search in results, sorting, export to Excel, automation



Contract Portfolio

Show 10 entries

Search

No	Ref-No.	Icon	Case	Status	Transaction	Business Partner Customer	Business Partner Supplier	Effective Date	End Date	Latest Termination Date	Material Group	Contract Type	Company	Contract Responsible
1.	MA00000001		complon GmbH MA PROCURE Services 2016/10/01 (MA00000001)	Aktiv	Buy Side		complon GmbH	2016-10-01	2019-09-30	2019-06-30	25000000 Dienstleistung	Rahmenvertrag Dienstleistung	Innovation AG	Andy Wyatt
2.	C00000006		complon GmbH Procurement, NDA 2017/03/24 (C00000006)	Aktiv	Buy Side		complon GmbH	2017-03-24	2018-03-23			Geheimhaltung (NDA)	Innovation AG	Andy Wyatt
3.	C00000021		OpenText Software GmbH IT Maintenance 2013/03/09 (C00000021)	Gekündigt	Buy Side		complon GmbH; OpenText Software GmbH	2013-03-09	2018-03-09	2018-01-08	19221200 Branchen-Software (Server-Betriebssystem)	Wartung IT	Innovation AG	Andy Wyatt
4.	C00000015		Evangelisches Krankenhaus Bielefeld gGmbH Procurement Material 2018/03/01 (C00000015)	Entwurf	Buy Side		Evangelisches Krankenhaus Bielefeld gGmbH	2018-03-01				Contract Workspace	Innovation AG	Jeff Benham
5.	C00000018		OpenText Software GmbH Procurement IT Softwarelicences 2013/02/01 (C00000018)	Aktiv	Buy Side		OpenText Software GmbH; complon GmbH	2013-02-01	2018-02-02	2017-12-02	19210000 Software (Client-Betriebssystem)	Softwarelizenzen IT	Innovation AG	Andy Wyatt
6.	C00000014		[redacted] Procurement Material 2016/07/04 (C00000014)	Aktiv	Buy Side		[redacted]	2016-07-04	2019-05-31		19000000 Informations-, Kommunikations-, und Medientechnik	Contract Workspace	Innovation AG	Andy Wyatt
7.	C00000022		SAP AG Einkauf Dienstleistungen 2015/09/25 (C00000022)	Aktiv	Buy Side		SAP AG	2015-09-25	2018-08-31	2018-05-31	25000000 Dienstleistung	Dienstleistung	Innovation AG	Andy Wyatt
8.	C00000026		salesforce.com Germany GmbH Procurement IT Softwarelicences 2016/09/15 (C00000026)	Aktiv	Buy Side		salesforce.com Germany GmbH	2016-09-15	2018-09-15		19210000 Software (Client-Betriebssystem)	Softwarelizenzen IT	Innovation AG	Andy Wyatt
9.	C00000027		salesforce.com Germany GmbH Procurement, NDA 2016/04/27 (C00000027)	Aktiv	Other		salesforce.com Germany GmbH	2016-04-27	2019-03-27			Geheimhaltung (NDA)	Innovation AG	Andy Wyatt
10.	C00000028		[redacted]züge GmbH Einkauf Dienstleistungen 2016/03/01 (C00000028)	Aktiv	Buy Side		[redacted]	2016-03-01	2018-06-01		25000000 Dienstleistung	Contract Workspace	Innovation AG	Jeff Benham

