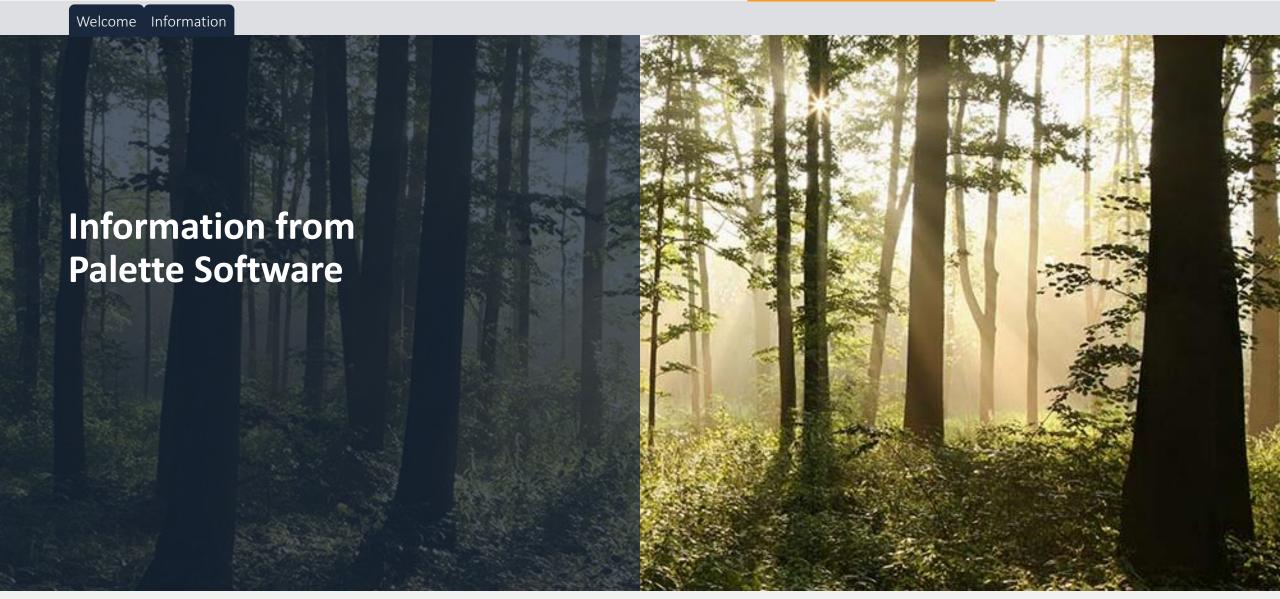


Maria Hult and Maria Almelöv









Welcome Information

# Today's webinar

#### Agenda

- Present new product development for 2020
  - Reduce common adaptions
  - Add automation
- Roadmap
- FAQ



Maria Hult Product Evangelist, Product Management



Maria Almelöv Field Marketing Manager, Sweden



Welcome Information

### **Information**

- The webinar will include news in released versions for 2020
- It will also present some news that will be released end November
- Cloud solution Trend
  - Many customers have migrated to our cloud during this year
- On prem
  - Upgrade on demand



We have chosen to move to Palette's cloud solution in order to get access to new functionality as it is released.

Jonas Roman
Financial Partner, Clas Ohlson



Welcome Information

- Freshdesk, our Customer and Partner Portal.
  - Ticket handling
  - FAQs
  - Guides and Specifications
  - Product information
  - Updates & Changes
  - Online trainings
  - For Online Customers Status of the cloud service



We have chosen to move to Palette's cloud solution in order to get access to new functionality as it is released.

Jonas Roman
Financial Partner, Clas Ohlson

# **News 2020**

Overview of new features between version 2020-1 and 2020-3



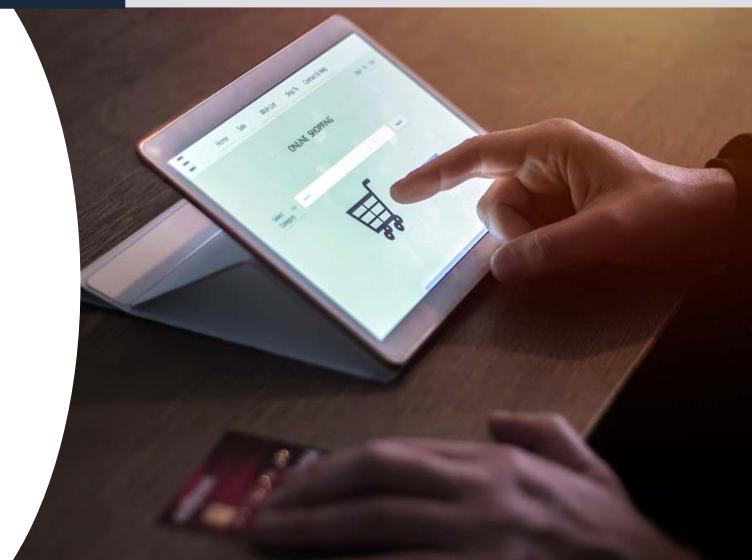






# **PaletteBuyer**

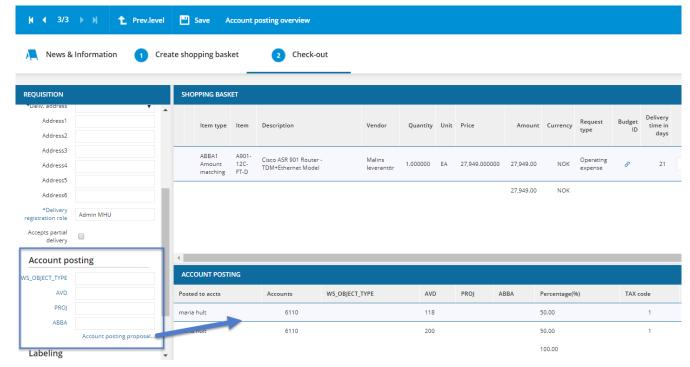
- Use Account Posting Proposal in Buyer
- Copy functionality in Item Forms
- Import and Export of items -PaletteExpress





# **Use Account Posting Proposals in** Buyer

- It is now possible to apply an account posting proposal to a requisition in PaletteBuyer.
- The posting proposal will affect all lines
- All posting proposals will be available (due to permission)

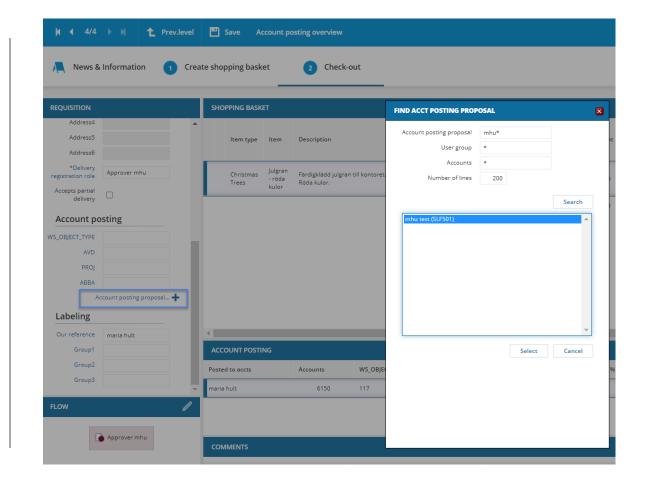




## **Create Posting Proposal from** requisition

Posting proposals can be used to set the posting on a requisition

- Create a new Posting Proposal
- "Belongs to role" set as Role on proposal
- Permission that the role can create to activate save
- On save, question if new posting should be set

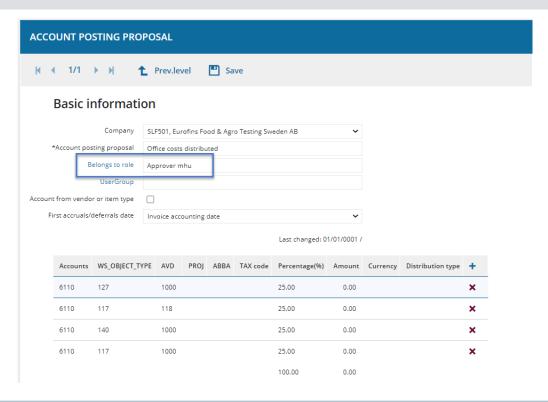




## **Create Posting Proposal from** requisition

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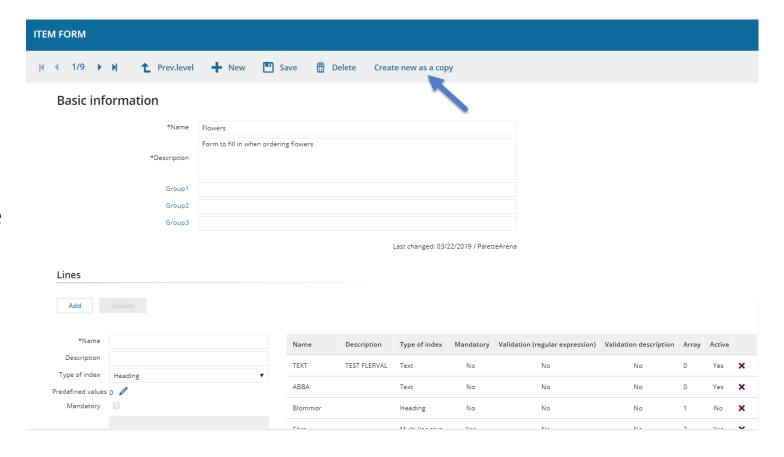


