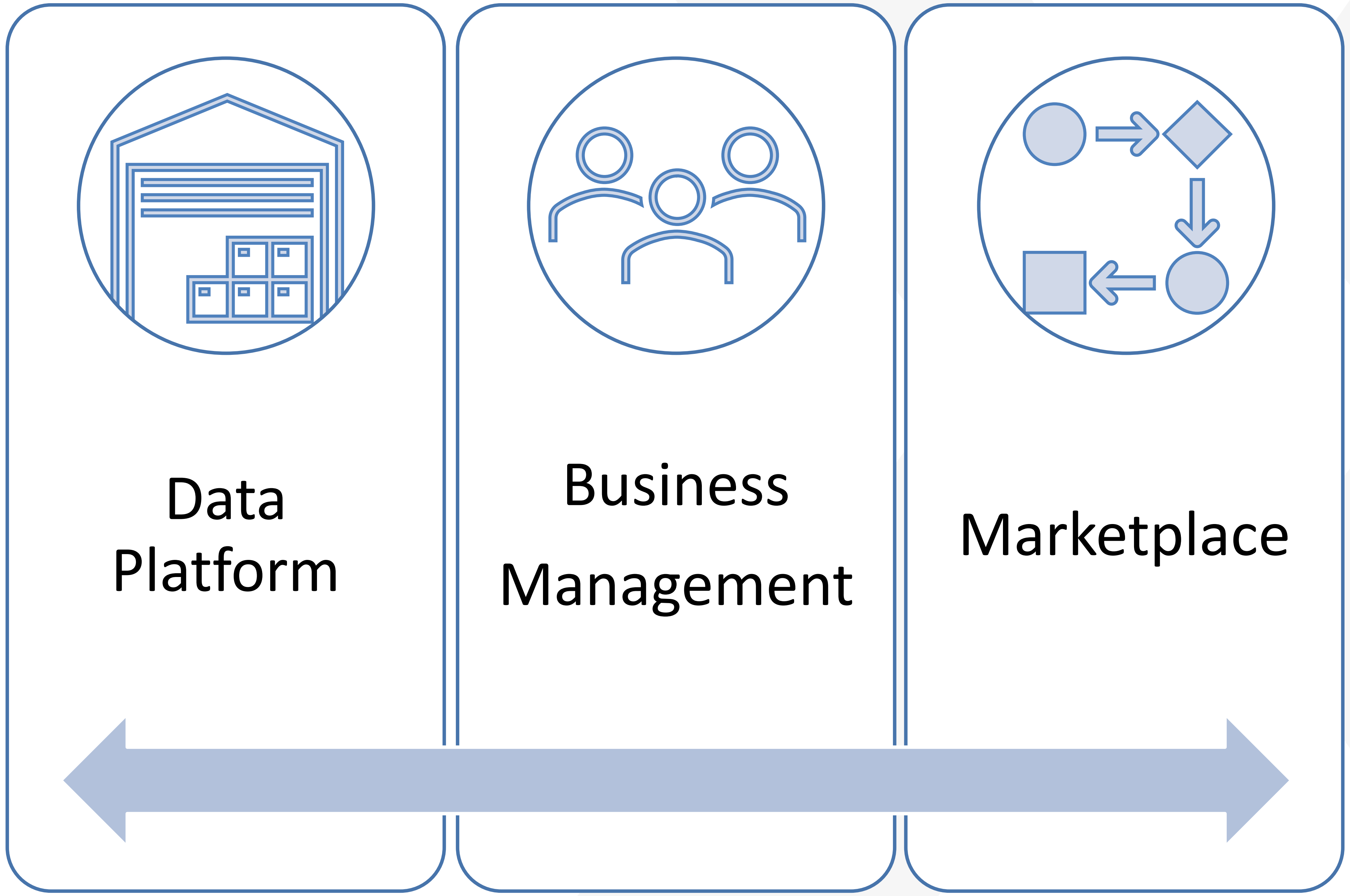
Xeppo

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…

Timesheets

XPM Integration

Process & Document Automation

Analytics

Client App

for Wealth Advisers

Fact Find

Revenue Integrations

Process & Document Automations

Opt-in

(Assent App)

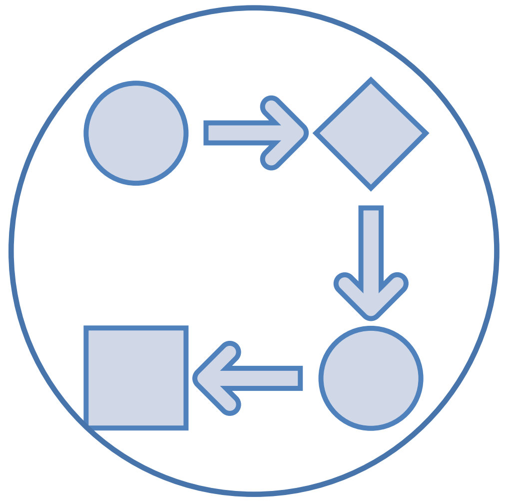
Analytics

(AFSL Insights)

Client App

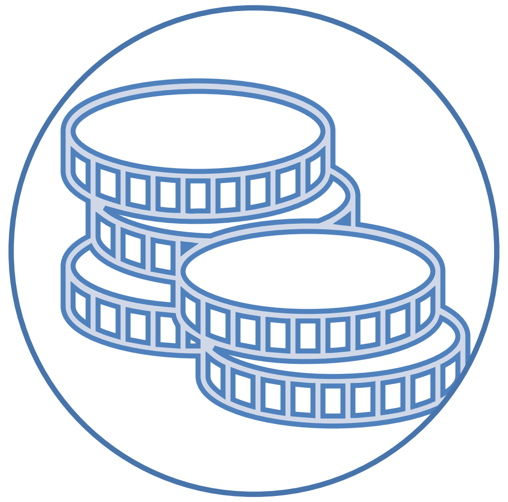
for Integrated Practices...

Data Platform Service



Practice Management

Accounting Solutions



Wealth Solutions

Analytics

Client App

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?	**What's included?**	**What's included?**
✓ Clients and Groups ✓ Sales App ✓ Marketing App ✓ Activities App ✓ Documents App ✓ Rankings ✓ Tags ✓ Support Portal	✓ **Everything from Standard** ✓ Matching & Grouping Tools ✓ Data Discrepancies ✓ Fact Find ✓ Document Merge ✓ Networth App ✓ Timesheets *Volume discounts apply.*	✓ **Everything from Standard** ✓ Matching & Grouping Tools ✓ Data Discrepancies ✓ Fact Find ✓ Document Merge ✓ Networth App ✓ Timesheets *Volume discounts apply.*

