

The logo features a stylized blue 'X' icon to the left of the word 'Keppo' in a white, bold, sans-serif font. The background is a dark blue with a subtle geometric pattern of overlapping triangles.

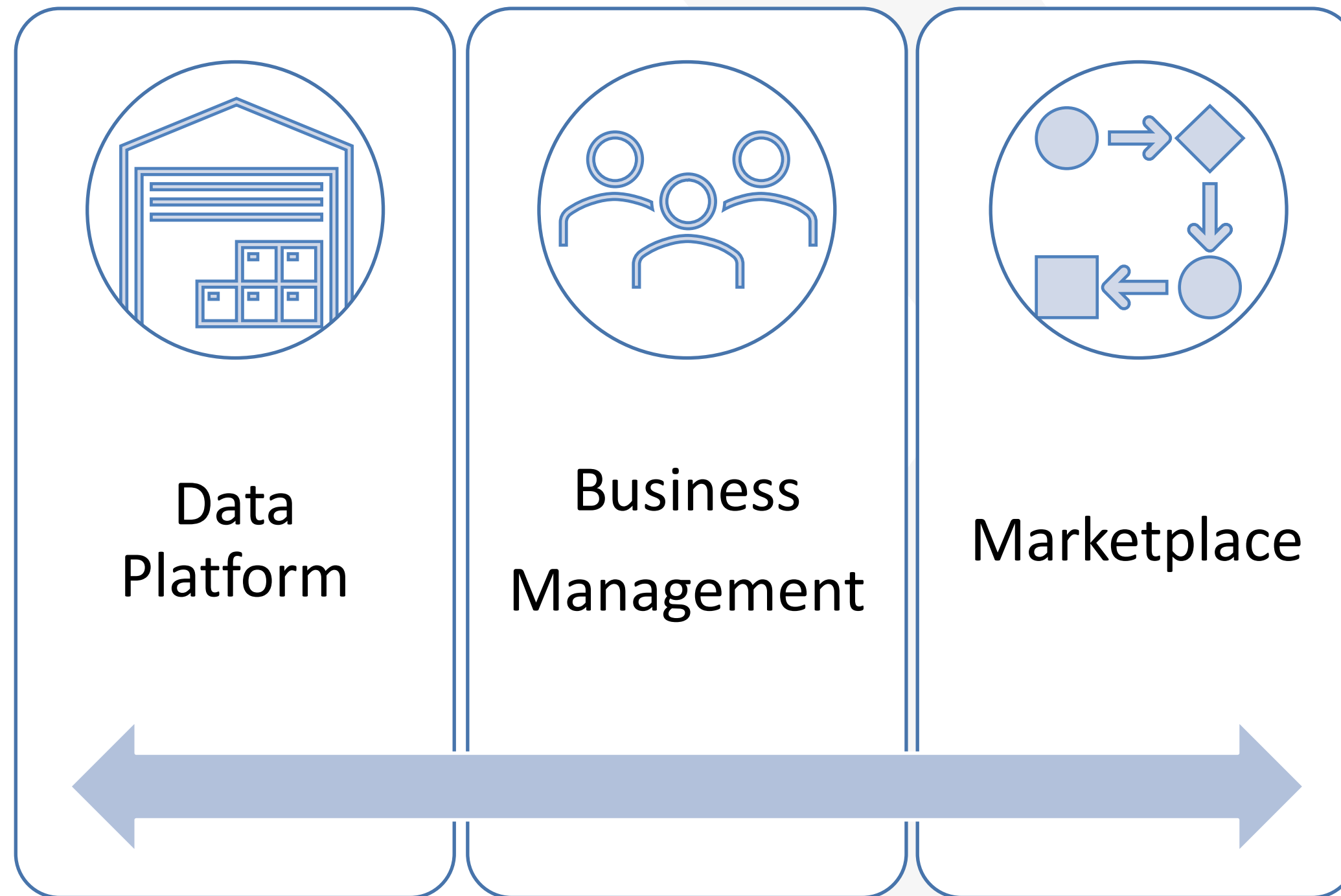
Keppo

KNOW > RUN > GROW

Agenda for Product Update

Product Update
Q3 in Review
Q4 roadmap

The ultimate solution to your Tech Stack Dilemma.



Your Client Data Platform

- ☐ Store valuable client data in your very own MS Azure-based service
- ☐ Specifically designed for the accounting & financial services industry
- ☐ Controlled and managed by you
- ☐ Freedom to connect with your partners and solutions of choice
- ☐ 20+ purpose-built integrations
- ☐ Open API's

