

ISV-partners

Document handling that gets your ERP project live on time and budget

Presentation by Niels Pedersen – Country Manager
Tabellae AB



Tabellae

Oslo, Norway



100% specialized in Documents

- Output and Input
- Order management
- Document exchange
- Document automation
- Archiving

Chicago, IL



+600
Customers



+375 Dynamics
Implementations



Comprehensive
Best Practice
Program



Global Delivery
& AMS

Manila, Philippines

Columbus® Once you know how...

50 Customers
DK, SE, UK

Knowledge



Comparison Guide

Compares the 3 most common document management solutions.

[Download](#) →



Solution Guide

+35 different application areas within document management.

[Download](#) →



E-invoicing guide

Mandatory legal requirements coming in 2023, 2024 and 2025.

[Download](#) →



Service Catalogue

Overview of all Tabellae Services after go live.

[See more](#) →



Business Case

Economic comparison of solutions on the market.

[Download](#) →

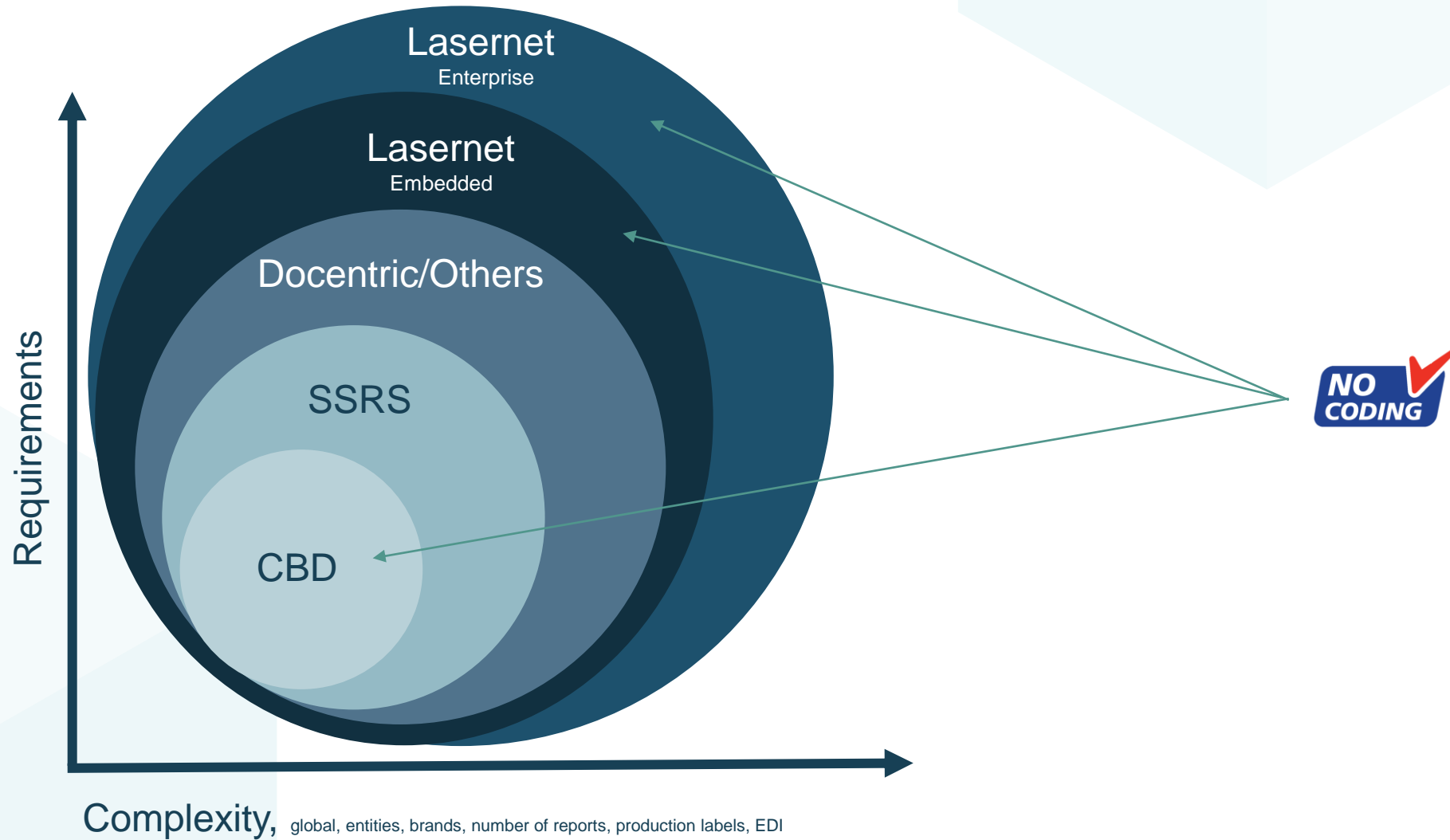


Tabellae brochure

Gain insight into our procedures and solutions and get an overview of how we can work together.

