Spring Meeting - May 9, 2024

In-person and Online!

9:15am start time for Online

WIFI Access

Clear-Guest

Username: 92147

Password: !rD6

Meeting Sponsor medius

Agenda for February 22, 2022

8:45 – 9:15	**Welcome and Member Introductions**
9:15 – 9:30	**Welcome Online members** Presented by: Brandon Peneycad
9:30 – 10:20	**NetSuite CRM** Presentation by: Gavin Davidson, ONSUG Co-Chair
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11:45	**Wrap-up**

Board Members

Mark Tanner, Co-Chair

Gavin Davidson, Co-Chair

Lisa Reed, Treasurer

Brandon Peneycad, Co-Membership Chair

Stephanie Frisina, Co-Membership Chair

Barb Blundon, Co-Membership Chair

Darcie Vany, Recording Secretary

Rajneesh Kumar, Co-Webmaster / Tech Adviser

Paul Stanchev, Speaker Chair

Durrell Martin, Co-Webmaster / Tech Adviser

Announcements

- NetSuite Learning Lab -> May 23rd 8:30 – 1, Four Seasons Hotel
  - Saved Searches/Workbook Visualizations or Tools for Account Reconciliation
  - Finance Leader's Guide to AI
- ONSUG Lunch Box series (monthly)
  - Next session TBD (June 6th ?)
- NetSuite Year-End Promotions – happening now
- Increase LinkedIn activity – join the chat!
- ONSUG.ORG web site – no login restrictions
- ONSUG Slack channel - coming soon

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Medius **for NetSuite**

**ORACLE
NetSuite**

SuiteCloud Developer
Network Partner

Put an end to maverick spend.

medius
Procurement

Medius Procurement for NetSuite
Medius

medius

Smarter AP & Payments, thanks to AI.

