



Welcome | Wominjeka
HubConnect
August 2023





Welcome

I would like to begin today's Hub-Connect event by respectfully acknowledging the traditional owners of the land on which we meet today, the Wurundjeri Woi Wurrung and Boon Wurrung peoples of the Eastern Kulin Nation.

We pay our respects to their Elders past, present and emerging. We acknowledge and honour their unbroken spiritual, cultural and political connection to this unique place, and we are committed to the reconciliation journey between Aboriginal and non-Aboriginal peoples, because at its heart, reconciliation is about strengthening relationships for the benefit of all Australians.



Connectivity – meeting the challenge



Connectivity

+ **Theme of Connectivity:** Our focus revolves around meaningful connections and their significance.

+ **Software Empowerment:** MYOB Advanced serves as the cornerstone of Business Management Software, facilitating seamless integration of people, data, and processes, driving growth, visibility, and insights.

+ **Holistic Approach:** Through dynamic platform components and strategic partnerships, we showcase how seemingly disparate elements can be effectively connected, streamlining workflows and reducing repetitive tasks.



Platform Components and Strategic Partnerships

Platform Components & Modules

- Finance (AP, AR, Cash, GL)
- Distribution (SO, PO, Inventory)
- Manufacturing
 - Production
 - Scheduling
 - Engineering
- Warehouse Management
- Project Accounting
- Customer Management (CRM)
- Contract Billing
- Payroll & Workforce Management

Strategic Partnerships/Integrated Software Vendors (ISV's)

- ProSpend
- Velixo
- IIG
- SPS Commerce
- NetStock
- Commerce Vision/Opmetrix/Lucy
- ezyCollect
- Phocas
- Traild
- LYNQ



The common challenges

Whilst each client is different the common topics and challenges, we see can be summarised as:

- Empowering users to unlock the value in their system(s)
- The ability to use the already existing tool to automate and improve productivity
- Anywhere access to data and insights in a meaningful format

How we can help

- Constant understanding, learning and targeted training for our clients
- Systems reviews to uncover the bottlenecks and workflow problems resulting in solutions to meeting the needs
- Dashboards, mobile data capture, inquiry screen provided to the relevant user on the right device (desktop station, mobile device)



Agenda

- 9:30 AM Welcome (David)
- 10:00 AM MYOB Guest Speaker, Kim Clarke (MYOB Enterprise General Manager)
- 10:30 AM Connecting the Dots (Sarbag)
- 11:15 AM CRM and Project Enhancements. HubSpot Integration (Matt)
- 12:00 PM Velixo Reports with Writeback (Marion)
- 12:45 PM ISV: ProSpend (Carl)
- 1:30 PM Lunch sponsored by ProSpend
- 2:15 PM Payroll Advanced Onboarding / Employee Self-Service / WFM (David)
- 3:00 PM Connected Efficiency: Automated Warehouse Processes (Sarbag)
- 3:45 PM Wrap-up (David)
- 4:00 PM Drinks. Event concludes.



MYOB Guest Speaker
Kim Clarke



Driving Connectivity: MYOB Advanced Business

Kim Clarke, General Manager – Enterprise and Practice

**Our Purpose is to help more
Australian and New Zealand businesses
start, survive and succeed.**

myob



AUSTRALIA IS PRODUCING WORLD-CLASS STARTUPS FASTER THAN EVER BEFORE.
BELOW ARE THE COMPANIES VALUED AT >\$100M BY YEAR FOUNDED.

AUSTRALIAN TECH COMPANIES VALUED AT **\$100M+**



BusinessHub & MYOB

A true partnership with customers at its core



Research proves that disconnection is causing major issues



2 in 3 small and medium size businesses are calling for digital tools to be better connected



3 in 5 small and medium sized businesses are experiencing bad digitisation

Our research identified disconnection is costing businesses in three ways:

01



Productivity cost

02



Financial cost

03

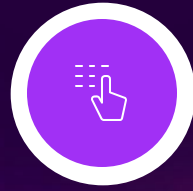


Strategic cost

Productivity Cost: A waste of time and resources



One day a week is lost on disconnection issues



Over 1 in 2 businesses are wasting time on manual tasks



2 in 5 are having to duplicate tasks across systems





Financial Cost: Disconnection is a cash drain



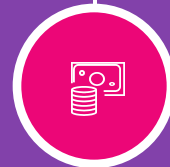
1 in 2 businesses have stopped using some digital tools – but are still paying for them



\$1.77bn is wasted on unused digital tools across ANZ businesses

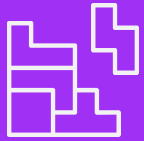
Australia:
\$1.4bn

New Zealand:
\$334m



27% Australian & 34% New Zealand businesses say it leads to costs blowing out

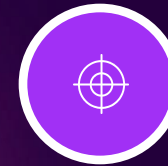
Strategic Cost: I can't get a holistic view



Disconnection is a strategic risk and holds businesses back



7 in 10 Australian & 8 in 10 New Zealand small and medium sized businesses are making decisions without full visibility of their business



34% of Australian & 46% of New Zealand small and medium sized businesses say disconnection makes it difficult to add capabilities or adapt

6 key benefits of connectivity with digitisation



Increased agility



Timely data insights



Connected applications



Simplified tech stack



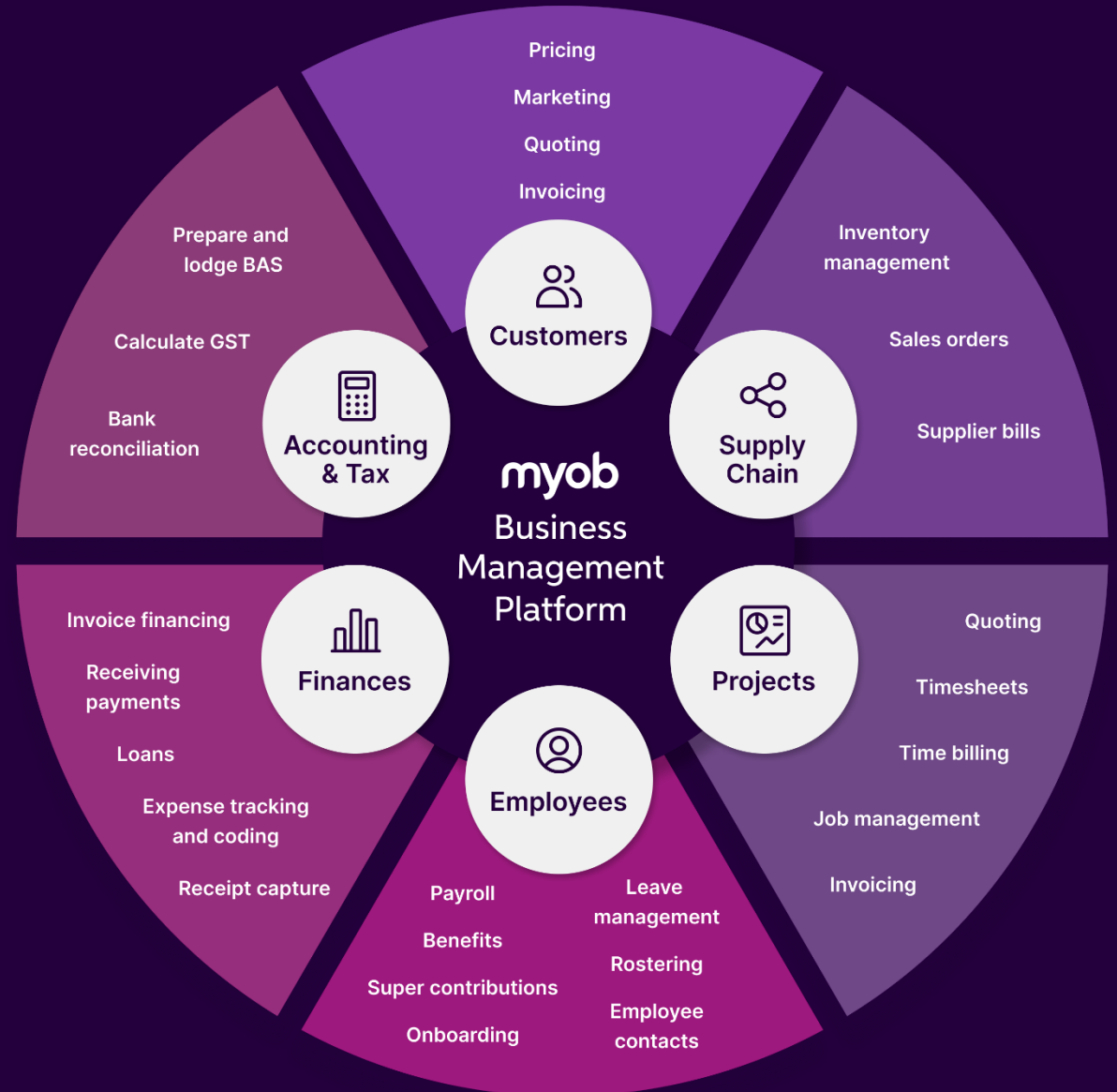
Improved user adoption



Being future ready

Connectivity with the MYOB business management platform

Our 6 key workflows, and the tasks that matter most



Platforms deliver productivity lifts

50%

more likely to
grow revenue

60%

more revenue
per employee

8x

more likely to
be creating jobs

14x


more likely to
be offering new
products and
services

7x

more likely to
scale

MYOB's modelling forecasts a \$10.5bn return to the Australian economy by increasing SME use of digital tools.