Showing 1 to 10 of 19 entries

First Previous 1 2 Next Last

Contracts without Follow Up

Show 10 entries

Search

No	Ref-No.	Icon	Case			Latest Termination Date	Action	Duration Notes	Contract Manager
1.	C00000001		complon GmbH Einkauf						Andy Wyatt
2.	C00000007		B GmbH & Co. KG Einka			2017-03-01		Der Vertrag verlängert sich jeweils um 1 Jahr, wenn er nicht 1 Monat vor Vertragsende gekündigt wird.	Jennifer Judy
3.	C00000016		OpenText Software Gm			2017-03-31		Der Vertrag verlängert sich jeweils um 1 Jahr, wenn er nicht 1 Monat vor Vertragsende gekündigt wird.	Jennifer Judy
4.	C00000018		OpenText Software Gm			2017-12-02		Der Vertrag verlängert sich jeweils um 1 Jahr, wenn er nicht 3 Monate vor Vertragsende gekündigt wird.	Andy Wyatt
5.	C00000020		OpenText Software Gm			2017-02-18		Der Vertrag verlängert sich um jeweils 1 Jahr, wenn nicht 3 Monate vor Vertragsende gekündigt wird.	Andy Wyatt
6.	C00000026		salesforce.com Germa						Andy Wyatt
7.	C00000027		salesforce.com Germa						Andy Wyatt
8.	C00000028		[redacted] Einkauf Dienstleistungen 2016/03/01 (C00000028)	2016-03-01	2018-06-01				Jeff Benham
9.	C00000029		[redacted] Procurement, NDA 2016/02/01 (C00000029)	2016-02-01	2021-03-31				Andy Wyatt
10.	C00000033		[redacted] ment Material 2017/03/01 (C00000033)	2017-03-01	2017-12-31	2017-09-30		3 Monate zum Vertragsende	Andy Wyatt

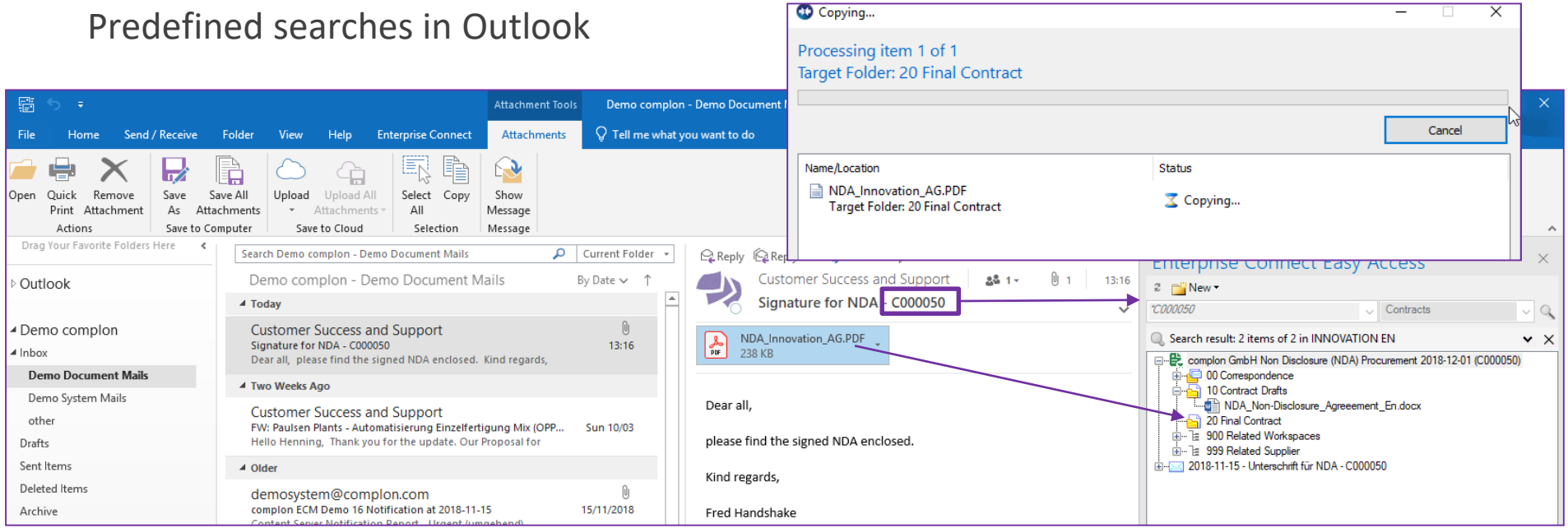
Showing 1 to 10 of 10 entries

First Previous 1 Next Last

Start Folder	ECM Enterprise
Effective Date	2018-01-01 Clear
End Date	2018-12-31 Clear
Business Partner Name	
Status	- All -
Contract Type	- All -
Material Group	- All -
Purchasing Group	- All -