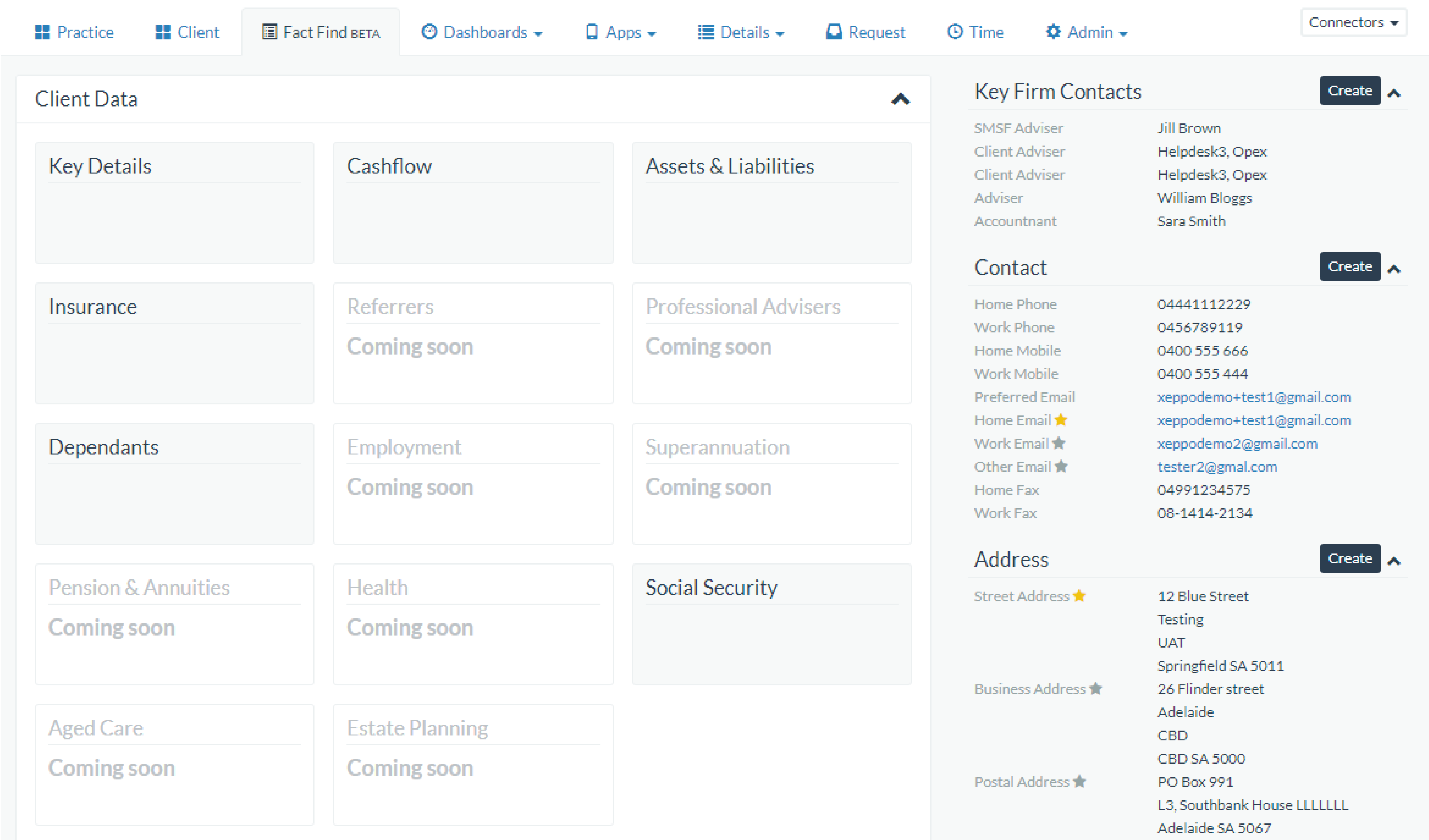
Q3
Core Update

Fact Find
Additional Enhancements

Professional User

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

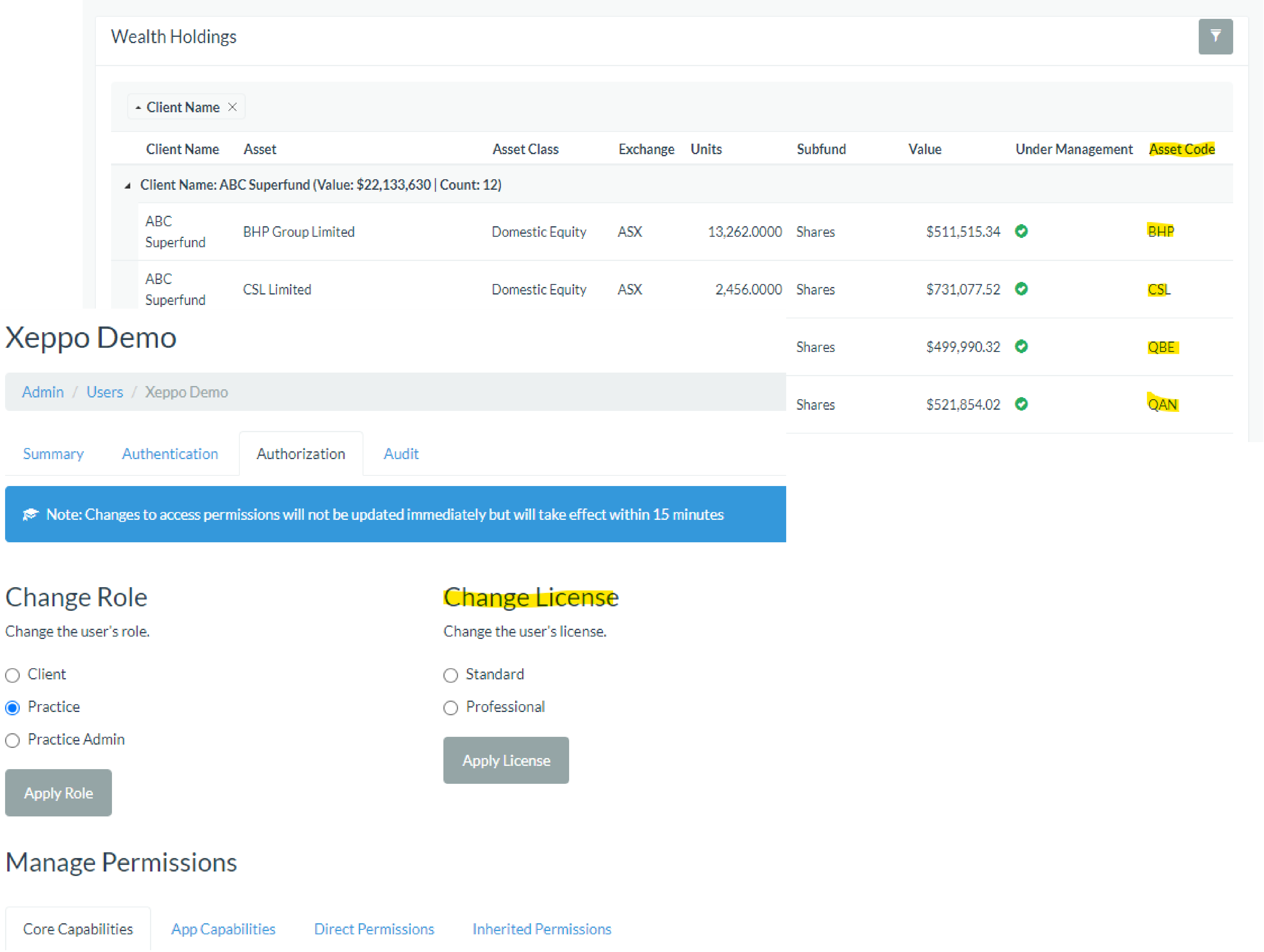


