## Enterprise Management partner summit

sage

## Unlock business opportunities and increase total order revenue by automating manual finance processes

Sarah Acton-Hughes

Strategic Sales Manager, V1 Limited

6/1/2018

#SagePartnerSummit



www.WeAreV1.com

#### We Are V1



- Active in Sage market for over 25 years
- Working with Sage business partners in Europe, Africa, North America, Canada and Australia
  - 1<sup>st</sup> Accredited Business partner on the Developer/ISV Programme
  - ~450 Sage Enterprise Management / Sage X3 Customers

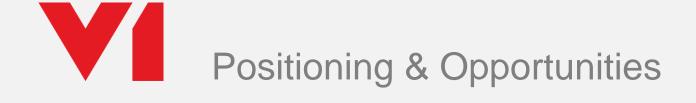








Enterprise Management

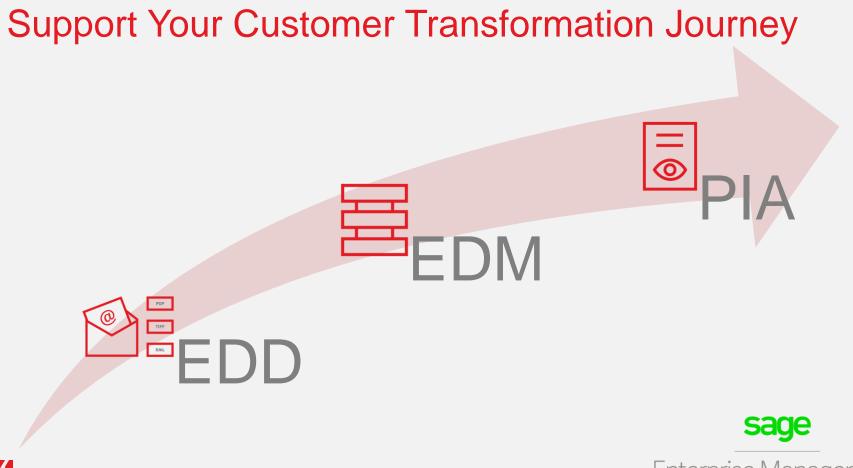


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# "Over 90% of organisations still use paper and manual data entry in their finance function"



A 2017 V1 survey of 100 senior finance and IT professionals across a range of industries found that **58%** have a **clear plan** to **increase automation** with a further **39% considering options** in the next 12 months.



Enterprise Management

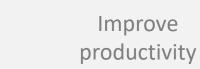
#### Benefits to your customers



Reduce

costs





Transparency, audit & compliance (GDPR/SOX)

Support a

mobile

workforce



Save resources



#### Benefits to you

Your customers have digital transformation plans – you should support them!

Easy to sell with a compelling Return on Investment

Looks and Feels like Sage – just like any other module so negates competition

Increase AOV on Net New sales - Up to 30% increase!

#### Existing Business Opportunities

Compelling ROI to help justify upgrades of Sage Enterprise Management

Monetise your customer base and drive the digital transformation journey

## Working with V1

- Include EDM minimum in all Sage Enterprise Management sales
- PIA both offers New Business competitive advantage & Existing Customer Upsell opportunity - talk about it with your customers and prospects
- ► We will support you in the sales process where needed call us
- Ongoing services training, sales webinars, pre-sales webinars and an extensive roadmap specifically for Sage Enterprise Management – ask us!

#### **STAND 18 IN THE PARTNER VILLAGE**



Richard King Pre-Sales Manager, V1 Limited

www.WeAreV1.com

#### EDM Solution for Sage Enterprise Management

- Electronic Document Delivery (EDD) solution
  - automated emailing (and fax option)

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## EDM Solution for Sage Enterprise Management

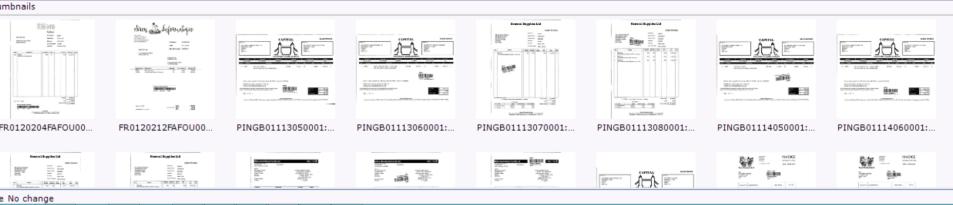
Electronic Document Delivery (EDD) solution

