Make a Connection that Counts

E-Invoicing Paperless Solutions

- E-Invoicing
- e-Archiving
- EDI
- CRP/VMI
- e-Distributors Channel Management

Find us @
www.retail-link.gr
Agenda

Retail@Link at a glance

- E-Invoicing Paperless Solutions
- Service Tour
- Why Retail@Link?
- Make a Connection that Counts
Retail@Link at a glance

Retail@Link is the innovative B2B Hub
Offering Direct & Tangible **Business Profitability** & **Process Optimization**

Through Integrated & flexible **Software as a Service Solutions**
member of Entersoft Group

Greece, Romania, Bulgaria, Serbia, Cyprus, Saudi Arabia, U.A.E., Qatar
Entersoft Group

Software for Ambitious Enterprises

Retail@Link’s Solutions combine Entersoft’s Reliable Infrastructure with Software as a Service Flexibility

For every Business Sector
Since the beginning of its operation, Retail@Link committed to handle data & information, in a manner that ensures for maximum security & confidentiality.

We aim to prove the implementation of our strict Security Policy through internationally recognized Standards

Antonis Kotzamanidis,
Managing Director Retail@Link
Service and Product Portfolio

**e-Invoicing Services**
- Reduce Invoicing Costs by more than 50%
  - e-Invoicing Paperless
  - e-Archiving on Premise (BizDoc EE)
  - e-Archiving Cloud
  - P.O.D - Scanning

**EDI Services**
- Efficiently Automate Data Entry
  - e-Invoicing EDI
  - e-Ordering EDI
  - PDF to EDI
  - EDI various files

**Supply Chain Management**
- Maximum Service Level, Minimum Returns
  - Master Data Alignment
  - CRP – VMI
  - GS1 Datapool Support

**e-Distributors Channel**
- Route to Market Visibility across your Sales Channel
  - Automated Sell-Out Data Collection
  - Daily Reporting on Multi-device Online BI System and Integration with your BI System
Retail@Link in numbers:

**Invoices (Inbound/Outbound)**
are being transferred, managed and archived through Retail@Link’s secure and flexible e-Invoicing Platform

**Business Partners in 12 Countries**
Are interconnected through our Online Platform on a daily basis

**EDI (Structured Data) messages**
Orders and Invoices, are automatically registered into any ERP system, saving significant time, costs & effort

Source:
Retail@Link’s annual Volume Data Report for 2017
Awards & Certifications

2012
Self Service Excellence Awards 2012
E-Invoicing Paperless & Archiving Project for KYKNOS S.A.

2013
Business IT Excellence Awards 2013
E-Invoicing Paperless & Archiving Project for B/S/H

2014
E-Volution Awards 2015
- Environmental Awards 2014
  Environmentally Responsible
  E-Invoicing Solutions
- Transport & Logistics Awards 2014
  E-Invoicing Paperless for 4PL Logistics Service for SARMED

2015
E-Volution Awards 2015
- The First Implementation of e-Invoicing Paperless & Archiving Solutions in a Public Sector Company – ELTA Courier

2016
Sales Excellence Awards 2016
- E-DCM, for BIC Violex, for real-time Sell-Out Data collection & the electronic management of its Distributors Channel

2017
Business IT Excellence Awards 2017
- E-DCM for Kri Kri, for the real-time Sell-Out Data collection & the electronic management of its Distributors Channel

2018
Supply Chain Awards 2018
- CRP-VMI solutions for the electronic stock replenishment for the supermarket chain Diamantis Masoutis SA
- Implementation of the solution e-DCM for the electronic management of the distributors network of DODONI SA

To be continued…
Agenda

Retail@Link at a glance

E-Invoicing Paperless Solutions

Service Tour

Why Retail@Link?

Make a Connection that Counts
How much does Paper Invoicing really cost?

Retail@Link’s e-Invoicing & e-Archiving solutions, offer effective and cost-efficient electronic management for every kind of invoice issued for your customers, or received from your suppliers, in maximum speed & security and in full compliance with the Greek & European Legal Framework.