[Download brochure](#) →

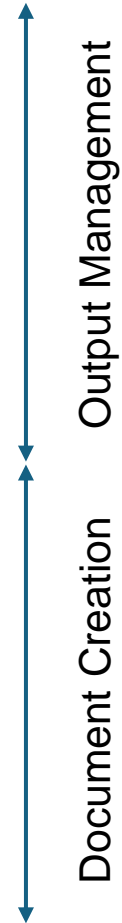
Various software components



Document Creation vs Output Management

- ✓ Integrations
- ✓ EDIfact/Peppol etc.
- ✓ Global template approach
- ✓ Performance and Scalability
- ✓ Dynamics365 CE
- ✓ Document Security (encryption/certificates)

- ✓ Design
 - ✓ Layout
 - ✓ Print
 - ✓ Mail
 - ✓ Archive (internal)
 - ✓ SharePoint
- CE possible for LN embedded



The Lasernet suite options

Document creation tools

Output Management

Lasernet Essentials

- ✓ Design standard SSRS reports (limited to 3)
- ✓ Print buttons
- ✓ Print preview
- ✓ Destinations mail/print

Free (demo)

Lasernet Professional

- ✓ Design unlimited Standard SSRS reports
- ✓ Archive (Dynamics azure storage)
- ✓ Batch distribution mail/print

Embedded.
Max 100 Users.
No custom Reports.

Email Tracking (optional)
Electronic reporting add in (optional)

Lasernet Advanced

- ✓ Possible to create brand new reports (labels etc.)
- ✓ Advanced functionality and Sharepoint integration
- ✓ WMS labels included

Embedded.
No hosting or servers needed

Email Tracking (optional)
Electronic reporting add in (optional)
Dynamics365CE integration (optional)
Upgrade to Enterprise possible