Additional Core Enhancements

- 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



Q3 App Enhancements

Time Tracking Professional User

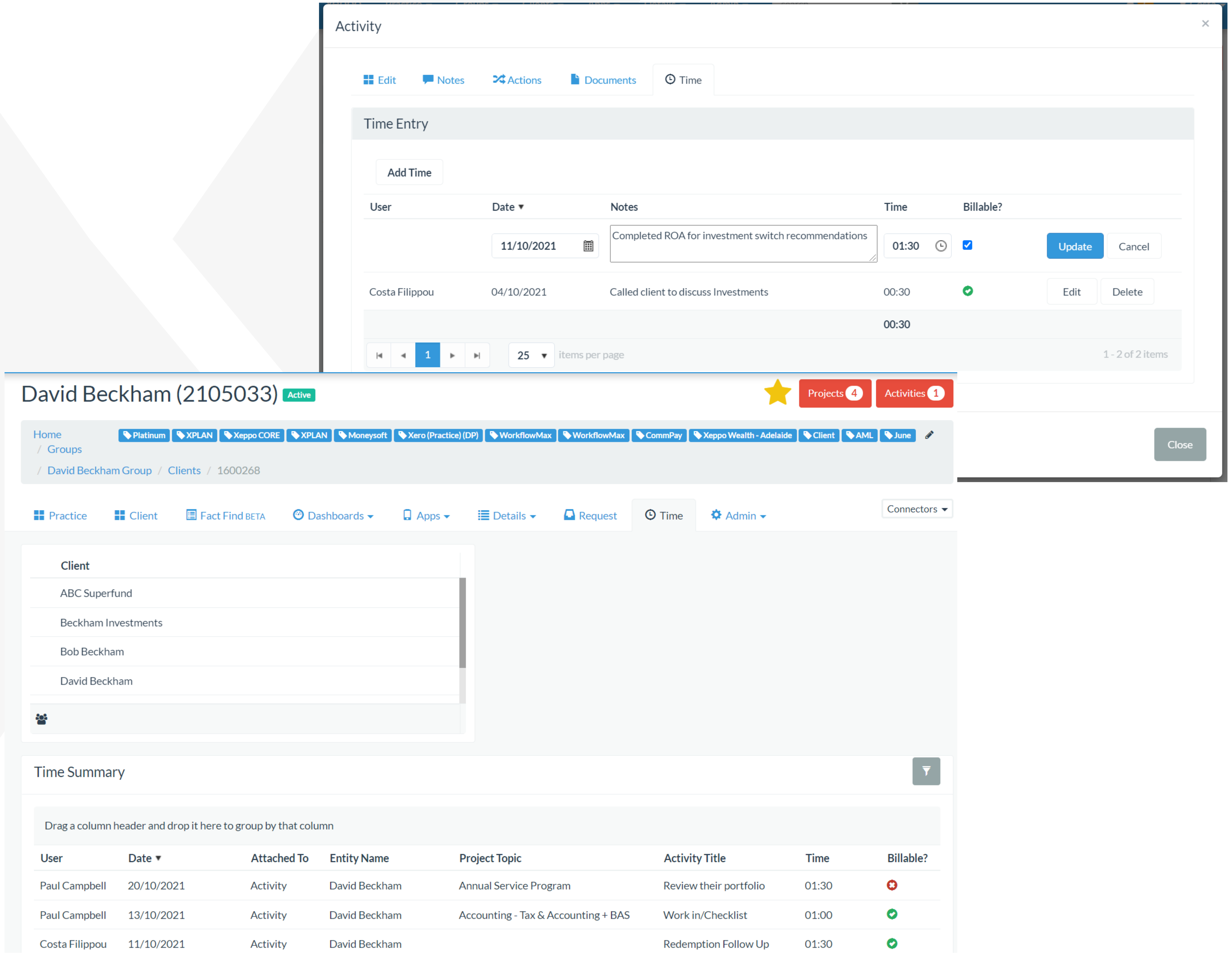
SharePoint Integration Available via new Packs