...reducing Operating Costs by more than 60% & achieving R.O.I in 2 months
E-Invoicing Solutions

Customer satisfaction survey on electronic invoicing 2017

Recommendation: 85%
Total satisfaction: 92%
Commercial agreement vs results: 88%
Implementation time: 80%

Criteria of implementing electronic invoicing:
- Partner request
- Other
- Less paper work
- Less storage
- Decrease of cost

Criteria of choosing Retail@Link:
- Quality of service
- Support
- Reliability/Good reputation
- Cover of needs
- Recommendation

Average 8.4/10
E-Invoicing & e-Archiving Solutions: How it works

- Invoice File - Validity Checks
- Electronic Archiving for all Invoice Files (either delivered electronically or physically)
- E-Invoice Delivery to Paperless Customers

Reducing Costs:

- Agent Software
- R@L e-Archiving (for ALL)
- Printing Physical Invoices Delivery to Non Paperless Customers (Automated)
E-Invoicing  Savings at a glance

**Savings in Invoicing Operations**
Applicable to both Invoice Issuers and Receivers
*(average cost per paper invoices: 2-5 € VS average cost of e-invoice: 0.8 €)*

**R.O.I**
Return on Investment never exceeds 6 months while Retail@Link’s completed implementations reveal a pay-back period of 3 months average

**Average Administration time**
For electronic invoices, compared to an average of 8-12’ minutes for paper-invoice processing

**Source:**
Billentis 2014 | SEV Research 2011 | ELTRUN: Athens University of Business and Economics | Retail@Link Case Studies
Retail@Link e-Invoicing Solution: What's in it for me?

**e-Invoicing:** Fast and Automated Invoice Delivery & Direct Cost Savings
Eliminating paper costs and managing invoice delivery through a user-friendly & secure online portal, working with Digital Signatures or Tax Machines.

**e-Archiving:** 100% Secure & Paperless Electronic Archiving
In Cloud or on Premise, for every inbound or outbound Invoice as well as for your Paper Invoice-Archive.

**Proof of Receipt:** e-Invoice Status Tracking
No more Lost Invoices, Faster Invoice Approval leading to improved Cash-Flow.

**Viral-Social-Network:** Just a “click” away from the largest B2B Network
Through Social Features provided by our Portal, to offer better R.O.I and economies of scale.

**P.o.D. Scanning:** Proof of Delivery Scanning and Archiving
To provide 100% digital invoice archiving, for your invoices and your Signed-Delivery Notes.
Does the receiver accept Electronic Invoices?
✓ e-Archiving (Outbound Invoices)
✓ e-Archiving (Inbound Invoices)
✓ Old Paper File e-Archiving
✓ OCR
✓ Correlation with corresponding e-Invoice
✓ E-Archiving
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Retail@Link at a glance
E-Invoicing Paperless Solutions
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Why Retail@Link?
Make a Connection that Counts
R@L e-Invoicing Paperless – Peek into Service
R@L e-Invoicing Paperless – Peek into Service

Easy User Maintenance with Concrete Overview of the Relationship Status
Guidelines for the **Insertion & Deletion** of Users
Creation of **Useful reports, Easy Navigation with Online Help & User Manual**
R@L e-Invoicing Paperless – Peek into Service

Easy Connection with the Receivers through a familiar Social Networking environment (Automated invitation of the companies for interconnection, Message alerts, Acceptance of requests)
R@L e-Invoicing Paperless – New features!

**Connection requests**, number of **Senders** / ** Receivers**, sum of **Types of documents** received
Possibility of Send-out or Acceptance **Connection request**, to a **receiver** you wish to **send/receive business documents**
R@L e-Invoicing Paperless – New features!

Easy handling of senders / receivers with the possibility of rejection of a connection request.
AUTOMATED registration of the receivers through mass data entry from an excel file
R@L e-Invoicing Paperless – New features!

Setup of **company site** with **company logo** or **banner adaptation**
R@L e-Invoicing Paperless – New features!

Easy processing of different types of documents
R@L e-Invoicing Paperless – New features!

Notification on the status (inclu. EDI) for incoming & outgoing documents
R@L e-Invoicing Paperless – New features!

Text processing & Templates selection for the send-out of a connection request
R@L BizDocEE – Peek into Archiving Solution (Main Page)
Promptly find the invoice you are looking for via multiple criteria.
Easily Search and Retrieve e-Invoices and **Save / Download files per item or list**
R@L BizDocEE — Peek into Archiving Solution (POD & attached)

Manage your attached files and your P.O.D files which are correlated to the corresponding e-Invoice
### Επιστολή Παραπέμπων

<table>
<thead>
<tr>
<th>Ονοματεπώνυμο</th>
<th>Ομόλογο</th>
<th>Επικοινωνία</th>
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<tbody>
<tr>
<td>Κωνσταντίνος Κ.</td>
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### Επιστολή Επιστολοδότημα

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### Σημείωση

Σφράγιση της εταιρείας & υπογραφή για την παράλαβη

Συνάντηση Πολιτικής Παραλαβής

Σημείωση

Ταχυδρομείο της R&L Technologies

Σημείωση

Επιθυμήσεις Τέχνης Α.Π.Ε.
R@L BizDocEE – Peek into Archiving Solution (Filters & Reports)

Easy Data Filtering and Creation of Custom Reports
R@L BizDocEE – Peek into Archiving Solution (Filters & Reports)

Easy Data Filtering and Creation of Custom Reports
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Retail@Link at a glance

E-Invoicing Paperless Solutions

Service Tour

Why Retail@Link?