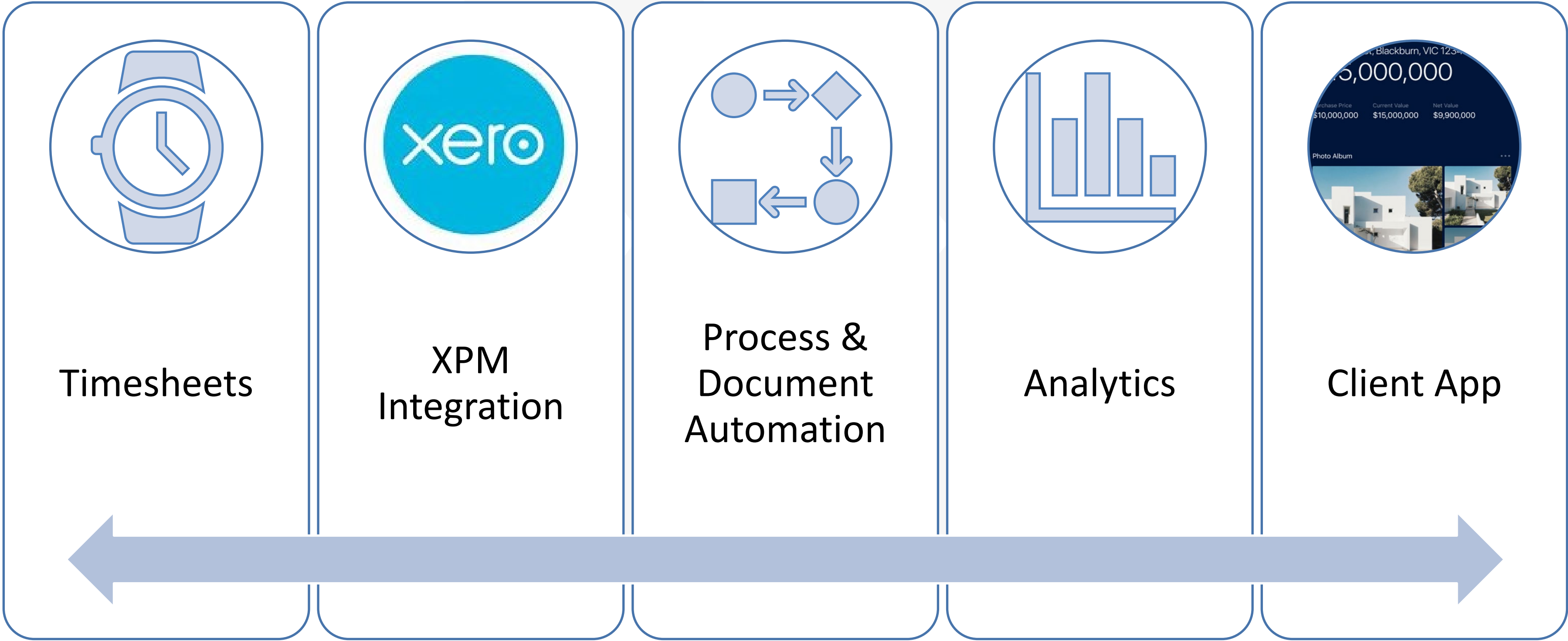
Business Management Solutions

- ☐ Simplify your world by running your core Practice management practices within your data platform
- ☐ CRM tools to engage and manage your client relationships
- ☐ Realise efficiencies through process and document automations
- ☐ Real time data analytics

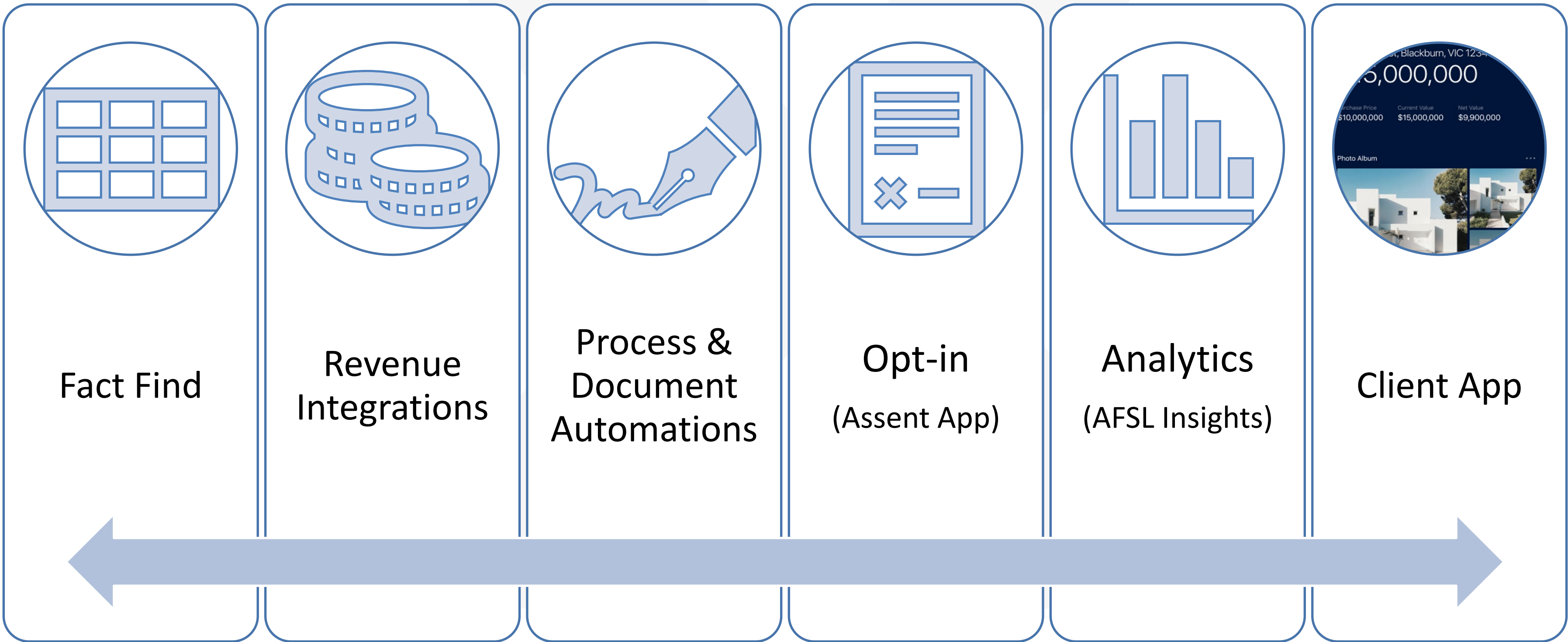
Marketplace^(3rd Party Specialist Solutions)