Additional App Enhancements

Professional User

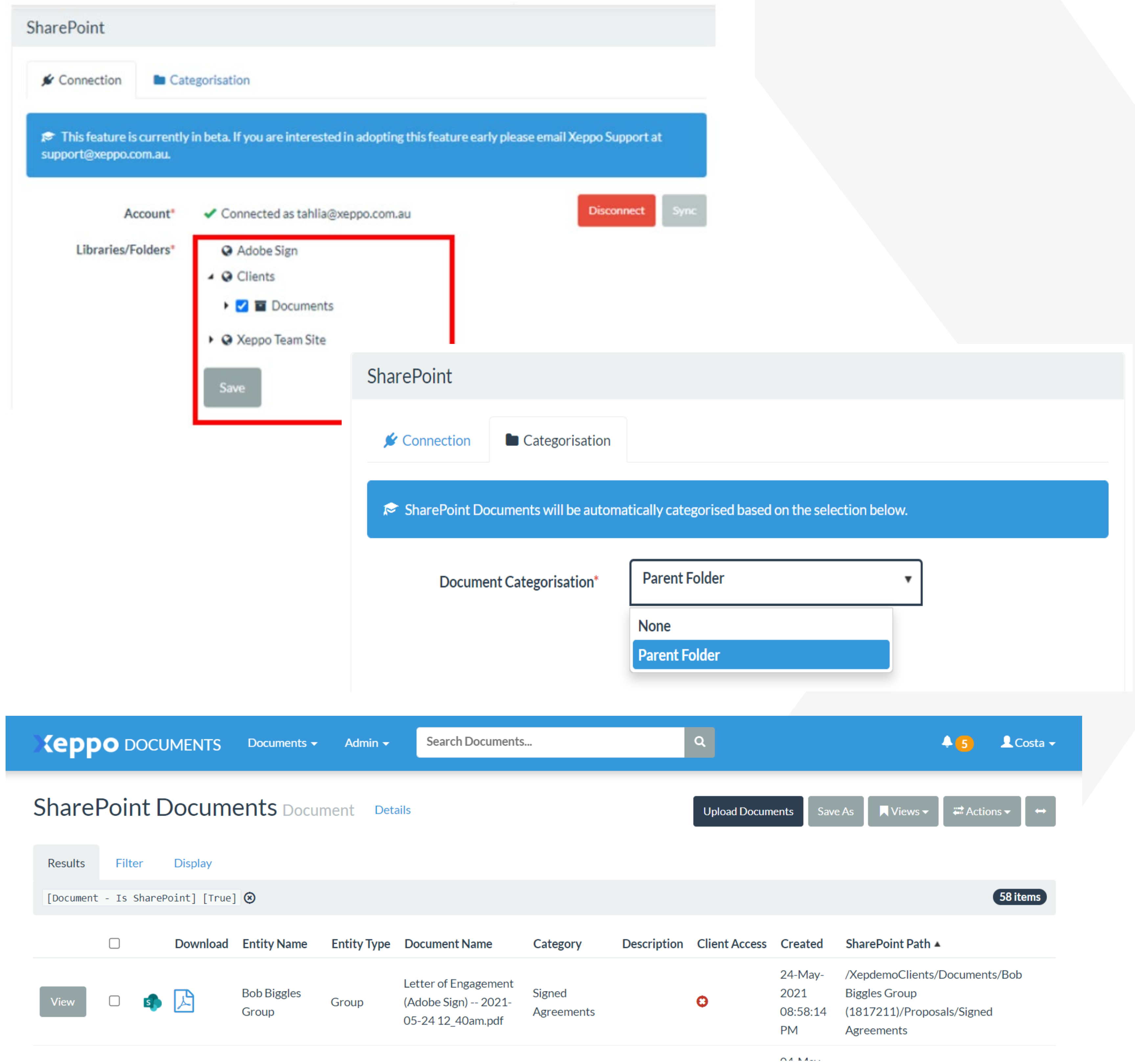
Time Tracking

- 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



New Platform Packs

SharePoint Integration



- Now support the ability to synchronise multiple SharePoint sites with Xeppo
- 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