Make a Connection that Counts
Why Collaborate with Retail@Link;

**1.** We provide **prompt and constant** support & training
To maximize results and provide excellent experience

**2.** Since 2003 we are positioned right in the very Heart of the Supply Chain
thus guaranteeing for maximum scale out for your selected collaborative solution

**3.** Our solutions combine ENTERSOFT Group’s robust technology with **SaaS flexibility**, thus offering reliable services which align to your specific needs

**4.** Everyday we connect the largest & most competitive enterprises in Greece, **thus we understand how to handle your data with maximum security and reliability**
### Indicative Clientele: Who trusts us

<table>
<thead>
<tr>
<th>Industry &amp; Trade Market</th>
<th>Retail Super Markets</th>
<th>Retail Various</th>
<th>FMCG &amp; LMCG Personal/HouseCare</th>
<th>FMCG Drinks Market</th>
<th>FMCG Food Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coral, AVIN, TITAN, LAPARGE, BIC, B/S/H/</td>
<td>Carrefour, Metro, Lidl, Market, EON, Galeries</td>
<td>Public, Kaufland, Intermarket, JYSK, Galeries</td>
<td>Carrefour, Eurotrip, Tsantali, Makro</td>
<td>Carlsberg, Coca-Cola, Pepsi, Mythos</td>
<td>Nestle, Mondelez, Mars, Mars, Mars</td>
</tr>
</tbody>
</table>

**SERVICES**
- Miscellaneous

**INDUSTRY & Trade Market**
- bp, AVIN, TITAN

**FMCG**
- Food Market
- Drinks Market

**RETAIL**
- Super Markets
- Various

*Your Needs, Our Challenge*
Indicative Clientele: Who trusts us

- INFORMATION TECHNOLOGY Market
- ELECTRONICS Market
- PHARMA & HEALTH Market
- COSMETICS & CLOTHING Market
- CULTURE & ENTERTAINMENT Market
- TOUR & TRAVEL Market
- LOGISTICS & AUTOMOTIVE Market
Retail@Link’s Paperless e-invoicing solution combined with the BizDocEnterprise Edition solution, has developed the internal processes of our company, while it has contributed to the streamlining and reduction of costs, through the improved utilization of all available resources; moreover these solutions have enhanced the reliability and transparency of the information exchanged with our partners. Retail@Link proved its ability to provide high quality services and has stood beside us as a reliable partner.
Our partnership with Retail @ Link, allowed us to easily and quickly manage the transition from paper to electronic invoices and digital signatures, while providing us with a user-friendly state-of-the-art tool which reduces operating costs & improves our business processes. The public sector has much to gain by automating its operations and it is our great pleasure to take the lead in implementing new methods which provide direct and safe results!
E-Invoicing Paperless, tops-up BARILLA’s long-lasting-collaboration with Retail@Link in the area of B2B collaborative services, aiming for the effective interconnection with our trading partners. This project aims beyond the implicit cost-reduction, to the accelerated service of our trading operations and the enhanced visibility of our invoices’ delivery status, as part of our plan to constantly improve our business processes.
Our choice to automate invoicing operations, which used to be both expensive and time-consuming, allows our team to allocate our aligned effort in the production of true added-value. Our cooperation with Retail@Link, offers the ability to achieve lean-cost operations, accelerated processes and even more importantly to know –in advance, what are the expected economic benefits deriving from the implementation of e-Invoicing.
Our cooperation with Retail@Link allows us to automate the data & files exchange with the cooperating supermarket chains, decreasing significantly the operational time and the mistakes that unavoidably derive, thus offering the possibility of extendability and economies of scale.
The Electronic Archiving & e-Invoicing EDI/e-ordering solutions offer complete flexibility of local management and lead to dramatic decrease of cost and optimization of business processes.
The use of new & effective technology tools, is totally linked with the vision and the strategy of Sarmed. Our cooperation with Retail@Link offers significant advantages in the enhancement of our operations today and in the future.
Make a Connection the Counts

www.retail-link.gr
Visit our websites
For additional information and Customer Cases

Call Us
For an insightful meeting
211.1063800

Ask our Commercial Team
To support you with a R.O.I Calculation
commercial@retail-link.gr

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Contact Us and Win with our Solutions

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