



proLogistik
GROUP

pLG Conditions Management

Conditions management and bonus settlement

The product

BONSai

- 70 installations
- In 23 countries
- Over EUR 75 billion in annual invoiced purchasing volume

The company



- 30 years of experience in retail
- Specialization in terms and contract management
- Locations in Vienna and Murnau
- Team of 30 specialists in project management, development, and support
- Part of the proLogistik Group since 2023

BONSAI references

International and cross-industry

Cooperative groups and purchasing associations

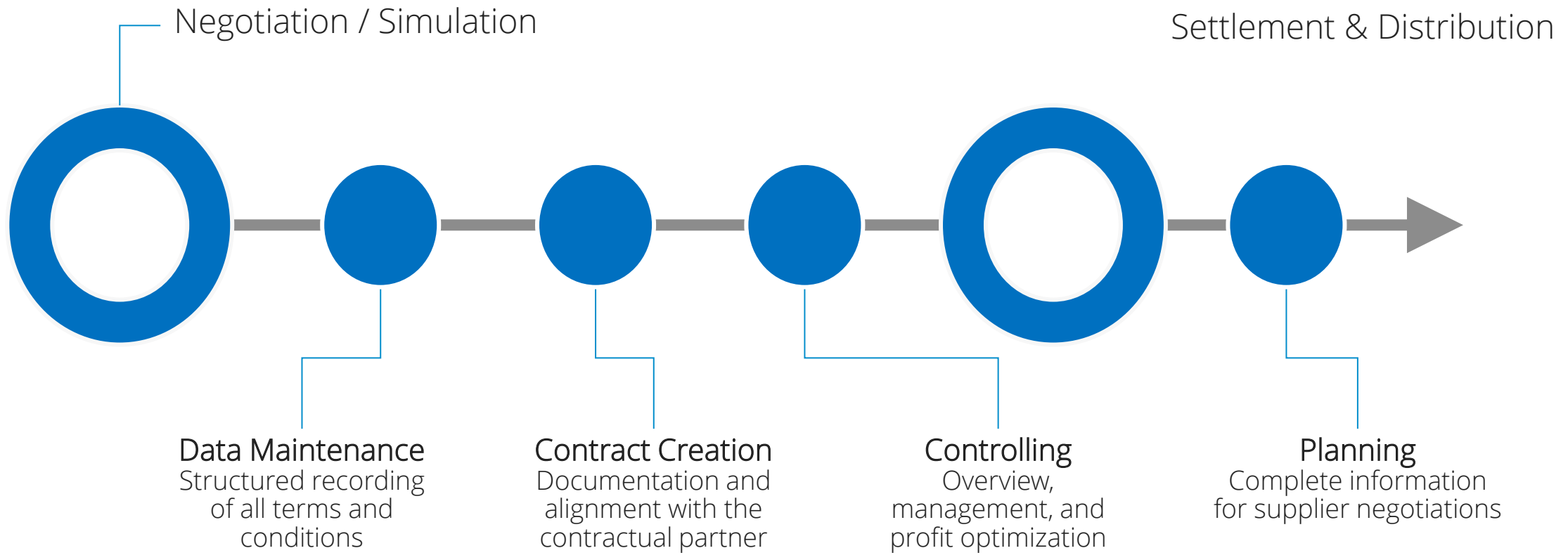


Corporations and franchise organizations



Integrated terms and conditions management

All processes of condition management are integrated into a single system.
This eliminates system and media discontinuities.



Functions

Negotiation and recording of all conditions



Planning and Negotiation

- Planning of supplier negotiations
 - Structured analyses and up-to-date figures on supplier sales, current terms, and their profitability
- Simulation of the terms and conditions structure
 - Both terms and sales can be freely adjusted according to the desired scenario
- Contract Management
 - The terms maintained in BONSAI can be directly used for integrated contract creation



Managing Agreements

- Structured Capture of All Conditions
 - All granted conditions are recorded with their exact specifications. This ensures that they can be automatically calculated and evaluated by BONSAI.
- Manage Marketing Contributions and Cooperative Advertising Funds
 - The implementation of each marketing activity is documented in the system, automatically triggering invoicing at the agreed rates.
- Workflow Management
 - Complex organizational processes are sustainably optimized through workflow support.

Functions

Controlling and Bonus Settlement



Controlling & Management

- **Sales Management and Revenue Sources**
 - Sales data from all sources can be recorded in BONSAI
 - The BONSAI Partner Portal offers a fully integrated, digital solution for supplier reporting
- **End-to-End Reporting**
 - Tier achievements, total earnings from conditions by supplier, purchasing category, or condition type
- **Net-Net Article Price Calculation**
 - Only full transparency on the purchase price of each article enables accurate determination of trading margins



Settlement of Conditions

- **Automated Calculation and Settlement**
 - For all due conditions, BONSAI generates an invoice or debit note for the supplier and ensures a highly automated settlement process
- **Disbursement to Member Stores**
 - For purchasing cooperatives and franchise providers, BONSAI solves the challenge of accurately calculating all conditions and efficiently managing payouts to member stores
- **International Conditions Management**
 - With its international agreement and settlement management module, BONSAI provides a solution for group-wide consolidation of purchasing volumes and conditions