Higher User Acceptance by assisted storage of E-Mails and attachments

Predefined searches in Outlook



- Patterns in e-mail subject lines trigger predefined specific searches
- Easily drag & drop e-mail messages and attachments to corresponding Business Workspaces

complon® xECM Business Solutions - selected Features

Flexible automated Content Structure

- **Smart creation and updating** of workspaces from Salesforce® and SAP® S/4HANA, ERP
- **Hierarchical legal entity, process structures**
- Multi-cross-application xECM integration allows for **x-Application Workspaces with enhanced property providers** (end-to-end)
- **Dynamic workspace template selection**
- **Auto-Renaming of Workspaces**
- **Auto-Move of Workspaces**
- **Automated Business Relations** on Attributes

User Acceptance

- **Optimized Style** for **Smart UI**
- **Modernized PowerUI** for classic view of Content Server for Power Users
- **Automated Archiving** of documents printed from SAP and presentation in Workspaces
- **Reporting and Search Template Packages** in Outlook, ECM save time when storing, searching documents, automate processes
- **assisted Document Classifications** according to ISO standards, Master Document List, File plan
- **Efficient User and Permission Management** permissions by template, folder structure, attributes, reference user, change owner

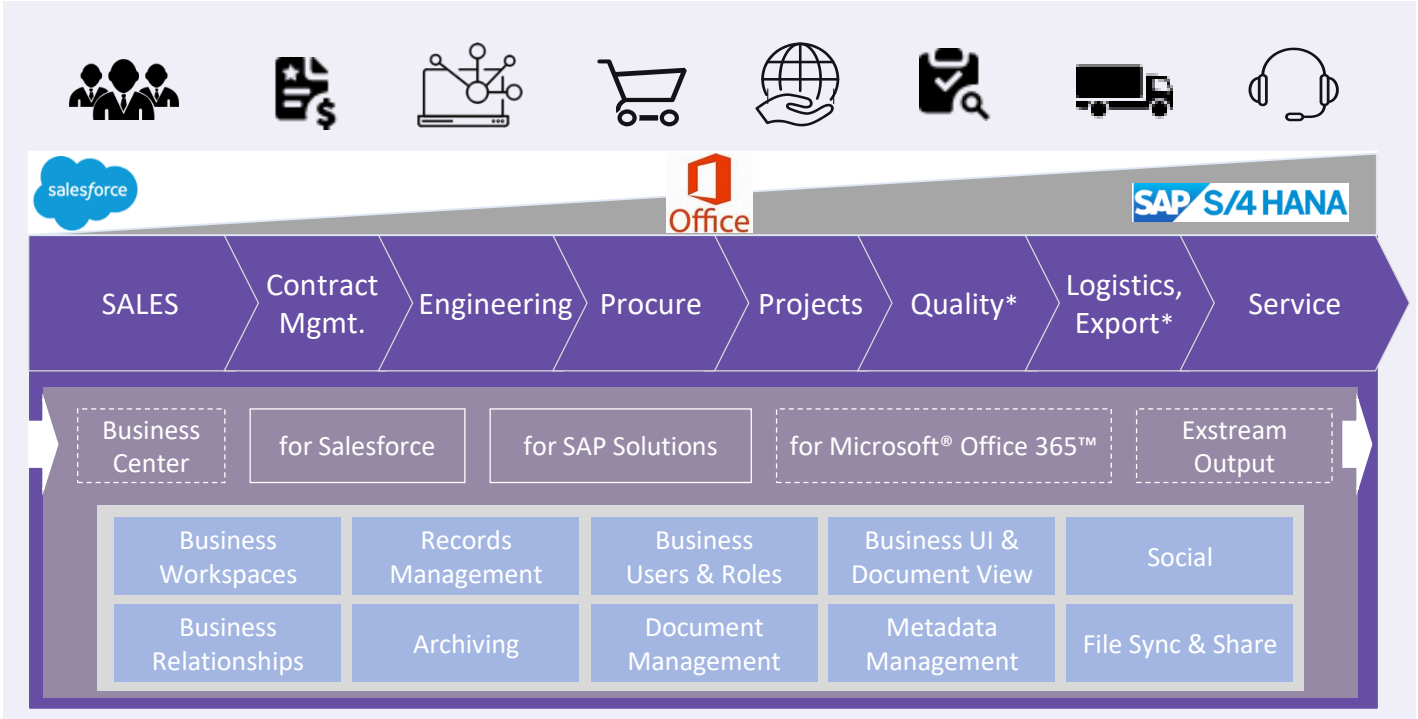
complon® Business Solutions are ready to run modular business process driven xECM products