Lasernet Enterprise

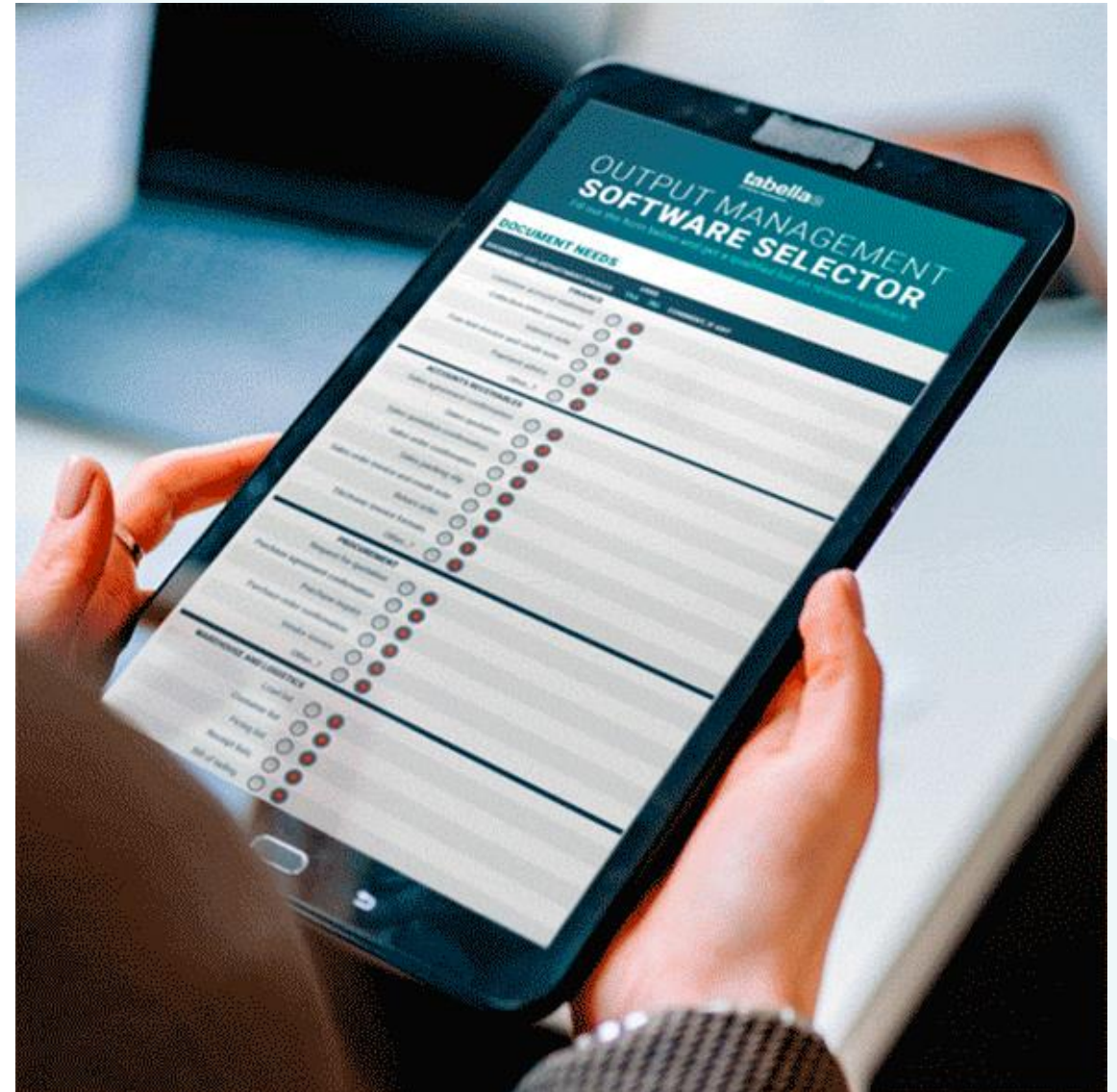
- ✓ Global templates
- ✓ Hybrid setup/servers
- ✓ Advanced functionality and integrations (EDI)

Server based

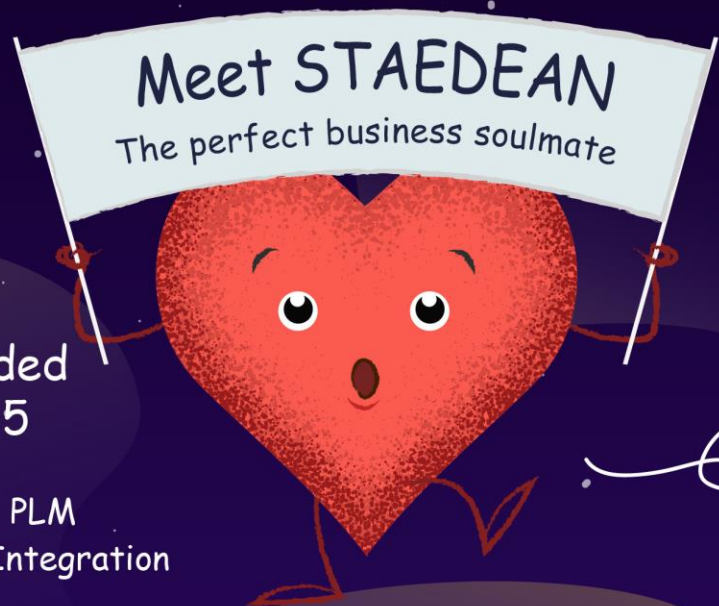
Email Tracking (optional)
Electronic reporting add in (optional)
Global template (across reports)
Performance and Hybrid / configurable load
Existing Lasernet modules applies /Security

Software Selector

- Fast pre analysis
- Fill out the form and send it to Tabellae
- Free 😊



Tired of searching for the right match for your business?