ACCOUNT POSTING							
Posted to accts	Accounts	WS_OBJECT_TYPE	AVD	PROJ	ABBA	Percentage(%)	TAX code
maria hult	6110	127	1000			25.00	30
maria hult	6110	117	118			25.00	30
maria hult	6110	140	1000			25.00	30



# **Item Forms in Buyer**

- Possibility to Copy existing Item Forms to generate a new record
- All values are copied except Name (ID)



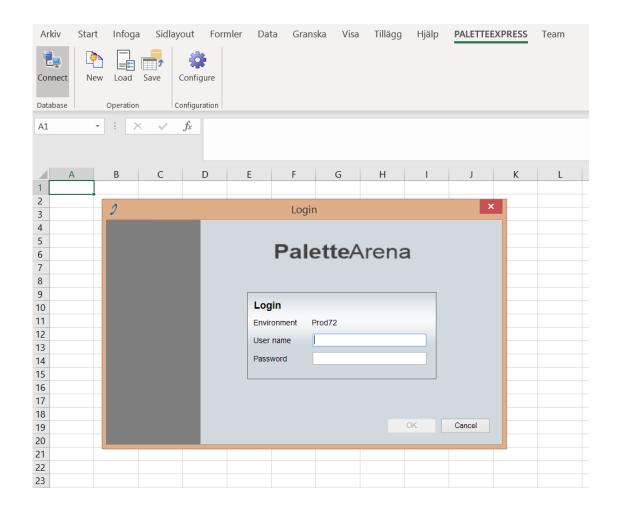




# Import of Item and Item type

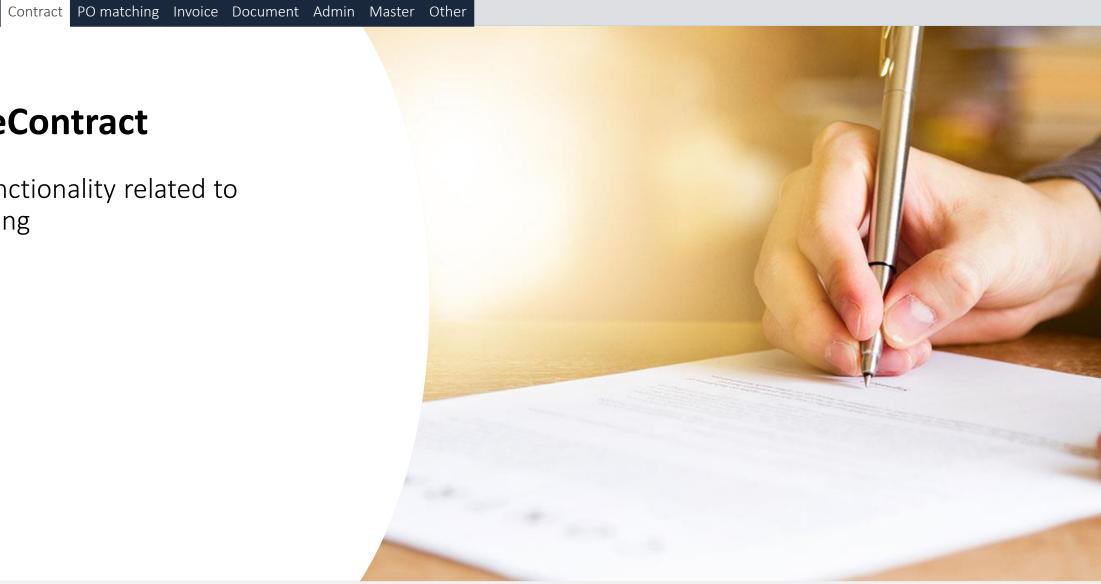
New functionality in the utility PaletteExpress. Will be presented later on in this presentation.

See section Other



## **PaletteContract**

• New functionality related to Self-billing



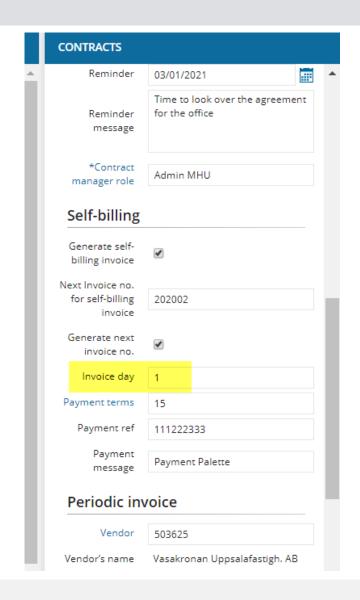


Budget Buyer

Contract PO matching Invoice Document Admin Master Other

## **New functionality for Self Billing in PaletteContract**

- New field for Invoice day where you specify the day in month that self-billing contract should generate an invoice. Values from 1-28 can be specified. The invoice will be created on the specified day. Self billing task in Master will create the invoice.
- When sending reminder email for missing periodic invoice the accepted deviation days are added to the periodicity days.



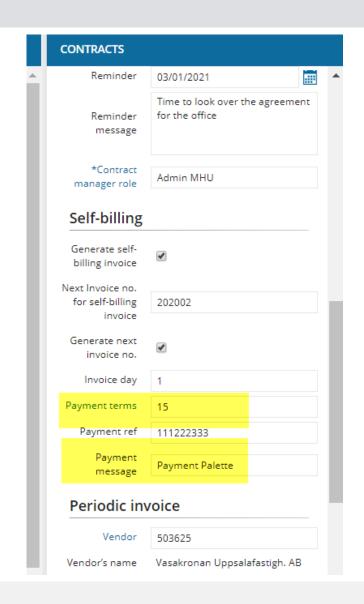


Budget Buyer

Contract PO matching Invoice Document Admin Master Other

## **New functionality for Self Billing in PaletteContract**

- New field for Payment term is available on the contract. The due date on the Self-billing invoice is calculated from the payment term on the contract.
- It is now possible to specify a payment message on the contract. The message will be copied to the invoice created by Self-billing.



News 2020

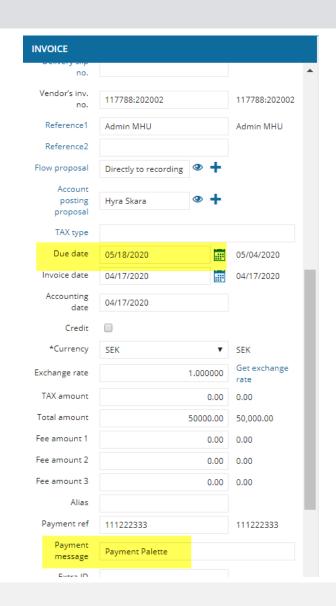


Budget Buyer

Contract PO matching Invoice Document Admin Master Other

## **New functionality for Self Billing in PaletteContract**

- The payment term from the contract will generate a Due Date on generated invoice
- Payment message will be as payment message on Invoice and can be sent to an ERP (needs to be added in the integration).





# **Palette POMatching**

New report for deliveries (2020-3)



Palette's matching engine lets our clients match POs with hundreds of lines in just seconds. It's a great time-saver that cuts down their workload and reduces the risk of manual errors.

> Ralf Leitner CEO, Echo Vera Inc. Canada

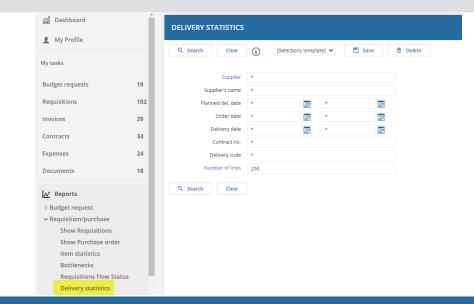


## New report for deliveries (2020-3)

- Possibility to search on deliveries in the new report Delivery Statistics
- Search on different values
  - Supplier
  - Different dates
  - Contract no
  - Delivery code

Can be used just to search on deliveries. But also to review variances between planned and actual delivery.

By searching based on delivery code, it will be possible to follow up on returned goods or other codes added on a delivery.



#### **DELIVERY STATISTICS**



Company	Supplier	Supplier's name	Purchase order no.	Item	Item type	Planned del. date	Last changed	Order date	Delivery date	Created by
SLF501	503418	Saveen Werner	50100654	RIT0409	Förbrukningsmaterial		12/05/2020	27/05/2013	12/05/2020	ES-AREA1\DAMH
SLF502	503766	Pretech Instruments KB	50200729	GF27067374	Förbrukningsmaterial		07/05/2020	30/08/2013	07/05/2020	ES-AREA1\DAOH
SLF501	500377	3M Svenska Försäljning & Distr	50101297		Förbrukningsmaterial		21/04/2020	21/04/2020	21/04/2020	mpe@palette.se
SLF501	500377	3M Svenska Försäljning & Distr	50101298		Förbrukningsmaterial		21/04/2020	21/04/2020	21/04/2020	mpe@palette.se

News 2020



Budget Buyer Contract PO matching Invoice Document Admin Master Other

## **PaletteInvoice**

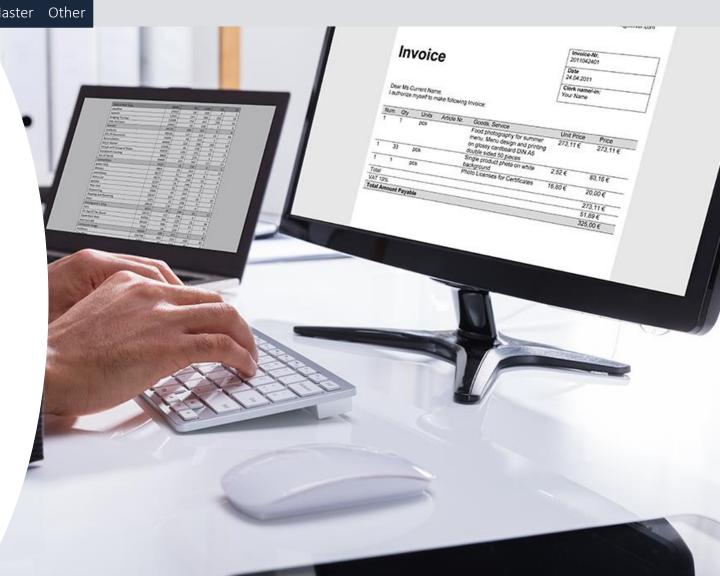
- Payment terms
- Cash discount
- Capture VAT code
- Distribution by type
- Changes in Rule based flow auxiliary (2020-3)
- Extended supplier identification (2020-3)