The MYOB Advanced platform

INDUSTRY SOLUTIONS	MANUFACTURING <ul style="list-style-type: none"> • Bill of materials + routing • MRP • Production mgmt. • Estimating 	CONSTRUCTION <ul style="list-style-type: none"> • Job costing • Project management • CRM • Field services 	WHOLESALE DISTRIBUTION <ul style="list-style-type: none"> • Inventory management • Order management • Warehouse management • Non-inventory mgmt. 	RETAIL <ul style="list-style-type: none"> • Distribution suite • CRM • BigCommerce/Shopify integration 	PROFESSIONAL SERVICES <ul style="list-style-type: none"> • Partner Mgr fields • Ext of bus accounts • Ext to project tasks
HORIZONTAL SOLUTIONS	BUSINESS MANAGEMENT SYSTEM (ERP) General Ledger AR / AP / Banking Fixed Assets Multi-Company Expenses				
	PEOPLE MANAGEMENT SYSTEMS (HCM) Recruitment Onboarding HRIS WFM Payroll Rewards Employee Life Services				
	FINANCIAL SERVICES Payments Lending Fin VAS				
	ISV AND MARKETPLACE ECO-SYSTEM				
PLATFORM PRODUCTS & TOOLS					
Reporting & Analytics AI/ML enabled Open APIs Customisation Framework Banking Services Workflow Migration Tools					
HOSTING PLATFORM					

2,242 mid size businesses use our platform

24,155 monthly Active Users

The award-winning MYOB Advanced Business





PROVINCIAL HOME LIVING



myob

iseekplant:
Building a solid
foundation for growth

Ambition Un-Ltd



MYOB Advanced Roadmap

FY23 - H2		FY24 - H1	
ADVANCED BUSINESS			
Spring Release	Online Payments !	AI/ML for AP Invoice Financing	Autumn Release E-Invoicing !
PAYROLL AND WORKFORCE MANAGEMENT			
Awards Management ! for retail, hospitality, wholesale, administration services	Error Mgmt. in Open pays	Pay & Benefit !	NZ Leave Management
INDUSTRY SOLUTIONS			
Quality Management for Manufacturing & WD ! Project Trust Account Compliance	Product Lifecycle Management (PLM) Retentions for NZ Construction	Wholesale Edition Process Manufacturing !	Retail Edition CPQ

 **Critical drops**

myob

Thank you





Connecting the Dots:

Side Panels, Dashboards + Business Events



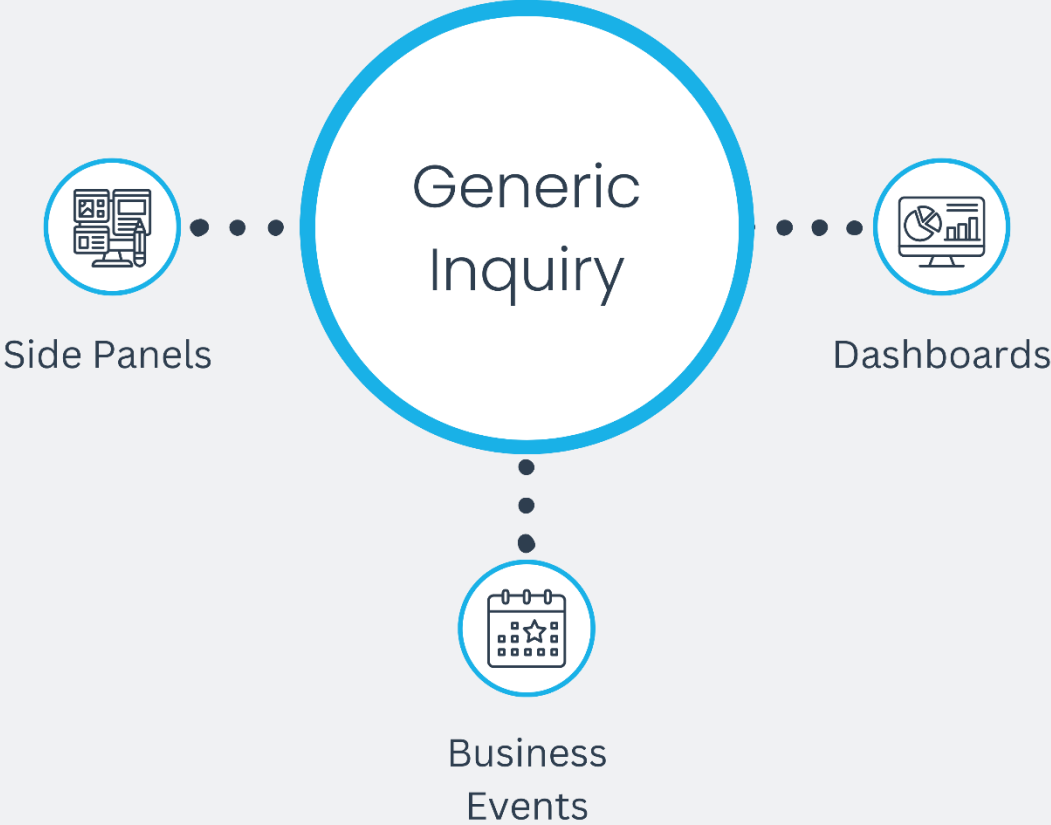
Agenda

- The Backbone of Side Panels, Dashboards + Business Events
- Side Panels
 - Introduction to Side Panels
 - Key Features + Functionality
- Dashboards
 - Types of Dashboards
 - Widget Options + Examples
 - Best Practices for Dashboard Design
- Business Events
 - Introduction to Business Events
 - Key Concepts + Components
 - Types of Business Events + Practical Applications
- Demo



The Backbone of Side Panels, Dashboards + Business Events

The Backbone of Side Panels, Dashboards + Business Events





Best Practices for MYOB Advanced Generic Inquiries

- **Avoid Primary Lists:** what's a primary list?

Avoid Utilising Primary Lists

* Screen ID	Title
PO.30.30.PL	Landed Costs
PR.20.30.PL	Employee Payroll Settings
PR.20.40.PL	PTO Banks
PR.30.20.PL	Paychecks and Adjustments
PR.30.40.PL	Tax Forms History
PR.30.50.PL	Payment Batches
RQ.20.10.PL	Request Classes
RQ.30.10.PL	Requests
RQ.30.20.PL	Requisitions
SC.30.10.PL	Subcontracts
SM.20.40.PL	Email Templates
SM.20.55.PL	Audit
SM.20.60.PL	Import Scenarios
SM.20.70.PL	Web Service Endpoints
SM.30.20.PL	Business Events
SO.20.10.PL	Order Types
SO.30.10.PL	Sales Orders





Best Practices for MYOB Advanced Generic Inquiries

- **Clearly Define the Purpose:** what's the goal?
- **Start Simple:** add complexity as needed.
- **Use Meaningful Names:** names should reflect purpose.
 - Some example: BH-BE-Sales Automation Step 1 or BH-SB-Salesperson Analysis
- **Optimise Query Design:** pay attention to the structure and table relationship.
- **Test Thoroughly:** is the data accurate?
- **Keep Security in Mind:** who should have access to this information?
- **Document your GIs**
- **Regular Maintenance**
- **Performance Optimisation:** is your query efficient?
- **Provide Training:** offer training and documentation to end users.



Side Panels

Introduction to Side Panels

The side panel in MYOB Advanced offers a seamless navigation experience to access other screens without the need to switch tabs or windows in the browser.

The screenshot displays the MYOB Advanced interface. On the left is a navigation sidebar with categories like Favourites, Data Views, Time and Expenses, Finance, Banking, Payables, Receivables, and Projects. The main area shows a table of 'Invoices and Memos' with columns for Type, Reference Nbr., Status, Date, Post Period, Customer, and Customer Name. A side panel on the right, titled 'Invoice & Memo', is highlighted with a purple border and contains a search bar and a 'Find' button. Below the side panel, a 'Tax Invoice' is displayed, including details like Reference No. (003446), Date (16-Aug-2023), and a table of items.

Type	Reference Nbr.	Status	Date	Post Period	Customer	Customer Name
Invoice	003446	Open	16/08/2023	02-2024	CUST000003	Active Staffing Service
Invoice	003445	Open	31/07/2023	01-2024	CUST000001	BA Industries
Invoice	003444	Closed	8/08/2023	02-2024	CUST000012	Euro Hair Fashion
Invoice	003443	Closed	7/08/2023	02-2024	CUST000029	Electronic Importers
Invoice	003442	Open	7/08/2023	02-2024	CUST000100	South Bank Limited
Invoice	003441	Closed	7/08/2023	02-2024	CUST000002	ABC Studios Inc.
Invoice	003439	Open	7/08/2023	02-2024	CUST000003	Active Staffing Service
Invoice	003437	Open	7/08/2023	02-2024	CUST000002	ABC Studios Inc.
Invoice	003436	Open	4/08/2023	02-2024	PRIME	Prime Cafe
Invoice	003434	Open	2/08/2023	02-2024	CUST000002	ABC Studios Inc.
Invoice	003433	Balanced	2/08/2023	02-2024	CUST000002	ABC Studios Inc.
Credit Memo	003432	Closed	2/08/2023	02-2024	CUST000002	ABC Studios Inc.

