

exact
Live
2019

Connect all your branches worldwide in a single system

Martijn van Iterson & Djimmy Zeijpveld 2-10-2019 Exact Live'19

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Live
2019

November 2012, No. 8

*Dynamic developments
in an agreeable
business climate*

The benefits of mañana

Everybody agrees that Spain is a beautiful country for a vacation. It is a land of sun, sea and beaches, with an interesting culture. What is perhaps less well-known is that it has a very agreeable business climate as well. The Dutch company A7 Solutions is experiencing this for itself.

Until recently managing director Robert Witlox and sales manager Martijn van Ierssen of A7 Solutions worked in 's-Hertogenbosch with an Exact Software Centre, which was one of the first companies to start implementing Exact's e-Synergy. And that set the ball rolling. A7 Solutions takes the view that international companies need 'globalized' software to integrate their business processes. But international implementation projects have the reputation of being complicated and expensive, because of cultural differences and language barriers. As an international consultant, how could you become better qualified than to conquer such obstacles yourself first?

Cultural differences
"For the implementation of Exact software in a multinational environment, knowledge of cultural and linguistic differences is indispensable," Martijn van Ierssen says. "That's why you have to be totally committed to your international clients." A7 Solutions is currently experiencing those cultural and linguistic differences for itself. After a full working day the sales manager takes a three-hour evening class to perfect his Spanish. And the telephone and internet connections took some time coming. That is, until the telephone company, by way of temporary solution, suddenly switched the connection over to another subscriber's connection.

Although the feared mañana mentality is largely a myth that won't disappear, it would be true to say that the further south you go, the more the concept of time loses its urgency. In Andalusia the siesta is still an honored tradition, especially in the summer months when it is

Marcel van Dijk is a freelance journalist who has worked and lived in Spain for some years.



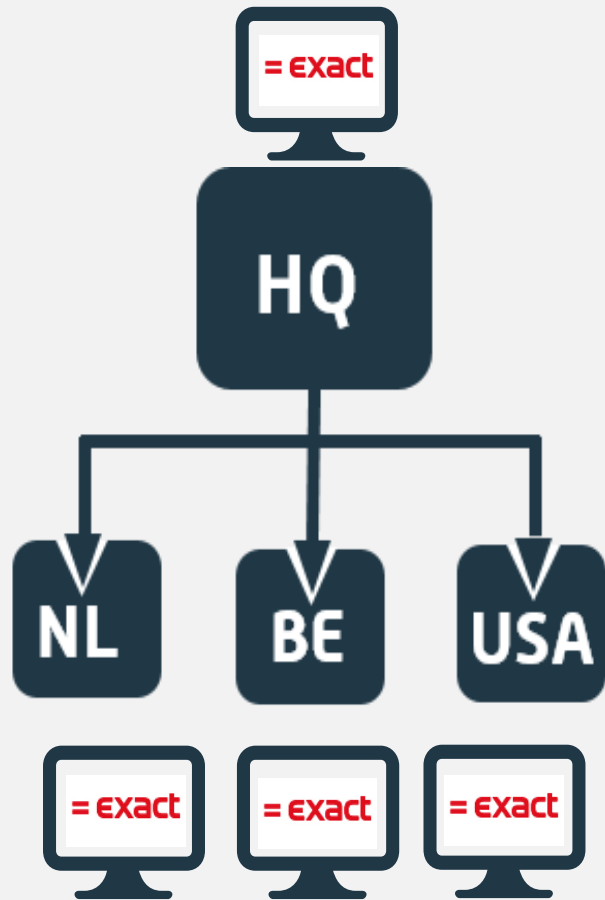
Challenges in International Business



Never lost in translation again



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Challenges in International Business

- + Localizations & legislations
- + Intercompany processes
- + Insights

Growing your business internationally requires insight

International ERP challenges

‘You sometimes start to wonder if they believe that my job is to provide reports each and every day’



A software solution by country causes ...



+ Multiple contracts with different suppliers



+ Multiple implementation partners and different implementations



+ Where to go for support



+ Integration with core applications



+ Lot of maintenance. Updates?