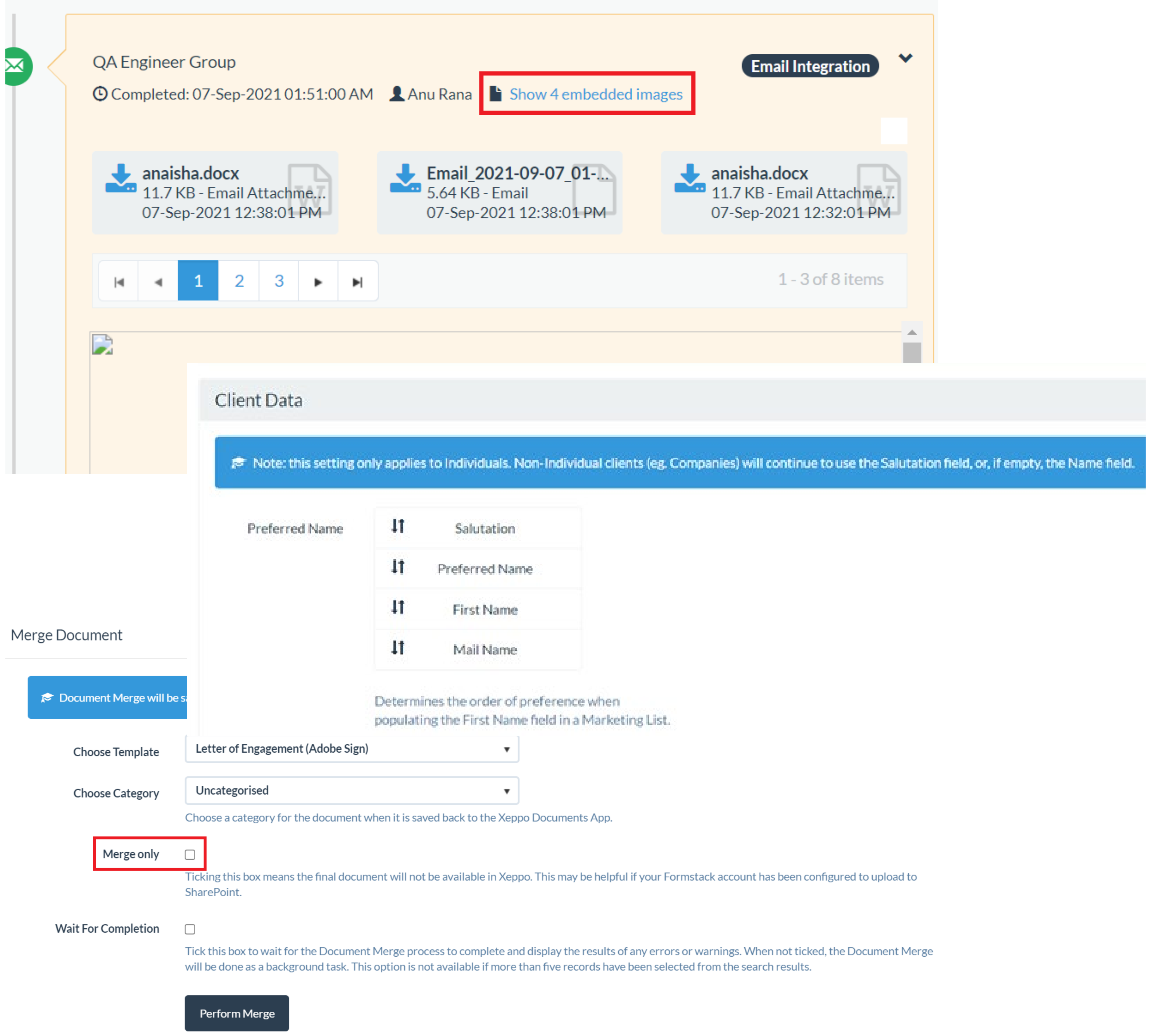
Marketing App

- 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

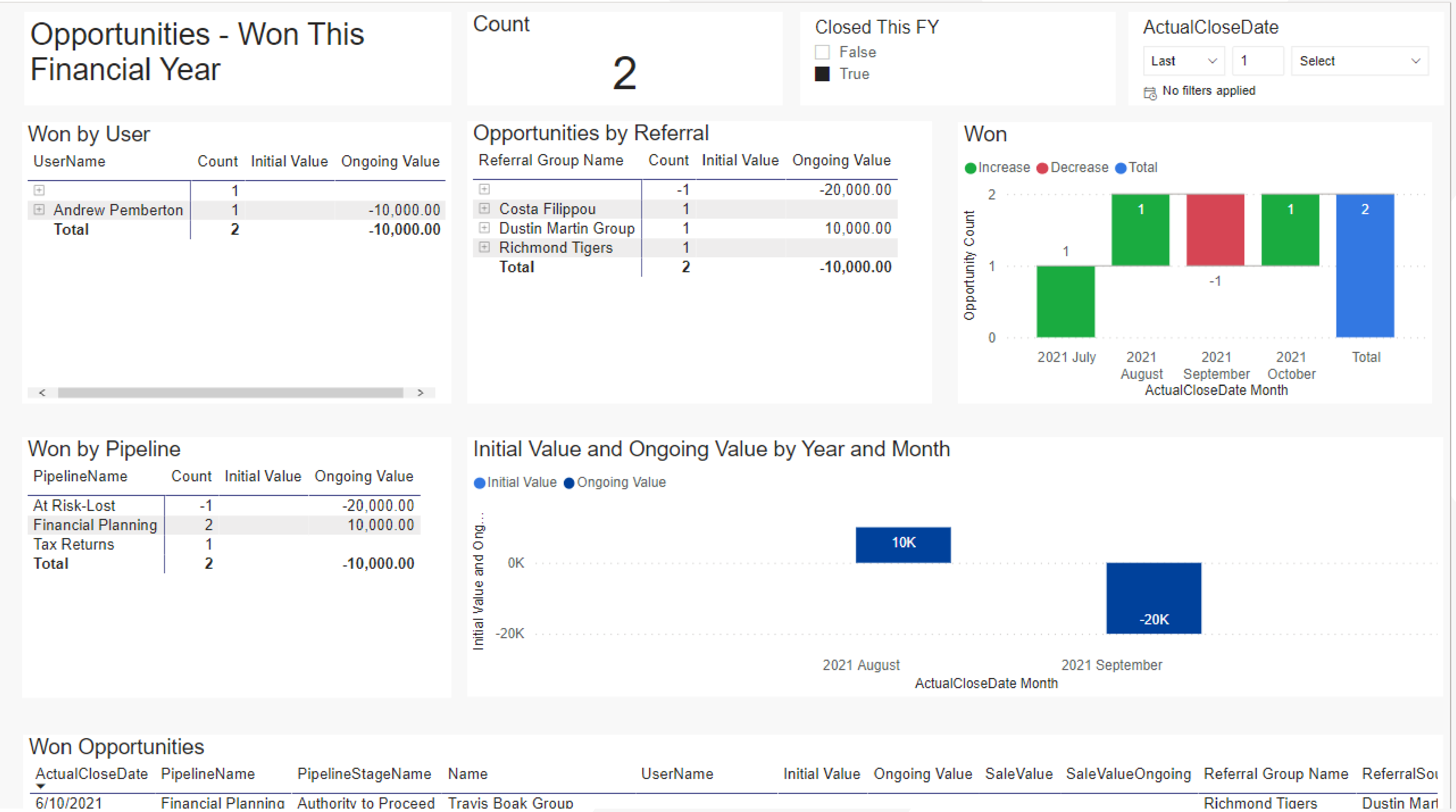
Professional User

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

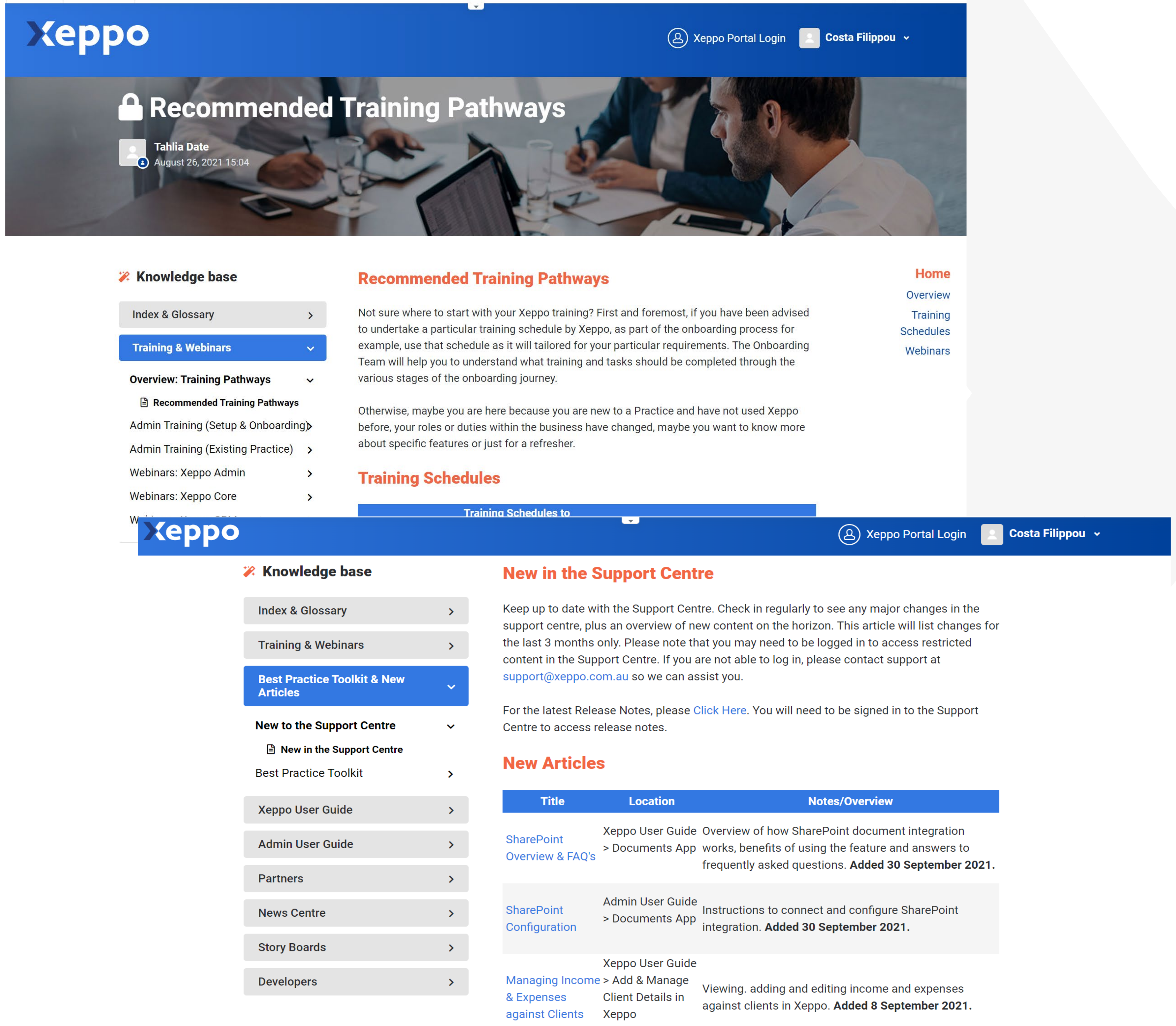


Xeppo Insights (Power BI)