### **PaletteInvoice**

- Set captured reference as posting
- Use default values in posting
- Change posting in invoice log
- Information from log transferred to invoice
- Update status of an invoice in Palette
- Create posting in Excel





## Payment terms

New functionality added to make it possible to be more flexible with Payment Terms

- Payment terms fetched from Supplier
- Can be used to calculate a due date on invoice
- Is used to calculate a possible cash discount

PAYMENT TERMS				
<b>( 4</b> 4/53 <b>)</b>	↑ Prev.level	<b>→</b> New	Save	Delete
*Payment terms  *Description  No. of days  Free month  Free current month  No. of days	002 002 30 0			
Cash discount  Use cash discount  Days for cash discount  Cash discount percentage  Base on gross amount	10		10.	00

Last changed: 28/08/2020 / mpe@palette.se

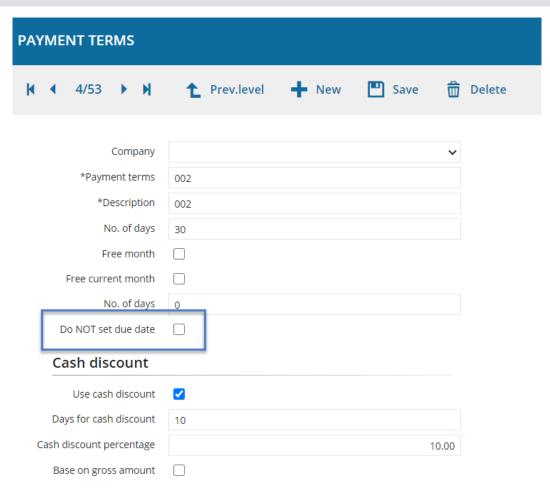


## Payment terms

#### News

- New parameter on Payment term to Not set a due date on the invoice
  - If this flag is set no due date will be set
  - Control that due date exists on transfer
  - Due date must be set manually

This can be used for suppliers where you want to be sure that correct due date is set, so that an AP staff must fill it in manually. Can be a supplier with different payment terms depending off type of invoice.

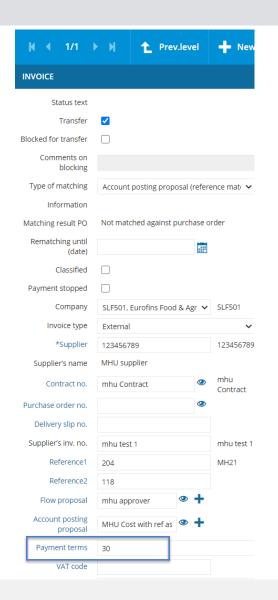


Last changed: 28/08/2020 / mpe@palette.se



## Payment terms

- Change payment term on invoice in invoice log and inbox
  - When changing payment term a new due date is calculated
  - When a supplier have different payment terms
  - If a cash discount is to be used
- Permission added for changing payment term



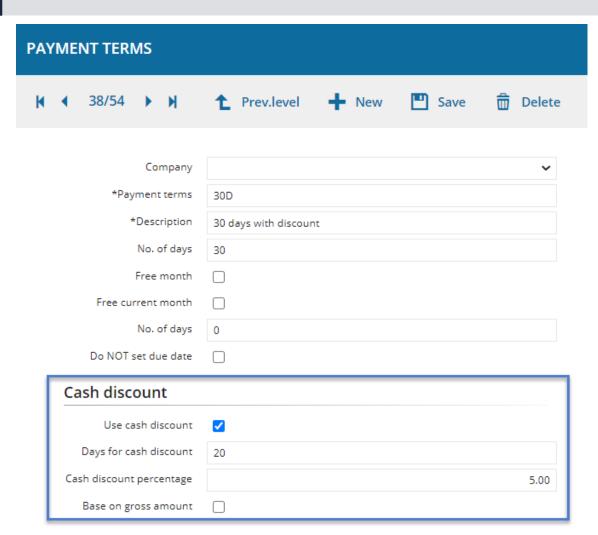


### **Cash Discount**

Updated functionality for the feature Cash Discount.

This to make it more flexible and to open for more customers, with different ERP systems, to use the functionality.

- Parameters on Payment Term if Cash Discount is to use (not new)
- Possible to change payment term on invoice in invoice log and inbox
- Showing Cash Discount information in more views
- Sending reminders based on Cash Discount date
- Possible to send over % and amount to ERP

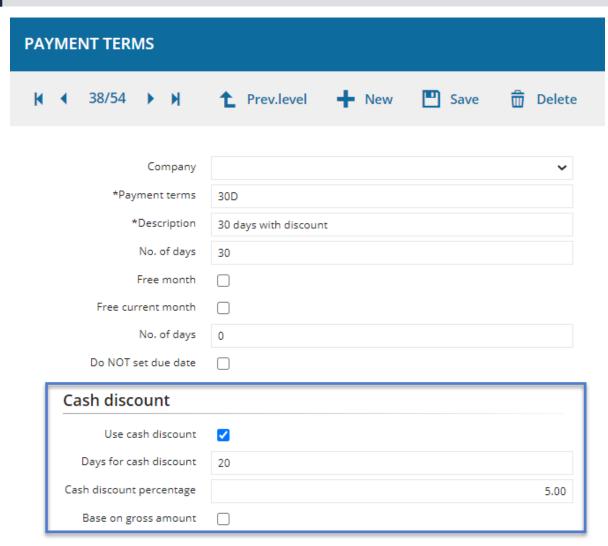




### **Cash Discount**

#### **Process**

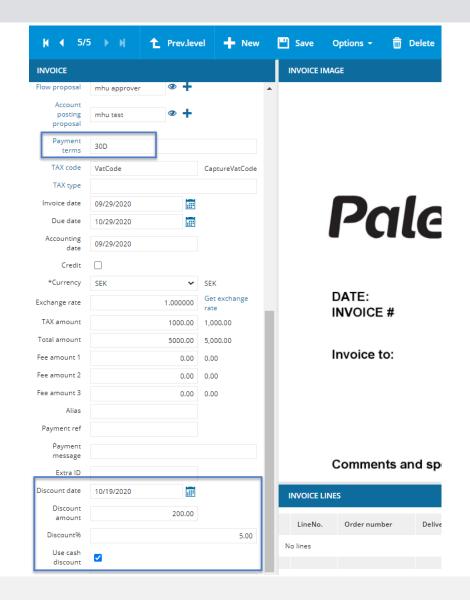
- Payment term is marked with Cash Discount
- Supplier is marked with Use Cash Discount
- Invoice gets a due date but also a date for cash discount based on the payment term



# **Cash Discount**

#### **Process**

- Values for Discount is calculated and visible on invoice in the invoice log
- Payment term can be change to get new due date and new Discount date
- The Discount amount is calculated based on discount % \* the net or gross amount

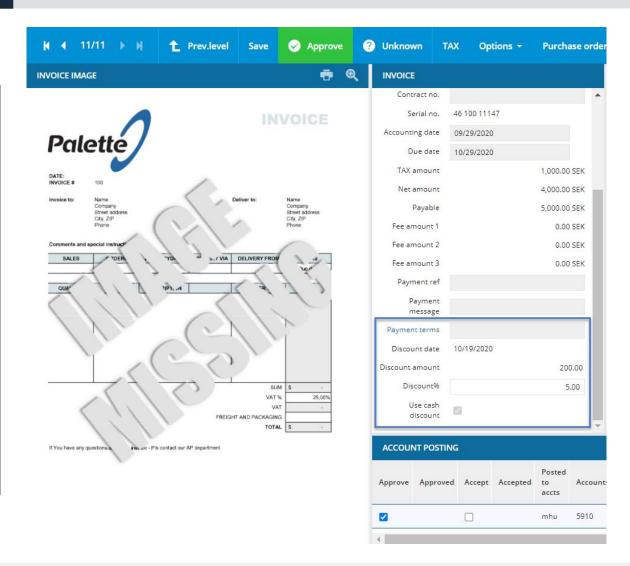




### **Cash Discount**

#### **Process**

- If invoice is approved before discount date, information regarding discount is sent to FRP
- If approval is after discount date, flag use cash discount is removed
- Reminder is sent to role based on discount date to not miss out on discount
- Discount date and amount is visible in reports and views





### **Cash Discount**

New reminder to Role based on the Discount Date

- Same parameter on Role as send reminder X days before Due Date
- Triggers on X days before Discount Date
- Information to Role that Discount soon will pass





No. of documents to process: 1

#### Invoices to process

Vendor	Discount Date	Comments	Amount	Currency
100% Rent Vatten AB	10/02/2020	Discount date will soon pass	1,250.00	SEK
			1,250.00 SEK	

Log in to PaletteArena

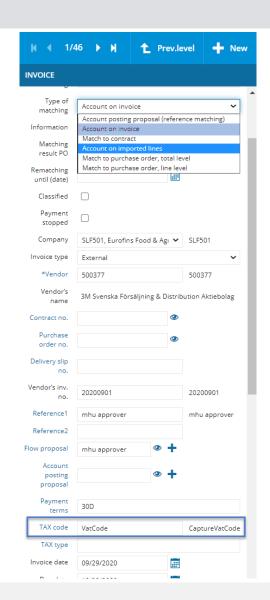
**Palette**Arena



# **VAT handling**

Capture VAT code on invoice

- New filed in invoice log for VAT code
- Possible to get a VAT code from captured invoice
- If Type of matching is
  - Account on Invoice
  - Account on imported lines
- VAT code will be set on the posting line/lines
- If VAT code is the ONLY posting information we get, no account or dimensions, then it will not be used
  - Type of matching will then be Reference matching





Distribution type

Export calculated VAT amount on cost lines

## Possibility to use Distribution type in Palette

In the ERP system Distribution Types are often used. In Palette we have earlier sent over dates that have been converted to a distribution type when the invoice is imported. Now we are releasing the possibility to also work with Distribution Types in Palette.