+ Lack of insight because of data silos



+ Pressure on IT and finance

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**Your international
business...**

**Powered by
Exact**

1

A single platform
for your
international
business

2

One point of
contact at your
service

3

Solutions for
rapid results

1

A single platform
for your
international
business

2

One point of
contact at your
service

3

Solutions for
rapid results

Legislation

	The Netherlands		Belgium		Germany
	Poland		United Kingdom		
	China		Australia		Austria
	France		Spain		Malaysia
	Canada		Czech Republic		Hong Kong
	Hungary		Indonesia		Ireland
	Italy		Japan		Luxembourg
	Middle East legislation*		Morocco		Philippines
	Portugal		Romania		Singapore
	Slovak Republic		Switzerland		Thailand
	USA		Vietnam		
	Antilles		Denmark		Mexico
	New Zealand		Russian Federation		Sweden
	Taiwan		International Legislation		

We offer 40+ legislations & languages as standard

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One standard product globally

- + Rapid, standardized implementation
- + Efficient deployment of your resources
- + Lower cost of ownership
- + Information available instantly
- + Maximum transparency throughout all subsidiaries



1

A single platform
for your
international
business

2

One point of
contact at your
service

3

Solutions for
rapid results

International presence

Exact offices

-  Australia, Chatswood
-  Belgium, Wemmel
-  China, Shanghai
-  France, Levallois-Perret
-  Germany, Köln
-  Malaysia, Kuala Lumpur
-  Netherlands, Delft, Eindhoven & Zwolle
-  Netherlands Antilles, Willemstad
-  Poland, Suchy Las
-  Singapore
-  Spain, Madrid
-  United Kingdom, Brentford

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Supported legislations & languages

 The Netherlands	 Belgium	 Germany
 Poland	 United Kingdom	
 China	 Australia	 Austria
 France	 Spain	 Malaysia
 Canada	 Czech Republic	 Hong Kong
 Hungary	 Indonesia	 Ireland
 Italy	 Japan	 Luxembourg
 Middle East legislation*	 Morocco	 Philippines
 Portugal	 Romania	 Singapore
 Slovak Republic	 Switzerland	 Thailand
 USA	 Vietnam	
 Antilles	 Denmark	 Mexico
 New Zealand	 Russian Federation	 Sweden
 Taiwan	 International Legislation	

