



# PARTNERING WITH GLANTUS

Working together, working better for our customers.



## WORKING TOGETHER, WORKING BETTER FOR OUR CUSTOMERS

The Glantus partner community is as an ecosystem – each partner type is valuable and necessary to maintain that ecosystem.

We recognize that our partners have different objectives, models and strategies – to which we can align.

Each partner is diligently selected to become a member of a network that adds value to end customers.





# WHY JOIN THE GLANTUS ECOSYSTEM?



INNOVATIVE COLLABORATION



CONNECT WITH CUSTOMERS



FOCUSED EXPERIENCED



POTENTIAL REACH



SECURE PLATFORM



FASTER RESULTS





We are continually discussing what's best for our clients and how to help them save money, recover credits and make their business more productive. We are honored to work with Glantus and help companies together in increasingly significant and yet simplified ways.

**Jennifer Wynn**

President and Chief Executive Officer, URA





# MUTUAL CUSTOMER GOALS

Our customers want real AP solutions with real impact.

## ACCOUNTS PAYABLE NEEDS TO BE DIGITALLY FOCUSED

### Environment

- Multiple Interoperable and Disparate Finance Systems.
- Manual, Disconnected, and Growing Information Requirements.
- Global Regulatory and Compliance Rules.

## FINANCE FUNCTION NEEDS TO BE DATA DRIVEN

### Complexity

- Accurate & Real-Time Reporting Required To Meet Continuous Deadlines.
- Unstructured Financial Data/Exchanges - Direct and Indirect.
- Global Expansion Leading to Exponential Growth in Data, Deadlines and Diversity

## FINANCE DEPARTMENTS NEED TO BE A STRATEGIC FUNCTION

### Objectives

- Growth Objectives - Organic and Acquisition.
- Process Automation and Transparency Required To Eliminate Errors, Anomalies, and Fraud.
- Connected Financial Analytics & Control Via Business Intelligence for Agile Decision Making.



# JOIN THE GLANTUS PARTNER ECOSYSTEM



## SHARE SUCCESS WITH CUSTOMERS

Work together with innovative partners that build value for customers within their finance function.



## ENHANCE PERFORMANCE AND EFFICIENCIES

Work as a community focused on efficient value driven enterprise Accounts Payable solutions and services.



## DRIVE COLLABORATION

Combine technology providers, consulting and professional service firms to deliver transformation and growth in the finance function.



## GLOBAL REACH

Offer leading data solutions for global Go-To-Market strategies.



# PARTNER ECOSYSTEM OVERVIEW



## WHITE LABEL AND OEM PARTNERS

Leading data solutions for Go-To-Market partners that have fully integrated the Glantus platform to their core technology suite globally.



## INFLUENCE AND REFERRAL PARTNERS

Provide strategic consultancy services and complementary solutions to empower customers to use their data to achieve AP operational excellence.



## SOLUTION AND TECHNOLOGY PARTNERS

Focused on offering measurable value propositions to customers by aligning the Glantus Platform with connected products and integrated end user AP solutions.



# WHY JOIN OUR PARTNER ECOSYSTEM?



We work in tandem with innovative partners, as a **community** to deliver joint enterprise Transformational **AP solutions**.



We work **diligently** to develop data solutions that uniquely meet the future objectives of our partner customers.