You don't need to keep swiping through shady vendors at 2 a.m. anymore



No-code solutions embedded in Microsoft Dynamics 365

- ★ Data Integration & Security
- ★ Master Data Management
- ★ PLM Integration
- ★ Project Control Suite
- ★ Equipment Rental Management
- ★ Life Sciences Management



DATA ACCURACY



CLEAN DATA



Commit to a partner who's in it for the long haul
We complete you—like Netflix completes a lazy Sunday

We

- deliver fast
- implement faster
- don't ghost you after onboarding



Swipe right →
Let's write your business love story





Columbus[®]

Medius EMEA Partner
of the Year 2024

Together we are
STRONG



- ✓ Medius – Microsoft ISV partner 2024
- ✓ Why Best-in-Class?
- ✓ Full S2P Suite – Grow together

**Medius –
Microsoft ISV
partner 2024**

Why Best-in-Class?

Full S2P Suite –
Grow together



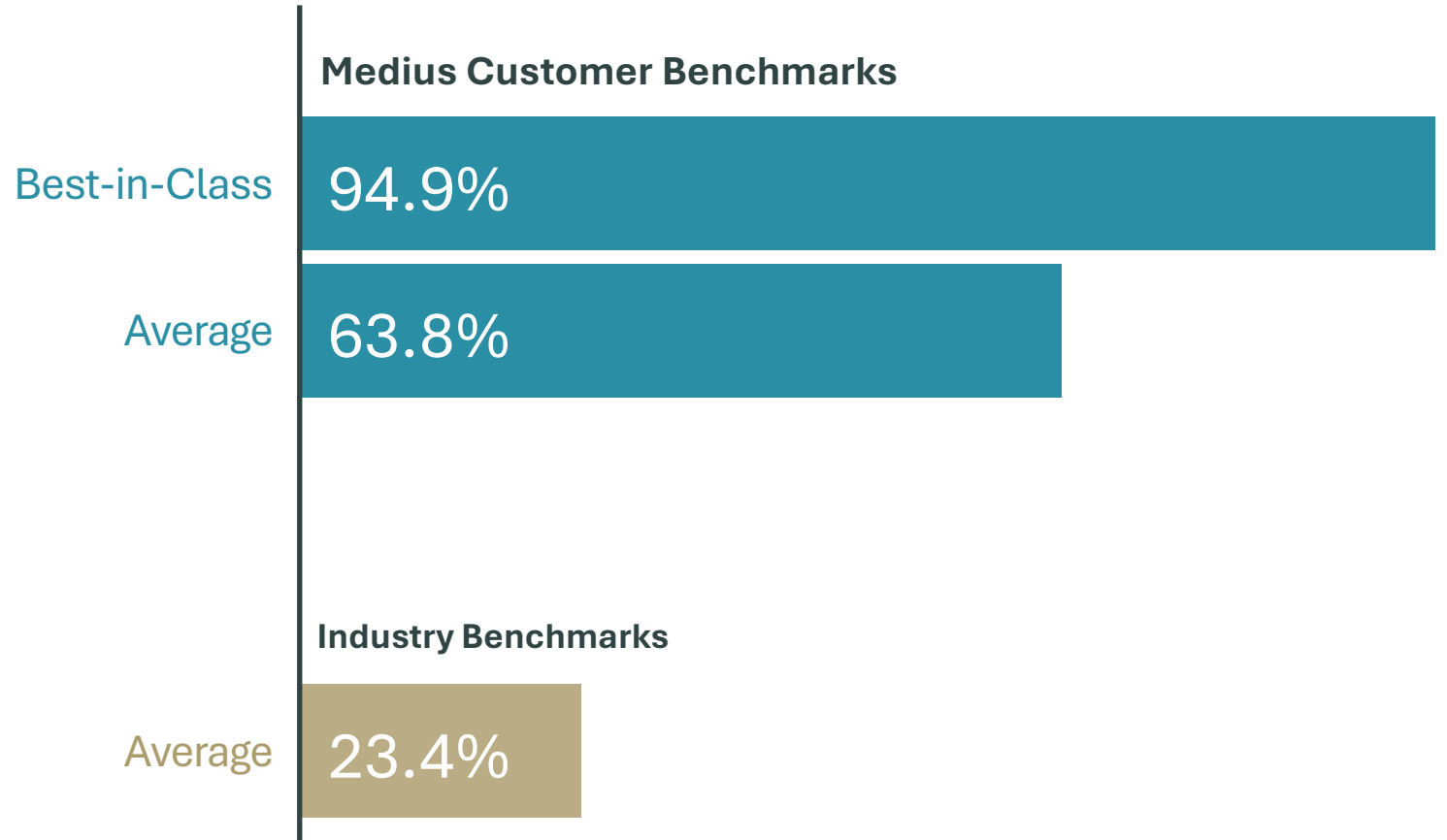
2024 ISV Partner of the Year

Medius – Microsoft
ISV partner 2024

Why Best-in-Class?