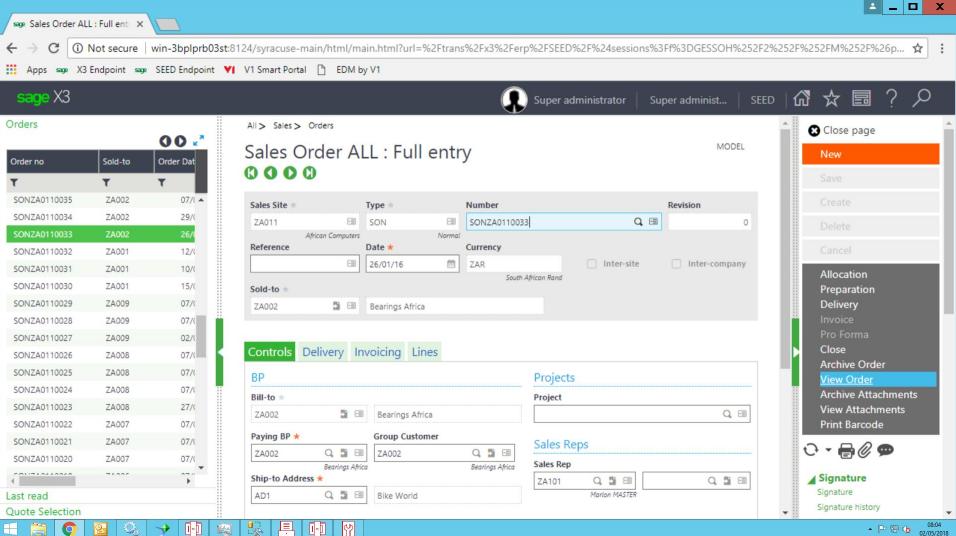
automated emailing (and fax option)

Electronic Document Management (EDM) solution

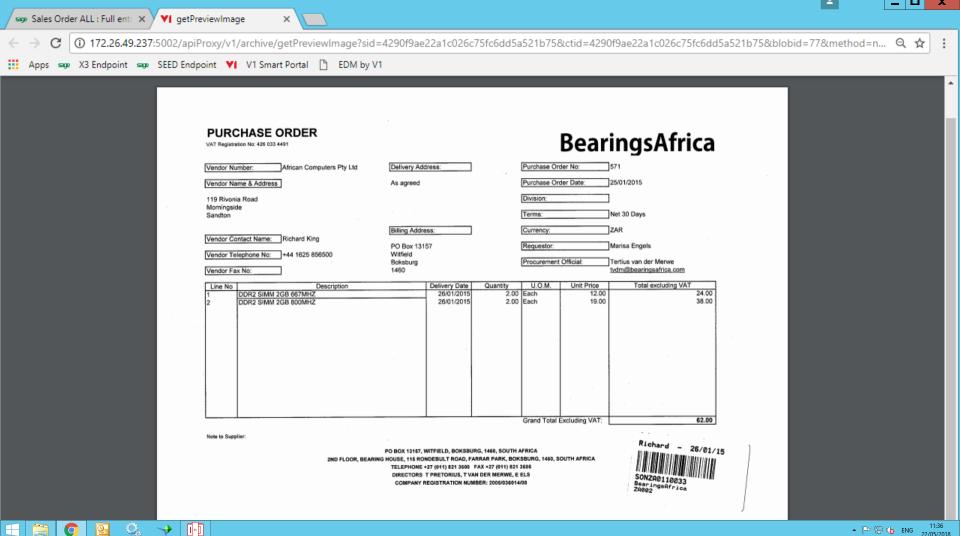
- automated emailing
- secure document storage
- automated archiving of Sage output
- Optional batch scanning with barcodes

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## EDM Solution for Sage Enterprise Management