- ☐ Productivity tools
- ☐ Wealth
- ☐ Accounting
- ☐ Lending

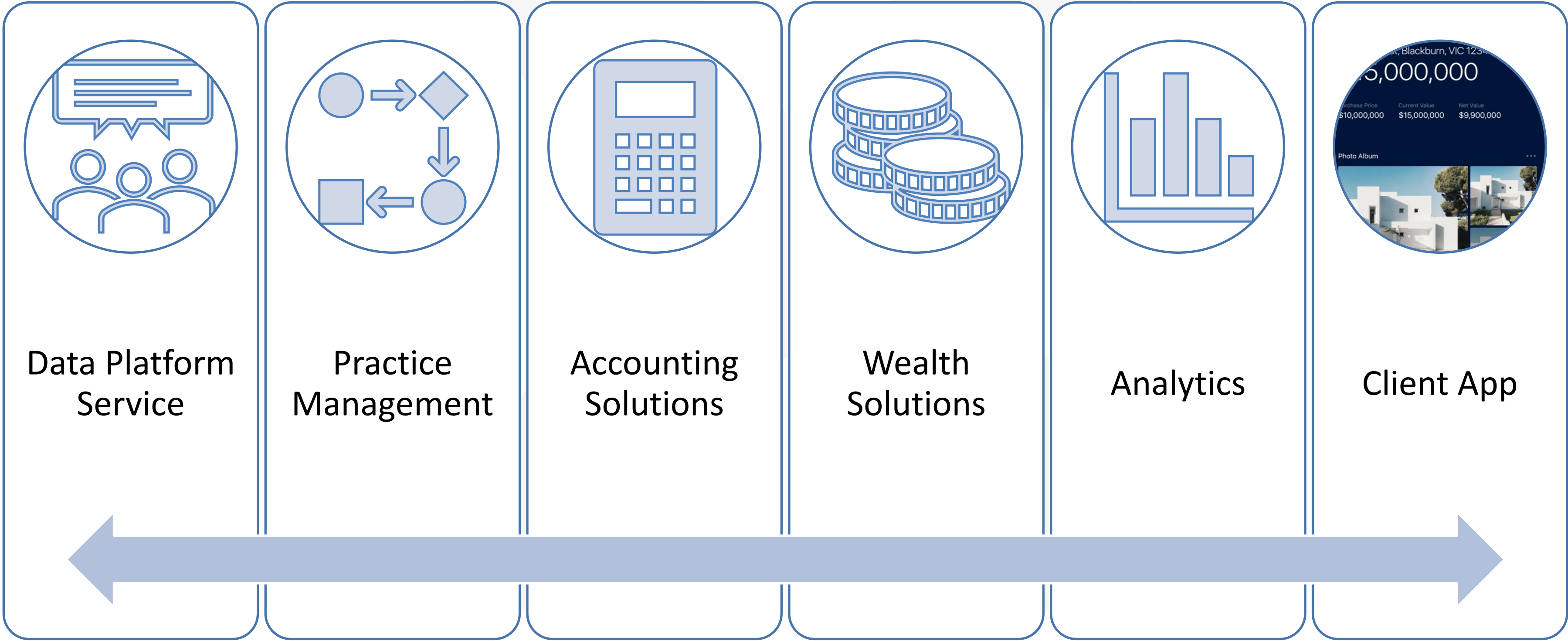
for Accountants...



for Wealth Advisers



for Integrated Practices...



Platform Packs

- Re-packaged in line with recent and upcoming new features
- Client Success team
- Best Practice Kits
- Sync Services
 - SharePoint / Email / Formstack Editor
 - XPLAN (Fact Find)
 - XPM/WorkflowMax (Jobs and Time)
- **Connect+** pack to support existing Practices

	Connect \$195 (\$2,000 Setup)	Connect+ \$195	Integrate \$495 (\$3,000 Setup)	Collaborate \$895 (\$4,000 Setup)
Features	Start small aim big	For existing clients.	Most Popular	Big data
Dedicated Xeppo instance	✓	✓	✓	✓
Best Practice Kits	✓	✓	✓	✓
Admin & Data Management tools	✓	✓	✓	✓
Support Centre	✓	✓	✓	✓
Customer Success Manager			✓	✓
Platform Services				
API Gateways	✓	✓	✓	✓
On-Premise Connectors			✓	✓
Business Integration Suite	✓	✓	✓	✓
Integration Sync Services			1	2
Includes				
Connectors	2	2	4	6
Merge Document Allowance	NIL	200	200	500
Users logins Included	NIL	NIL	NIL	NIL

Professional User License

- Includes major new features in the 2021 roadmap
 - Fact Find
 - Timesheets
 - Document automation (Formstack Documents)
- Will include Admin User
- Practice can mix and match Standard and Professional
- Introductory offer for existing practice of \$69/mo
- Early adopters program available now – let us know if you want to participate (support@xeppo.com.au)

Standard \$49	Professional \$79	Professional+ \$69
What's included? <ul style="list-style-type: none">✓ Clients and Groups✓ Sales App✓ Marketing App✓ Activities App✓ Documents App✓ Rankings✓ Tags✓ Support Portal	What's included? <ul style="list-style-type: none">✓ Everything from Standard✓ Matching & Grouping Tools✓ Data Discrepancies✓ Fact Find✓ Document Merge✓ Networth App✓ Timesheets <i>Volume discounts apply.</i>	What's included? <ul style="list-style-type: none">✓ Everything from Standard✓ Matching & Grouping Tools✓ Data Discrepancies✓ Fact Find✓ Document Merge✓ Networth App✓ Timesheets <i>Volume discounts apply.</i>



Q3 Core Update

Fact Find
Additional Enhancements

Fact Find Update

- Finalised key areas of Data Entry for Individuals
- Related Entities will have the common data entry points as Individuals
- Additional Related Entity sections such as Directors, Share Holders etc will be scoped in 2022
- Added the following data entry tiles in Xeppo:
 - Key Details
 - Cashflow
 - Dependants
 - Social Security

The screenshot displays the 'Fact Find BETA' interface. The top navigation bar includes 'Practice', 'Client', 'Fact Find BETA', 'Dashboards', 'Apps', 'Details', 'Request', 'Time', 'Admin', and 'Connectors'. The main content area is divided into two sections: 'Client Data' and 'Key Firm Contacts'.

Client Data section contains a grid of tiles:

- Key Details**: Empty tile.
- Cashflow**: Empty tile.
- Assets & Liabilities**: Empty tile.
- Insurance**: Empty tile.
- Referrers**: Coming soon.
- Professional Advisers**: Coming soon.
- Dependants**: Empty tile.
- Employment**: Coming soon.
- Superannuation**: Coming soon.
- Pension & Annuities**: Coming soon.
- Health**: Coming soon.
- Social Security**: Empty tile.
- Aged Care**: Coming soon.
- Estate Planning**: Coming soon.

Key Firm Contacts section contains a table of contact information:

Key Firm Contacts	
SMSF Adviser	Jill Brown
Client Adviser	Helpdesk3, Opex
Client Adviser	Helpdesk3, Opex
Adviser	William Bloggs
Accountnant	Sara Smith
Contact	
Home Phone	04441112229
Work Phone	0456789119
Home Mobile	0400 555 666
Work Mobile	0400 555 444
Preferred Email	xeppodemo+test1@gmail.com
Home Email ★	xeppodemo+test1@gmail.com
Work Email ★	xeppodemo2@gmail.com
Other Email ★	tester2@gmail.com
Home Fax	04991234575
Work Fax	08-1414-2134
Address	
Street Address ★	12 Blue Street Testing UAT Springfield SA 5011
Business Address ★	26 Flinder street Adelaide CBD CBD SA 5000
Postal Address ★	PO Box 991 L3, Southbank House LLLLLLL Adelaide SA 5067

Additional Core Enhancements

- Enhanced our Data Discrepancy tool to ignore discrepancies where the area code in a phone number was causing a discrepancy
- When looking at holdings from Financial Planning systems like Xplan, we now show the Investments APIR code on screen and via the *Details > Holdings* menu
- Ability to now activate Professional User license