1

A single platform
for your
international
business

2

One point of
contact at your
service

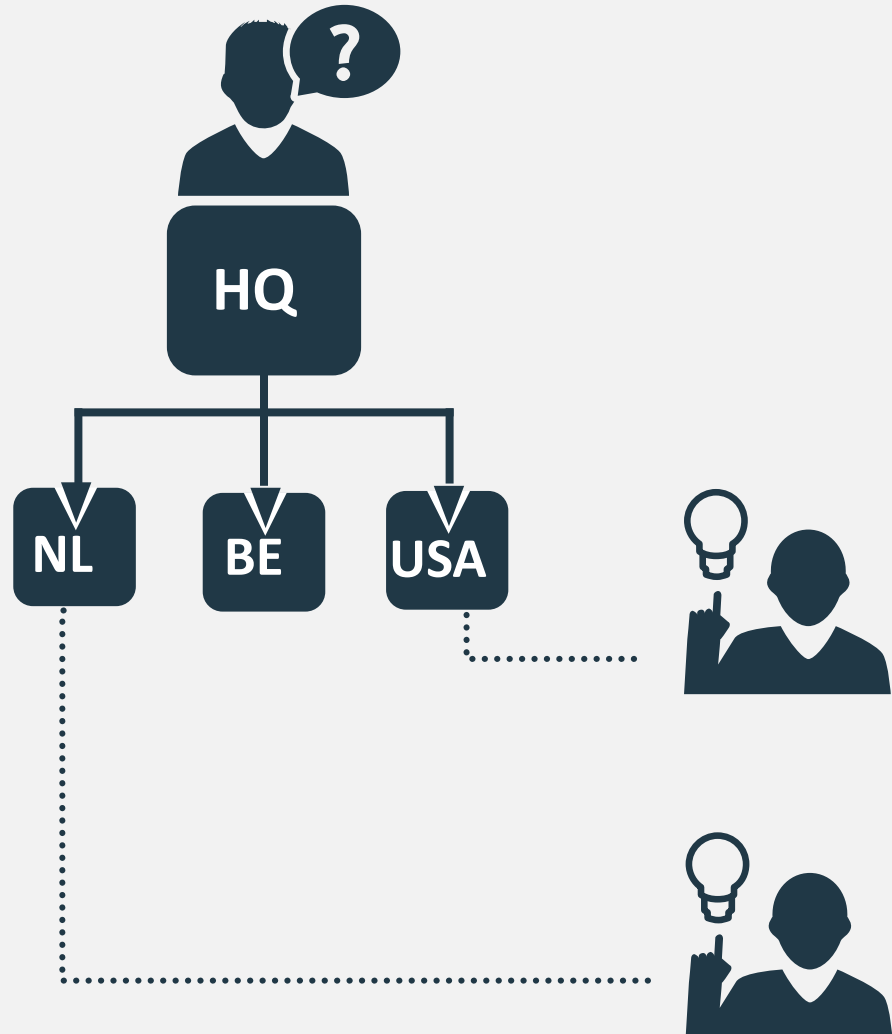
3

Solutions for
rapid results



Our
solutions

Challenge: Master data daily practice



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- Responsibility decentralized
- No uniformity and standardization
- Frustration during period-end closing
- Manual corrections

G/L 4456 – General costs

G/L 4455 – General costs

Solution: Request locally, decide globally

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Jos Suijkens

Workspaces

New G/L account - 00.040.027

Status: Open
Modified by Jos Suijkens 08/01/2019 12:54

X Close Save Refresh Delete Copy Approve Assume Assign Remark Create letter Create email