Electronic Document Delivery (EDD) solution

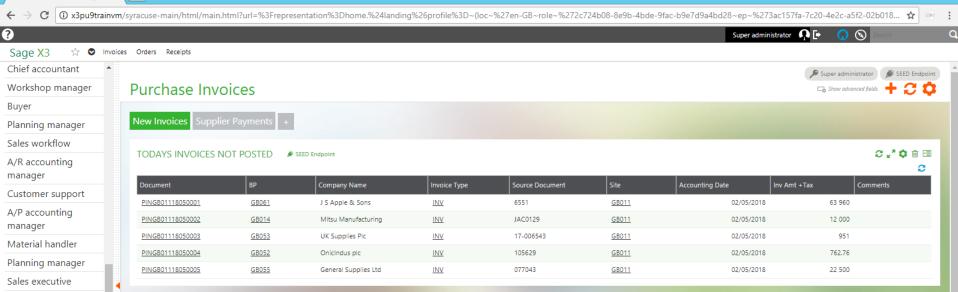
automated emailing (and fax option)

Electronic Document Management (EDM) solution

- automated emailing
- secure document storage
- automated archiving of Sage output
- Optional batch scanning with barcodes
- Purchase Invoice Automation (PIA) solution
  - Intelligent OCR data capture from email and scans
  - Supplier invoices created automatically in Sage

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## **Evolution of the EDM Solution**

- **Release 9, 10, 11, 11.1, 12, 12.1** 
  - Regular updates to keep up with Sage releases
- Release 13
  - Launching this week
  - Lots of enhanced and extended functionality
  - Major Update to all V1 components
  - Available for Sage X3 PU9, V11 and later

Release 12.1 will remain available for users on V6.5 to PU8

## EDM Release 13 Summary

- Simplified installation and integration
- No longer needs to be installed on the Sage Application Server
- More 'Cloud-friendly'
- Deposit and Retrieve documents from phones and tablets
- More secure for cloud deployment
- New optional module for Retention rules (help with GDPR)
- Improved OCR engine and data capture profile for the PIA solution

## What's New in EDD

- No longer uses webservices
- Delivery logic now in the familiar environment of Crystal
- More processing in the background
- Better performance
- Easier to integrate with third-party applications
- More object types supported

## New EDM Functionality for Sage users

- New document types 20 objects supported out of the box
- Easier to archive documents from inside Sage

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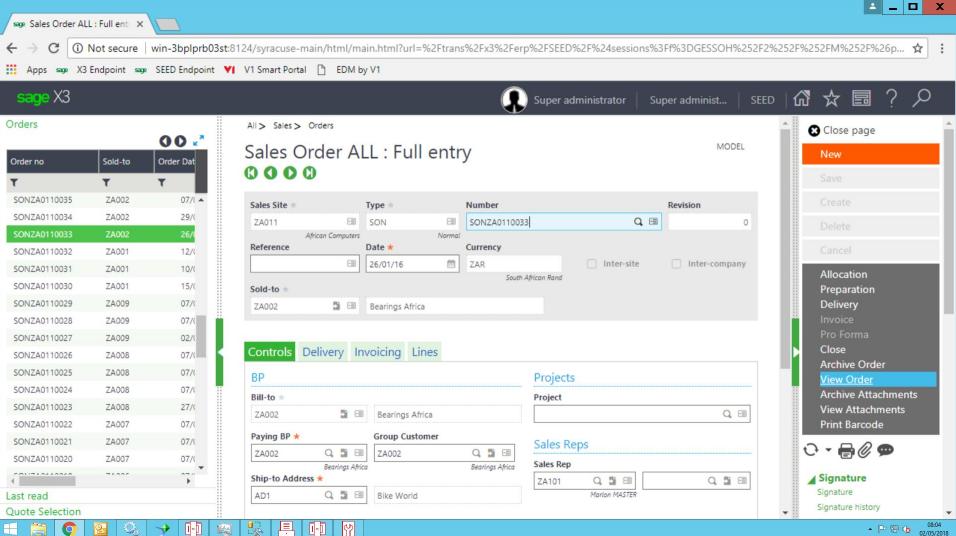
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## New EDM Functionality for Sage users