NO.	ITEM	QTY.	UOM	UNIT PRICE	DISC.	EXTENDED PRICE
1		1.00		850,000.00	0%	850,000.00



Key Features + Functionality

- Contextual Insights
- Seamless Navigation
- Customisable Tabs
- Drill-Down Capabilities
- Single-Source View
- Workflow Efficiency
- Integration with Business Events
- Mobile Accessibility



Dashboards

Types of Dashboards

- AP Clerk
- AR Clerk
- CFO / Controller
- Manufacturing
- Production Manager
- Project Inventory
- Projects
- Purchases
- Receiving
- Sales Manager
- Shipping & Inventory

Dashboards

VIEW ...

Name: Salesperson

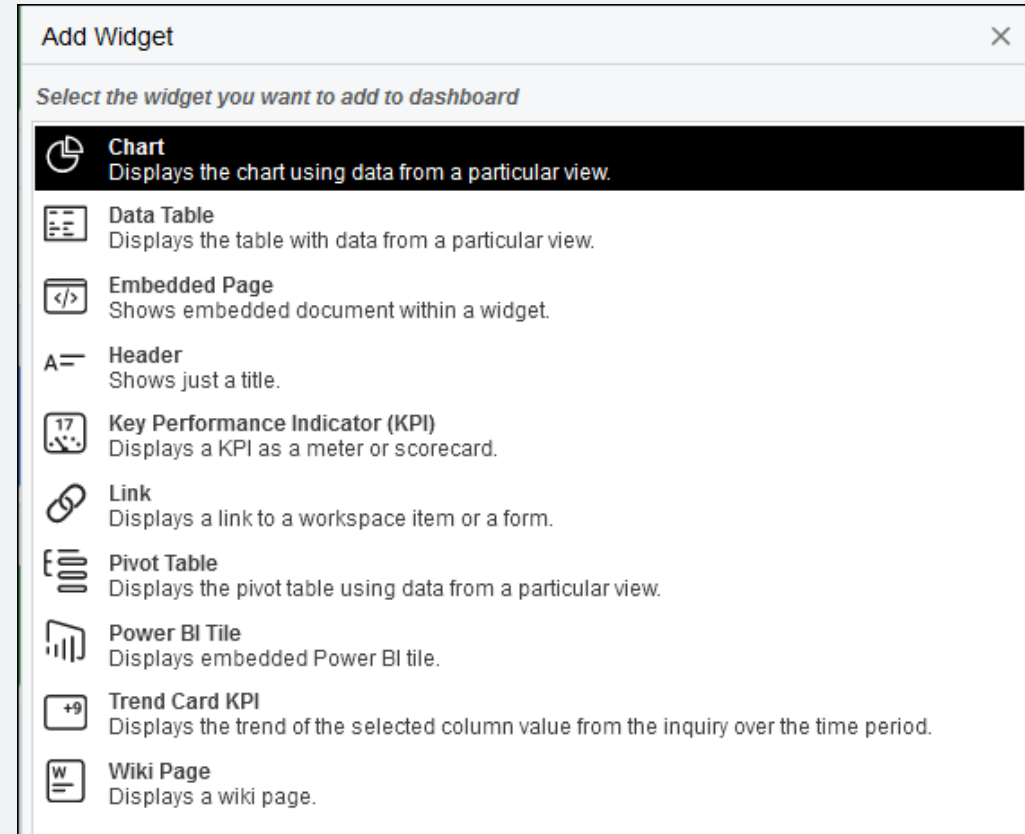
Select - Name

SELECT

Name	Site Map Location	Owner Role	Allow Users to Personalize
AP Clerk	DB.00.00.82	DashboardDesigner	<input type="checkbox"/>
AR Clerk	DB.AR.00.01	DashboardDesigner	<input type="checkbox"/>
CFO	DB.00.00.97	DashboardDesigner	<input type="checkbox"/>
Controller	DB.00.01.00	DashboardDesigner	<input type="checkbox"/>
Controller904	DB.00.00.99	DashboardDesigner	<input type="checkbox"/>
CRM Workflow	DB.00.00.83	DashboardDesigner	<input checked="" type="checkbox"/>
Engineering	DB.00.00.84	DashboardDesigner	<input type="checkbox"/>
EXOCustDash	DB.SP.00.01	DashboardDesigner	<input checked="" type="checkbox"/>
Field Service Technician	DB.00.00.76	DashboardDesigner	<input type="checkbox"/>
Field Services Flow	DB.00.00.85	DashboardDesigner	<input checked="" type="checkbox"/>
FinanceDashboard	DB.00.01.01	DashboardDesigner	<input checked="" type="checkbox"/>
Franchise Connector	DB.00.01.02	Administrator	<input checked="" type="checkbox"/>
> GL Anomalies	DB.GL.00.01	DashboardDesigner	<input checked="" type="checkbox"/>
Inventory View	DB.00.00.69	Administrator	<input checked="" type="checkbox"/>
Manufacturing Dashboard	DB.00.01.03	DashboardDesigner	<input type="checkbox"/>

Widget Options

1. Charts and Graphs (Bar, Line, Pie, Funnel)
2. KPI Indicators (Gauge, KPI, Trend)
3. Data Tables (Table, Pivot Grid)
4. Text + Image (Text Box, Image Box)
5. Web Page – embed an external web page
6. Power BI Tile
7. Wiki Page





Best Practices for configuring a Dashboard

- Avoid a Primary List Generic Inquiry
- Define Clear Objectives
- Choose Relevant Widgets
- Keep it Simple
- Use a Visual Hierarchy
- Data Source Optimisation
- Regular Review and Updates
- Security and Permissions
- Test across User Roles
- Backup and Restore



Business Events



Introduction to Business Events

Business Events trigger actions, notifications, or workflows in response to events or conditions in MYOB Advanced, enhancing connectivity and automating processes for improved efficiency in business operations.



Key Concepts + Components

- **Event:** An event is a specific occurrence or condition that triggers an action or a series of actions. Events can range from data updates, status changes, or other significant activities.
- **Event Trigger:** The trigger is the specific condition or criteria that, when met, initiates the Business Event.
- **Event Actions:** An action is a task or operation that is executed when a Business Event is triggered. Actions can involve the dispatch of notifications (via email and/or SMS), the generation of tasks, or the execution of workflows through an import scenario.
- **Event Flow and Sequencing:** Business Events can be chained together, meaning that the execution of one event can trigger another event, creating a sequence of actions.
- **Real-time Communication:** Business Events operate in real time, ensuring that actions are initiated promptly upon event triggers. This facilitates immediate response to changes in the system.



Types of Business Events + Practical Applications

1. **Data Change:** These events are triggered when specific data fields or records are updated or modified.
2. **Record Creation Events:** These events occur when a new record is created within a designated module.
3. **Time-Based Events:** These events are triggered at specific time intervals or schedules.
4. **Threshold Events:** These events occur when a particular value or condition crosses a predefined threshold.
5. **Status Change Events:** These events are triggered when the status of a specific entity changes.
6. **Manual Trigger Events:** These events are triggered manually by users or administrators.



Demonstration



CRM and Project Enhancements



CRM

How many of you currently use MYOB Advanced CRM?

Do you believe you are using MYOB Advanced CRM Effectively?



CRM

Common reasons for not implementing CRM?

Implementation Fatigue

Not putting clear goals in place.

Sales Team not get on-board.

Overcomplicating your requirements.



CRM

New Features

Enhanced Marketing Lists and Campaigns

Subscription Management

Side Panels

Addition of Currency within CRM

Ability for Tender Management within Sales and Project Quotes

Relations between sales orders and CRM

HubSpot Integration

Uses Import / Export “HubSpot Realtime” scenarios to synchronisation data for:

- Leads
- Contacts
- Business Accounts
- Marketing Lists

HubSpot Tab within the above-mentioned screens allow users to manually sync data and monitor

The screenshot displays the 'Business Accounts' interface with a HubSpot integration tab. At the top, there are navigation icons and a 'VIEW CUSTOMER' button. Below this, there are input fields for 'Business Account', 'Owner', 'Customer Status' (set to 'Active'), and 'Class'. A horizontal menu contains various tabs, with 'HUBSPOT' being the active one. Under the HubSpot tab, there are three main actions: 'SYNC WITH HUBSPOT', 'PUSH TO HUBSPOT', and 'PULL FROM HUBSPOT'. Below these actions is a table with the following data:

Data Provider	Ext. Ref.	Status	Last Modified In	Last Operation	Error	Last Sync Attempt	Ext. Modified	Attempts Made	Import Scenario	Export Scenario
HubSpot Enhanced Provider	4486735306	Synchronized	Acumatica	Insert		28/12/2022 12:02 F	28/12/2022 12:02 F	1	Import Accounts fro...	Export Accounts to ...