The screenshot displays the Xeppo demo interface. At the top, the 'Wealth Holdings' section shows a table of assets for 'ABC Superfund'. The table includes columns for Client Name, Asset, Asset Class, Exchange, Units, Subfund, Value, Under Management, and Asset Code. The assets listed are BHP Group Limited and CSL Limited, both Domestic Equity on the ASX exchange. Below this, the 'Xeppo Demo' section shows a breadcrumb trail 'Admin / Users / Xeppo Demo' and tabs for 'Summary', 'Authentication', 'Authorization', and 'Audit'. A blue banner indicates that changes to access permissions will take effect within 15 minutes. The 'Change Role' section allows selecting a user role (Client, Practice, or Practice Admin) with an 'Apply Role' button. The 'Change License' section allows selecting a user license (Standard or Professional) with an 'Apply License' button. The 'Manage Permissions' section at the bottom has tabs for 'Core Capabilities', 'App Capabilities', 'Direct Permissions', and 'Inherited Permissions'.

Client Name	Asset	Asset Class	Exchange	Units	Subfund	Value	Under Management	Asset Code
ABC Superfund	BHP Group Limited	Domestic Equity	ASX	13,262.0000	Shares	\$511,515.34	✓	BHP
ABC Superfund	CSL Limited	Domestic Equity	ASX	2,456.0000	Shares	\$731,077.52	✓	CSL
					Shares	\$499,990.32	✓	QBE
					Shares	\$521,854.02	✓	QAN



Q3 App Enhancements

Time Tracking
SharePoint Integration
Additional App Enhancements

Professional User

Available via new Packs

Time Tracking

- Users now have the ability to track billable and non-billable time in the following areas of Xeppo:
 - Group
 - Client
 - Project
 - Activity
- Users have the ability to add estimated time against an activity and a project
- We have built in time summary screens against the client and group
- We have built the ability for users to search the time tracked through the Activities App

Activity

Time Entry

Add Time

User	Date	Notes	Time	Billable?	
	11/10/2021	Completed ROA for investment switch recommendations	01:30	<input checked="" type="checkbox"/>	Update Cancel
Costa Filippou	04/10/2021	Called client to discuss Investments	00:30	<input checked="" type="checkbox"/>	Edit Delete

1 - 2 of 2 items

25 items per page

David Beckham (2105033) Active

Projects 4 Activities 1

Home / Groups / David Beckham Group / Clients / 1600268

Practice Client Fact Find BETA Dashboards Apps Details Request Time Admin Connectors

Client

- ABC Superfund
- Beckham Investments
- Bob Beckham
- David Beckham

Time Summary

Drag a column header and drop it here to group by that column

User	Date	Attached To	Entity Name	Project Topic	Activity Title	Time	Billable?
Paul Campbell	20/10/2021	Activity	David Beckham	Annual Service Program	Review their portfolio	01:30	<input checked="" type="checkbox"/>
Paul Campbell	13/10/2021	Activity	David Beckham	Accounting - Tax & Accounting + BAS	Work in/Checklist	01:00	<input checked="" type="checkbox"/>
Costa Filippou	11/10/2021	Activity	David Beckham		Redemption Follow Up	01:30	<input checked="" type="checkbox"/>

SharePoint Integration

The screenshot displays the Xepo SharePoint integration interface. It includes a 'SharePoint' header, a 'Connection' tab, and a 'Categorisation' tab. A blue banner states: 'This feature is currently in beta. If you are interested in adopting this feature early please email Xepo Support at support@xepo.com.au.' Below this, the 'Account' section shows 'Connected as tahlia@xepo.com.au' with 'Disconnect' and 'Sync' buttons. The 'Libraries/Folders' section lists 'Adobe Sign', 'Clients', 'Documents' (checked), and 'Xepo Team Site', with a 'Save' button. A red box highlights the 'Documents' selection. The 'Categorisation' tab shows a blue banner: 'SharePoint Documents will be automatically categorised based on the selection below.' Below this, the 'Document Categorisation' section has a dropdown menu with 'Parent Folder' selected, and a list showing 'None' and 'Parent Folder' (highlighted in blue). The bottom section shows the 'Xepo DOCUMENTS' header with 'Documents' and 'Admin' tabs, a search bar, and a user profile 'Costa'. Below this, the 'SharePoint Documents' section has 'Document' and 'Details' tabs, and buttons for 'Upload Documents', 'Save As', 'Views', and 'Actions'. A filter bar shows '[Document - Is SharePoint] [True]' with '58 items'. A table lists document details:

	Download	Entity Name	Entity Type	Document Name	Category	Description	Client Access	Created	SharePoint Path
View		Bob Biggles Group	Group	Letter of Engagement (Adobe Sign) -- 2021-05-24 12_40am.pdf	Signed Agreements			24-May-2021 08:58:14 PM	/XepdemoClients/Documents/Bob Biggles Group (1817211)/Proposals/Signed Agreements

- Now support the ability to synchronise multiple SharePoint sites with Xepo
- Now built in the ability to have the auto-categorisation of document categories switched off
- Within the Documents App list view, you can see the SharePoint Path location for where the document exists
- The following is still on the list to do:
 - Allow more flexible categorisation options
 - More flexible folder linking (ie: through a client group, and also client linking)
 - Better document grouping/filtering/searching options within a Group/Client record
 - Linking Documents to Activities

Additional App Enhancements

Email Integration

- Images embedded in an email that is sent into Xeppo will no longer be automatically saved in the Documents App of the client/group

Marketing App

- Users now have the flexibility to populate the *First Name* field in the Marketing App with additional fields from Xeppo
- You can set the priority of where the data is to be populated from, if the client has that information populated in Xeppo