- New document types 20 objects supported out of the box
- Easier to archive documents from inside Sage
- New functionality in the document viewer
  - Access related documents from the viewer
  - Responsive layout adapts to small screens (such as on Smartphones and tablets)
  - View document annotations from External (non-Sage) users



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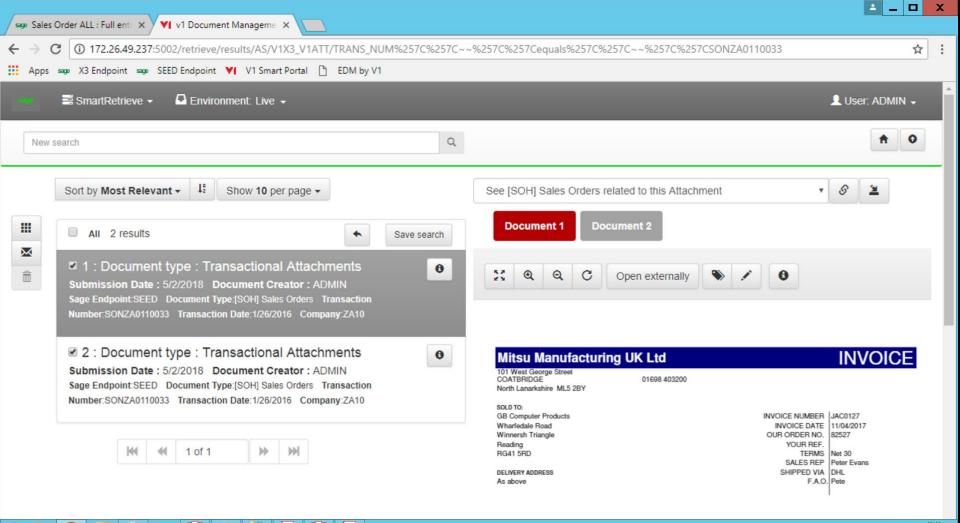
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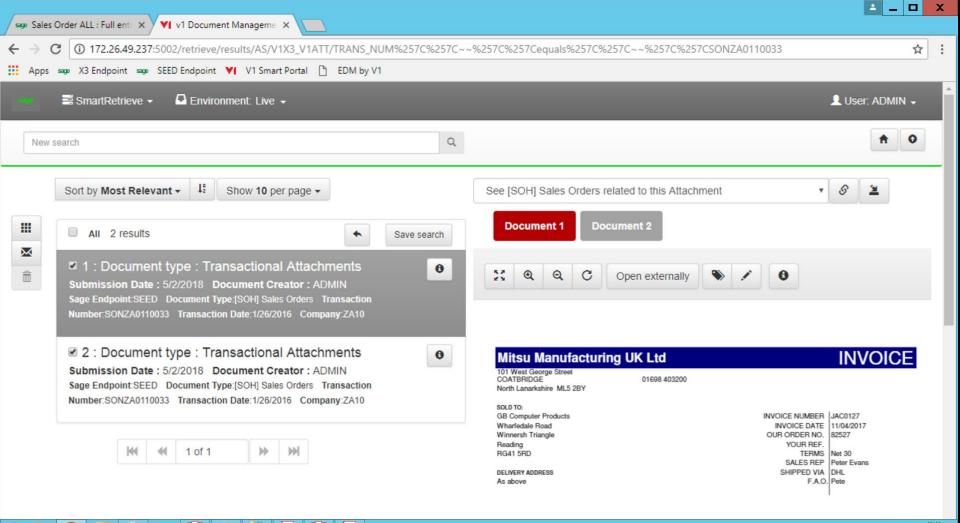
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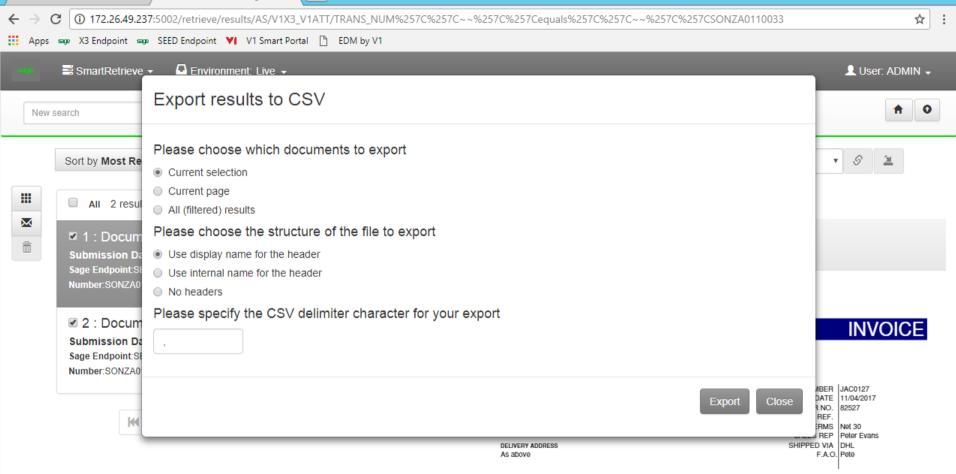