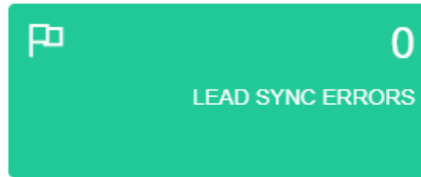
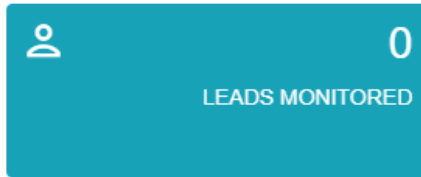
HubSpot Integration

Monitoring Synchronisation

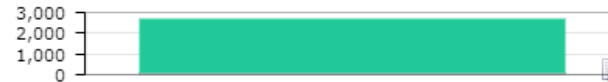
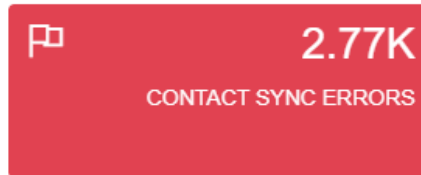
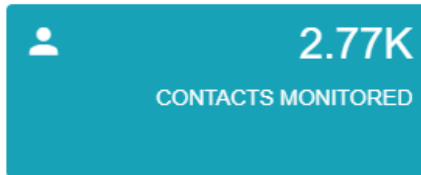
Using MYOB Advanced native functionality you can monitor synchronisation between the two systems

HubSpot Sync Dashboard

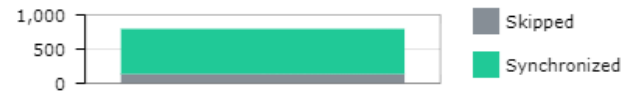
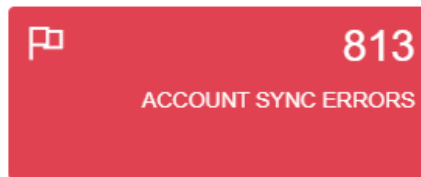
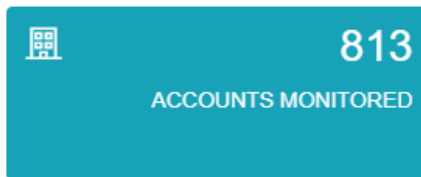
LEADS



CONTACTS

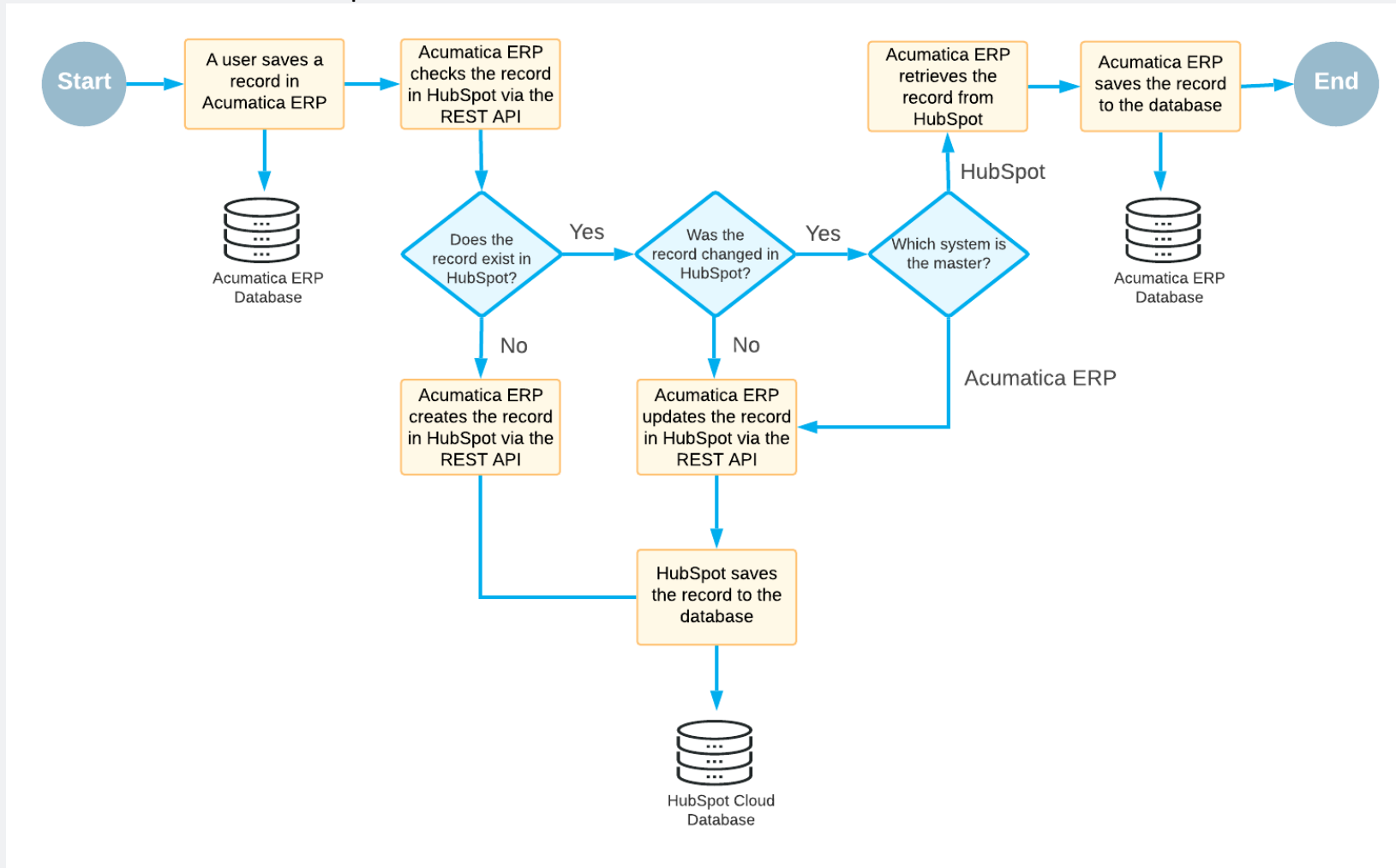


ACCOUNTS



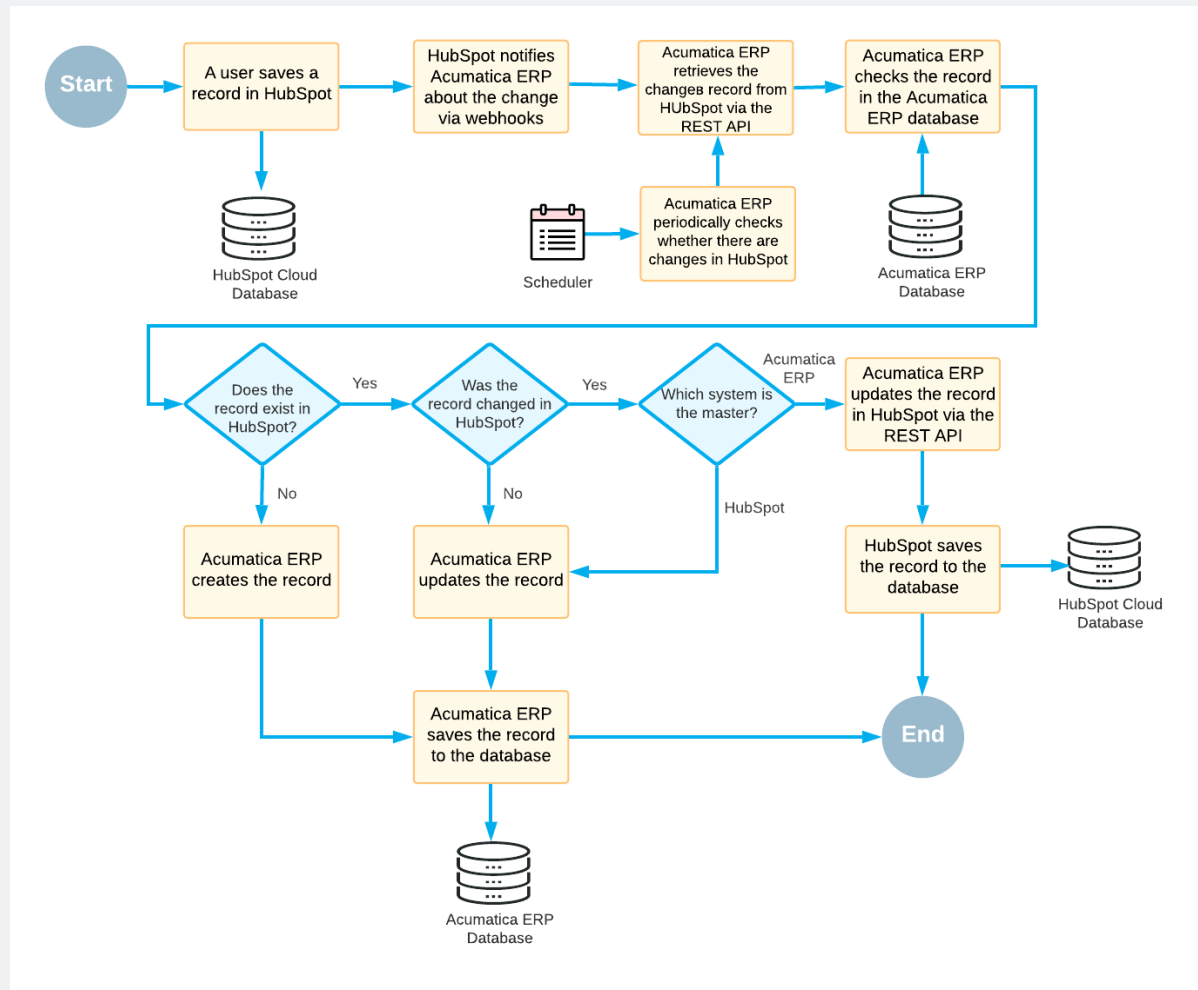
HubSpot Integration

MYOB Advanced to HubSpot Workflow



HubSpot Integration

HubSpot to MYOB Advanced Workflow





Projects

Project Specific Inventory



Demonstration



MYOB Advanced & Velixo

myob | Platinum
Partner

What is Velixo and why use Velixo

Simple and efficient reporting

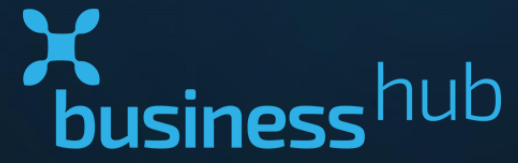
- Excel based
- Fast, secure and accurate – all data stays in the database and excel is the visualisation
- No more downloading, manipulating and uploading data