Learn More

Medius Accounts Payable Automation and Pay fo...
Medius

Click for SuiteApp listings

Built for
ORACLE NetSuite
Hybrid SuiteApp

Dean Baxter

Sales Executive for Canada

Medius for NetSuite

Dean.baxter@medius.com

Current AP investments are not making an IMPACT

47%
decrease

46%
increase

49% of AP teams

SHOW **NO CHANGE** IN STRAIGHT THROUGH PROCESSING

44%
NO CHANGE
IN AVG TIME TO PROCESS AN INVOICE

YET

INVOICE

Company Name
Company Slogan

Company Address
Phone Enter phone
Fax: Enter fax

To:
Recipient Name
Company Name
Street Address
City, ST ZIP Code
Phone

COMMENTS OR SPECIAL INSTRUCTIONS:
Your comments

INVOICE #000
DATE: ENTER DATE

IN PAPER INVOICES

IN ELECTRONIC INVOICES

There's a lot of digitized unstructured data that hasn't been automated effectively enough to save time or reduce the number of human touchpoints.
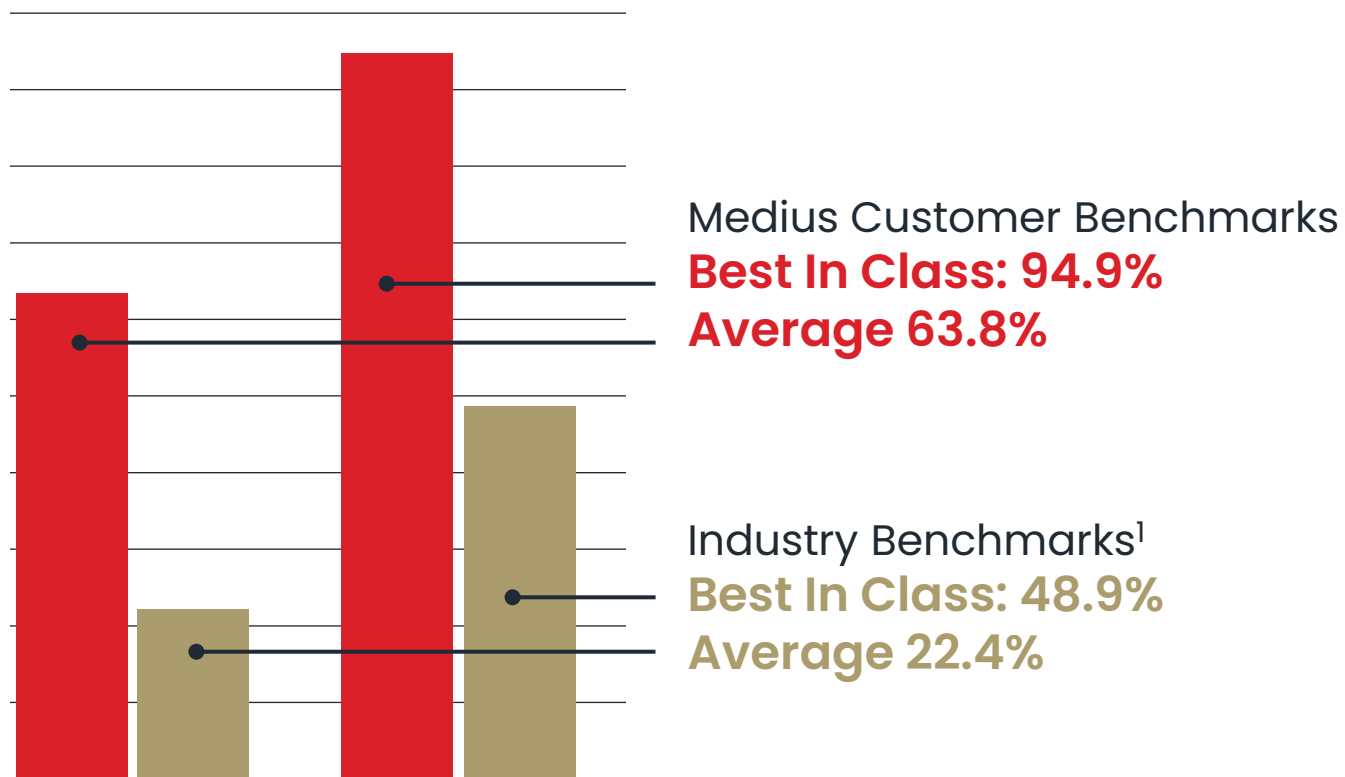
◉ medius

Touchless Invoice Processing

Here's a metric for you: Being twice as good as everyone else.