- Distribution types are maintained in Palette
- Parameter on Company what method that will be used.
  - Distribute by Date (old)
  - Distribute by Distribution Type (new)
- A new dialog when using distribution type
- Distribution information is sent to Queue tables to be imported into FRP

If the new feature is to be used, it must be supported in the Integration. Please contact your Palette Consultant Company and ask if it is possible or not in your set up.

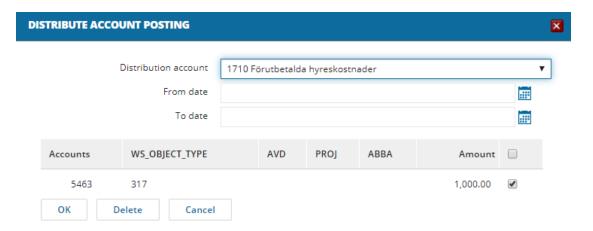
DISTRIBUTION TYPE 3/3 SLF501, Eurofins Food & Agro Testing Sweden AB \*Distribution type 3 month \*Distribution type name 3 month distribution Group1 Group2 Group3 Distribute by distribution type Distribute by date Distribute by distribution type DISTRIBUTE ACCOUNT POSTING Distribute by distribution type From date 04/15/2020 Accounts AVD ABBA Amount test1 2442 50.00 2442 50.00 2620 12.00 OK Delete Cancel



## Possibility to use Distribution type

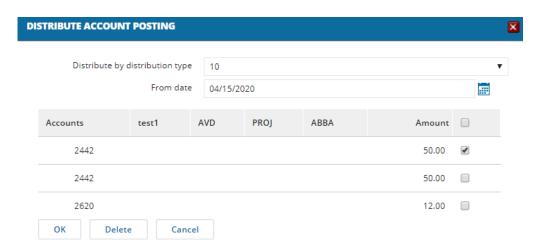
#### Old functionality

- Select distribution account
- Select From and To date
- What lines that should be distributed



#### New functionality

- Select a Distribution type from list
- Select a From date.
- What lines that should be distributed

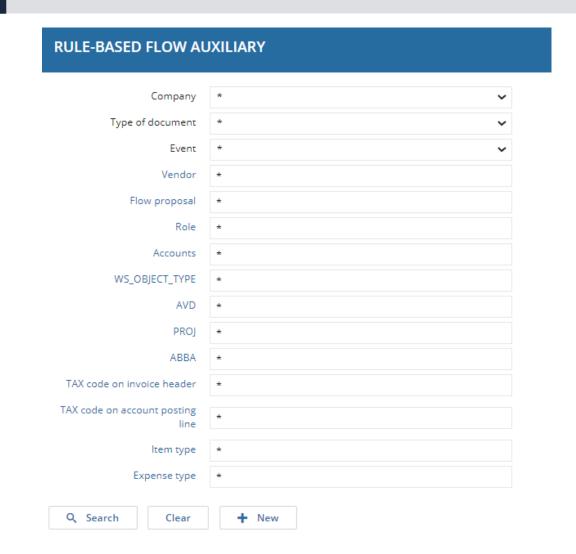




# **Rule-based Flow Auxiliary** (2020-3)

The Rule-based Flow Auxiliary is a way in Palette to add roles and flow proposals to invoices, requisitions, budgets and expenses based on rules and at different trigger points. In this version we have added new functionality to make it more flexible

- New event to trigger the rules
- Added values to create rules on

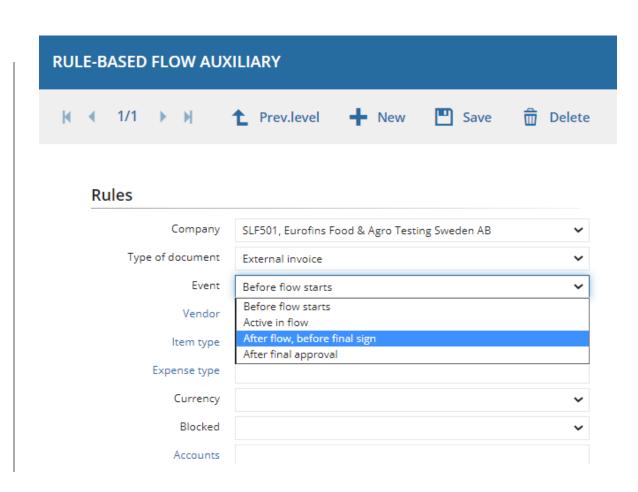




# **Rule-based Flow Auxiliary** (2020-3)

- New event in when to trigger a rule that is set up
- Only used for Type of document External and Internal Invoices
- After flow, before final signing
- The role/flow will be added after last role in the flow signs, but before Palette does the final control of the transaction

This can be used if for example Finance wants to add a VAT posting in the end after the invoice is finally approved and posted. And then we can't do the controls like that the entire amount is booked.



News 2020



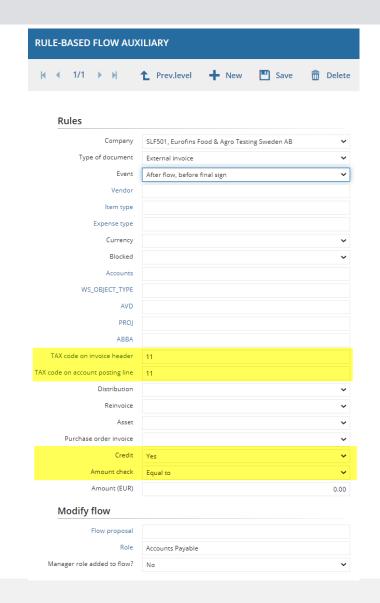
Budget Buyer Contract PO matching Invoice Document Admin Master Other

# **Rule-based Flow Auxiliary** (2020-3)

New values to trigger a rule

- VAT code in the header
- VAT code on the posting lines
- Credit invoices
- Amount Equal to

Used for example to catch invoices booked with wrong VAT code for an account or supplier. To capture 0 amount invoices.



News 2020



Budget Buyer Contract PO matching Invoice Document Admin Master Other

# **Extended Supplier Identification** (2020-3)

- Extended functionality for how to identify Supplier
- Possible to use more fields for identification
- Configurable on company level
- Will be used if no or more than one supplier was found with "standard" identification method

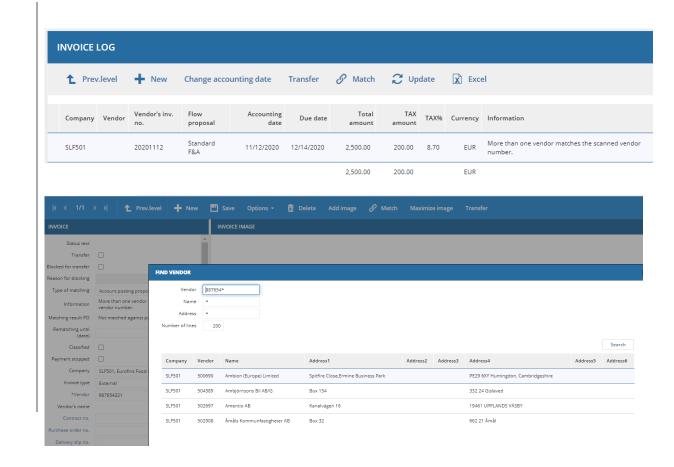




#### **Extended Supplier Identification** (2020-3)

#### Standard identification

- The standard search to identify the correct supplier is taking the field Supplier from the Invoice and compare it with all the following fields in one search:
- Supplier.Supplier
- Supplier.VatNo
- Supplier.CorporateIdentityNo
- Supplier.Iban
- Supplier.Ean
- SupplierBankAccount.BankAcccount





### **Extended Supplier Identification** (2020-3)

Setting up Extended Supplier Identification

- On the company you configure a Supplier Identification Expression
- The criterion is a semicolon (;) separated string where each criterion will have one or several values for supplier and Invoice comparison.
- The pattern in the field will look like this. [Field on the supplier]=[Field on the invoice];[Field on the suppler]=[Field on the invoice]. The separator is ';' (semicolon)

Pattern to find a Supplier from an invoice in the invoice queue

supplier=supplier;group1=group1

Example patterns	Fields compared
Group1=Group2	Received value in invoice group field 2 will be searched for in supplier group field 1
SupplierBankAccount.BankAccount= Group2	Received value in invoice group field 2 will be searched for in table SupplierBankAccount and field BankAccount
CONCAT(Supplier.Group1,':',Supplier.Group2) =Group3	Received value in invoice group 3 field will be searched for by combining 2 group field values. In this case, values in Group1 and Group2 on supplier separated by a colon (:).  Ex. Value1:Value2
Group1=Group2; SupplierBankAccount.BankAccount= Group2; CONCAT(Supplier.group1,':',supplier.group2)=group3	Received value in invoice group 3 field will be searched for by combining 2 group field values. In this case, values in Group1 and Group2 on supplier separated by a colon (:).  Ex. Value1:Value2