Putting the power of management reporting into your hands

- Reduced reliance on the analytical report manager within MYOB Advanced
- Our users understand and know excel
- Presentation – consolidation, forecasting, branches/multiple-company and subaccounts, project accounting



Demonstration



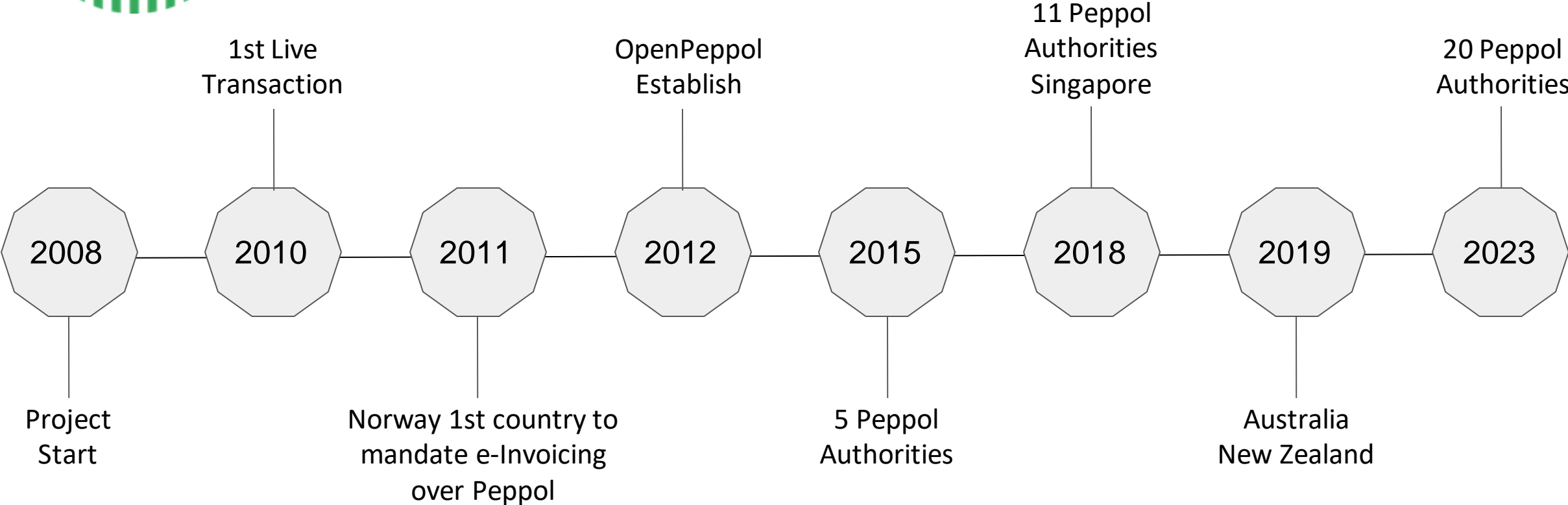
ISV: ProSpend



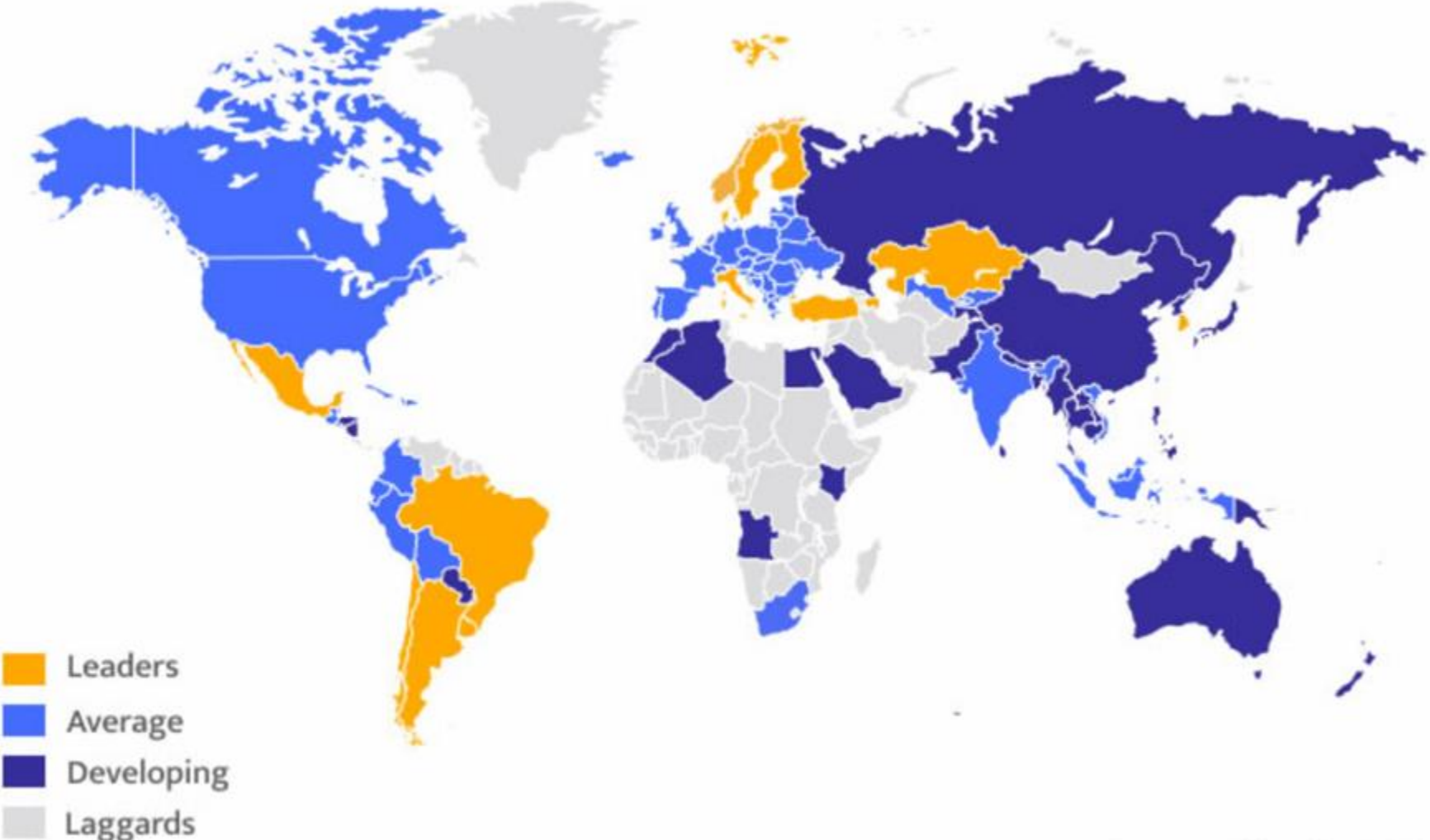
eInvoicing 101

And how it improves the Australian Economy

History of Peppol



eInvoicing Adoption



Source: Billentis, 2021

Australian eInvoicing Market Update



- Over 33,000 Australian registrants on the Peppol network, 80% are small businesses
- Large businesses are adopting, e.g. Bunnings, Woolworths, KPMG and BOC Gas
- Construction industry represents highest volume of users by Industry
- SMEs represent highest segment by business size



- 100+ Federal agencies enabled with mandate on NCCE material entities to receive eInvoices and 5 day payment times
- 200+ state government agencies enabled across SA and NSW
- 10+ local councils enable
- No mandate on B2B invoices



- Registration numbers have doubled in the past 12 months
- Industry focus on business in the energy, recruitment, construction, and professional services
- Small business webinar series
- First eInvoicing hub in the hunter
- Supplier on-boarding

Example of the benefit in Europe

The cost of processing a paper invoice is, on average, **17.60 euro** for a buyer and **11.10 euro** for a supplier. Processing the same invoice electronically costs **6.70 euro** for the buyer and **4.70 euro** for the supplier respectively

There are roughly **16 billion** B2B invoices processed each year in Europe alone.

According to Deutsche Bank, that could lead to an annual saving of **260 billion euro**.