Business Applications

complon® xECM16 Business solutions

opentext™
Extended ECM
platform solutions

opentext™
Content Suite



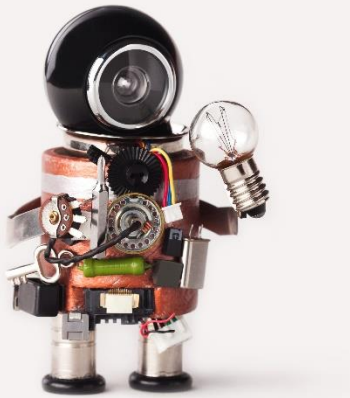
*) complon® solution accelerator
-- optional components

Experience the Added Value

PROCESS & DATA

BEST PRACTICE TEMPLATE

AUTOMATED



Consistent and modular digital End-to-End Process

Process to key documents to business role mapping

End-to-End Data Model

Interface Data Mapping Salesforce to SAP S/4HANA

Enhanced Smart UI and complon Power UI

Preconfigured Best Practice Templates with

- Landing pages and dashboards
- 30+ Workspace Templates
- 200 assisted doc classifications
- 145 business relations
- 50+ WebReports
- 60+ Cats w. attributes, facets
- Standard naming conventions
- Review Workflows, Reminders
- Many predefined Searches

Bridging the GAP between SAP and Salesforce

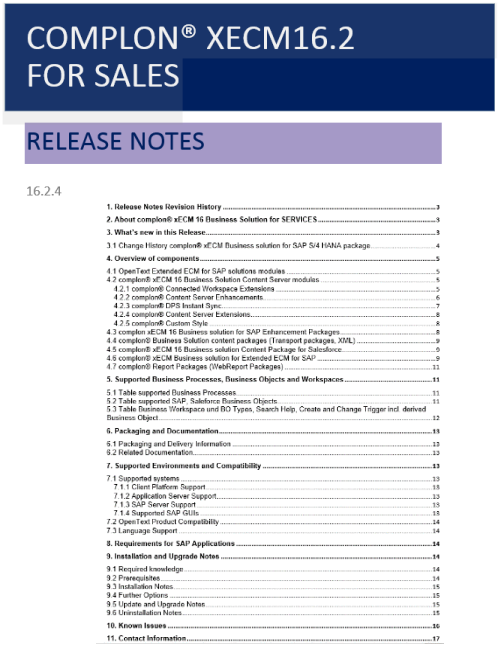
Smart SAP, SF Property Provider

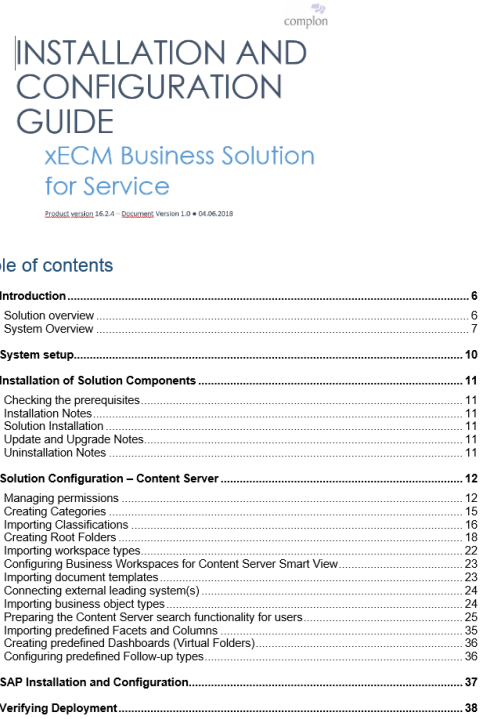
Cross-Application relationships Salesforce/SAP S/4HANA, ERP