Create

Approve

Process

Jos Suijkens
08/01/2019 12:54
USA

Hanneke Janssen, Jos Suijkens
Role: F&A staff
Level: Division
HQ

Jos Suijkens
Creator
USA

Algemene informatie

Requester606Jos Suijkens — Demo User — MacBean CoffeeWorld

Business reasonNew G/L account

Change categoryNew G/L account

Security levelInternal10

Algemene gegevens

Type of accountProfit and Loss

SubadministrationRevenue

category 1Cost

Category 3Special charges

G/L number suggestion445678 - Cost of Something

balancedebit

Category 2Cost of goods sold

Contact persoon

analytically requiredItems

Multiple divisions?100; 170; 190

Free: Text 9

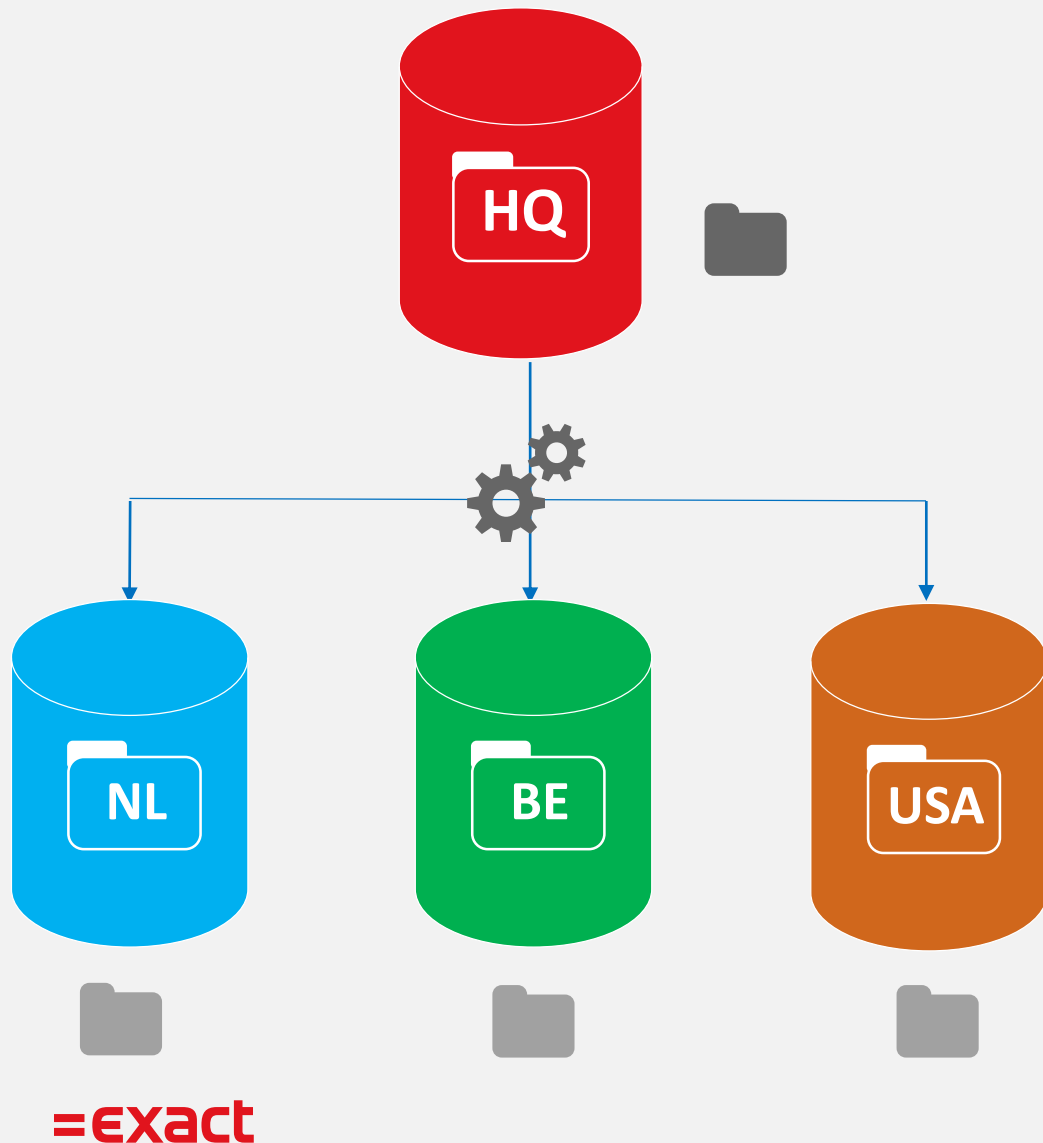
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Account

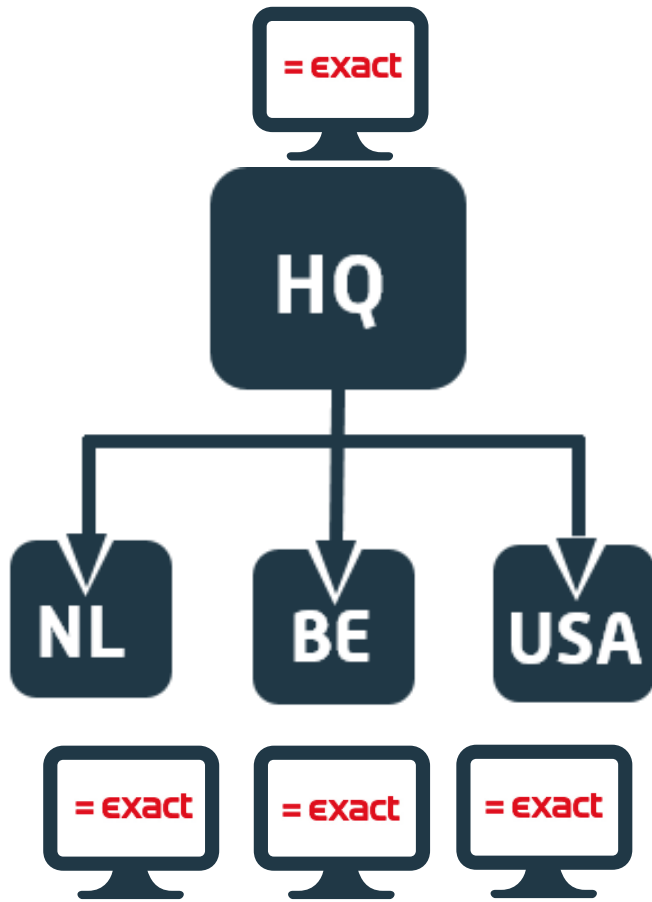
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Results: Central Master Data Management