Full S2P Suite –
Grow together

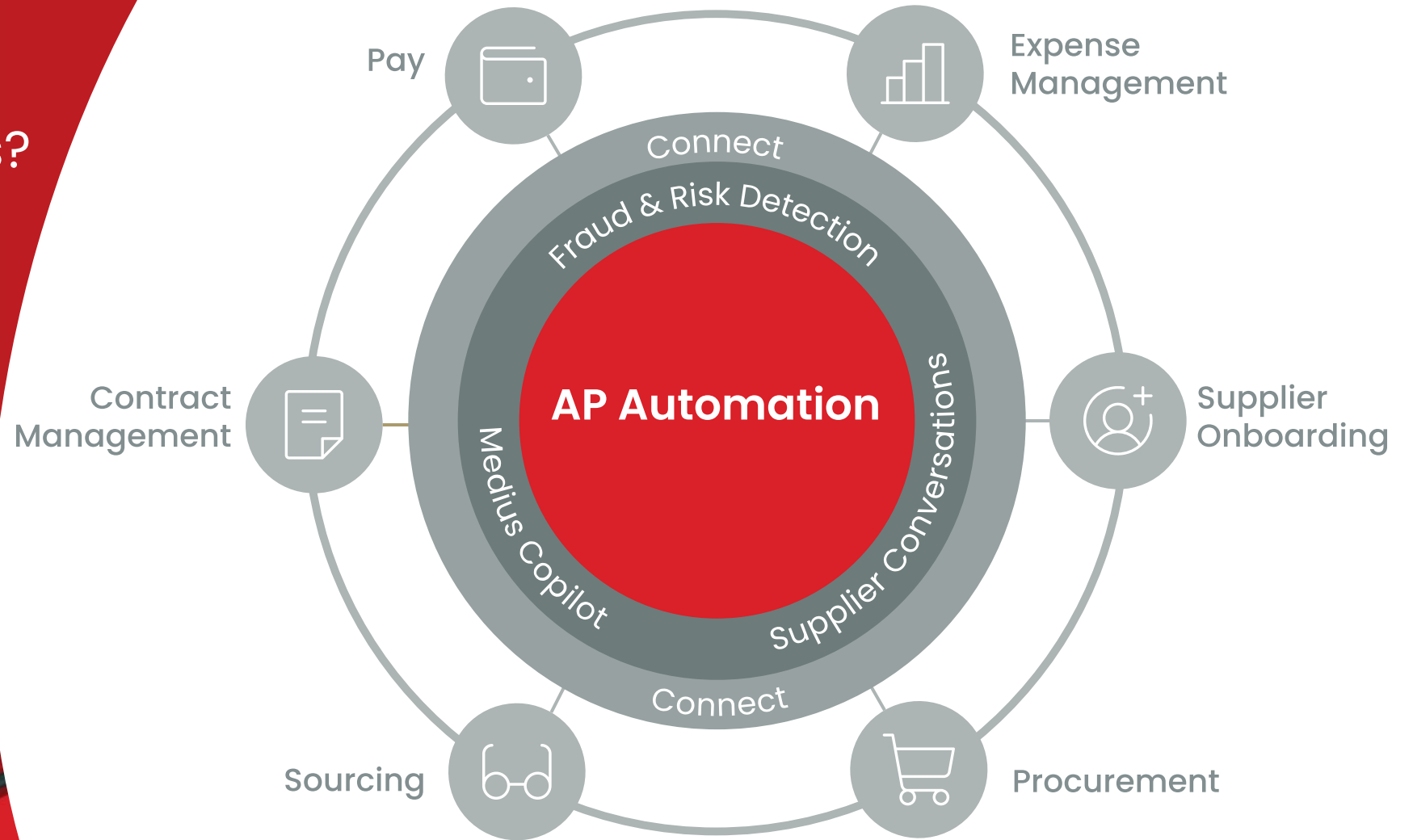
KPI: Touchless processing rate for PO invoices



Medius – Microsoft
ISV partner 2024

Why Best-in-Class?