Smart Automation

- Creation
- Updates, Orga Changes
- Relation of workspaces
- Permissions, User Mgmt.

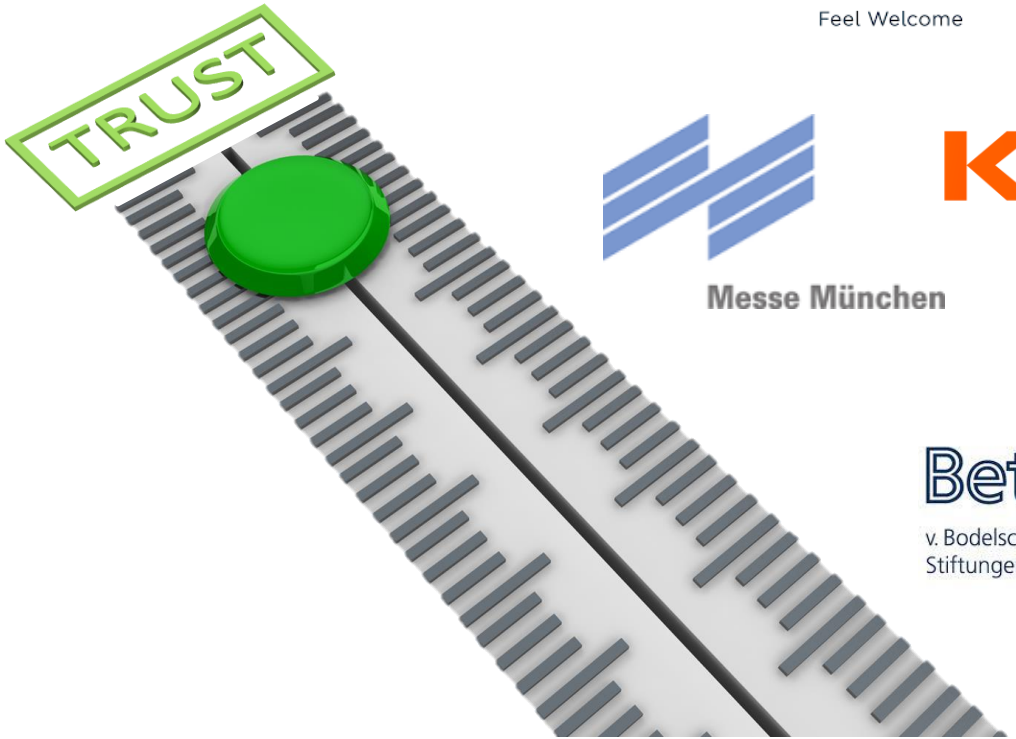
Comprehensive Product Documentation





Deploy - complon® xECM Business Solutions

Who trusts us?



ACCOR HOTELS
Feel Welcome

SIEMENS

KUKA

swa
Stadtwerke Augsburg

Messe München

SWAROVSKI

Bethel
v. Bodelschwinghsche
Stiftungen Bethel

PSE ENGINEERING GMBH

Talk to us

If you are about to

- Start an Salesforce, SAP S/4HANA, OpenText project
- Extend the utilization of OpenText within your organization
- Update/Upgrade SAP to S/4 HANA, OpenText ECM

We will help you to

- Speed up your project
- Increase the user acceptance of the OpenText implementation
- Minimize the support costs and so the total cost of ownership

See us at our booth or get in contact with us

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