### **Extended Supplier Identification** (2020-3)

#### Values used on the supplier

- Supplier (Supplier.Supplier)
- VatNo (Supplier.VatNo)
- CorporateIdentityNo (Supplier.CorporateIdentityNo)
- Iban (Supplier.Iban)
- Ean (Supplier.Ean)
- BankAccount (sub table SupplierBankAccount.Account)
- Group1 (Supplier.Group1)
- Group2 (Supplier.Group2)
- Group2 (Supplier.Group3)

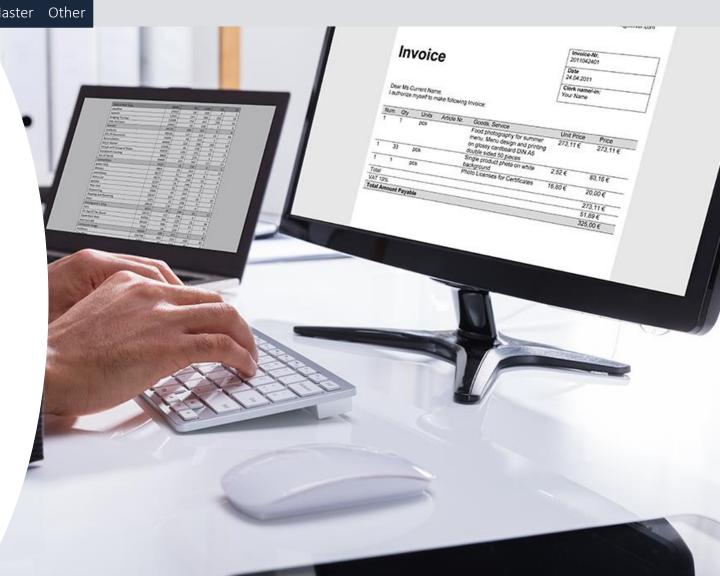
#### Values used from the invoice

- Supplier (InvoiceCapture.Supplier)
- ExtraID (InvoiceCapture.ExtraID)
- Group1 (InvoiceCapture.Group1)
- Group2 (InvoiceCapture.Group2)
- Group3 (InvoiceCapture.Group3)
- Group4 (InvoiceCapture.Group4)
- Group5 (InvoiceCapture.Group5)
- Group6 (InvoiceCapture.Group6)
- SupplierBankAccount (InvoiceCapture.SupplierBankAccount)



#### **PaletteInvoice**

- Set captured reference as posting
- Use default values in posting
- Change posting in invoice log
- Information from log transferred to invoice
- Update status of an invoice in Palette
- Create posting in Excel





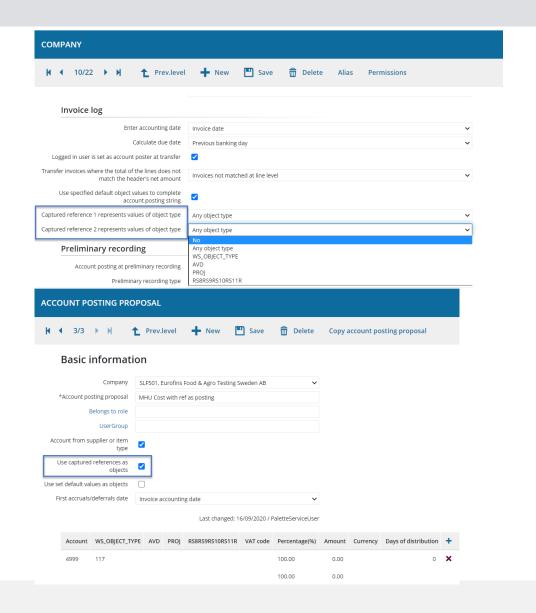
# **Captured value as posting**

When invoice arrives with a value in the reference filed it will be used to do reference match to identify flow and posting.

Step two. Palette will also see if the value is a valid and "approved" object. If that is, the value will be set as a part of the posting.

Can be used on all object types.

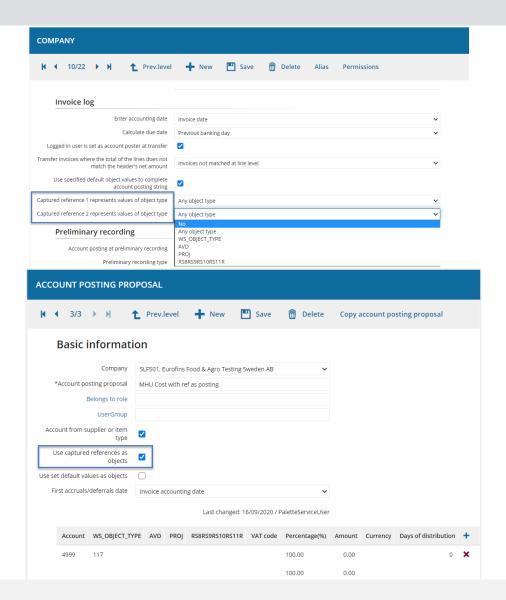
Will make it easier for customers to do automatic postings.



# **Captured value as posting**

Posting set based on the information that is captured in the reference field

- Settings on Company
  - Captured reference 1 used as object
  - Captured reference 2 used as object
- Settings in Posting Proposals
  - Use captured reference as object
    - When mandatory or optional



# Default value as posting

When invoice arrives to Palette they will get a posting proposal. If the proposal doesn't have all values needed, Palette will add more based on default values.

Also used when importing posting on invoice (header or line).

If a value that is mandatory is missing, Palette will add it based on default values.

Default values for **objects** can be fetched from:

- Reference1
- 2. Reference2
- Supplier
- Account
- Object

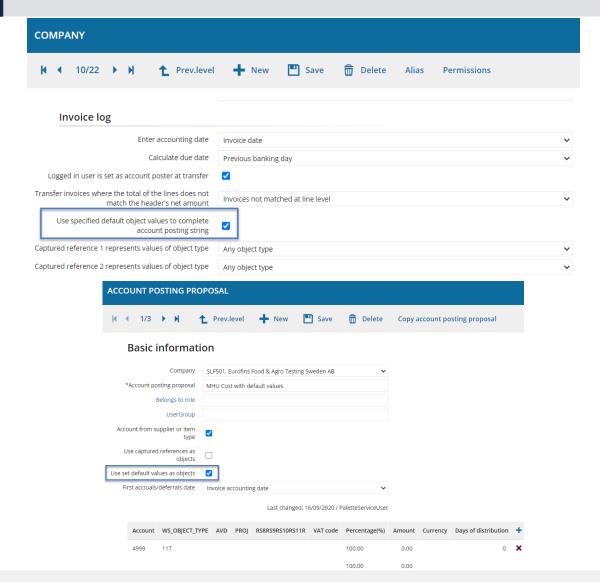
**Accounts** can also be fetched but only from supplier and only when match type = Account on Invoice or Account on imported lines



### Default value as posting

Posting set based on default values in Palette when using Match type reference matching

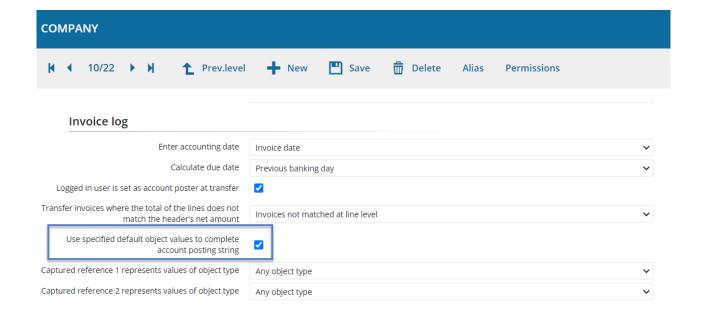
- Settings on Company
  - Use default object values to complete the posting
- Settings in Posting Proposals
  - Set default values as object
    - When mandatory or optional



#### Default value as posting

Posting set based on default values in Palette when using Match type Posting on invoice and lines

- Settings on Company
  - Use default object values to complete the posting
- Supplier sends posting information on invoice header or lines
- Palette creates posting lines





# Default value as posting

There are default values to pick for the Objects on

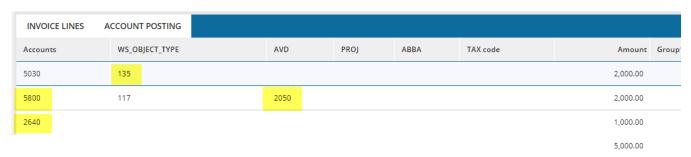
- Reference1
- Reference2
- Supplier
- Account
- Object

And Default **Account** is to be picked from the Supplier

#### Values from InvoiceLineQueue

⊞ Re	esults 🚹 Messages								
	invoicelinequeu	Descripti	Account	Obje	Obje	Obje	Number	Price	amount
1	7752	service	5030	NULL	NULL	NULL	1.000000	2000.000000	2000.00
2	7753	service	NULL	117	NULL	NULL	1.000000	2000.000000	2000.00