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#### New EDM Functionality for External users

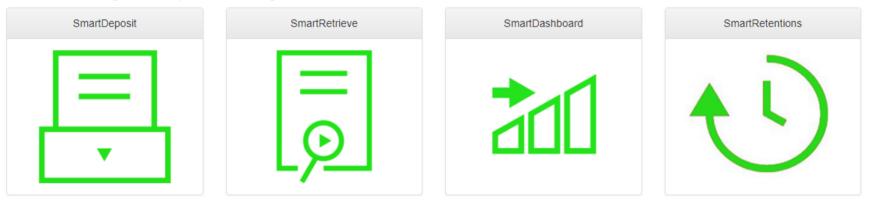
Completely new document search portal based on V1 SmartRetrieve

- Quick Search powered by Elastic searches across all document types
- New Advanced search options
- Save and share document searches, save search results to CSV
- Email documents or hyperlinks to documents
- Annotate documents
- Deposit client replaced by V1 SmartDeposit
  - Web-based with responsive layout (usable from smartphones and tablets)
  - Deposit multiple documents at a time
  - Deposit related documents from the viewer screen





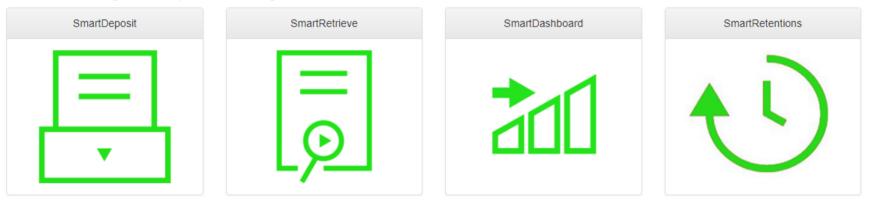
#### EDM for Sage Enterprise Management

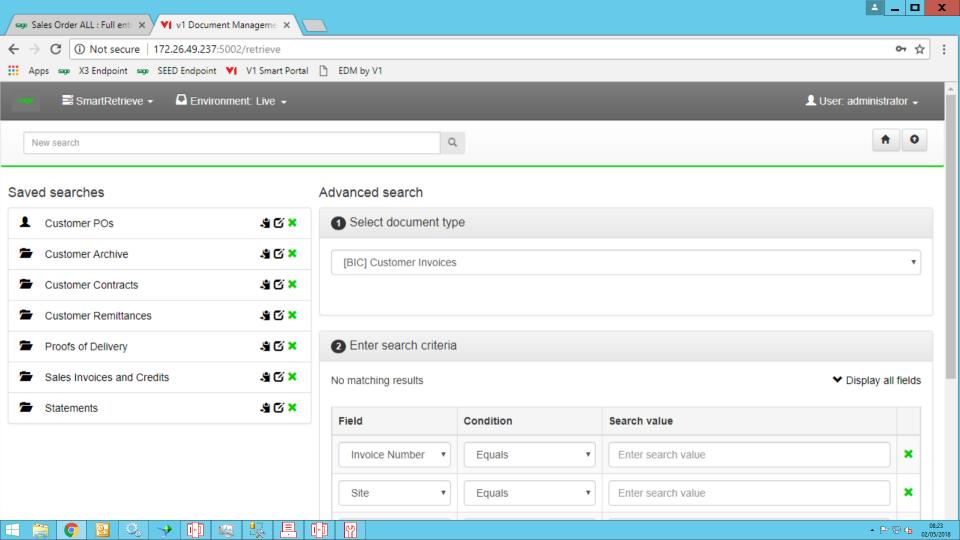


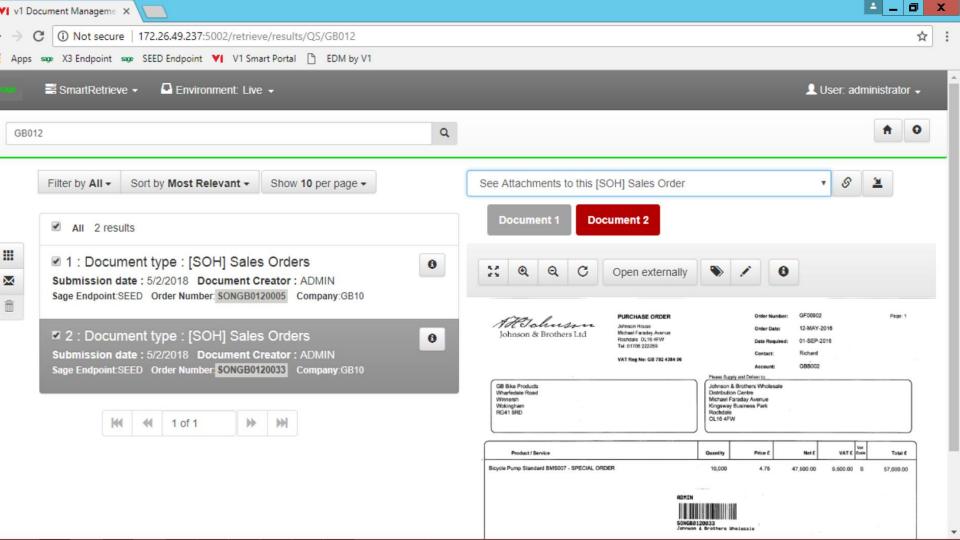




#### EDM for Sage Enterprise Management







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## New Optional Component: SmartRetentions

- Manages Retention Policies for all documents
- Allows automated removal of old documents
- Helps users with GDPR compliance
- Allows controlled manual deletion of documents

#### Improved data capture system for the PIA solution

- New OCR engine and better support for difficult images
- Improved support for colour scanning and PDF invoices
- Improved handling of protected PDF invoices
- Import of PDF invoices from mailboxes now supports IMAP as well as POP3
- Automated archiving of PDF invoices now including the covering email and additional attachments