- Create master data in one source administration
- Instant financial insight through smooth month-end closing
- Also possible with layouts, currencies, exchange rates, journals, settings
- Reduce manual labor

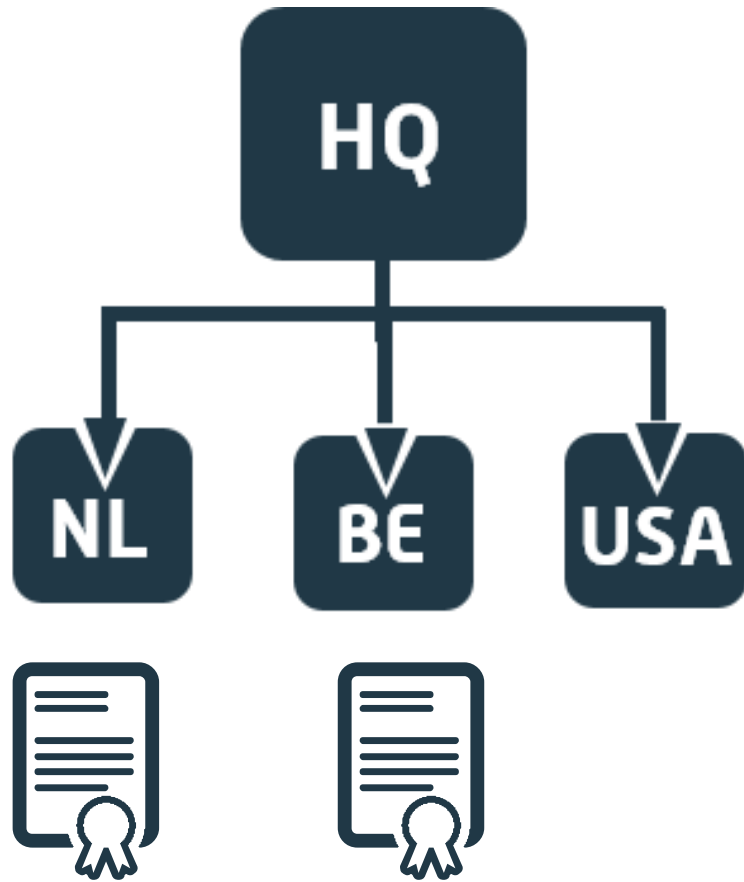


One solution creates efficiency and insight with intercompany accounting

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Challenge: Intercompany invoicing

- Invoice needs to be sent (manual labor) with (in PDF-attachment)
- Invoice needs to be entered twice (sending and receiving)



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Solution: Intercompany invoicing

The screenshot displays the '900 Invoice Format - Exact' window. The 'Country' is set to 'NL' and the 'Format' is 'UBL2.1', both with a green checkmark in the 'Select' column. The 'Company 603 (1)' details are visible, including the address 'Willem Beukelszoonstraat 46, 3134 Iz, Vlaardingen, Netherlands' and the customer date '12-9-2018'. The 'Financial' tab is active, showing the 'General' section with fields for Currency (EUR), Debtor account, Automatic matching, Offset account, Extra description, Credit line (0), Payment condition (00), Bank account (NL91ABNA04), Chamber of Commerce number (77777774), and Price list / Discount (%). The 'Sales order - Invoice' section includes 'Confirm sales order' (No), 'Shipping via', 'Invoice debtor', 'Invoice copies/Send method' (0), 'Extra duty', 'Intrastat', and 'Specific' (Payee name). The 'Invoice copies/Send method' dropdown is highlighted with a red box, showing 'Electronically' as the selected option. The 'Group invoice' checkbox is unchecked, and 'Items by customer' is checked. The 'Scenario' dropdown is set to 'Normal'. The 'Print debtor statements' checkbox is checked. The 'Last seq. number' and 'Last reminder' fields are empty. The 'Invoice' checkbox is checked. The 'Deselect all' and 'Close' buttons are visible at the bottom right.

