

COMPLEAT



Addressing the Growing Demand for
e-Invoice Capture, AP, Purchasing &
Payment Automation





Contents

Options: Build or Partner	3
Partner Program — The Business Opportunity	3
Compleat Solution Overview	4
e-Invoice Automation	4
AP & Purchasing Automation	4
Procure	5
Compleat ground-breaking Technologies & environment	5
Partnership go to Market Services	6
Our go-to-market options	6

**Empowering businesses to
achieve the extraordinary.**



COMPLEAT

Almost every business is looking for ways to effectively control costs & boost their productivity, profitability, & cashflow while addressing the new normal of remote working.

Their go-to solution is Automation. Automating the way they buy, account for, and pay, all while reducing their purchase costs.

This is now the hottest sector within the ERP marketplace & every ERP provider is experiencing increasing demand for this functionality, both from current & prospective customer engagements.

“ This demand will only increase & is already becoming a “must have” functionality in new sales engagements. ”

Compleat is a speciality SaaS provider of digital invoice capture, accounts payable, online buying, punch-out & automated purchasing applications, specifically designed for ERP vendors to meet this growing demand.

Our partner program is designed for our partners to achieve profitable long term recurring revenues & associated services by increasing the value they can offer to their prospects & customers, while adding incremental value to their own organizations.

Options: To build or to partner

To meet this rise in demand, every ERP vendor must decide whether to build or partner in order to acclimate to this new competitive industry requirement.

Compleat makes the partnering option incredibly simple, fast to adopt, & commercially effective!

Partner Program — The Business Opportunity

Compleat enables ERP vendors to quickly fulfill the purchasing automation needs of their clients & prospects to obtain a competitive edge while:

- Building a significant long-term, & profitable annual recurring revenue stream.
- Retaining 100% of all services revenues.
- Retaining 100% control over deployment, enablement, integration, & services.
- Retaining 100% of all billing values.
- White-label our applications (optional) & set your own retail pricing.
- Partner subscription margins of between 30% — 45% based on volume.
- Partner margins on Procure — subscriptions & percentage of savings achieved.
- Partner margin on FinTech (payments, debt factoring & FX).
- Winning more customers & reducing customer churn.
- Increasing the ARR value of your business.

COMPLEAT

Compleat Solution Overview

Compleat applications provide a full-service of options that address each partner or customer specific needs, including:

- Support for remote workers.
- Improved visibility & control over spend.
- Increased productivity for everyone, both inside & outside of the finance department
- Easily understandable intelligent spend.
- Ultimately, reducing the purchase costs for customers & partners.

Each customer can address their immediate needs, then expand their levels of automation over time.

e-Invoice Automation

Full e-invoicing including both header & line-level data:

- Delivered “as-a-service” (zero customer intervention).
- Any language or currency.
- Disruptive pricing.
- Option for data to be delivered directly into any ERP through our API.
 - Advance Spend Analytics Reporting.
- Vendor Spend Category analysis.

PLUS: AP & Purchasing Automation

- Comprehensive workflow approval automation.
- Online buying with suppliers including Amazon Business, Office Depot & Staples, with the ability for partners to add new vendor integrations in less than an hour.
- Full purchasing automation — whether utilizing your ERP purchase order or receipting data for an automated 2 or 3-way invoice match, or utilizing our purchasing applications, or both (as needed).
- Full mobile support.
- Payment automation, debt factoring, & FX automation.



COMPLEAT

PLUS: Procure

Advanced Spend Analytics reporting:

- Adding vendor spend category management dimension to their existing GL structure to simplify their ability to identify savings potential.
- “Procurement-as-a-Service” that provides the resources & expertise to identify & deliver significant savings to providing the most compelling ROI proposition for every business.

Delivering a single strategic solution for our partners & their customers.

Compleat ground-breaking Technologies & environment

Our inhouse developed technologies are founded on the following capabilities, designed from scratch to deliver the ultimate partner self-service experience.

- SaaS full multi-tenanted applications hosted within Microsoft Azure:
 - Multi-lingual support at user level.
 - Multi-currency support.
- Compleat Partner Console:
 - Secure access & control to create, maintain & support all partner end user customer sites within a single environment.
 - Unlimited demonstration environments.
 - Unlimited test sites & training environments.
- AI & machine learning-driven digital invoice capture that has already processed over \$13bn of invoices in any language/currency:
 - Including invoice line level capture.
 - Delivered “as-a-service” with zero touch from the customer.
- Very powerful “self-service” APIs to enable both simple & sophisticated integrations to any ERP or third-party applications, managed & maintained by our Partners.
 - Including ERP purchase order/receipting capture & automated invoice 3-way matching/approvals & the associated ERP updates.
- Fully integrated online buying (Punchout) with leading vendors including Amazon Business, Office Depot, Staples, & a rapidly growing number of other online vendors.
 - Partner self-service punchout integrations that can be set up & taken live in under one hour, independently of the vendor.
- The Compleat self-service Partner Portal enables our partners to undertake:
 - The Compleat SaaS customer “instance” creation, enablement, & integration, executed in literally a few minutes & undertaken by our Partners.
 - Real-time access to all of your customer sites for configuration, training, & support services.
 - Fully automated partner billing by Compleat.
- Integration with third-party specialists for:
 - Payments.
 - Debt factoring (early settlement discounts & extended payment cycle to support cashflow).
 - FX currency payments.
- Leverage the Compleat Procure \$13bn of vendor spend data lake for price benchmarking, formal spend reviews, savings analysis, & tendering to deliver savings.