- 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



- 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

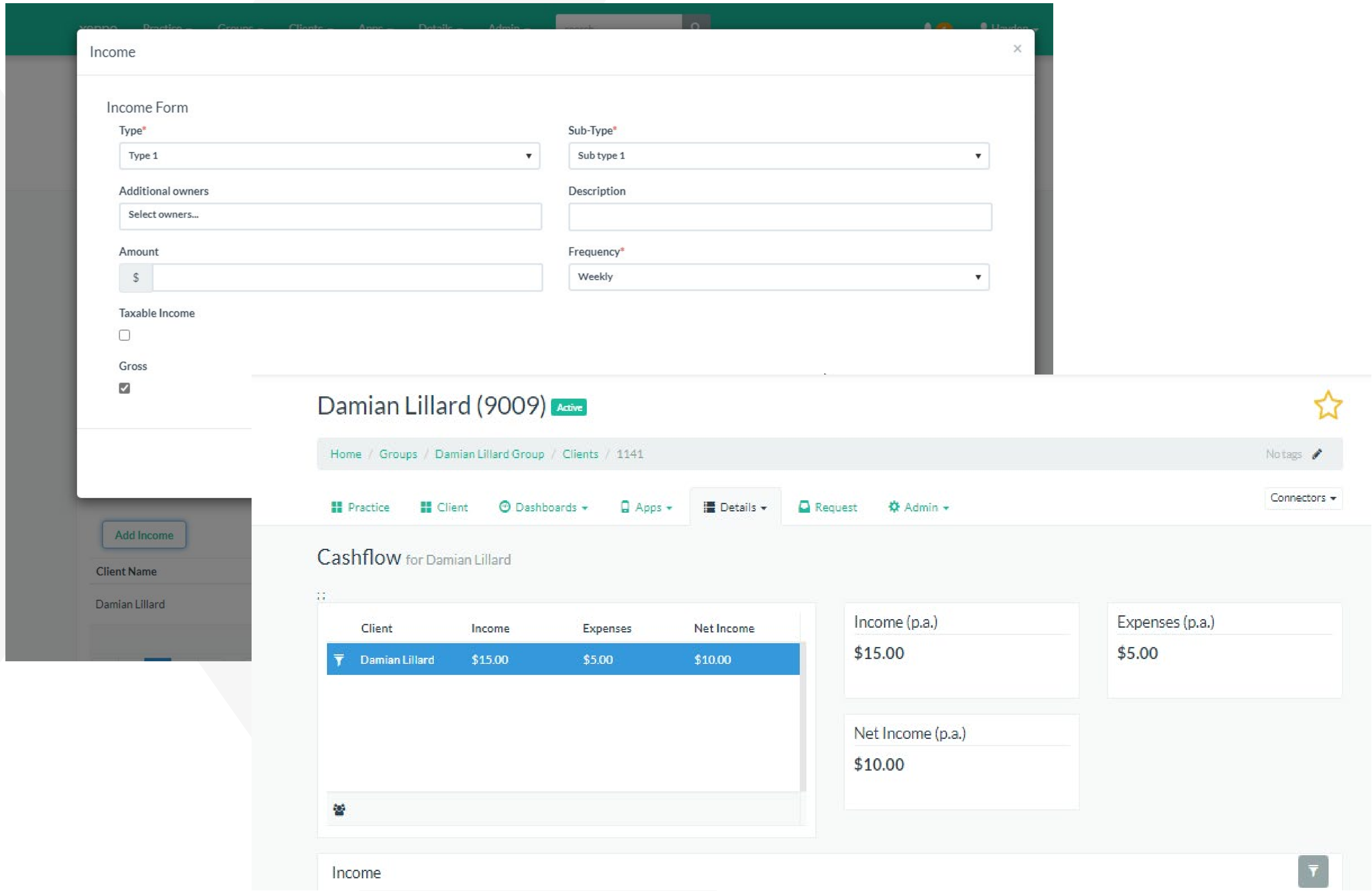
- Data Entry focus for this quarter is:
  - Employment (currently in progress)
  - Assets and Liabilities
  - Aged Care
  - Estate Planning

Professional User

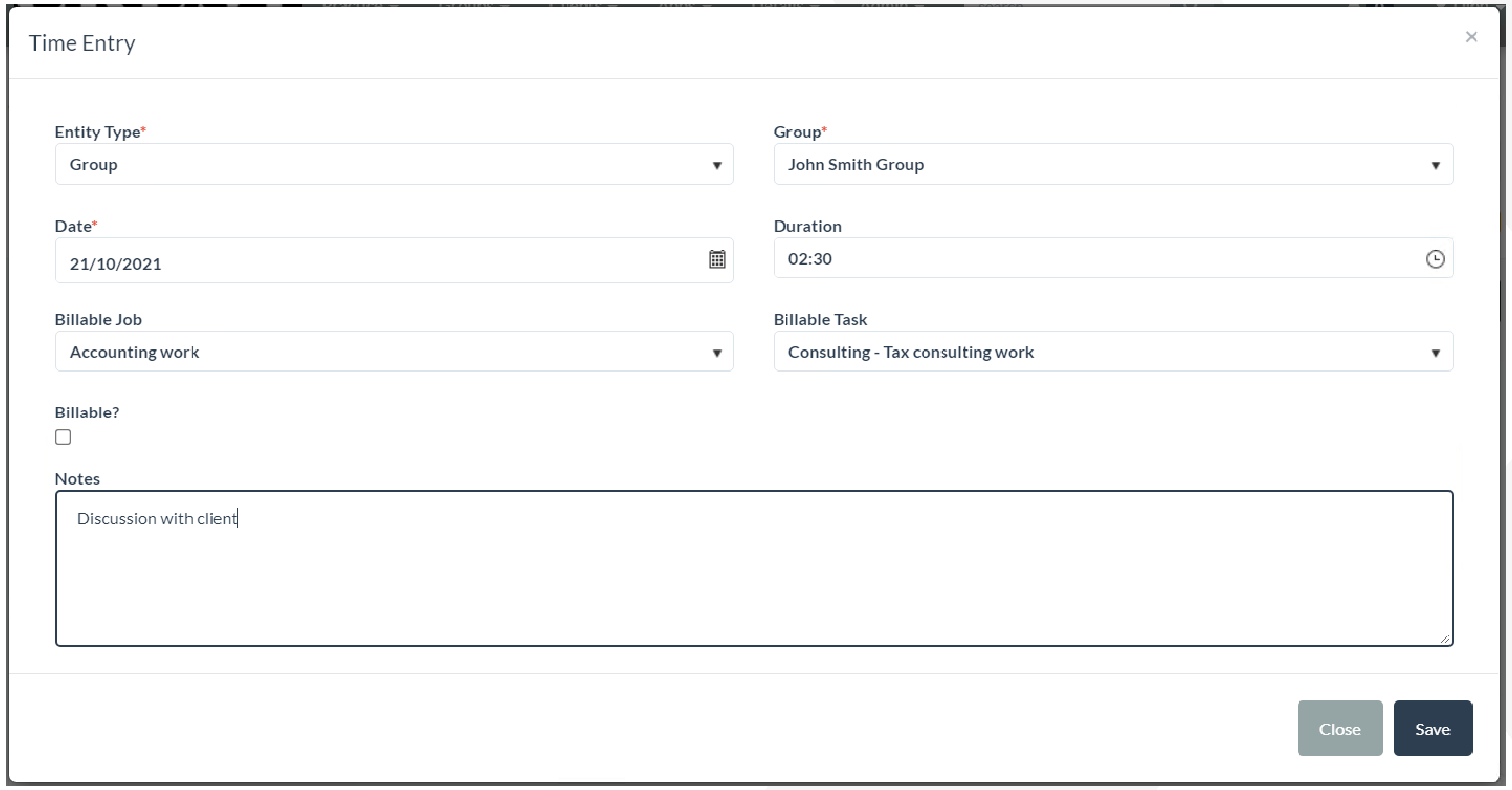
- Merging Source and Xeppo records
  - Will be looking at how to build the Xeppo interface to merge source data records with Xeppo records as to allow users to manage data in Xeppo and sync data with source systems