Country	Format	Select
NL	UBL2.1	✓

Company 603 (1)
Willem Beukelszoonstraat 46, 3134 Iz, Vlaardingen, Netherlands
Customer, 12-9-2018

Financial

General

Currency: EUR Euro
Debtor account:
Automatic matching: ☐
Offset account:
Extra description:
Credit line: 0 Layouts
Payment condition: 00 Payment O
Bank account: NL91ABNA04 SDD ma
Chamber of Commerce number: 77777774
Price list / Discount (%):

Sales order - Invoice

Confirm sales order: No Partial delivery allowed: ☒
Shipping via:
Invoice debtor:
Invoice copies/Send method: 0 Electronically
Extra duty:
Intrastat:
Specific: Payee name:

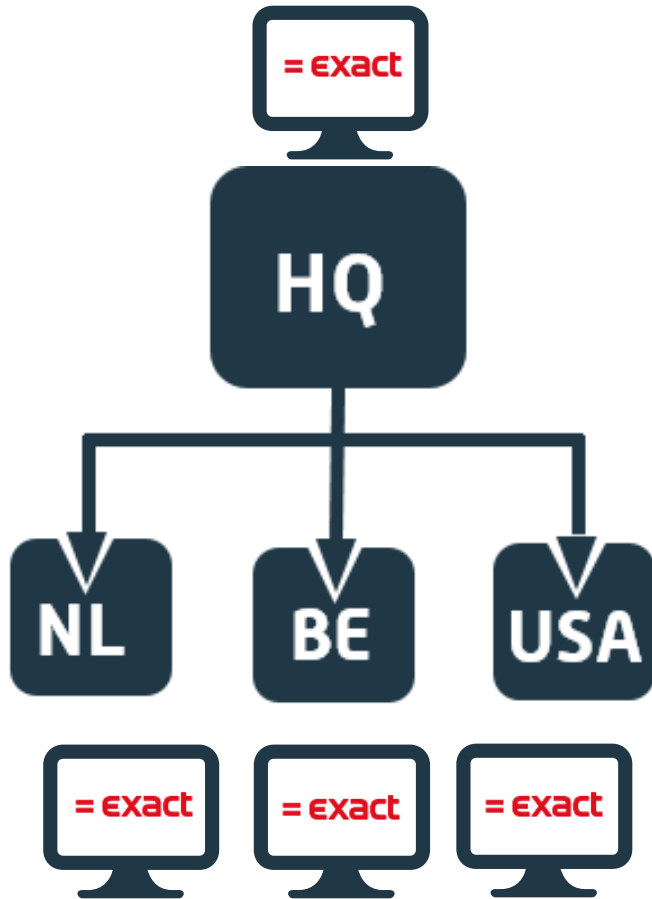
Group invoice: No
Items by customer: ☒

Scenario: Normal
Account empl.:
Intermediary:
Print debtor statements: ☒
Last seq. number:
Last reminder:

☒ Invoice

- Invoice electronically via UBL2.1
- Directly in the sales journal
- Or real-time via PEPPOL network (EU)
- Reduce duplicate actions and chance of (manual) errors