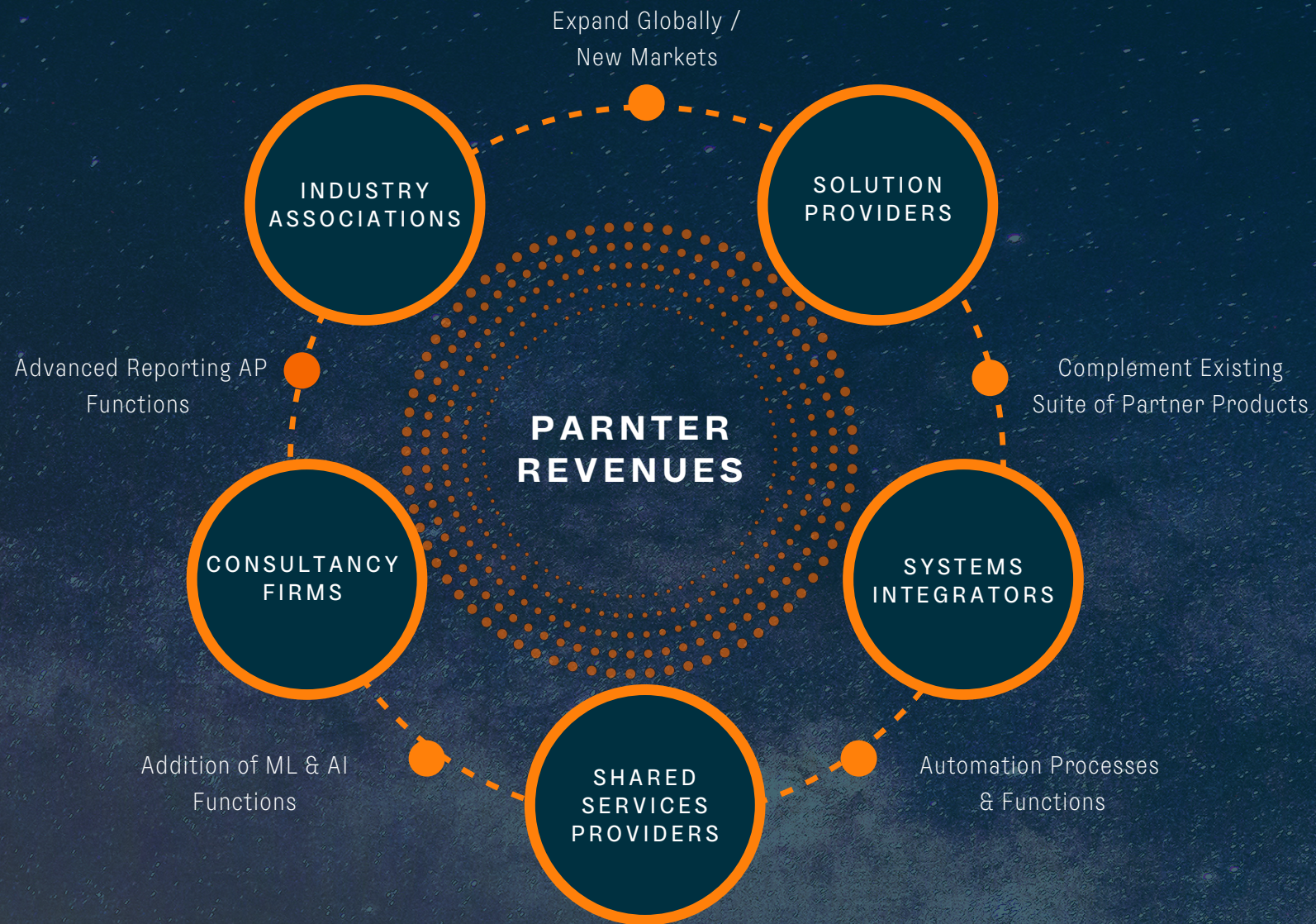


We work as an **extension** of our partners and their customers (AP, SST, IA) to bring **continuous improvement** to the finance function.



We drive **collaboration** with technology providers, consulting firms, and professional services firms.





## KEY BENEFITS

High Growth  
Subscription Program



Focused Solution  
Expansion Program



Significant Gross  
Margins



# SUMMARY

- We offer a secure and agile data platform that collaborates with our partners objectives.
- We enable our partners connect to key customer financial data sources and applications.
- We work with partners to offer customers a unique combination of experience and technology to transform their AP and finance function.
- We empower partners with automation, analytics, and financial data management.
- We help partners deliver RESULTS with minimal disruption and maximum flexibility to meet objectives faster.







## GLOBAL OPERATIONS

- Dublin, Ireland
- London, England
- Katowice, Poland
- Vilnius, Lithuania
- San Jose, CA
- Boston, MA
- Milwaukee, WI
- Phoenix, AZ

## CUSTOMERS

IN 30+ COUNTRIES





# WHY GLANTUS

Glantus is a global provider of Accounts Payable automation and analytics solutions. The award-winning Glantus Data Platform provides an end-to-end AP solution that layers onto existing systems eliminating cost and delivering new revenue streams. Glantus has over 300 customers across more than 50 countries, including Fortune 500 brands and large multi-nationals. For more information see [www.glantus.com](http://www.glantus.com).

Every day, Accounts Payable errors cause organisations to lose money. Existing solutions only scratch the surface and traditional recovery audit services offer a temporary band-aid.

Fortunately, there is a better way... With zero changes to end-users operational systems, Glantus fills all the gaps and allows the AP function to thrive by introducing cost saving, generating revenue and maximising performance.



# STANDARDS IN COMPLIANCE



## ISO 27701

Privacy Information Data Management System (PIMS) - multiple privacy compliance obligations over multiple jurisdictions



## ISO 27001

- Increased reliability, systems security and business resilience.
- Alignment with customer security requirements.
- Improved management processes and integration with corporate risk strategies.



## ISO 9001

- Increase in efficiency, productivity, and profit.
- Improved customer retention and acquisition.
- Consistent outcomes, measured and monitored.



# GLOBALLY RECOGNISED



## INDUSTRY LEADING

One of the world's first  
finance software  
companies certified to  
ISO 27701.



## CUSTOMER CONFIDENCE

Meet security, data  
privacy and quality  
expected of large  
enterprise market.



## INDEPENDENTLY AUDITED

Maintained by internal  
and annual external  
assessments.



# START YOUR PARTNERSHIPS JOURNEY



## CONTACT US

IRL: +353 1 889 5300  
UK: +44 203 787 4457  
USA: +1 646 893 5974