Our best-in-class customers welcome two times as many touchless invoices as the industry standard
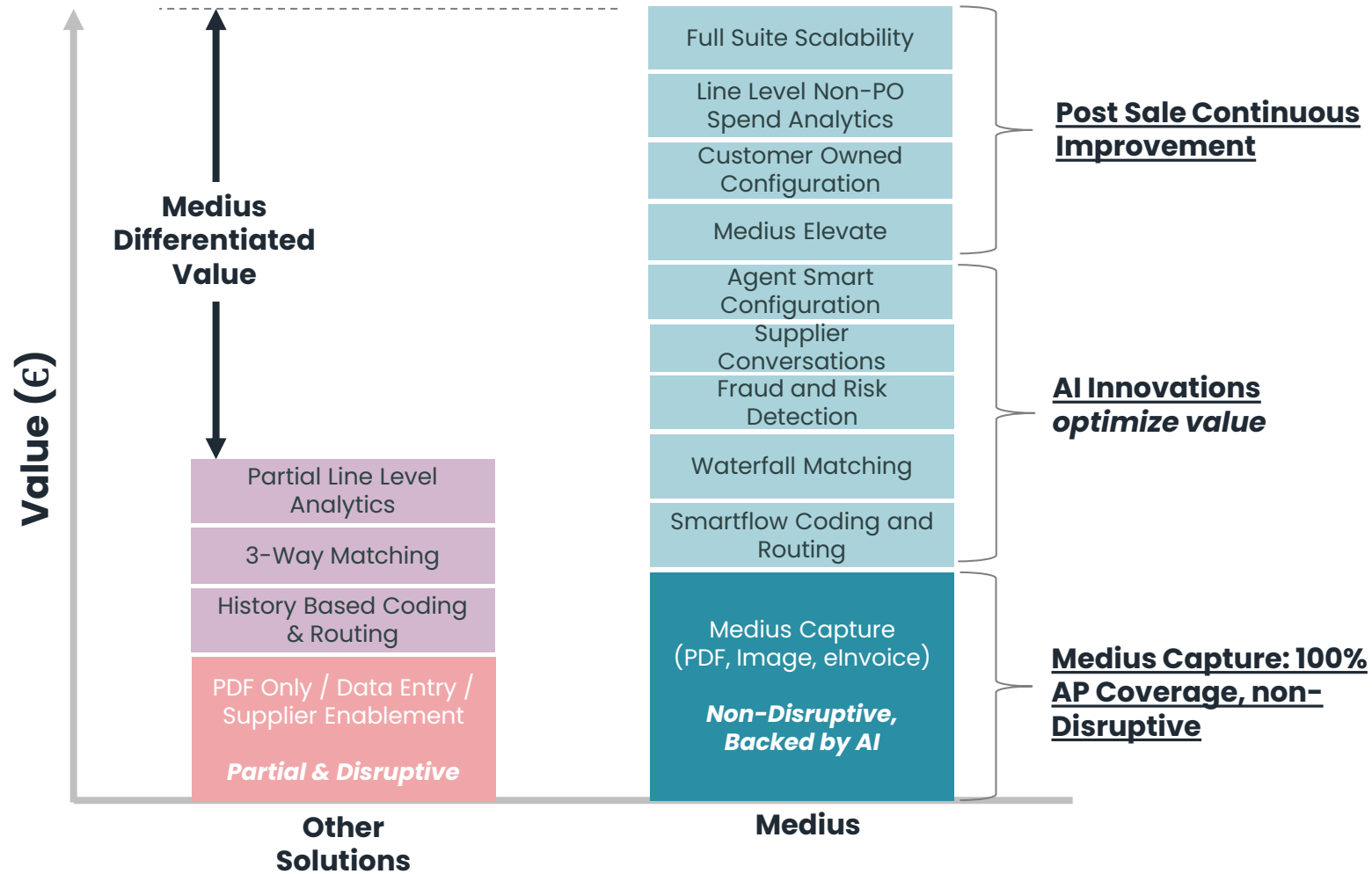
Medius Customer Benchmarks
Best In Class: 94.9%
Average 63.8%

Industry Benchmarks[1]
Best In Class: 48.9%
Average 22.4%

[1]Ardent Partners' State of ePayables 2023: Paving the Way to a Smarter Future

AI is not new at Medius

2016

Machine Learning Based Capture v1

2019

Line level extraction

2021

Support for e-invoices

The ability to process e-invoices using AI to remove the need of difficult re-mappings and heavy customizations and configurations

Touchless Capture

Desc: Touchless Capture, based on machine learning confidence models, was delivered and introduced to pilot customers and quickly became loved by our customers

2023

Automatic Coding

Coding suggestions applied automatically to all non-PO

1000+ Capture customers

Capture processes approximately 2,5M invoices *a month*. Cross-company learning, Associative learning, and Reprocessing

Expensya Acquisition

AI-lead expense reporting solution

2018

GA Launch

After 2 years of research

2020

40% migrations from other Capture tools

Switching customers from established Capture-focused solutions

2022

Market Leading data extraction

Features like Automatic Company Identification, Advanced Supplier Identification, Multi-layout detection, Data Cleaning, Complex line level learning. MediusGo uses Capture as first choice for data extraction

GEPARD (Capture v2)