**Full S2P Suite –
Grow together**



SIGNUP SOFTWARE @ DYNAMICS 365 - COLUMBUS COMMUNITY EVENT 2025

Olof Hedin

Djurönäset 8-9 maj

25 YEARS OF EXPERIENCE & INSIGHTS



FOUNDED 1999	PARTNERS 250+
CUSTOMERS WORLD WIDE 3500+	EMPLOYEES 350+
GLOBAL Product FOOTPRINT 70+ countries	OFFICES WORLD WIDE 12

Microsoft Preferred Solution

Available on Microsoft AppSource

Microsoft Dynamics AX 2012

Microsoft Dynamics NAV

Certified for Microsoft Dynamics NAV



HQ in Stockholm, Sweden

Offices in Denmark, Norway, Finland, Netherlands, UK, USA, Canada, Germany, Portugal, Singapore and Australia

THE SIGNUP PORTFOLIO!

DynamicWeb®

- Products
- Content Management
- eCommerce
- Digital Marketing
- Product Information Management

CREATORS OF EXFLOW signUP

Products Partners Resources About us Support

Get in touch BOOK A DEMO

BUSINESS CENTRAL → FINANCE AND OPERATIONS → AXTENSION* → RECOMMENDED CASE STUDIES

ExFlow AP ExFlow Data Capture ExFlow Sales Order ExFlow Travel & Expense ExFlow CO2 Insights

ExFlow AP ExFlow Data Capture ExFlow E-Invoicing See all products →

Content Gate Shipping Control Production Planning Project Management Project Controlling

BLS INDUSTRIES AB BC Invest

SKSOFT

- Banking Automation
- Advanced Treasury
- Payment Automation
- Reconciliation & Settlement
- Advisory & Consulting