#### Values visible in InvoiceLog.

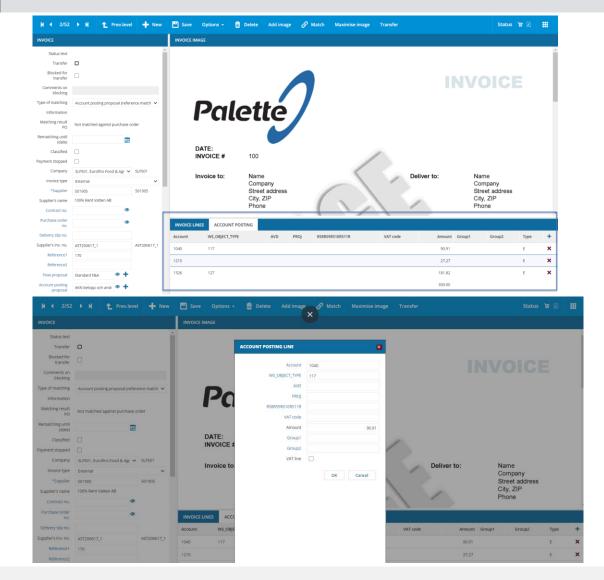




#### **Change posting in Invoice Log**

Added functionality to update and create posting lines in the Invoice Log

- New Tab Account Posting
- Change values
- Add new line
- Validation done on Save
- ✓ If a Rematch is Done, the posting will be changed
- ✓ If a new Posting proposal is selected, the posting will be changed

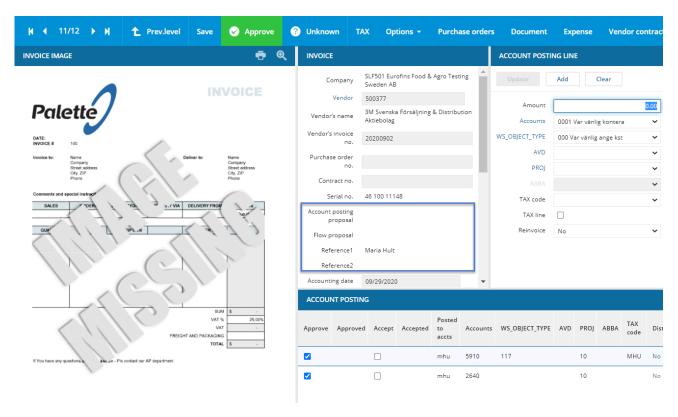




#### **Information from Invoice Log** transferred to Invoice

Some new fields are added in the header of the invoice. The information comes from the invoice log

- New values in Invoice detail and More
  - Reference 1
  - Reference 2
  - Account Posting Proposal
  - Flow Proposal
- Also possible to search on all in report Show Invoice

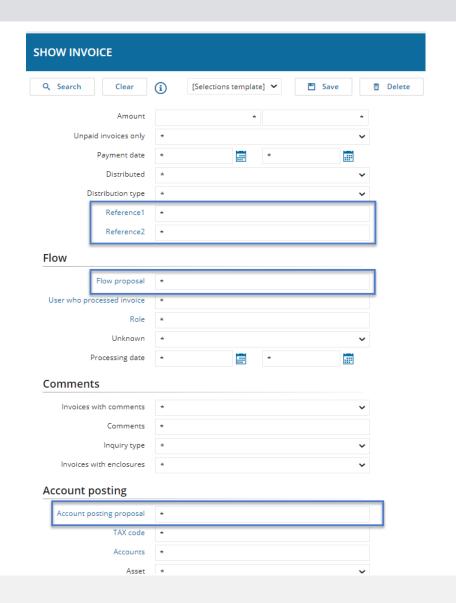




#### **Information from Invoice Log** transferred to Invoice

Some more filed is added in the header of the invoice. The information is set based on the information set in the invoice log

- New values i Invoice detail and More
  - Reference 1
  - Reference 2
  - Account Posting Proposal
  - Flow Proposal
- Also possible to serach on all in report Show Invoice



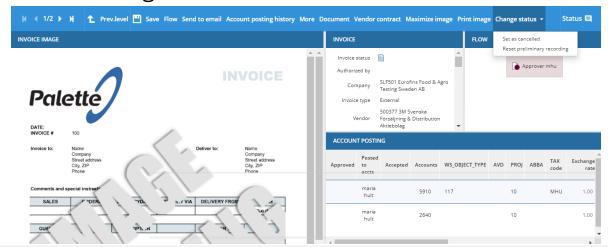


#### Change status of an invoice (2020-3)

Via report Show Invoice, it is possible to change status of an invoice.

This is a replacement for the Integration-Fix-Tool that is used today It will make it possible to do "Self support", when for example an invoice is stuck between Palette and ERP.

- Search for an invoice is Show invoice report
- New menu in the invoice detail
- Different updates available depending on status of invoice.
- New permission in permission group if change is allowed



Preliminary recording

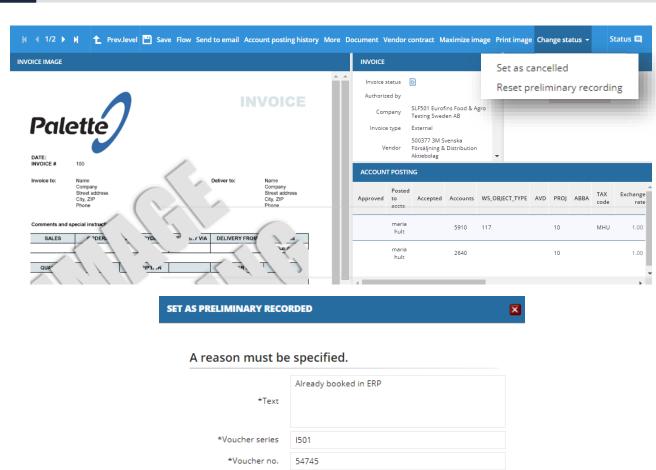
Cancel



Budget Buyer Contract PO matching Invoice Document Admin Master Other

# Change status of an invoice (2020-3)

- What invoices can be updated?
  - Active
  - Recorded
  - Cancelled
  - Ready for recording
  - Ready for cancelation
- Different options depending on status



11/01/2020

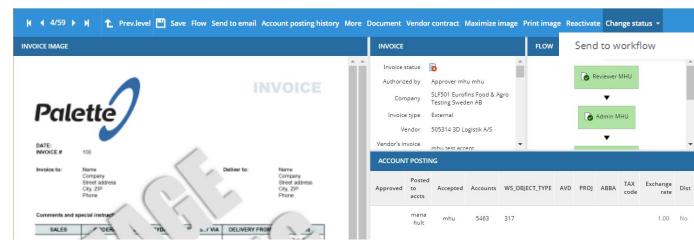
News 2020

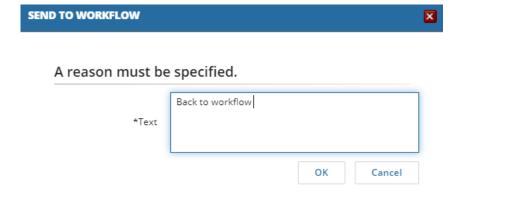


Budget Buyer Contract PO matching Invoice Document Admin Master Other

#### Change status of an invoice (2020-3)

- Options available for update
  - Set as Recorded
    - Will update invoice to status recorded
  - Set as Cancelled
    - Changes status directly to cancelled without sending to ERP
  - Reset Preliminary recording
    - Will update invoice to status preliminary recorded
  - Send to Workflow
    - Will move the invoice to that role







# Change status of an invoice (2020-3)

Status/Operation	Set as prel recorded	Remove prel recording	Final recorded	Cancelled	Activate in flow
Active	X	X		X	
Recorded				X	X
Cancelled					X
For recording			X	X	X
For cancelation			X	X	X

SET AS PRELIMINARY RECORDED

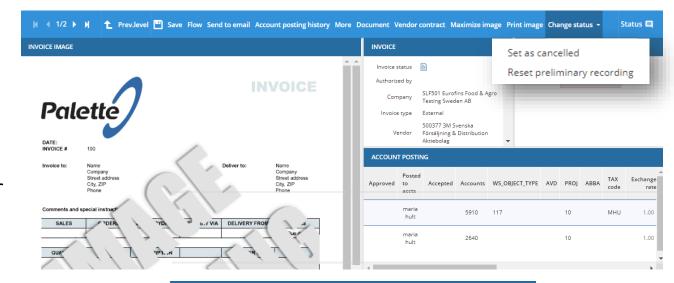
Cancel



Budget Buyer Contract PO matching Invoice Document Admin Master Other

#### Change status of an invoice (2020-3)

- All updates will require a comment
- Some updates will require to fill in voucher information from ERP system
  - Voucher series
  - Voucher number
- Some updates will also have a date that can be entered



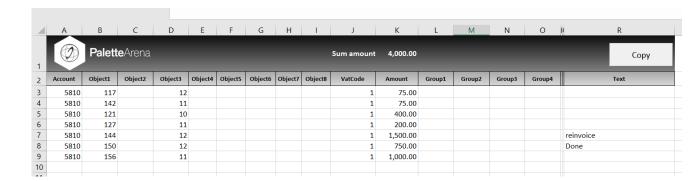
A reason must be	e specified.
	Already booked in ERP
*Text	
*Voucher series	1501
*Voucher no.	54745
Preliminary recording date	11/01/2020

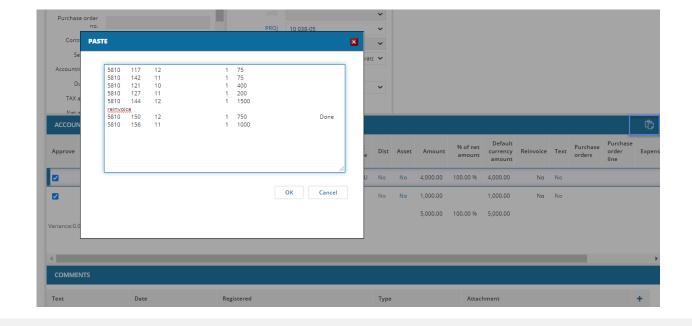


### **Posting done in Excel**

Possibility to create and copy posting from Excel

- A specific Excel tool released
- Create posting in Excel
  - Copy
- Paste into Palette
  - Control done that posting is valid