#### Improved data capture profile for the PIA solution

- New profile captures all invoice types with a single profile (PO-related and Direct, PIH and BIS)
- Improved site selection
- Improved control account selection
- Improved matching of Purchasing Invoices to Orders and Receipts
- Faster selection of multiple Orders and Receipts against a single invoice
- Automated coding of Supplier Invoices (BIS) from Account Structures
- Improved handling of credit notes
- R13 profile enhancements will be available for V6.5/R12 users later in the year

## **Release 13 Availability**

- Release 13 currently in testing with UK business partners
- General availability expected later this month for
  - new installations with V11 on Windows with SQL Server
  - English language only
  - AWS / Azure deployment not yet supported for the PIA solution
- Later this year
  - Support for upgrading
  - French and Portuguese languages
  - AWS / Business Cloud support

## Help us to help you

We are looking for partners to assist with

- beta testing Release 13
- improving the translations
- supporting new legislations in the PIA solution
- We will be running further training courses in
  - ► UK
  - France
  - wherever else there is demand …

#### Help us to help you

- Webinars in English every month for partners and end-users
- Regular webinars and demo assistance for Pre-sales staff
- Release 13 webinars for partners
- Training Courses
- Free demo licences
- Join our Partner mailing list
- Access the EDM portal for up to date news and product information



# Thank you, come and talk to us on Stand 18!

T: +44 (0)1625 856 505 www.WeAreV1.com