Improvement Area	Performance Impact
Invoice processing cost	Reduced by 30% – 90%
Processing cycle time	Reduced by 65%
Accounts payable labour	Reduced by 25% – 40%
On-time payment percentage	Improved by 15% – 59%
On-time earning discounts	Increased up to 500%
Supplier participation	70% – 90% on average
Invoices received in electronic format	Improved by 55% – 90%

What eInvoicing is not

eInvoicing is not

- × Paper or emailed invoices
- × Scanned, OCR'd or PDF invoices
- × The systems that processes or pays invoices

What eInvoicing is not



What eInvoicing is

What eInvoicing is

eInvoicing is

- ✓ Standardised
- ✓ Secure
- ✓ Connects directly through buyers or suppliers natural systems



Create e-invoice

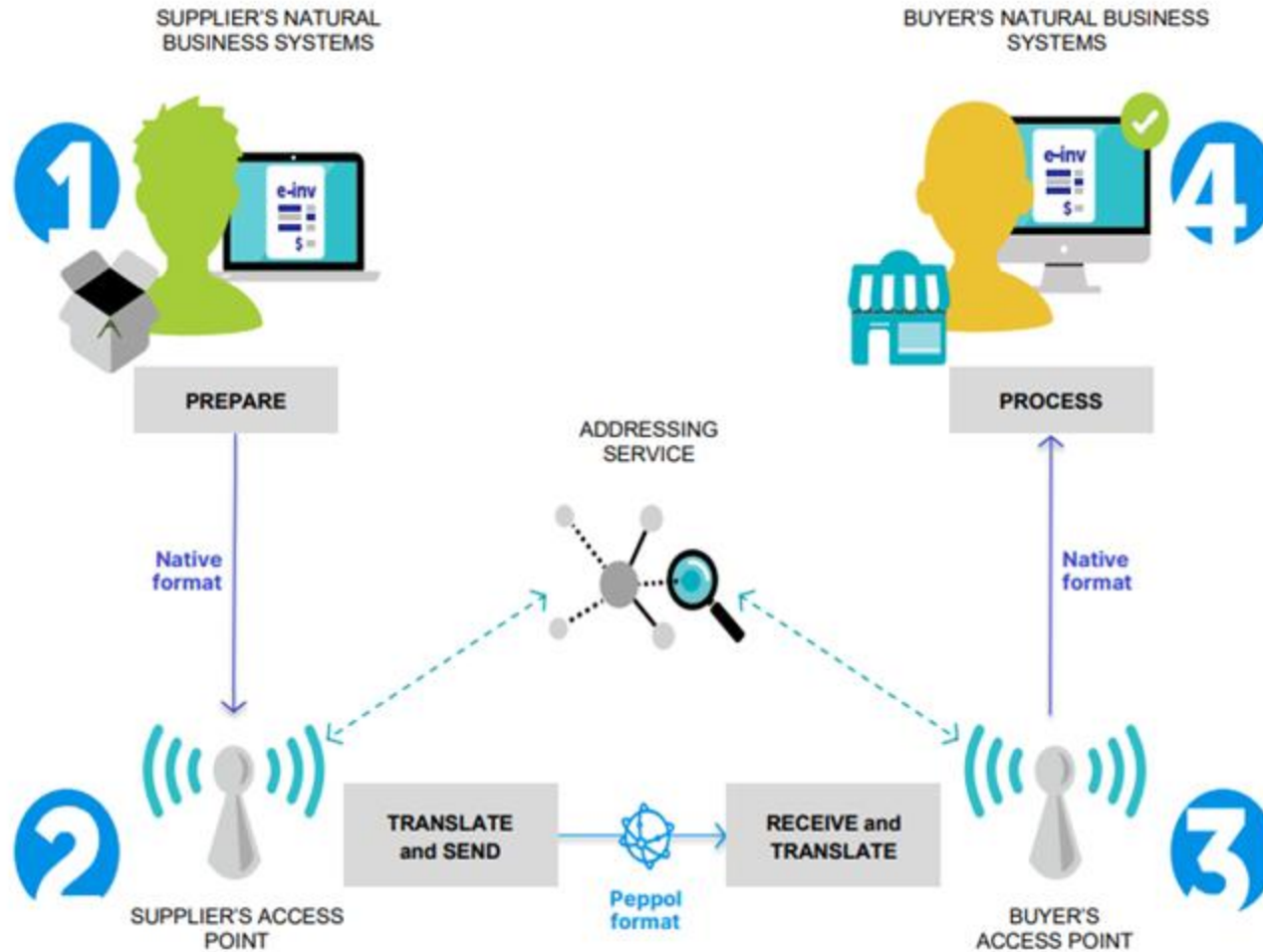


Send e-invoice via secure network



Receive e-invoice

How does eInvoicing work?



- Uses open, international **standard specifications** for trading messages such as invoices
- Is an open **network** where buyers and sellers can exchange messages
- Supported by a legal framework that defines the network governance

Peppol principles

- > Free to choose any access point in any country
- > Connect once trade with many
- > Open 4-corner model
- > Secure encrypted messaging



Structured data versus OCR

One of the main disadvantages of optical character recognition is that it can be inaccurate. This is because OCR technology is not 100% accurate, and it can sometimes make mistakes when converting images to text. For example, OCR might mistake

- Lowercase “l” for a “1”,
- b” for an “8

Other common headaches

- Complex Layouts
- Inconsistent Fonts and Styles
- Handwriting and Cursive Text

ATO Role in eInvoicing

Support business to thrive



Support local service provider



Legislation to administer framework



Experience with similar initiatives (Single touch payroll)



Cannot **view** documents



Influence Government policy and adoption



Manage governance framework





eInvoicing ATO Standards

The best practice data includes data that is commonly required and vital to support processing of invoices received by large buyer

- Invoice payment due date
- Supplier GST identifier
- Supplier contact details
- Payee Financial account
- Payment remittance information
- Additional description
- Reference numbers (buyer, contract, project, tender and purchase orders)
- Attachments



Government plans for eInvoicing PWC

22 December 2021

“The Federal Government last week announced its intention to introduce a “Business eInvoicing Right” (BER), **requiring all businesses in Australia** to comply with any request made by an eInvoicing enabled trading partner **to send eInvoices** over the Peppol network.

- Large businesses will need to be enabled to comply with the BER by July 2023,
- Medium businesses by July 2024 and
- Small businesses by July 2025 under the Government’s proposal.

<https://www.pwc.com.au/tax-alerts/business-einvoicing-right.html>



Business adoption of eInvoicing Consultation

15 December 2021 - 25 February 2022

The Government is now seeking stakeholder views on further ways to support business adoption of eInvoicing, including by consulting on the idea of a Business eInvoicing Right (BER).

39 companies responded including MYOB, XERO, SAP, ORACLE, KPMG, PWC, CPA, Business Council of Australia, Tech Council Australia, Australian Small Business and Family Enterprise Ombudsman

<https://treasury.gov.au/consultation/c2021-185457>



eInvoicing Consultation Feedback

PwC Australia supports the concept of a Business eInvoicing Right (**BER**) as a general proposition, particularly if we accept that there will be circa \$28 billion of productivity benefits to be realised over 10 years by implementing Peppol eInvoicing in Australia (in addition to other benefits noted below). In our view, therefore, it makes sense to have a regulatory framework in place to drive both the **adoption of eInvoicing** and the use of a **standard and common format**, Peppol, as part of that adoption.

KPMG Australia (KPMG) welcomes the opportunity to make a submission to the Department of Treasury's consultation on '*Supporting business adoption of electronic invoicing*'. We commend and support the government's continued agenda to increase business activity and efficiency, while cutting red tape and administrative burdens. This includes, importantly, embracing digital technology that achieves these objectives and makes Australia a global leader in the digital economy.

Australia's Digital Business Plan



Over 1.2 billion invoices are exchanged annually in Australia

89% of small and medium enterprises invoices are processed manually



Australian business are paid on average **9 days late delays** due to Incorrect Information (**21.4%**) Sent to wrong person (**21.95%**)

Australian small business are collectively **owed \$26 billion** in unpaid invoices at any one time



Payment redirection scams cost business at least **\$224 million***

*Targeting scams - Report of the ACCC on scams activity 2022x

Experience from large business



“Our objective was to make it as easy as possible for our customers to do business with us and to process invoices.

With eInvoicing we immediately saw a reduction in payment times from our customers.

We also sent a satisfaction survey out to our customers and more than 80% of them rated eInvoicing, 4 out of out of 5 stars”

Woolworths



“For us, it was a it was a great initiative to further support our suppliers around making doing business with us easier.

Peppol really allowed us an easy, efficient, and cost-effective model for our small to medium suppliers.

It's really about removing any manual processes, across our organisations that ultimately can lead to human error or delays in process.”