SignUp Software

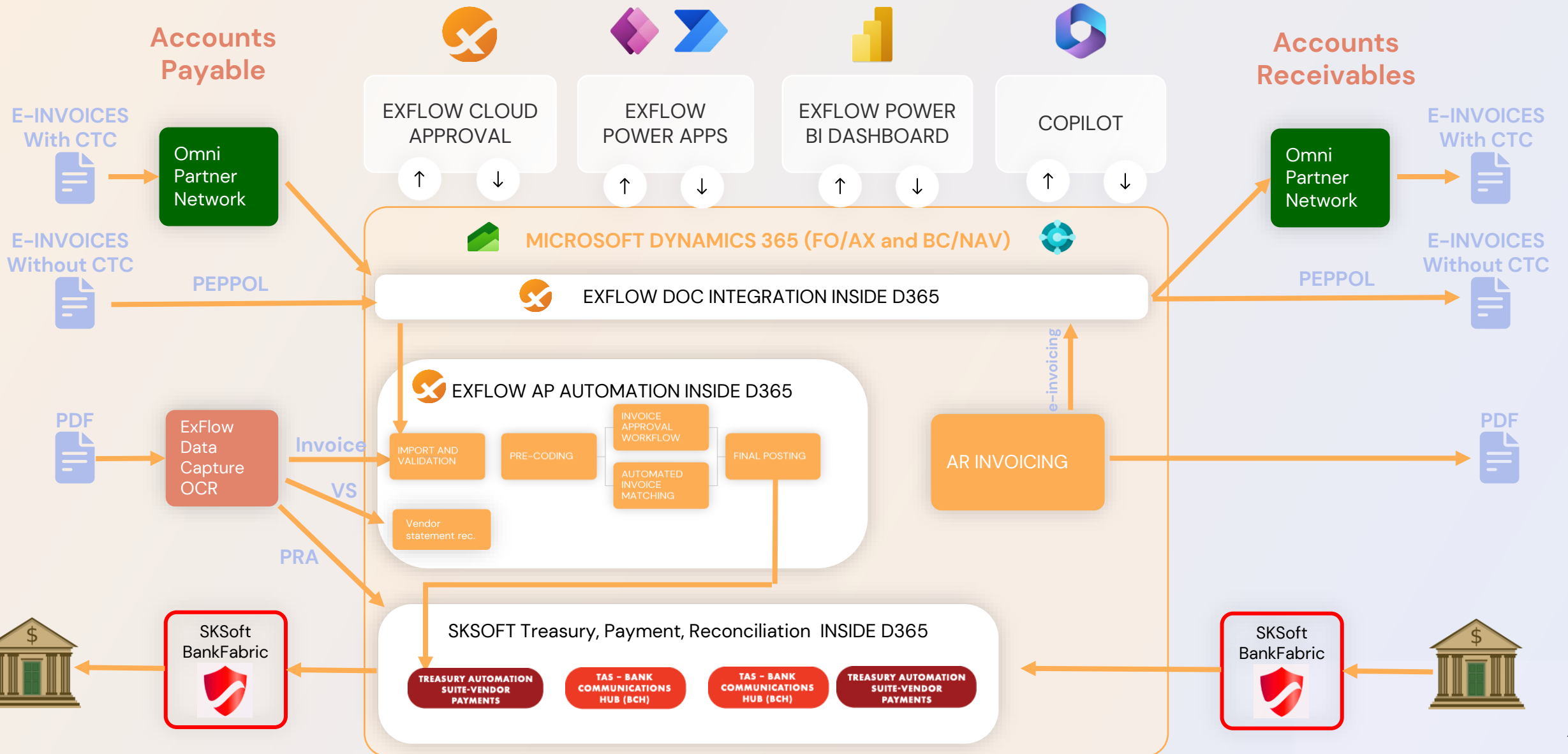
With ExFlow + SKSoft
Room of the CFO

With Axtension
Room of the COO

With DynamicWeb
Room of the CRO+CMO

OFFICE OF THE CFO:

EXFLOW + SKSOFT AUTOMATES BOTH AP AND AR PROCESS



MORE THAN 3500 CUSTOMERS WORLDWIDE



Brookfield

NORLYS

MOLYCOP



SÖDRA

CARGLASS

ASSA ABLOY



GUNNEBO
For a safer world

NUCOR



TELADOC

evida

AXON

MATTRESS
FIRM

HEMPEL
Trust is earned

e-on

HEDIN IT

TIVOLI



IDG



RYDS
BILGLAS

NOKAS



Peets Coffee



BABYBJÖRN

dobbies
garden centres



NORMA
GROUP

savers

DANMARKS
NATIONALBANK

BEARS



AVARN
Security

northvolt

SCANIA

NORDLO

Svenska
Röda Korset

Blackwoods



VERDO

Pattern

SWEDISH MATCH

Ultimate
SOFTWARE

Orkla

KK
Wind
Solutions



DETROIT

Teleperformance
each interaction matters

VIKING
CRUISES

Air Liquide

VOLVO

Customer Background and Business Situation



ISV Connect Win

D365 Solution: D365F&O

Segment: Enterprise

Industry: Manufacturing

Geographies: Africa

Competition: -

Sales cycle: 6 month

Deal size: -

ISV Solution size: 160 000 EUR

ISV Connect tier: Standard

Annual Dynamics revenue:

ISV team: Milos Draca

Local PDM: Marcus Gullberg



Link to: [AppSource Listing:](#)

SignUp Software partners with Microsoft to win ExFlow AP Automation contract with Coca-Cola Beverages Africa (CCBA)

Customer situation

Coca-Cola Beverages Africa (CCBA) is the eighth largest Coca-Cola bottling partner worldwide and the biggest on the African continent. CCBA serve 13 countries in sub-Saharan Africa including South Africa, Eswatini, Ghana, Kenya, Ethiopia, Mozambique, Tanzania, Uganda, Namibia, Mayotte, Comoros, Botswana and Zambia.

CCBA chose to replace their incumbent ERP SAP with D365 FO and added ExFlow as an ISV solution to fill identified gaps necessary to automate CCBA's Accounts Payable (AP) and Invoice process.

Dynamics 365 and ISV solution

Needing to automate AP processing to increase efficiency, lower costs and increase control, CCBA chose ExFlow as an ISV solution to extend the native capabilities of D365 FO.

ExFlow is a built-in, feature-rich AP Automation solution developed specifically for D365 FO, so there are no need for managing integrations. ExFlow is built using standard Microsoft technology inside D365 FO and extends capabilities using Power Apps, Power BI, Azure and ML/AI.

Today, more than 1400 customers globally rely on ExFlow to empower their AP process.

Co-sell and field insights

The deal was done together with Microsoft Consulting Services as the primary partner. Microsoft Consulting Services reached out directly to SignUp Software, as ExFlow is a recognized leader in AP Automation throughout the Microsoft Consulting Services Organization worldwide.

