

BUSINESS CASE
KGT SAP Add-On for
Greece e-Invoicing (myDATA)

The Financial and Operational Justification for Immediate Action

Executive Summary

Greece's myDATA e-invoicing mandate is in full force. Every invoice, credit note, and accounting document must be transmitted in real time to the IAPR. Failure to comply exposes the organization to penalties, VAT disallowances, and reputational risk with Greek tax authorities.

This business case presents the financial, operational, and risk justification for investing in the KGT SAP Add-On for Greece e-Invoicing. The analysis demonstrates a projected return on investment (ROI) of 310% over three years, with payback achieved within 8 months of go-live.

Bottom Line

Compliance is not optional. The question is not whether to invest, but which solution minimizes cost, risk, and operational burden. KGT delivers the fastest, lowest-risk path to full myDATA compliance for SAP-based organizations.

Problem Statement

Current Compliance Gap

Without a dedicated integration solution, organizations must choose between three costly approaches: manual data entry into the myDATA web portal, a custom-built ABAP development, or a standalone third-party e-invoicing platform with complex SAP integration.

Approach	Primary Risk	Estimated Annual Cost
Manual Portal Entry	Human error, high labor, no audit trail	EUR 85,000 – 120,000
Custom ABAP Build	Regulatory drift, maintenance burden	EUR 150,000 – 200,000
Third-Party Platform	Integration complexity, data duplication	EUR 60,000 – 90,000
KGT SAP Add-On	None — certified, native integration	EUR 25,000 – 40,000

Risk of Inaction

- Administrative fines: EUR 500 per missing transmission, with no upper cap for systemic failures
- Input VAT disallowance on non-transmitted purchase invoices — direct P&L impact
- Increased likelihood of tax audit and associated management distraction
- Potential reputational damage with Greek business partners and authorities

Proposed Solution

KGT proposes deployment of its SAP-certified Add-On for Greece myDATA compliance. The add-on installs directly into the existing SAP landscape via standard transport request, requires no additional hardware or middleware, and automates 100% of myDATA transmission obligations.

Solution Highlights

- Full SAP native integration — no parallel systems or manual re-keying
- Real-time transmission with automated retry and exception handling
- Covers all 50+ IAPR document type codes and income classification categories
- Mark-to-book reconciliation ensuring alignment between SAP and the official myDATA ledger
- Regulatory updates delivered within 30 days of IAPR publication at no extra cost
- Go-live in 6–10 weeks with KGT's proven accelerated implementation methodology

Implementation Timeline

KGT's accelerated implementation methodology is designed to achieve go-live in 6 to 10 weeks with minimal disruption to day-to-day finance operations.

Phase	Duration	Key Deliverables
1	Weeks 1–2	Requirements workshop, landscape assessment, transport installation, system configuration
2	Weeks 3–4	Document type mapping, VAT classification rules, initial integration testing in DEV/QAS
3	Weeks 5–6	User acceptance testing, parallel run with existing process, end-user training
4	Weeks 7–8	Production go-live, hypercare support, reconciliation validation with IAPR
5	Ongoing	Regulatory updates, quarterly reviews, continuous improvement recommendations

Risk Assessment

High Risk — No Action

Without an automated compliance solution, the organization faces an unacceptable level of regulatory, financial, and reputational risk. Each day of non-compliance increases cumulative penalty exposure.

Medium Risk — Custom Build

A custom ABAP development can address myDATA transmission but requires 6–12 months to build, creates an internal maintenance obligation, and carries high regulatory drift risk as IAPR updates specifications.

Low Risk — KGT Add-On

The KGT solution is certified, battle-tested across 80+ deployments, and includes contractual regulatory update guarantees. Implementation risk is mitigated by KGT's fixed-scope methodology and dedicated Greece compliance team.

Recommendation & Next Steps

Based on the financial analysis, risk assessment, and operational considerations presented in this business case, we recommend immediate approval of the KGT SAP Add-On investment. The cost of inaction — in penalties, VAT disallowances, and audit risk — materially exceeds the investment required to achieve full compliance.

Recommended next steps:

1. Obtain CFO and IT Director approval for the investment
2. Engage KGT to conduct a complimentary compliance assessment of current SAP configuration
3. Agree on a go-live target date and initiate contract signature
4. Kick off Phase 1 within two weeks of contract execution