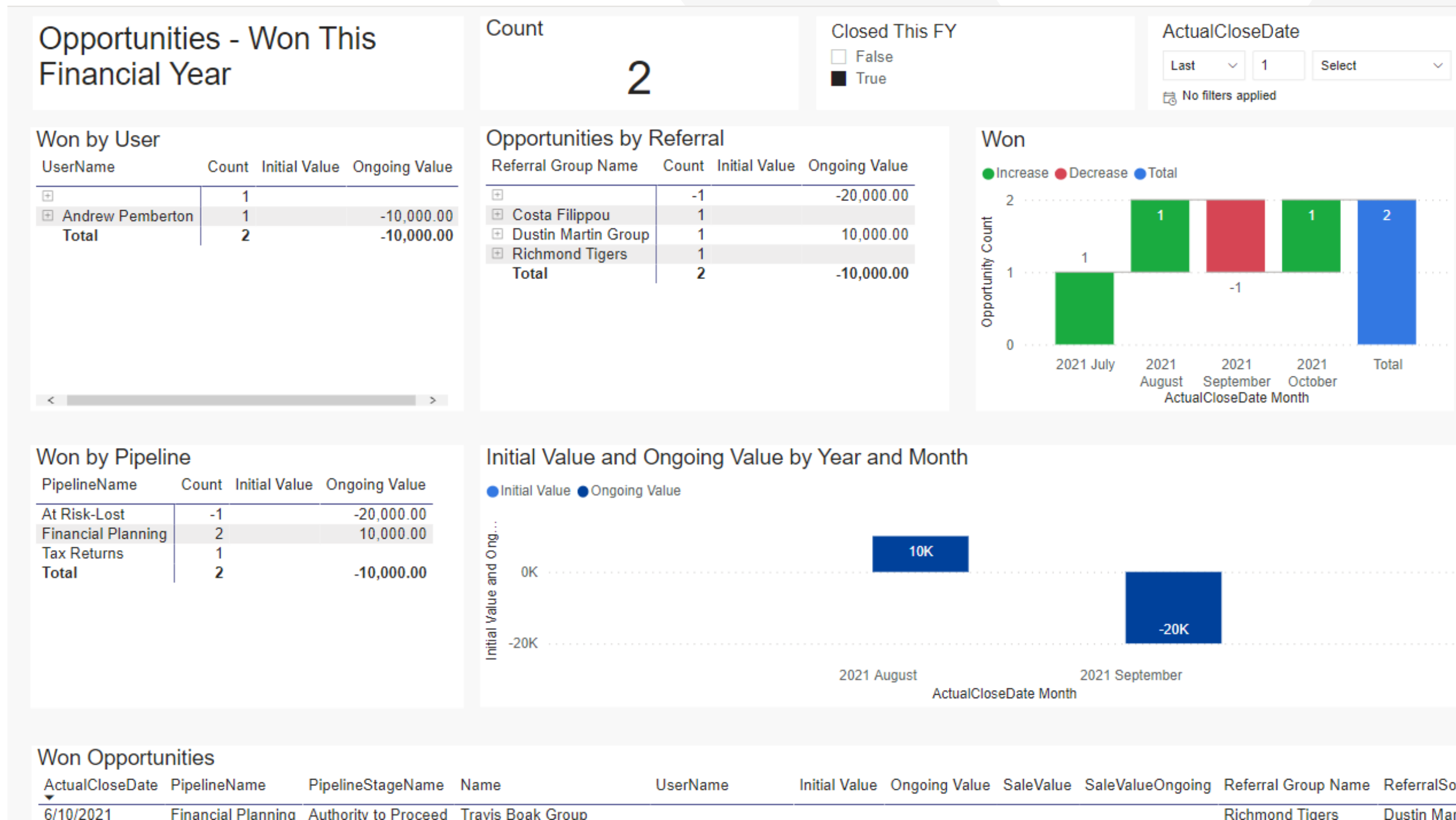
Professional User

Document Merge

- Users now have the ability to select to only Merge documents out of Xeppo and not save them in the Documents App using the *Merge Only* checkbox

The screenshot displays the Xeppo interface with two main sections. The top section, titled 'QA Engineer Group', shows an email integration status 'Completed: 07-Sep-2021 01:51:00 AM' by 'Anu Rana'. A red box highlights a 'Show 4 embedded images' link. Below this, three document thumbnails are visible, each labeled 'anaisha.docx' with a size of 11.7 KB and a timestamp of 07-Sep-2021 12:38:01 PM. The bottom section, titled 'Client Data', contains a note about settings for individuals versus non-individual clients. It features a table with columns for 'Preferred Name' and 'Salutation', and rows for 'Preferred Name', 'First Name', and 'Mail Name'. Below the table, there is a 'Merge Document' section with a 'Document Merge will be saved' button. This section includes dropdowns for 'Choose Template' (set to 'Letter of Engagement (Adobe Sign)') and 'Choose Category' (set to 'Uncategorised'). A red box highlights the 'Merge only' checkbox, which is currently unchecked. Below this, there is a 'Wait For Completion' checkbox, also unchecked. At the bottom right of the 'Merge Document' section is a 'Perform Merge' button.

Xeppo Insights (Power BI)



- Financial Year reports
- Mobile friendly
- Sales App enhancements
 - Financial Year
 - Ability to track/monitor at risk clients
 - Expected vs Actual
- Updates available via Power BI App Store
- Download Power BI App to your SmartPhone!

Support Portal Update

The screenshot displays the Xeppo Support Portal interface. The top navigation bar includes the Xeppo logo, a 'Xeppo Portal Login' button, and a user profile for 'Costa Filippou'. The main content area is divided into two sections: 'Recommended Training Pathways' and 'New in the Support Centre'.

Recommended Training Pathways: This section provides guidance for users starting their Xeppo training. It includes an 'Overview: Training Pathways' section with a sub-link for 'Recommended Training Pathways'. Below this, there are links for 'Admin Training (Setup & Onboarding)', 'Admin Training (Existing Practice)', 'Webinars: Xeppo Admin', and 'Webinars: Xeppo Core'. A 'Training Schedules' section is also visible.

New in the Support Centre: This section keeps users up to date with the latest support content. It includes a 'New Articles' table with columns for Title, Location, and Notes/Overview.

Title	Location	Notes/Overview
SharePoint Overview & FAQ's	Xeppo User Guide > Documents App	Overview of how SharePoint document integration works, benefits of using the feature and answers to frequently asked questions. Added 30 September 2021.
SharePoint Configuration	Admin User Guide > Documents App	Instructions to connect and configure SharePoint integration. Added 30 September 2021.
Managing Income & Expenses against Clients	Xeppo User Guide > Add & Manage Client Details in Xeppo	Viewing, adding and editing income and expenses against clients in Xeppo. Added 8 September 2021.