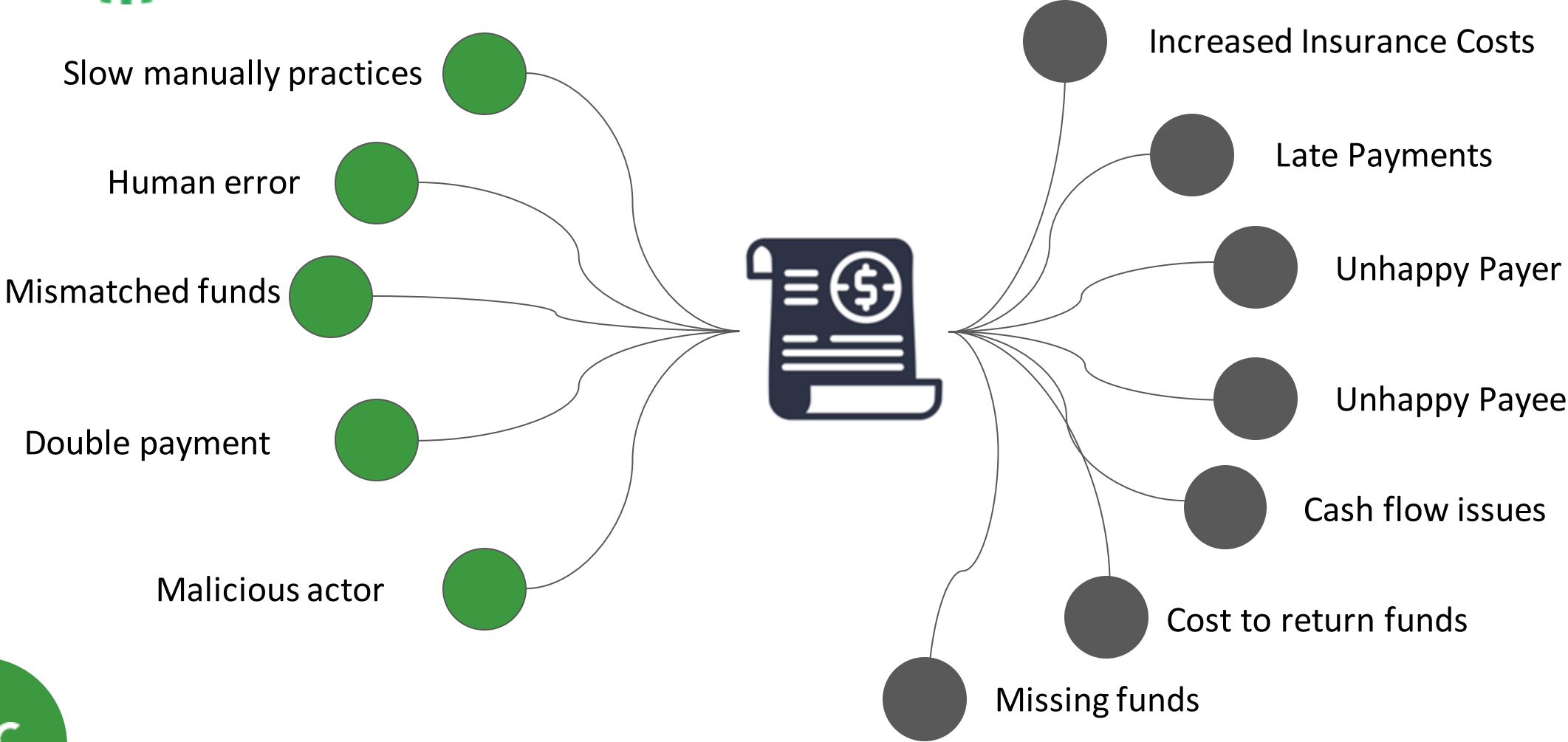
BUNNINGS

“The main driver for us adopting Peppol was to make doing business with Bunnings easier for our commercial customers.

What we've found is the eInvoicing network is extremely stable making the administration and process a lot Easier.

Invoices don't go missing and invoices are processed without issues.”

Manual data entry risks and mitigations



How ProSpend helps reduce risk

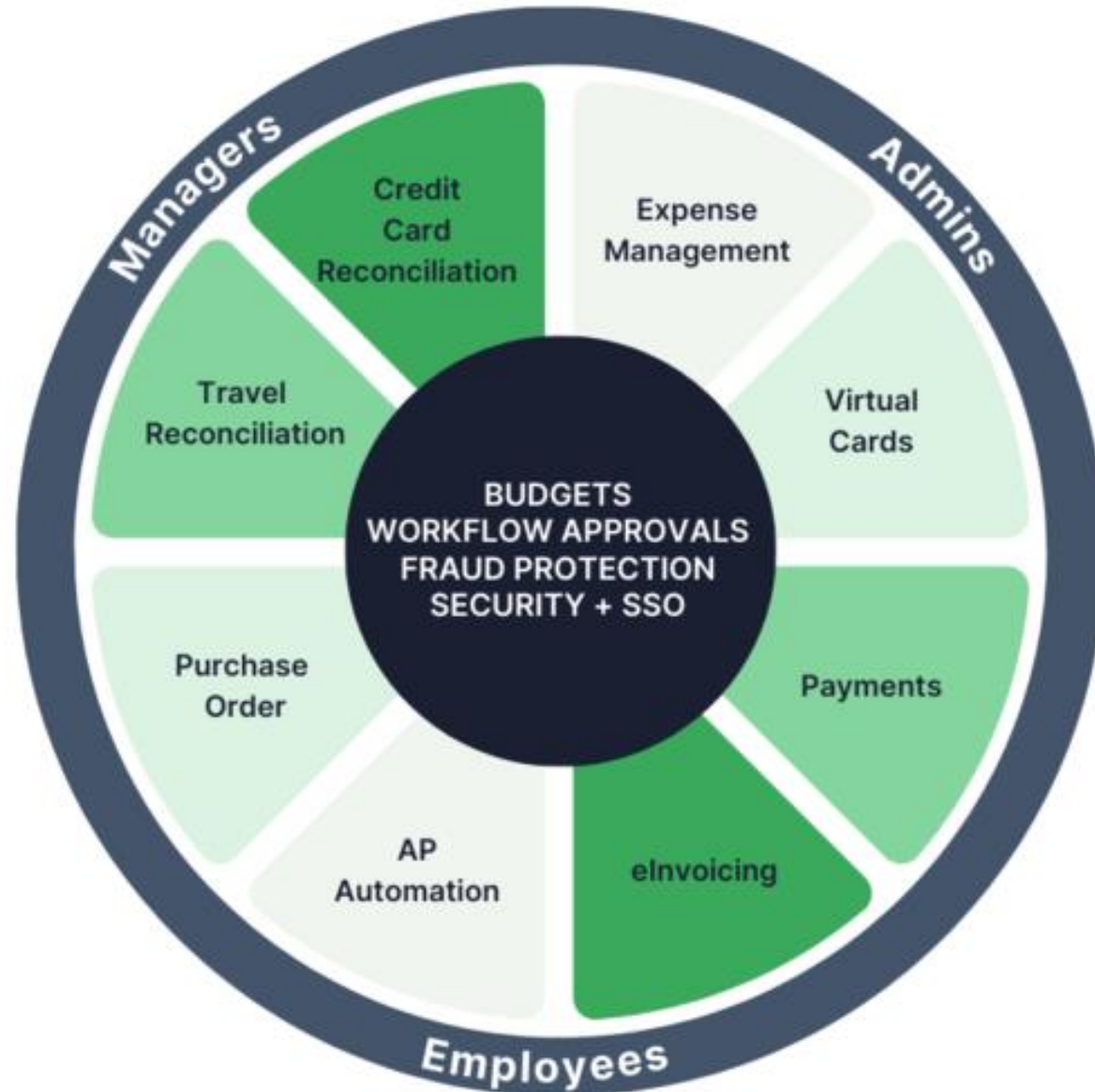


- Private email vault
- Automation of data
- ABN Lookup
- Unknown supplier workflow
- Bank Validation
- Duplicate invoice check
- Supplier \$ value comparison
- Sync to back office finance



- No lost receipts
- Automation of data
- Full audit tracking
- Segregation of duties
- Set spend restrictions
 - Where
 - How much per day
 - How much per transaction
- Sync to back office finance

One Spend Platform







Thank you.

Interested in learning more about improving your business spend and reducing risk with ProSpend

Contact Prospend at

Email - sales@prospend.com or carl@prospend.com

Phone (02) 9672 6880



Appendix



Useful Links

How to get started with eInvoicing

<https://tv.ato.gov.au/ato-tv/media?v=bi9or7od15uipq>

To understand if the accounting or ERP software you use is enabled to send or receive eInvoices you can start by reviewing the list of software vendors who are eInvoicing ready.

<https://softwaredevelopers.ato.gov.au/eInvoicing-Ready-product-register>

You can also check to see which of your customers and suppliers are ready to start sending and receiving eInvoices by uploading a csv file of your customers at the below link.

<https://www.einvoicing.com/peppol-participant-id-lookup-tool/>

The link below provides an activation kit available to help a business with onboarding their customers and suppliers to e-Invoicing.

