

---

The innovators in  
Accounts Payable  
Automation, Auditing  
and Analytics For  
Large Enterprises



## GLANTUS GLOBAL PARTNERSHIP PROGRAM

The Glantus Global Partnership program is an ecosystem where each partner is valuable and necessary to maintain that ecosystem.

We work together with partners to accelerate growth and assist in the development of new target markets.

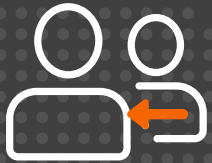
The combination of complementary technical solutions and service providers working together means that as partners we transform financial management for corporate organizations.



# JOIN THE GLANTUS PARTNER ECOSYSTEM

Data driven solutions in turn drives innovation, the Glantus platform combined with our partners solutions and knowledge transforms our customer's finance function.

## DISTINCT GLANTUS CHANNELS



### INFLUENCE AND REFERRAL PARTNERS

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

#### EXAMPLES

Partners that serve AP teams and the broader finance functions. Existing alliances bring a wealth of knowledge in key areas such as credit & tax recovery, utility tariff, contract analysis, etc to assist accelerate growth for customers.



### 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

A dedicated channel for partners that offer process automation and data driven solutions where Glantus complement and enhance customer value through intelligent automation, reporting analytics, and innovative data solutions for customers.



### WHITE LABEL & OEM PARTNERS

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

Designed for partners with innovative GTM strategies that operate within enterprise and niche sectors with strong influence over decision makers. Glantus works to deliver the clear vision our partners have to grow rapidly by using customer data driven solutions



# JOIN THE GLANTUS PARTNER ECOSYSTEM



**SYNERGIES:** The Glantus partner ecosystem is aimed towards innovative partners that will work together to deliver joint enterprise transformational Accounts Payable solutions



**SEGMENTS:** Glantus partners are primarily focused on selling into larger / mid-tier organizations that seek agile and non-disruptive operational efficiencies and significant cost savings.



**AGREEMENTS:** We offer reseller, referral, influence, ISV, service provider and system integrator partners access to a SaaS-Based Data Platform with a clear return on investment.



**SCALE AND TYPE:** We recognize that our partners have different objectives, models and strategies – to which we can align. Glantus therefore work diligently to develop solutions that meet the future objectives of our partners and customer's.



**FINANCIAL STRENGTH:** We work as an extension of our partners and customers to bring continuous improvement to the finance function. Therefore, our partners have experience and a proven track record in their markets



**TIMING:** Glantus is keen to grow its global partner ecosystem by establishing new business relations and grow revenues with partners immediately in order to maximize the current market potential.



“

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

## THE VALUE PROPOSITIONS

- Glantus streamlines complex Accounts Payable operations, this removes unnecessary and costly manual processing
- Glantus Data Platform applies discovery and recovery analysis to find hidden working capital across significant spend and payment transactions
- Glantus provides real-time visibility, insights and control to minimize risk using analytics across all global Accounts Payable transactions
- Glantus Data Platform connects, streams and transforms key finance data, ready to apply forecasting and finance modeling capability that is simple to use
- Glantus transforms the Accounts Payable function from being a cost center to become a profit center



## WHY GLANTUS

Glantus [LON:GLAN] 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 hundreds of customers across more than 50 countries, including Fortune 500 brands and large multi-nationals. For more information see [glantus.com](http://glantus.com).

Every day, Accounts Payable errors, manual processes, lack of control and visibility cause organizations to lose money. Existing solutions only scratch the surface or simply 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 maximizing performance