➤ We have a new *Training and Webinars* section which houses all of the self-paced learning webinars as well as recommended training pathways based on user type and features used in Xeppo

➤ We have added a new *What's New in the Support Centre* section

➤ Used to show the most recent updates and articles in the last 3 months

➤ We have added a new *Best Practice Toolkit* section which will include:

➤ Articles on best practice uses of Xeppo

➤ Will house our Best Practice Toolkit information such as:

➤ *Common Workflows*

➤ *Resource library for coded documents and emails*



Q4

Focus

**Fact Find
Time Tracking
Netwealth Integration
Best Practice Toolkits**

Fact Find

- Data Entry focus for this quarter is:
 - Employment (currently in progress)
 - Assets and Liabilities
 - Aged Care
 - Estate Planning
- Merging Source and Xeppo records
 - Will be looking at how to build the Xeppo interface to merge source data records with Xeppo records as to allow users to manage data in Xeppo and sync data with source systems
- Data Sync with Xplan
 - Existing capabilities + fact find

Professional User

New Service

The screenshot displays the Xeppo software interface. On the left, a sidebar contains a button labeled 'Add Income' and a list of clients with 'Damian Lillard' selected. The main area is divided into two sections. The top section, titled 'Income', contains a form with the following fields: 'Type' (dropdown menu showing 'Type 1'), 'Sub-Type' (dropdown menu showing 'Sub type 1'), 'Additional owners' (text input with 'Select owners...' placeholder), 'Description' (text input), 'Amount' (text input with '\$' prefix), 'Frequency' (dropdown menu showing 'Weekly'), 'Taxable Income' (checkbox, currently unchecked), and 'Gross' (checkbox, currently checked). The bottom section, titled 'Cashflow for Damian Lillard', features a table with columns 'Client', 'Income', 'Expenses', and 'Net Income'. The table contains one row for 'Damian Lillard' with values '\$15.00', '\$5.00', and '\$10.00' respectively. To the right of the table are three summary boxes: 'Income (p.a.)' with '\$15.00', 'Expenses (p.a.)' with '\$5.00', and 'Net Income (p.a.)' with '\$10.00'. The interface includes a top navigation bar with links like 'Home', 'Groups', 'Clients', and '1141', and a bottom navigation bar with icons for 'Practice', 'Client', 'Dashboards', 'Apps', 'Details', 'Request', and 'Admin'.

Time Tracking Xero Integration

New Sync Service

Time Entry

Entity Type*

Group

Date*

21/10/2021

Billable Job

Accounting work

Billable?

☐

Notes

Discussion with client

Group*

John Smith Group

Duration

02:30

Billable Task

Consulting - Tax consulting work

Close

Save

- Sync Jobs, Tasks & Time Xeppo
- Sync multiple XPM/WFM Instances
- Capture time in Xeppo and link to any Job/Task
- Reporting and Analytics (including Power BI)

Netwealth Integration

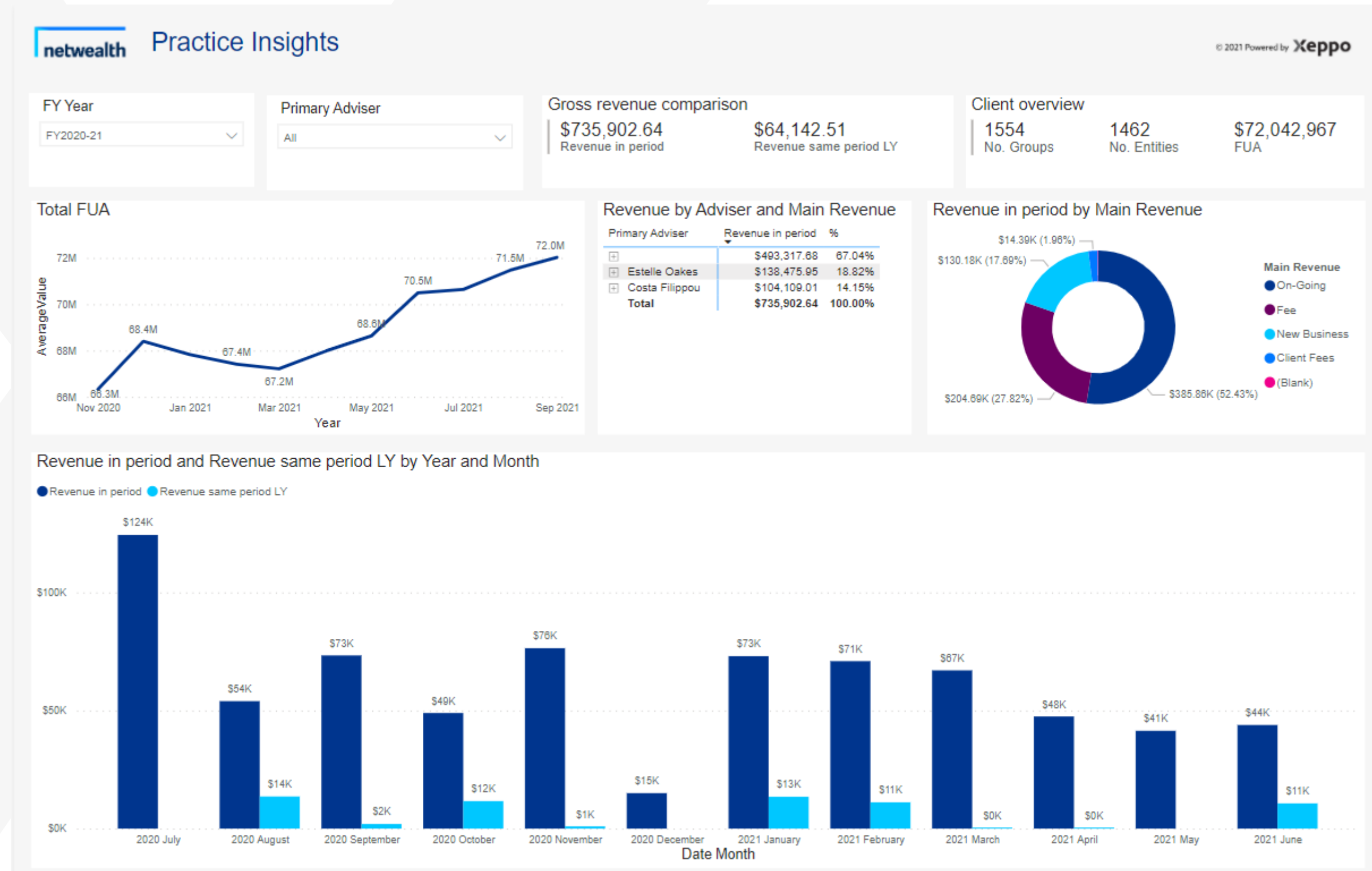
- Initial Data to be rolled out
 - Key Client Data
 - Address
 - Contact
 - Holdings
- Currently in UAT
 - Expanded beta program to be announced shortly
- Future Enhancements in 2022
 - Netwealth Fees data
 - Client App