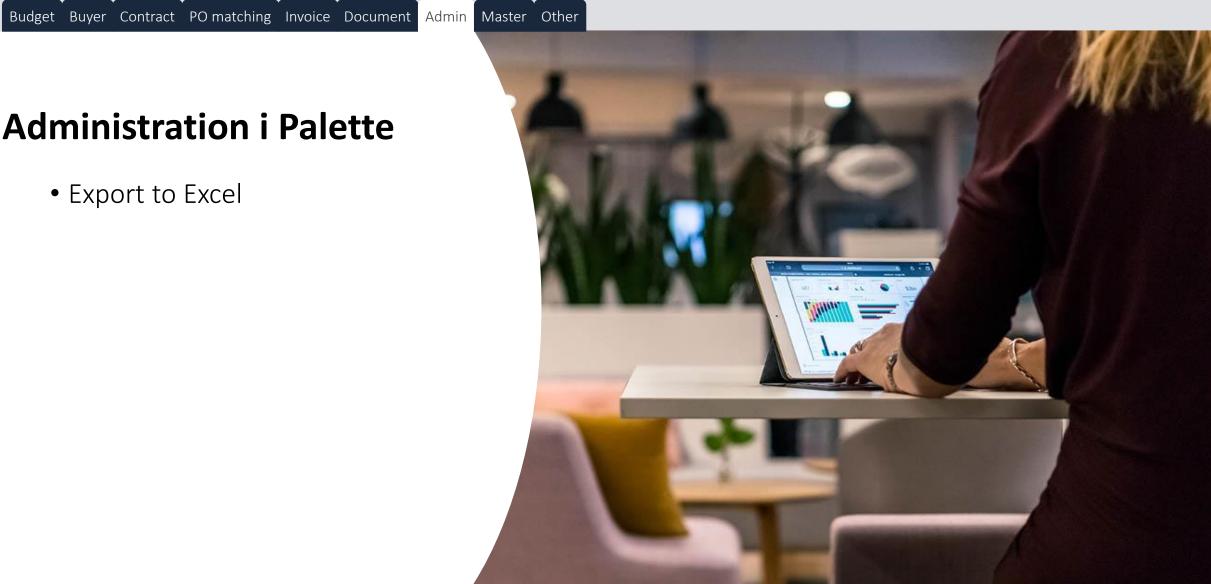






#### **Administration i Palette**

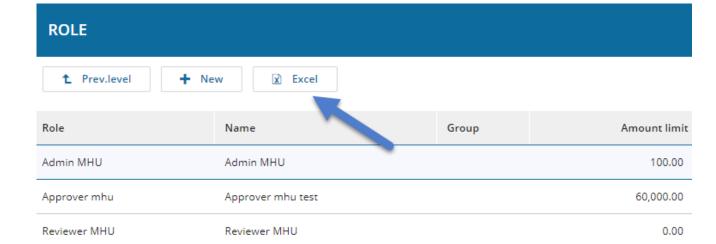
• Export to Excel





#### **Export to Excel**

- Export to Excel is implemented to
  - Register
  - Admin views
  - System Logs
- Same functionality that are available in reports
- An Excel button will be visible if the result can be exported
- Only the selected result is exported







#### **Export to Excel**

- Register
  - Suppliers
  - Accounts
  - Objects
- Admin views
  - User
  - Role
  - Account Posting Proposals
  - Flow Proposals
  - Purchase Order Delivery

- System logs
  - User
  - Role
  - Role Permission
  - Logins
  - Contract
  - Invoice Changes
  - Invoice Flow Changes



# **Example of Export to Excel of Role and Flow Proposal**

	Α	В	С	D	Е	F	G	Н	1	J	K	L	M	N	О
1	Role	Name	User grou	Active	Authoriza	New auth	New auth	Can be in	Role admi	Manager	Role supe	Send rem	Transfer i	Send rem	Send r
2	Admin MH	Admin MH		Yes	100	0		Yes		Finans Di	r AKN-Right	0	1	1	0
3	Approver r	Approver r		Yes	60000	75000	mhu	Yes		Finans Di	r	0	0	0	0
4	Reviewer I	Reviewer I		Yes	0	0		Yes		Approver	r	0	0	0	0
5															
6															
7															

	Α	В	С	D	Е	F	G	Н	1	J
1	Company	Flow proposal	Type of de	User grou	Account p	Modify flo	Modify flo	Manager	Last chan	Last char
2	Role	Order								
3	20	MHU	1		Standard			Yes	03/06/2019	mhu
4	Reviewer MHU	0								
5	SLF501	MHU	1		Aga Gas -			Yes	04/06/2019	mhu
6	Reviewer MHU	0								
7	SLF501	mhu approver	1		mhu test			Yes	03/04/2020	mhu
8	Approver mhu	0								
9	SLF502	MHU	1		Academic			Yes	02/04/2019	mhu
10	Reviewer MHU	0								
11	Approver mhu	1								
12	Admin MHU	2								
13										

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Budget Buyer Contract PO matching Invoice Document Admin Master Other

#### Other news

- Palette Utilities
  - PaletteExpress upgraded





# **Utilities – Palette Express Item Import**

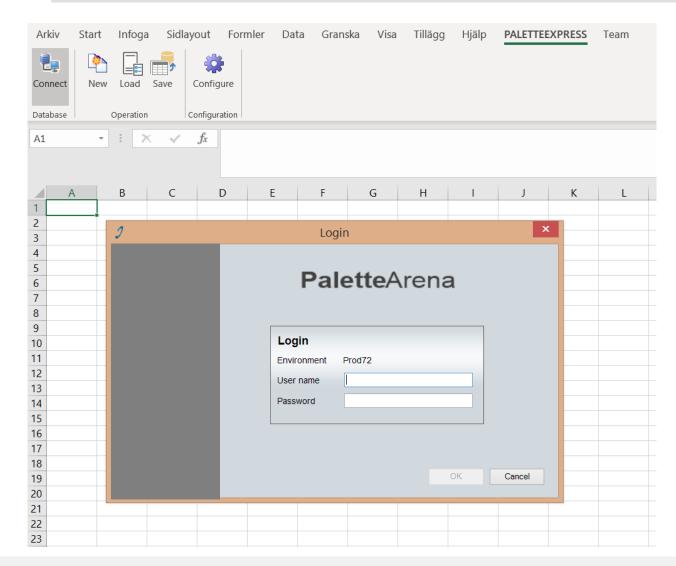
PaletteExpress is a tool that is used to maintain Items and Item types in PaletteBuyer.

Built as an Excel add on

Connect to the database and load data direct from Palettes tables

Change the data and add new data.

Upload the changes





#### **Utilities – Palette Express Item Import**

#### PaletteExpress

- The fields are renamed so they have same name as in the product
- New fields added
- Possibility to link Item type to Supplier
  - Use semicolon to separate if more than one supplier,
- Set permission on Role to the item type
  - Adding, not removing
  - Use semicolon to separate.
  - Possible to use \* as value or part of value