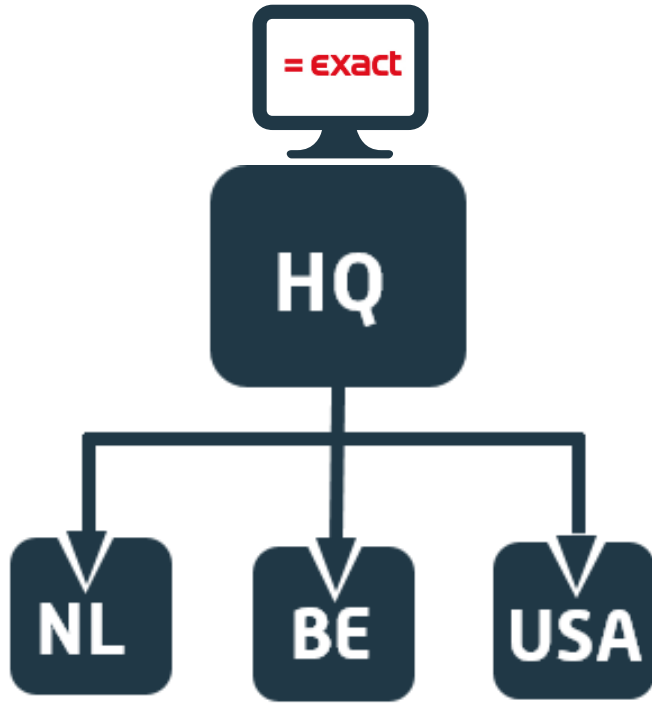
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One solution: easy cross-company reporting, consolidation & budgeting

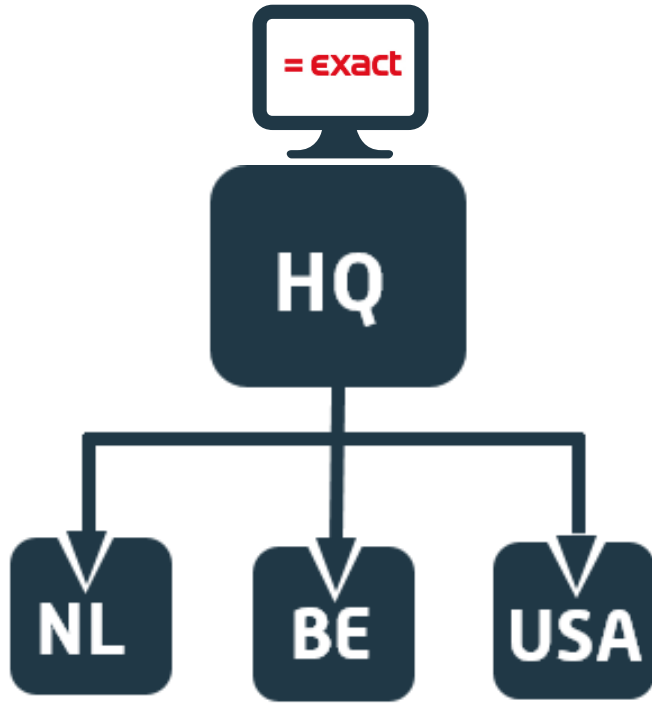
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Challenges: Exact Consolidation