New Service

- Data Sync with Xplan
  - Existing capabilities + fact find



Time Tracking Xero Integration



New Sync Service

- 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

New Connector

- 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

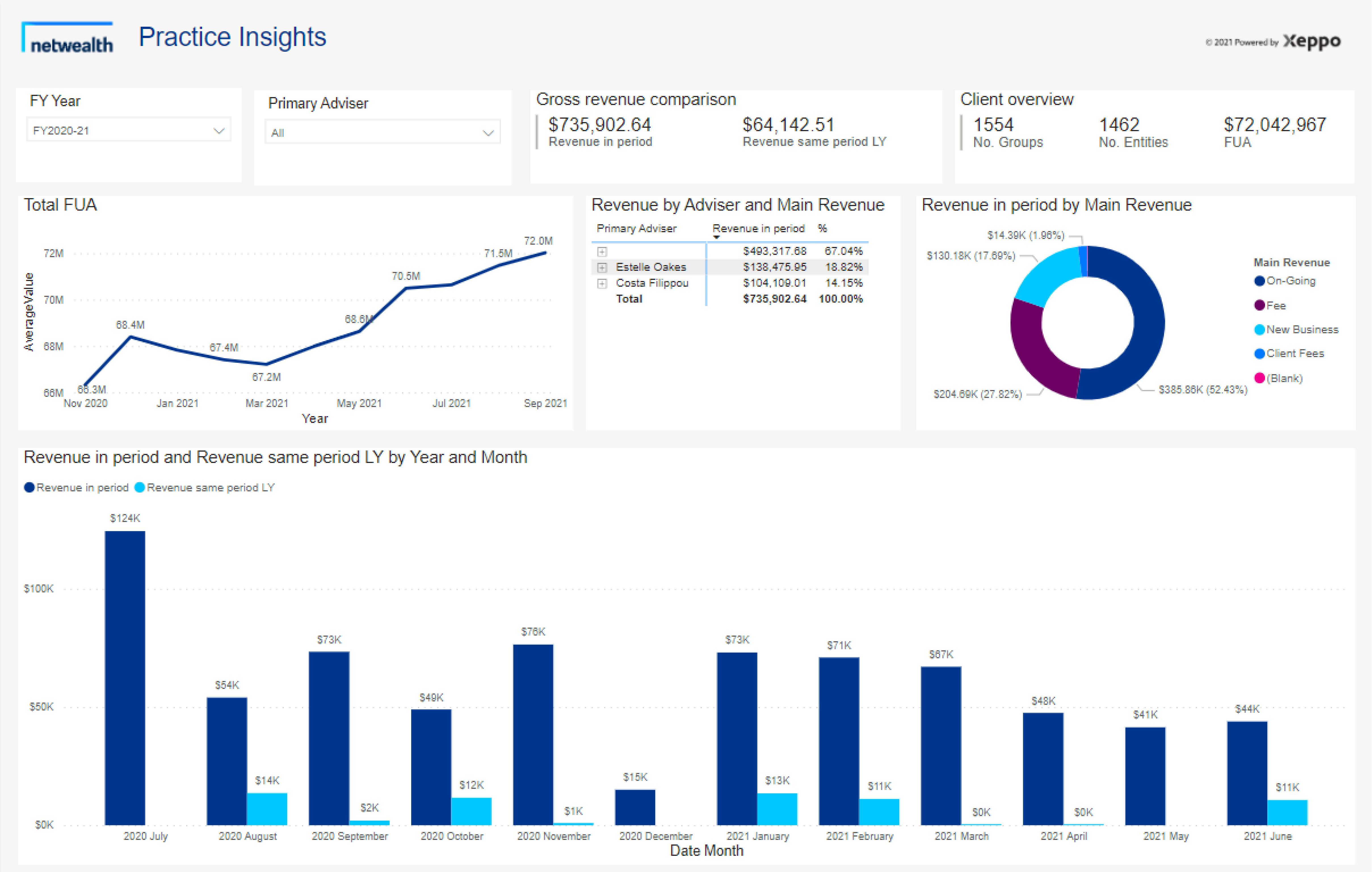
Netwealth Practice Insights

- 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

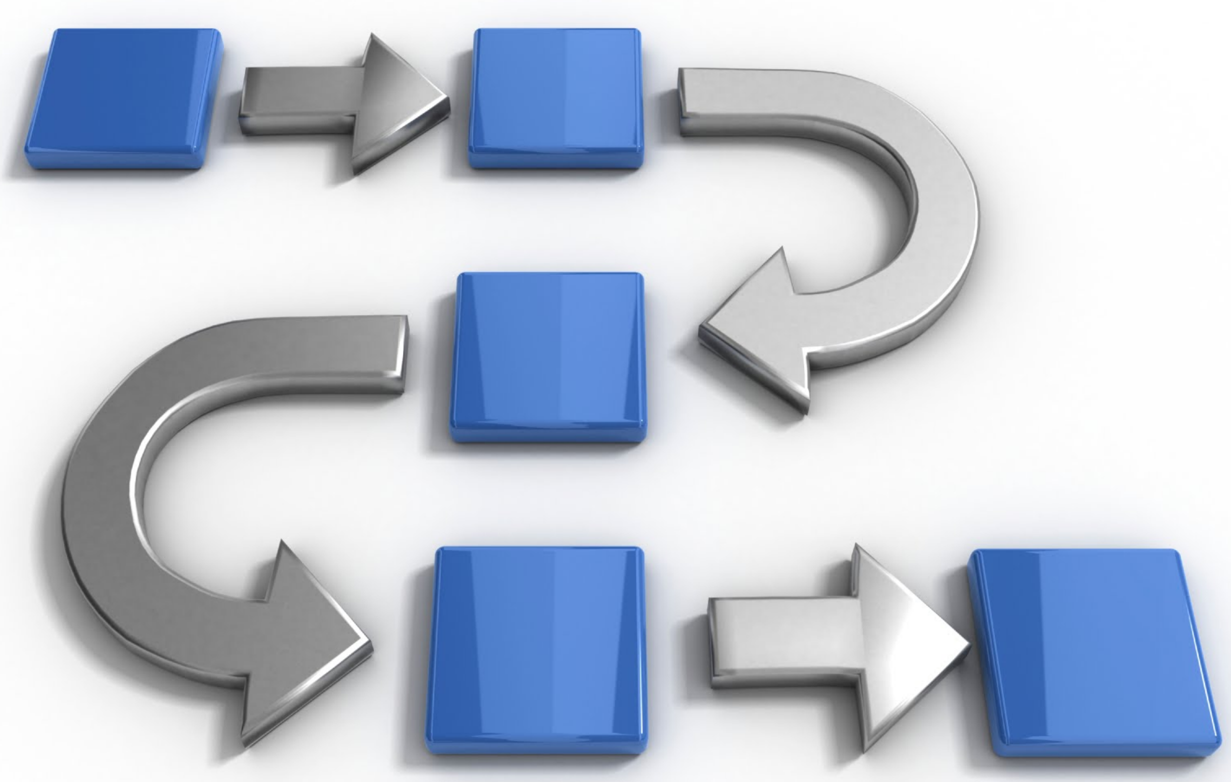
- Also look out for the [Advice Tech Masterclass 10th November]()