Functions

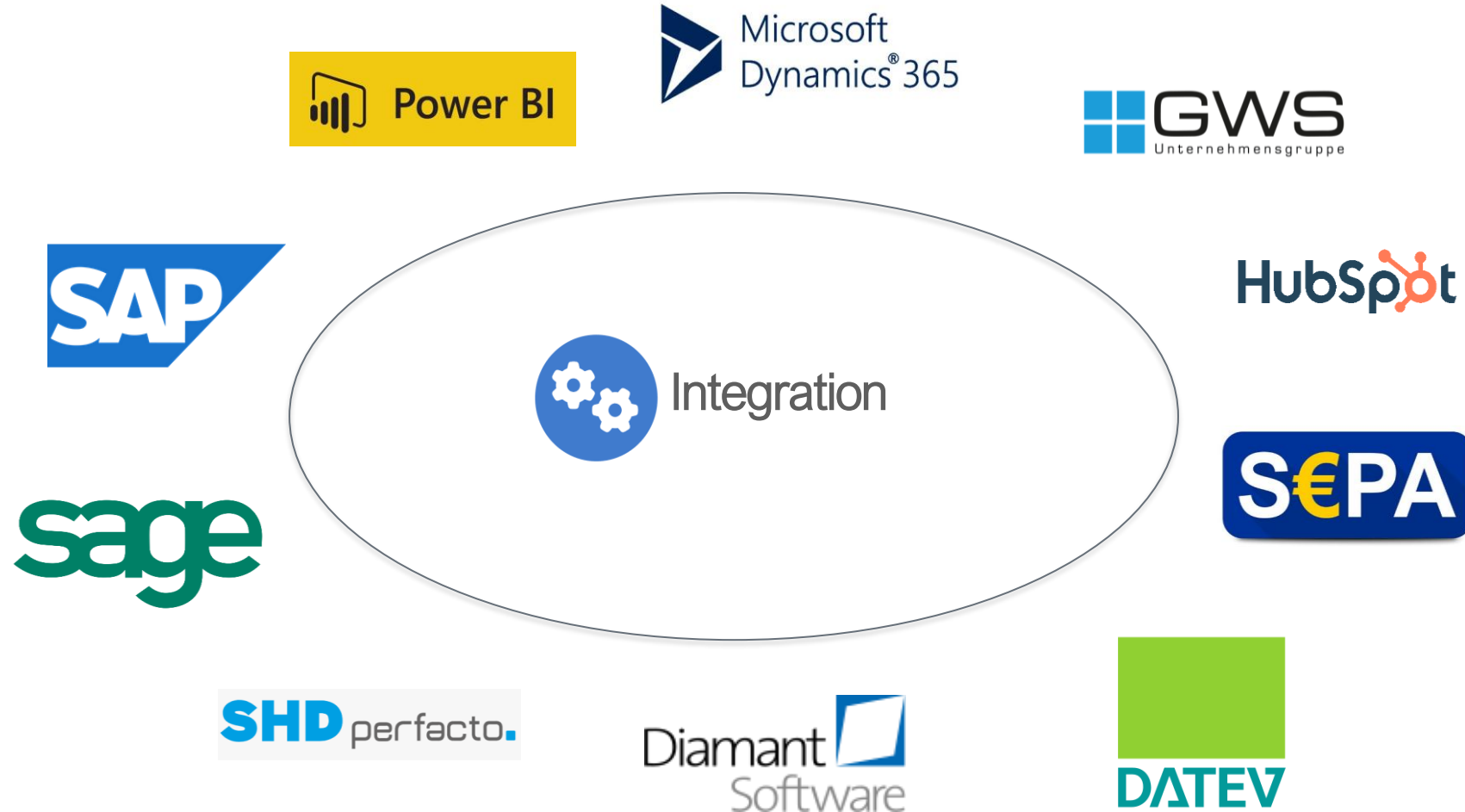
Integration of BONSAI with IT Systems



Integration

- **ERP / Financial Accounting Interface**
 - Standard interfaces are available for supplier master data, branches, article master data, and sales data.
- **BONSAI Partner Portal**
 - The BONSAI Partner Portal enables secure, efficient, and straightforward data exchange between trading partners.
 - Fully integrated contract acceptance process: seamlessly from contract creation to archiving of the signed version.
 - Suppliers can easily report the required sales figures per customer. All media disruptions are eliminated.
- **BONSAI Cloud**
 - . IBB provides an optimal solution for operating the BONSAI system via the BONSAI Cloud. The complete operating environment is provided, and IBB experts ensure continuous availability.

BONSAI can be seamlessly integrated with all common IT systems



Direct Benefit

Integrated Condition Management with BONSAI

- **Structured Capture of All Discounts, Allowances, and Subsidies**

- According to real-world requirements
- Supports complex condition models



Nothing is lost – all conditions are settled.

- **Automated Calculation**

- Detailed reporting on sales and condition-based earnings
- Integrated, automated settlement with suppliers
- Automated posting of all revenues



Reduce manual processes, optimize liquidity, automate workflows.

- **Sales Management (as the calculation basis)**

- All data sources can be integrated
- Automated sales reporting by suppliers via the BONSAI Partner Portal



Optimize processes, ensure accurate data.

Functions

I n t e g r a t e d c o n d i t i o n m a n a g e m e n t w i t h B O N S A I

BONSAI extends the ERP system with specialized functionality

- Management of complex condition models
- Creation of supplier contracts and annual agreements
- Fully integrated calculation and settlement of conditions
- Calculation of net-net purchase prices
- Comprehensive reporting for greater transparency in procurement

BONSAI is the flexible and modular software solution for systematizing the entire condition management process