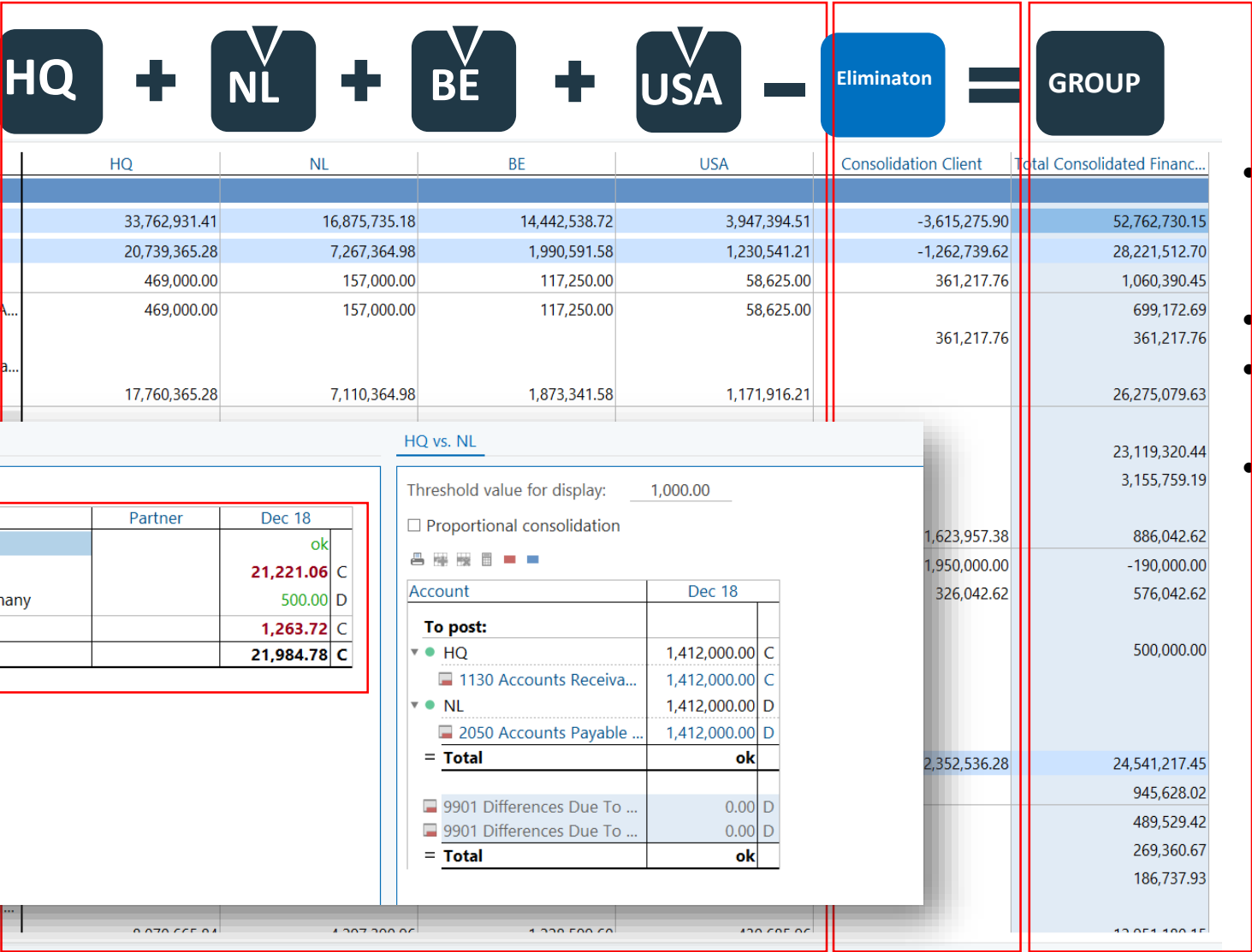
- A lot of Excel-sheets for budgeting & financial consolidation
- Various currencies
- Participations
- Different back-office systems
- Year end reports
- No central master data

Solution: Exact Consolidation



- Automatically keep track of all intercompany debts & revenue/cost
- Automatically eliminate all IC positions
- Consolidate fast, reliable and without any hassle

Exact Consolidation



- Data available to transaction level from your subs around the globe
- Consolidated in real-time
- IC debts and revenue/cost eliminated automatically
- Instant insight in the group and manual labor reduced

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ICL – The challenge

Boost your delivery performance by leveraging the capacity of all your warehouses and locations



ICL – Intercompany Logistics

For companies with multiple divisions, who accept sales orders in the sales divisions (local) but have their warehouse centralized in one location.



ICL - Advantages

- Flawless process of orders that are sources from another division, without errors
- Save a lot of time, by
 - Single order entry
 - No hassle about internal invoicing
- Improve delivery times and boost delivery performance towards your customers
- Lower (local) inventory levels

Summary

- + All-in-one system
- + 1 user interface
- + Localized in language and legislation
- + One strategic partner worldwide
- + Fast implementation
- + Low cost of ownership
- + Easy consolidation
- + 1 single source of truth
- + Optimal international support
- + Real-time information

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THANK YOU!