COMPLEAT

Partnership go to Market Services

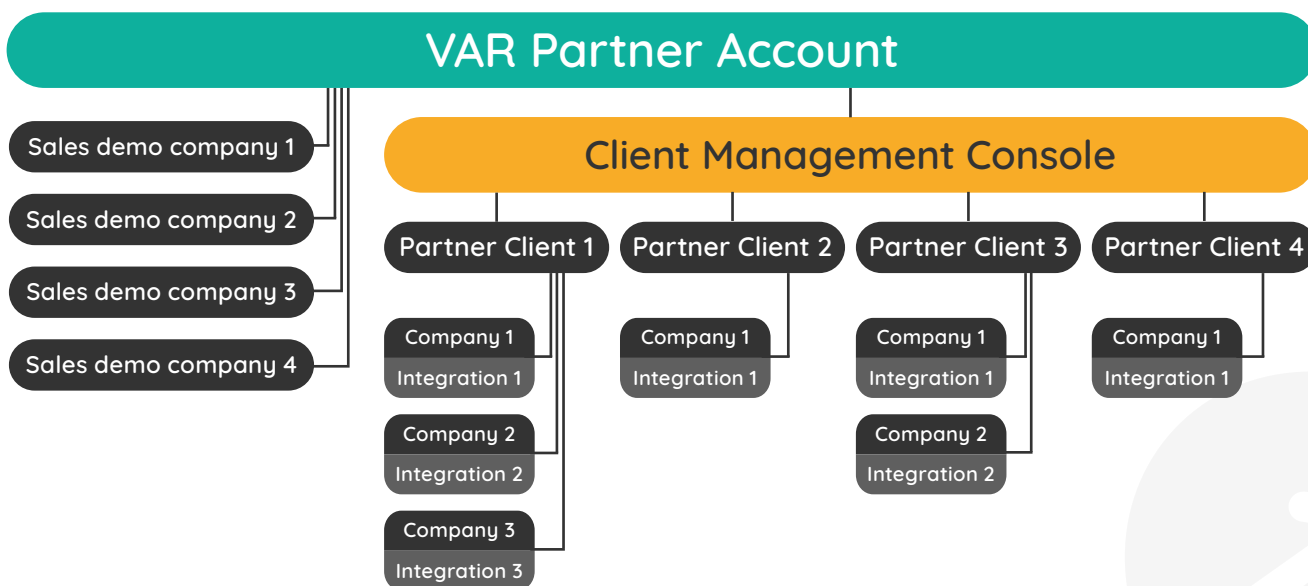
Compleat provides a comprehensive range of services that reduce the adoption time to a matter of days, to ensure a successful partnership that delivers delights customers.

Our unique approach provides our partners with the visibility & control of being their own software developer— without the burden of accruing any extra development fees.

Our go-to-market options include:

- Initial Referral Partnership option to identify, close, & deploy the initial customer sites as full proof of concept, while training your staff in all disciplines.
- Full Reseller Partnership with full adoption & margins of all initial “referral partnership” customers.
- Full partner education & training services:
 - Pre-sales engagement, qualification, & demonstrations.
 - Post sales enablement & support services.
- Unlimited full demonstration software environments for sales & tech-presales staff, enabling tailored demonstrations to address specific prospect requirements.
 - Demonstration scripts/FAQ’s/PowerPoint overviews.
- Partner Portal provides comprehensive marketing collateral, both Compleat branded & white-label versions to:
 - Build pipeline.
 - Run webinars & events.
 - Undertake sales engagements.
 - Support post sales add-ons & upsales.
- Full & comprehensive partner & customer knowledge base portal.
- Delivering 100% partner self-sufficiency.

Partner Console





See how our API works with accounting software & purchase orders

[Download the API Powered Accounting Software document](#)

[Download the API Powered Purchase Order document](#)

[Download the CompleatCapture Best Practice Guide](#)



COMPLEAT

Empowering businesses to
achieve the extraordinary.

Contact Compleat [here...](#)

Compleat-ly social