<https://www.einvoicing.com/activation-kit/>



Useful links

Peppol Authorities

<https://peppol.eu/who-is-who/peppol-authorities/>

Supporting business adoption of eInvoicing

<https://treasury.gov.au/consultation/c2021-185457>

eInvoicing fireside chat (BOC Gas)

<https://publish.viostream.com/play/bi9or7od5591zy>

eInvoicing fireside chat (Woolworths)

<https://publish.viostream.com/play/bi9or7od55hgk1>

eInvoicing fireside chat (Bunnings)

<https://publish.viostream.com/play/bi9or7od55hfph>



Useful links

Options for mandatory adoption of electronic invoicing by businesses

<https://treasury.gov.au/sites/default/files/2020-11/c2020122716.pdf>

Peppol Profile - Australia

<https://peppol.org/learn-more/country-profiles/australia/>



Lunch

Sponsored by ProSpend





The Human Connection Payroll & Workforce Management



MYOB Payroll & Workforce Management (WFM)

MYOB Advanced delivers a connected solution across;

- Onboarding
- Rostering, Smart Rostering, Clocking and Award Management
- Employee Self Service
- Payroll - deeply linked to Multi-Branch, General Ledger and Sub Accounts
- Connected services including Pay Super, STP, TFN lodgment, Stapled Super



Digital first experience

Included with MYOB Advanced Payroll is Advanced Employee Onboarding

- Create an individual onboarding process to streamline data capture and compliance
- Capture relevant payroll data including Bank Account Details, Super Fund Details and TFN
- Customise the Advanced Employee Onboarding Experience

Who is this for:

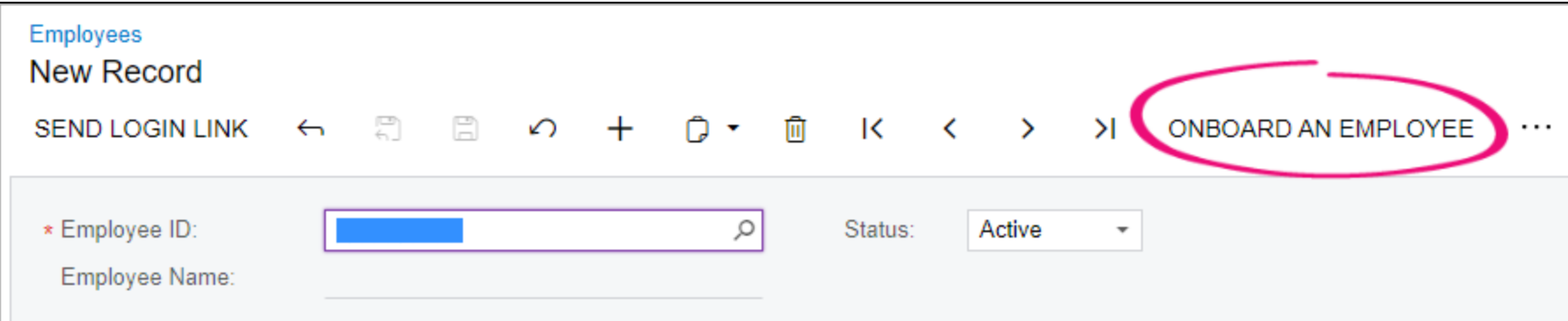
- Clients using MYOB Advanced Payroll with Employee Self Service features
- Not utilising MYOB Advanced Workforce Management (WFM)

Why use it:

- Saves time and re-keying data
- Improves employee experience

Shortcut link to WFM

- Quicker access to MYOB Advanced Workforce Management to onboard new employees.



The screenshot displays the 'Employees' section in a software interface. At the top, it says 'Employees' and 'New Record'. Below this is a toolbar with various icons and a button labeled 'ONBOARD AN EMPLOYEE' which is circled in pink. To the left of this button are icons for 'SEND LOGIN LINK', a back arrow, a refresh icon, a save icon, a refresh icon, a plus sign, a dropdown arrow, a trash icon, and navigation arrows. Below the toolbar, there are input fields for 'Employee ID' (with a search icon) and 'Employee Name'. A 'Status' dropdown menu is set to 'Active'.

Cancel Partial Leave (ESS)

- Cancel partially paid leave requests
- Available for both employees & administrators
- **New Days Taken** tab added to Submit a Leave Request window.

Submit a Leave Request

NOTES FILES CUSTOMISATION TOOLS

Ref. Nbr: LR000022 Employee: EP00000059 - InAdvance Leave, Mr.
Status: Partially Paid

REQUEST DETAILS APPROVAL DETAILS **DAYS TAKEN**

CANCEL LEAVE REQUEST

Date	Day	Units Requested	Status	Pay Run ID	Pay Period Date
<input type="checkbox"/> 28/11/2022	Monday	0.1379 (Weeks)	Paid	PAY-001710	28/11/2022
<input type="checkbox"/> 29/11/2022	Tuesday	0.1379 (Weeks)	Paid	PAY-001710	29/11/2022
<input type="checkbox"/> 30/11/2022	Wednes...	0.1379 (Weeks)	Paid	PAY-001710	30/11/2022
<input type="checkbox"/> 1/12/2022	Thursday	0.1379 (Weeks)	Cancelled		1/12/2022
<input type="checkbox"/> 2/12/2022	Friday	0.1379 (Weeks)	Cancelled		2/12/2022
<input type="checkbox"/> 3/12/2022	Saturday	0.1552 (Weeks)	Cancelled		3/12/2022
<input type="checkbox"/> 4/12/2022	Sunday	0.1552 (Weeks)	Cancelled		4/12/2022
<input type="checkbox"/> 5/12/2022	Monday	0.1379 (Weeks)	Cancelled		5/12/2022
<input checked="" type="checkbox"/> 6/12/2022	Tuesday	0.1379 (Weeks)	Ready To Pay		6/12/2022
<input checked="" type="checkbox"/> 7/12/2022	Wednes...	0.1379 (Weeks)	Ready To Pay		7/12/2022
<input type="checkbox"/> 8/12/2022	Thursday	0.1379 (Weeks)	Ready To Pay		8/12/2022
<input type="checkbox"/> 9/12/2022	Friday	0.1379 (Weeks)	Ready To Pay		9/12/2022

Leave Administration (ESS)

- **Units Paid** and **Units Cancelled** added to Leave Administration

Leave Administration ☆

🔄 READY TO PAY SET PAY PERIOD DATE ⏪ ☒

Employee: From: 1/12/2021 ▾
Pay Group: To:

🔄 + × ⏪ ☒ All Records ▾ ⏴

☐	Ref. Nbr	Employee name	Start Date	End Date	Units Requested	Units Paid	Units Cancelled	Leave Type
> ☐	LR000022	InAdvance Leave, Mr.	28/11/2022	9/12/2022	1.6897 (Weeks)	0.4137 (Weeks)	0.7241 (Weeks)	Annual Lea



Connected Efficiency:

Automated Warehouse Processes

Agenda

- MYOB Advanced Warehouse Management System (WMS)
 - Introduction to WMS
 - Features + Capabilities

- acucontainer by IIG
 - Introduction to acucontainer
 - Features + Capabilities

- Demonstration



MYOB Advanced Warehouse Management System (WMS)



Introduction to WMS

MYOB Advanced WMS extends both Order Management and Inventory Management functionalities by seamlessly integrating barcode scanning for streamlined warehouse and inventory transactions.

- Advanced Picking Strategies
- Barcode Scanning
- Real-time Visibility
- Pick, Pack + Ship
- Receive and Put-Away
- Bin and Location Management
- Lot/Serial Tracking

Picking Strategies

- **Single Shipment Pick:** refers to a picking process where items are gathered and prepared for shipping as part of a single shipment or order.
- **Wave Pick:** involves grouping orders into waves based on specific criteria, such as delivery date, shipping method, or order priority. These waves are processed together as a group, and warehouse pickers focus on picking all the items required for the orders within a particular wave before moving on to the next wave. The primary objective of wave picking is to balance the workload and optimise picking routes to minimise travel time.
- **Batch Pick:** involves grouping items from multiple orders together based on common characteristics, such as SKU, product type, or destination. Pickers collect all the items needed for multiple orders in a single trip to the picking area, which can reduce travel time and increase efficiency.
- **Paperless Picking:** enables warehouses and distribution centres to optimise the order picking process by digitising and automating various tasks, eliminating the need for paper-based documentation and manual processes. The goal of paperless picking in Acumatica is to improve picking accuracy, increase efficiency, and enhance overall warehouse productivity.

Wave vs Batch Picking

Key Differences:

- 1. Order Grouping:** Wave picking groups orders into waves based on criteria like delivery date, shipping method, or priority. Batch picking groups items from multiple orders based on common characteristics.
- 2. Picker Focus:** In wave picking, pickers focus on picking all items for orders within a wave before moving on to the next wave. In batch picking, pickers collect all required items for multiple orders in a single batch.
- 3. Workflow Optimisation:** Wave picking optimises the overall picking process by balancing workloads and minimising travel time within each wave. Batch picking optimises picking efficiency by consolidating items from different orders with common characteristics.
- 4. Scenario Suitability:** Wave picking is suitable for scenarios with varying order volumes or time-sensitive requirements. Batch picking is effective when there are shared items among multiple orders.

Supported Devices

- Devices with Android 4.1 or later versions.
- iPhone with iOS 12 or later versions.
- ScanSKU Android Barcode Scanner (1D + 2D)
- Zebra PDT MC330L-G 47KY 2D-SR 4/32 AD/GMS





acucontainer by IIG



Introduction to acucontainer

acucontainer by IIG is a certified container tracking add-on for MYOB Advanced. It provides companies with the ability to track inventory in transit by enabling users to create container information tracking transactions.

Items in transit can be conveniently loaded from existing purchase orders into container transactions, giving users the flexibility to select entire purchase orders, specific lines of a purchase order, or even partial quantities of a purchase order line.



Features + Capabilities

- Track Container Information:
 - Expected and actual departure and arrival dates.
 - Payment due dates
 - Customs duty information
- Track stock in-transit via a SIT warehouse.
- Track actual quantities received in a container by item.
- Track container status.
- Landed cost by Container or by multiple containers.
- Auto calculation of Duty and Tariff based on Customs classification codes.
- Container planning: plan configuration using volume, weight and size information for each container.



Demonstration



myob | Platinum
Partner