New Connector



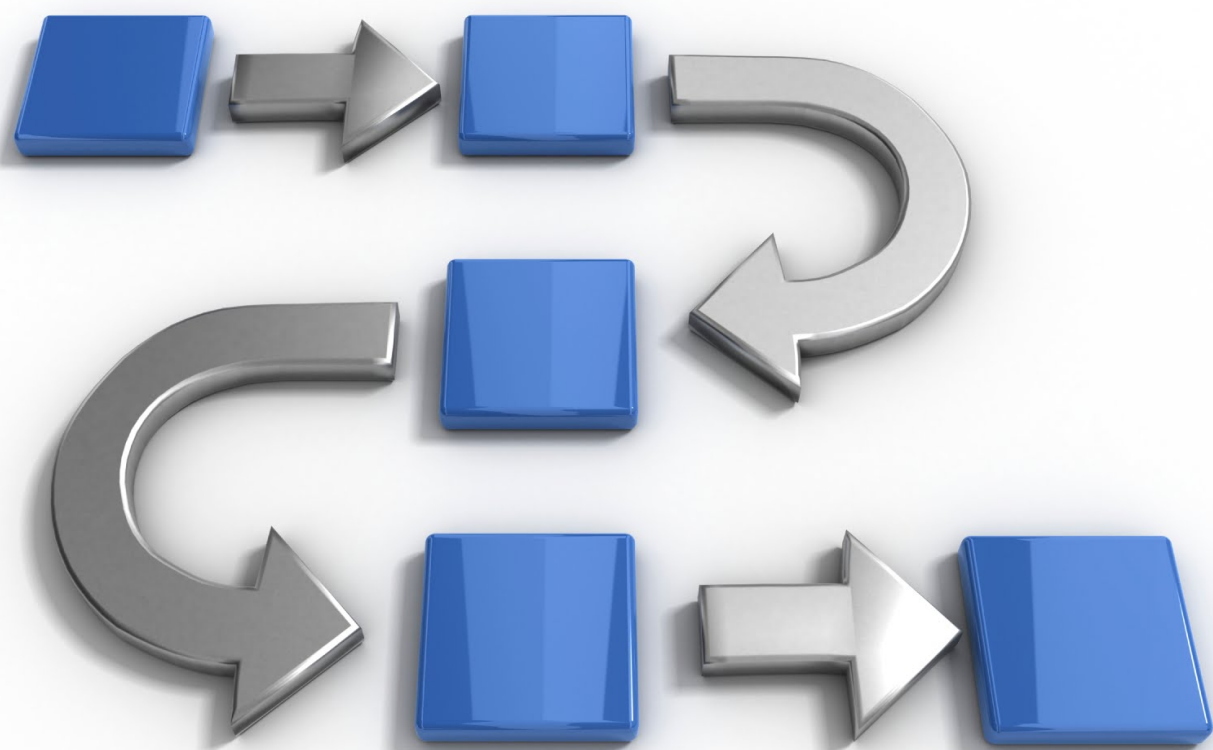
Netwealth Practice Insights

- Netwealth Power BI App
 - Whole of business analysis
 - Will take advantage of the upcoming Netwealth → Xeppo connector
- Includes
 - Revenue
 - FUA
 - FUA v Revenue analysis
 - Insurances
 - Data Checking tools
- Available via your Netwealth BDM
- Also look out for the [Advice Tech Masterclass 10th November](#)



Best Practice Toolkits

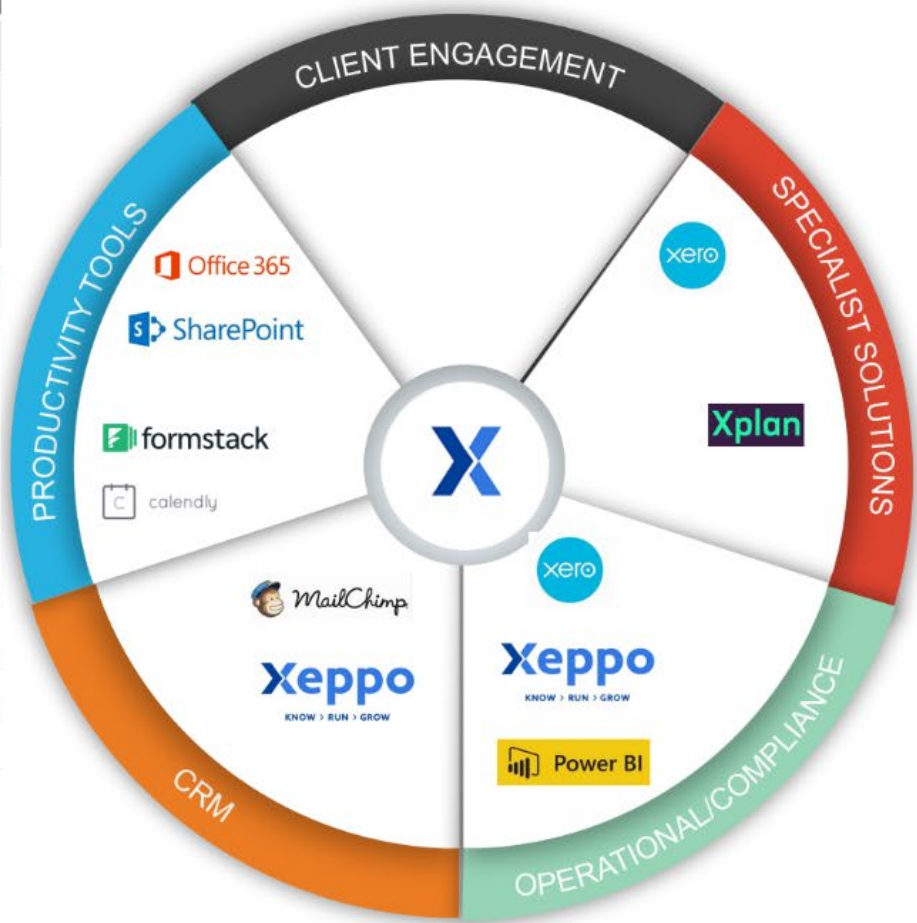
- We are looking to build the next generation best practice use of Xeppo leveraging our applications as well as 3rd party integrations
- We are doing this to:
 - Allow practices to utilise an out-of-the-box solution for the use of Xeppo within their business, that is then customisable by the practice
 - Guide practices on Best Practice tech stack