Starting the development of Medius' next gen Capture

2024

GA GEPARD

Medius Agent

LLM Medius's Copilot

E-invoice format agnostic

Automatic learning of e-invoice formats

Medius Value Advantage
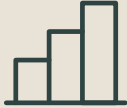
Medius delivers up to 3x *more value faster*:

✓ Medius Capture: 100% AP processing coverage across PDF, Image, and eInvoicing formats

✓ AI innovations maximize efficiency

✓ Best of breed post sale journey, support, and savings opportunities

Suite flexibility—less disruption, more impact

AP AUTOMATION	PAY	FRAUD & RISK DETECTION	ANALYTICS	SUPPLIER ONBOARDING	SOURCING	CONTRACTS	PURCHASING	EXPENSE MANAGEMENT
Best in class organizations can automate up to **79%** of their routing and workflow process	A holistic approach that covers the three phases of the ePayables Framework can effectively cut processing costs by up to **85%**	**95%** of businesses have seen invoice fraud in the last year	**77%** of best-in-class organizations have a heavy reliance on data / intelligence	Companies with advanced supplier collaboration capabilities tend to outperform peers by **2X**	Electronic Sourcing reduces cycle times by **30%** creating standards and reducing errors	By implementing standard automated processes, trim the number of lapsed contracts by **39%**	Using digital tools, world-class procurement organizations deliver **85%** more cost savings than their peers	Companies with automated expense reporting systems experience a **58%** reduction in processing costs

Built for complexity

**Your data
Your relationships
Your choice**

**Never disrupt production
Manage employee-initiated spend**

All benefits based analyst data from McKinsey, Hackett or Ardent Partners

medius

Global scale to support your business

5,000+ CUSTOMERS

102 COUNTRIES DEPLOYED

500,000+ USERS

$200B SPEND UNDER MANAGEMENT

750 EMPLOYEES

Make AP autonomous

RECOGNIZED BY EXPERTS

IDC SaaS Award
Customer Satisfaction: Accounts Payable

Award Winner
2023 SaaS CSAT Award for AP

Ardent | Partners
RESEARCH WITH RESULTS

Market Leader
ePayables Technology Advisor 2023

Spend Matters™

**Value Leader
(P2P)**
Spend Matters 2023

Built for complexity

TRUSTED BY 60+ LEADING COMPANIES ON NETSUITE

smart warehousing™

GoStudent

SITEPRO RENTALS™

PRET A MANGER

LORNA JANE ACTIVE LIVING

MARLIN EQUITY PARTNERS

ALLSAINTS

KABAM

T-ROC
THE REVENUE OPTIMIZATION COMPANIES

Glazer's Beer & Beverage

VoiceComm

PACIFIC WOODTECH
HISTORY BUILT. FUTURE BOUND.

CareDx®

Get up and running quickly

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NetSuite
Supply Allocation

Target launch 1/30

What is Supply Allocation

Creates a **direct connection** between Supply and Demand

Supply
- Inventory
- Purchase Order
- Inbound Shipment
- Transfer Order
- Work Orders