Solution modelling by Microsoft Consulting Services had identified gaps in the D365 FO core application that could be filled by ExFlow. From a business point of view, all negotiations were done directly between SignUp Software and CCBA.

Why we won

ExFlow is a tried and trusted ISV solution for AP Automation first launched in 2003 (for Axapta 3.0). Today ExFlow is:

- Certified and preferred by Microsoft in AppSource
- Fully embedded inside D365 FO, no integrations
- Feature rich with unique AP Automation capabilities
- ExFlow is sold through a global partner network of Microsoft SI:s with a solid reputation as a go-to AP Automation solution
- Solid and proven global and cross-company implantation methodology
- Strong references, low churn

STUDY CONDUCTED AT TELEPERFORMANCE BY HEAD OF DIGITALIZATION YEAR 2020

Teleperformance wanted to comprehensively evaluate the benefits of ExFlow AP, Teleperformance initiated an internal study comparing invoice processing times and methods across different countries within their operations. The study focused on three regions: Nordics, UK and France.

	Nordics	UK	France
Solutions:	EDC (OCR) + ExFlow AP + F&O Std.	EDC (OCR) + F&O Std.	No OCR + F&O Std.
Invoices in study:	200 invoices	200 invoices	200 invoices
Hours spend in study:	13 hours	37 hours	57 hours
Total invoices per month:	600 invoices	1200 invoices	700 invoices
Total hours per month:	40 hours	224 hours	198 hours
	Time spent per invoice: 4 minutes	Time spent per invoice: 11 minutes	Time spent per invoice: 17 minutes



Teleperformance #:

- 500 000 employees
- Services in 300 languages
- Operations in over 100 countries

Results from the study:

Coming from standard F&O without OCR results in a **76% time saving.**

Coming from standard F&O with OCR results in a **63% time saving.**

SINCE THE STUDY – EXFLOW IS BY MARCH 2024 LIVE IN 14 COUNTRIES

Albania
Romania
Switzerland
Netherlands
Denmark
Belgium
Finland
Sweden
France
Italy
Madagascar
Norway
Poland
Portugal
South Africa
Germany
Suriname
Tunisia
United Kingdom



Statistics from ExFlow Data Capture:

Nordics

Supplier identification: **97,49%**
Field level identification: **92,44%**

Netherlands

Supplier identification: **97,07%**
Field level identification: **96,11%**

France

Supplier identification: **95,58%**
Field level identification: **92,20%**

Suriname

Supplier identification: **92,54%**
Field level identification: **88,45%**

South Africa

Supplier identification: **84,14%**
Field level identification: **76,52%**

K3 Fashion Solutions

Revolutionising the Fashion ERP Industry

Our vision is to transform retail for good



ESTABLISHED

Well-established provider of 'mission-critical' business software solutions and cloud solutions.

GLOBAL PRESENCE

Strong, mature partnerships in delivering K3 solutions.

FASHION & APPAREL

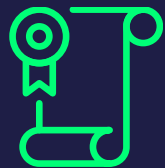
Enabling every process for Fashion, Apparel, Design, Accessory Brands and Retailers. Design, Planning

Design, Planning, Assortment, Supply, Inventory, Allocation, Pricing, Sales, Returns etc.

MICROSOFT GLOBAL ISV PARTNER

Only Microsoft ISV with a complete product suite for the Fashion and Apparel platform.

Uniquely authorized to transact on Microsoft embed.



UK listed company



2700 customers



Fashion & apparel

Our concept to consumer software



K3 Fashion

Dynamics 365 (fully embedded)
100+ Fashion Specific Features

- PDM/PLM
- Assortment Management
- Season Management
- Omnichannel Pricing
- Channel Management
- Business Planning
- Prepack Handling
- Bill of Materials
- CSR module

Enterprise Brands/Retailers seeking a fully configurable platform.



K3 Pebblestone

Dynamics – Business Central (fully embedded)

- PDM
- Assortment Management
- Season Management
- Price Management
- Pre-Sales Planning
- Item Supply Insight
- Prepack Handling
- Bill of Materials
- CSR module

Any Size Brands/Retailers who seek an agile, easy to adopt E2E solution.

More than 800+ fashion & apparel brands trust our products



K3 Fashion Solutions

Revolutionising the Fashion ERP Industry