Included in new Platform Packs

Best Practice Toolkits

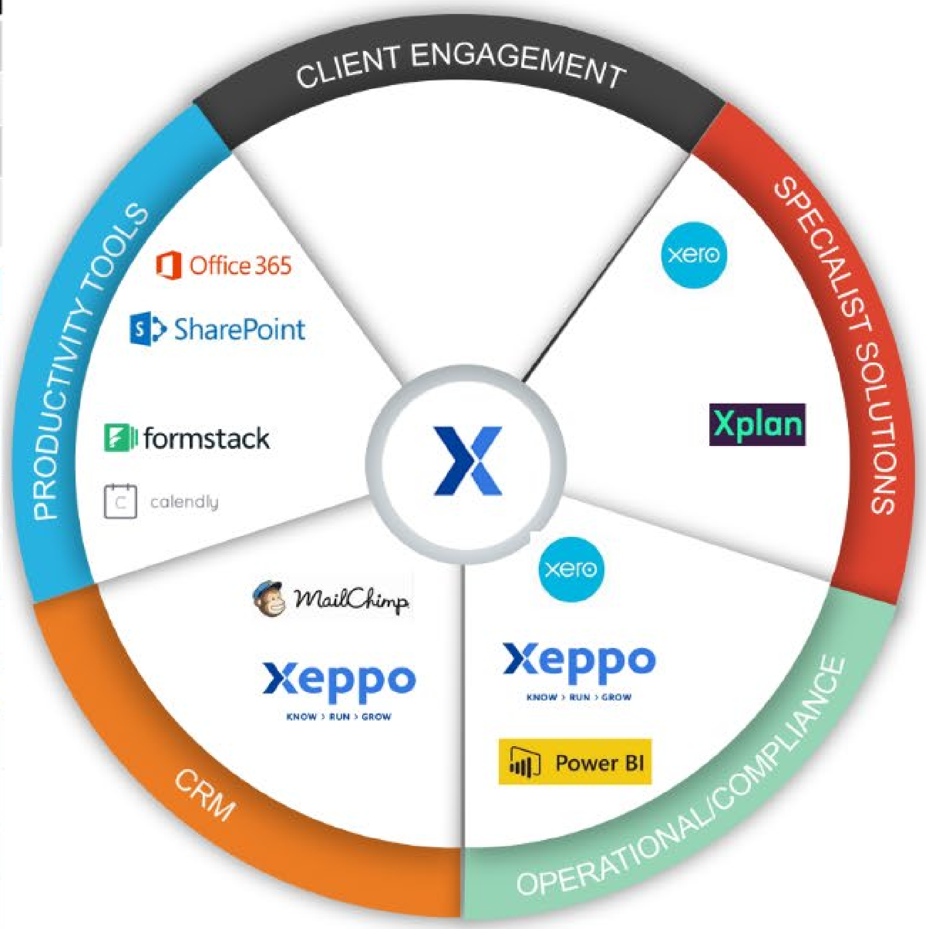
- We are looking to build the next generation best practice use of Xeppo leveraging our applications as well as 3rd party integrations
- We are doing this to:
  - Allow practices to utilise an out-of-the-box solution for the use of Xeppo within their business, that is then customisable by the practice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

Included in new Platform Packs

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

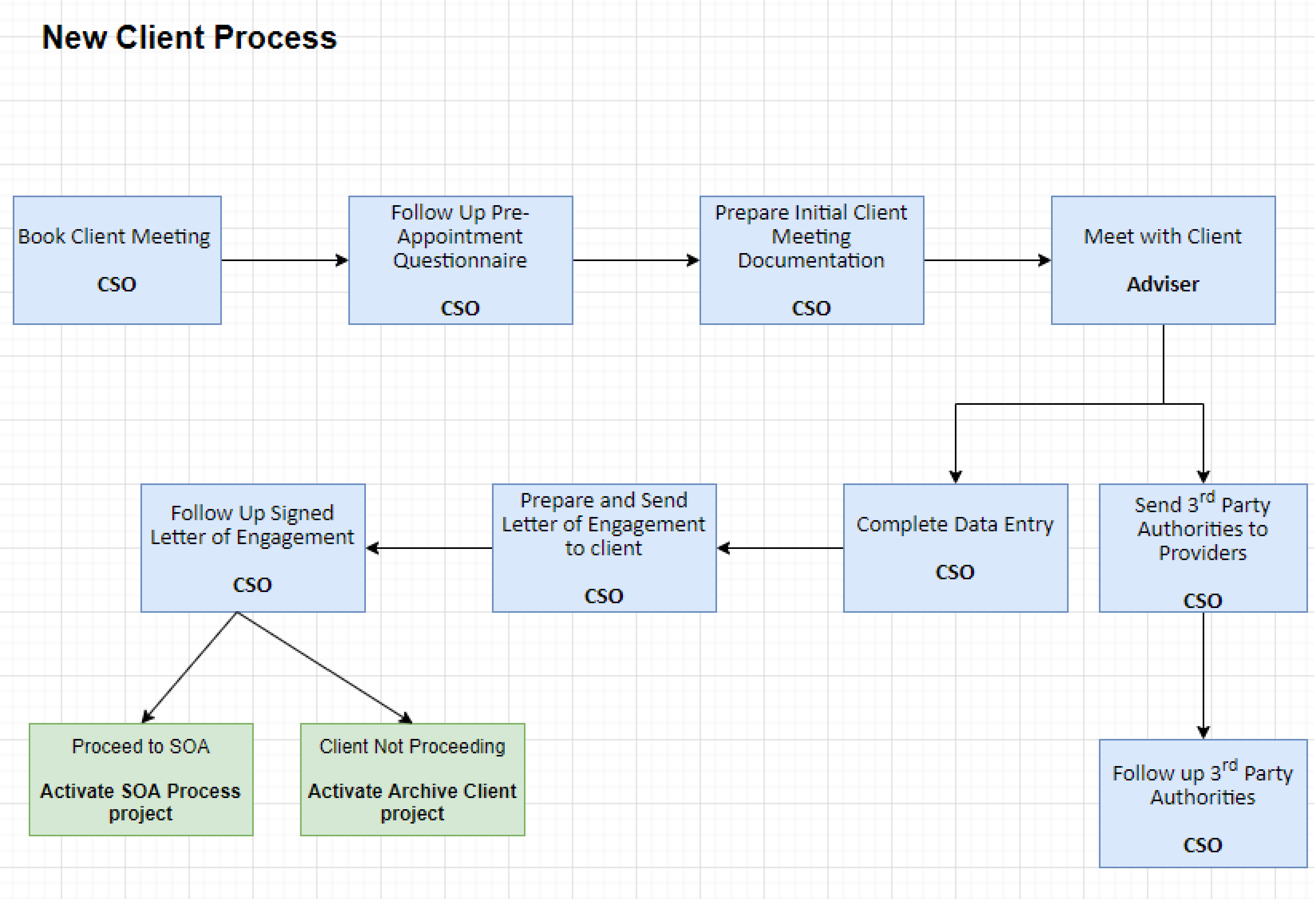
Included in new Platform Packs

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

Included in new Platform Packs

Document Automation

Questions?

For more information contact support@xeppo.com.au