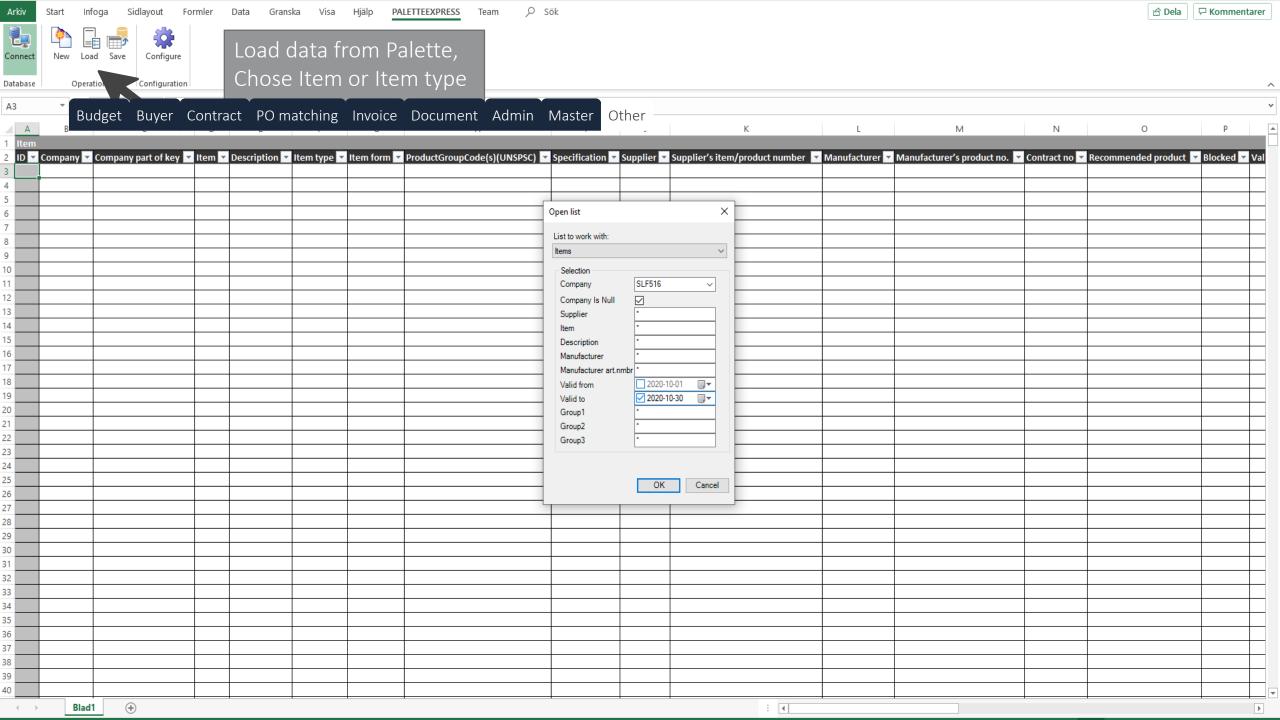
#### **Palette Express**

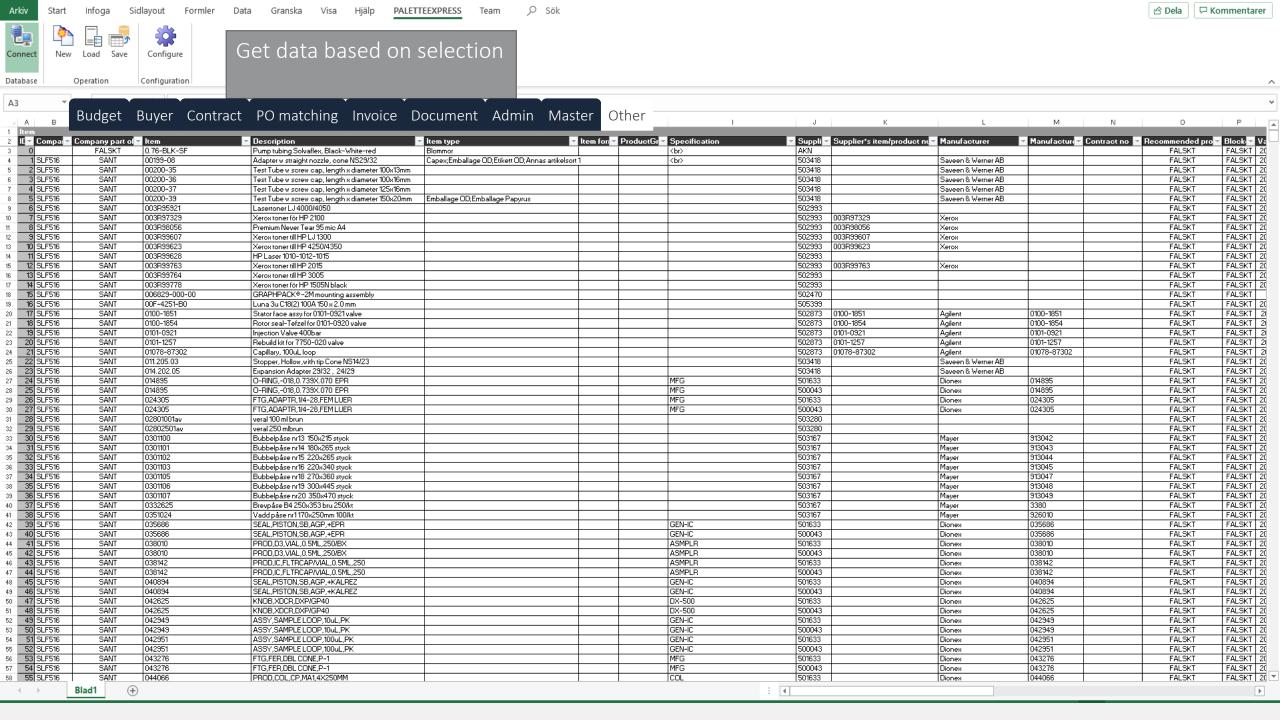
New fields in Item Type

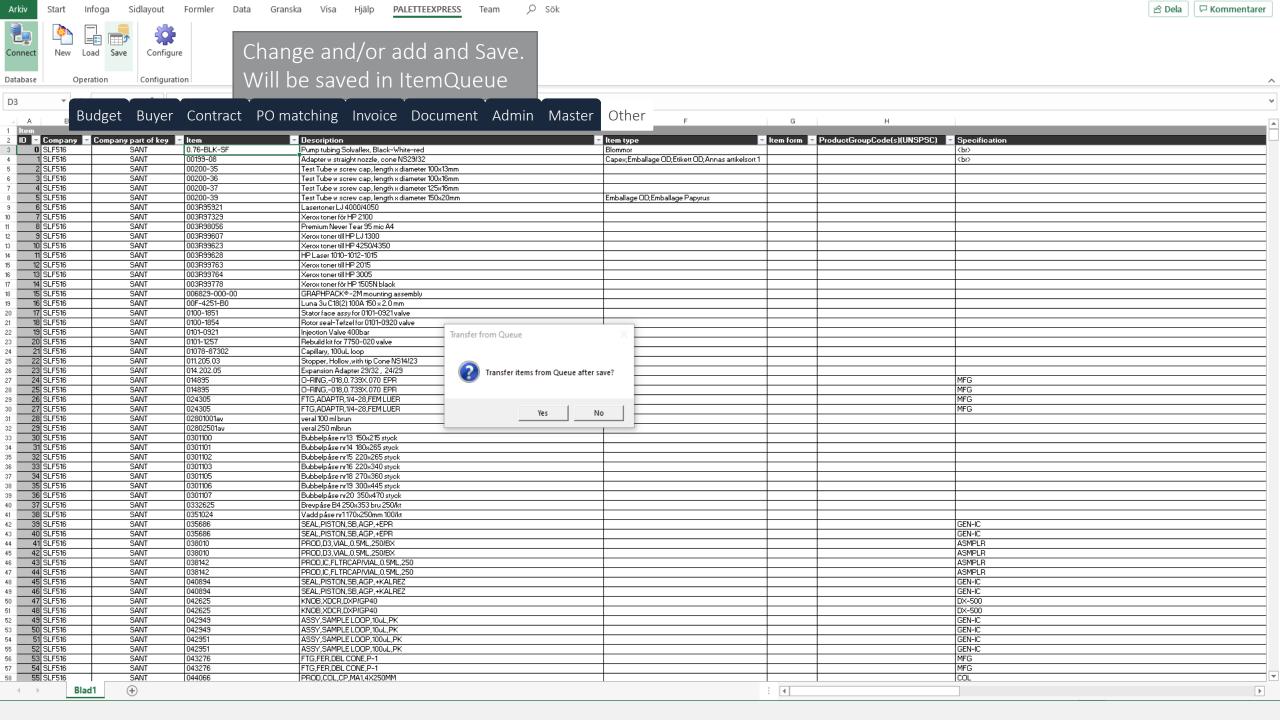
- Item form
- Matching method
- Available for free-text requisitions
- Advisory role 1-3
- Product group name
- Link to supplier
- Role permission

New fields in Item

Item form

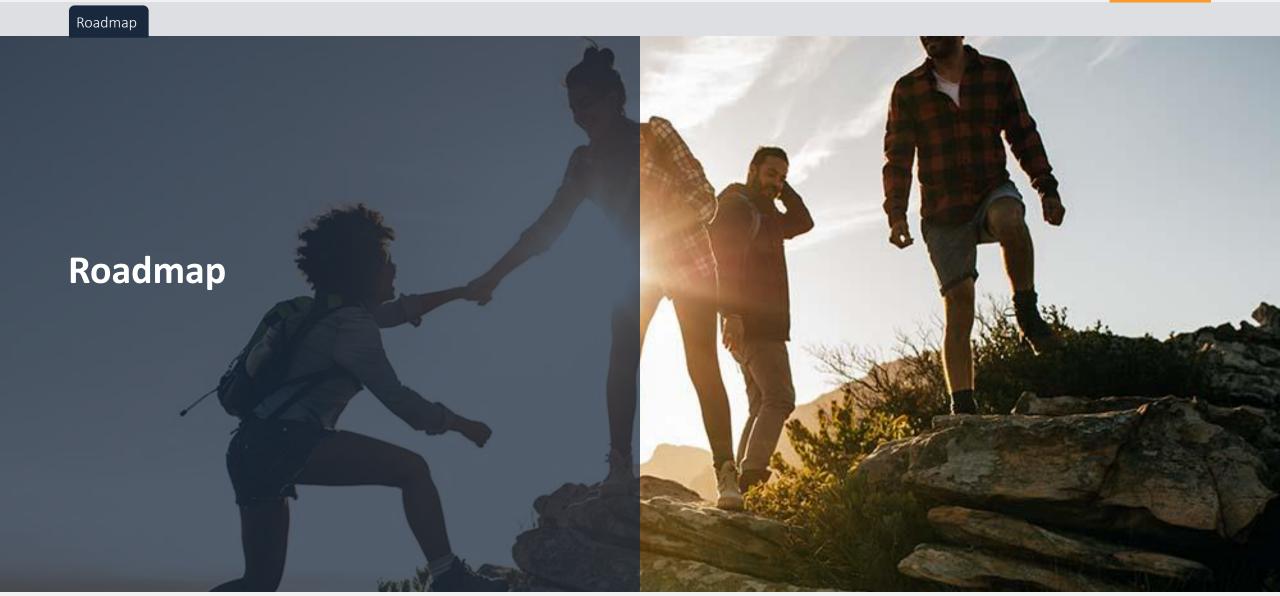






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Roadmap

### Roadmap

- The objective is that all customers uses the standard product.
  - o Implement common adaption as standard functionality
  - New scripting capabilities
- Process improvements, shortcuts and KPIs
- New functionality for Reject invoice
- Improved SSO capabilities in Palette Online for example with Azure AD
- Enable Machine Learning in the Online service