Requirements	Now	Future
Document Portal		
Portfolios		
Personal Details		
Notifications / Marketing		

Requirements	Now	Future
E-mail		Office 365
Diary		Office 365
Online Diary		Calendly
Doc Management		Sharepoint
Document Automation		Xeppo + Formstack
Doc Signing		Adobe Sign

Requirements	Now	Future
Marketing		Mailchimp
Sales		Sales App
Activities		Activities App
Workflow		Activities App



Requirements	Now	Future
Practice Management		
Tax		Xero Tax
SMSF		
Corporate		
Advice		
Portfolio Admin		
Debt		

Requirements	Now	Future
Timesheeting		Xeppo
Billing Engine		XP<
Agreements		Assent App
Annual Opt-in		Assent App
Business Insights		Power BI

Best Practice Toolkits - Approach

Liaise with Practices

- Understand how practices operate
- Find out what technology solutions they are using
- Understand how that fits into their ecosystem
- Find out their pain points

Finalise our Solution

- Map out final processes
- Finalise documents and email templates to be added to our toolkit
- Finalise our folder structure taking into account FP and Accounting
- Identify training material required

Build our solution

- Build Projects
- Code documents and emails with automations
- Build training material to complement

Market & Deploy

- Launch Best Practice Toolkits
- Rollout to practices
- Take feedback and continue to improve/enhance

Best Practice Toolkits

Project Templates

- Covering common Financial Planning and Accounting processes and workflows

Coded Documents/Emails

- Suite of common documents and emails, and integrate it with the project activities

Document Automation Triggers

- E-Sign capabilities
- SharePoint storage automation

Document Folder Structures

- Document filing structures
- Meet requirements of FP and Accounting

Activity Category and Subcategories

- For ease of reporting
- Ensure Assent App can capture what was delivered accurately

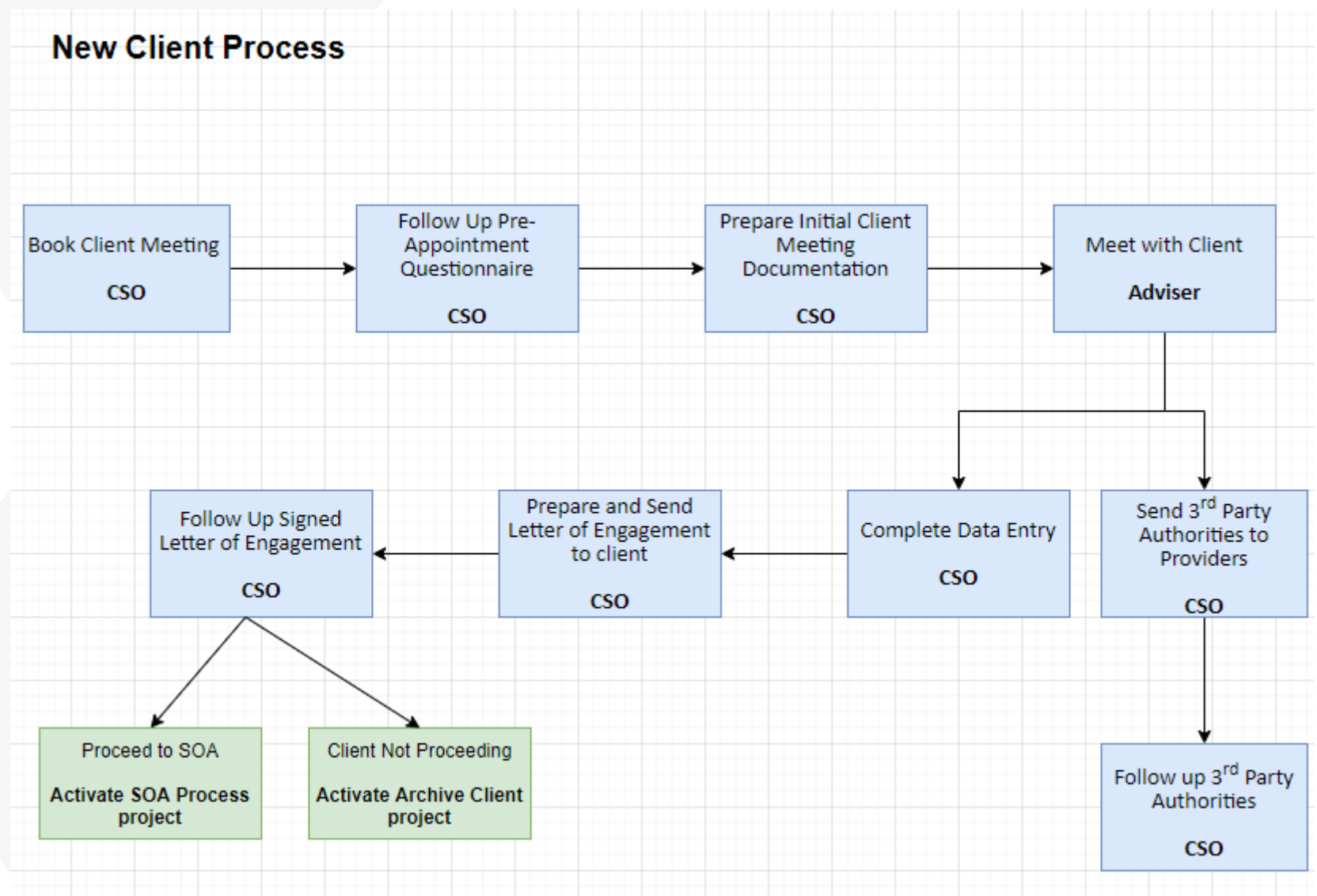
Best Practice Toolkits - FP

➤ Following projects will be built as part of Best Practice Toolkit

- New Client Process
- SOA Process
- ROA Process
- Implementation Process – Insurance
- Implementation Process – Super/Pension/Investment
- Annual Review Process
- Archive Client Process

➤ Following documents will be built as part of Best Practice Toolkit

- Welcome Email/Initial Meeting Confirmation email
- New Client Questionnaire
- Letter of Engagement
- Fact Find Document
- FSG Email/Document
- Third Party Authority Document
- TFN Client Consent Document
- No Advice Review Report
- Review Questionnaire



Document Automation



Questions?

For more information contact support@xeppo.com.au