Demand
- Sales Order

How is Supply Allocated

We created our own set of rules under Allocation Strategy, Danby Allocation Strategy which are applied when the Demand or Supply transactions are created or updated.
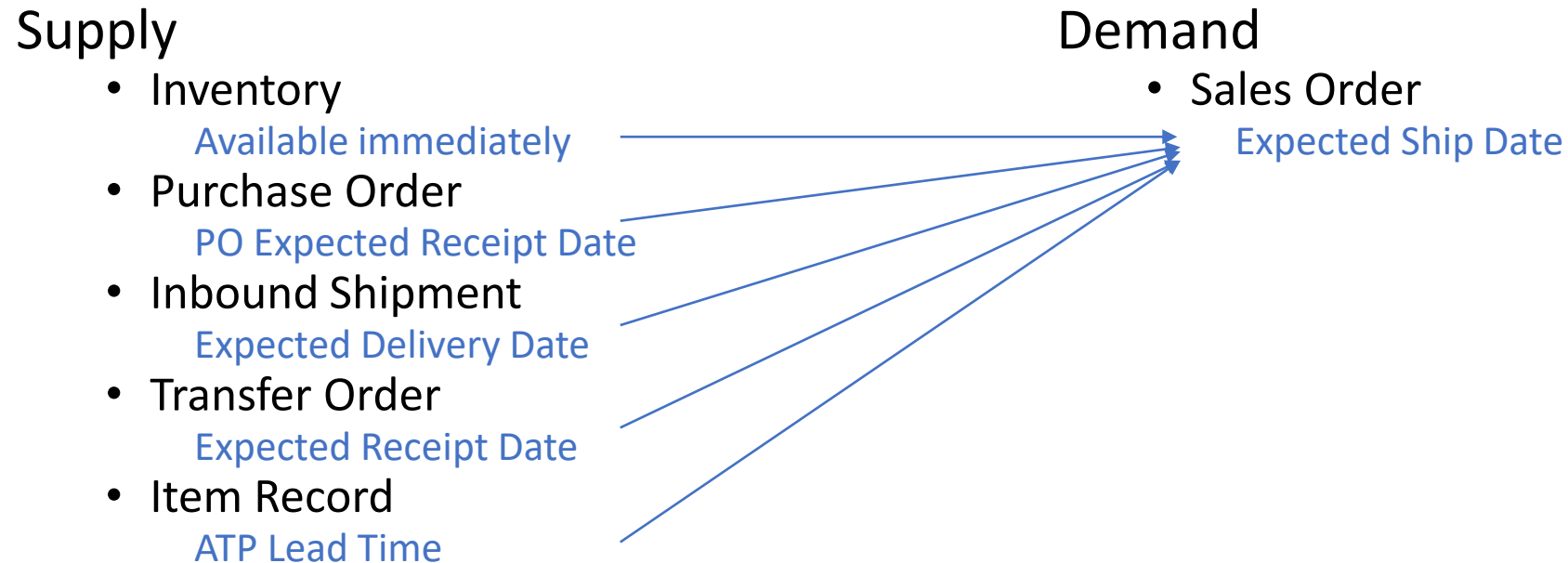
Demand Transaction Sorting
1) Sort by Supply Required by Date
   aka Ship Date (Line)

2) Transaction Date

- No limits on Current and Future Inventory (may change)
- Allocate as soon as possible before Supply Required by Date
- Allocate the Complete Quantity
- Use ATP Lead Time
- Reserved Allocation (vs Firm)

NOTE: There is NO automatic reallocation. Once the allocation is made, it can only be changed manually by the Reallocation method.

Why Supply Allocation?

When the **direct connection** is made, we have a dynamic Expected Ship Date

Supply   Demand
- Inventory   - Sales Order
  Available immediately   Expected Ship Date
- Purchase Order
  PO Expected Receipt Date
- Inbound Shipment
  Expected Delivery Date
- Transfer Order
  Expected Receipt Date
- Item Record
  ATP Lead Time

When Supply dates change, the Demand dates change automatically.   It will become extremely important that our Logistics support team maintain these dates.

Example

Supply

Inventory, Qty 1 On Hand

INBSHIP#1, Qty 5 Expected Delivery Date 6/1

INBSHIP#2, Qty 5 Expected Delivery Date 7/1

Demand

SO#1, Qty 1 Ship Date (Line) 5/20

> Answer: Inventory, Expected Ship Date 5/20

SO#2, Qty 1 Ship Date (Line) 5/25

> Answer: INBSHIP#1, Expected Ship Date 6/1
> Warning: One or more order lines are not scheduled to be fulfilled by the Supply Required by Date

SO#3, Qty 1 Ship Date (Line) 7/2

> Answer: INBSHIP#2, Expected Ship Date 7/1
> Process: Qty 4 is available in inventory for immediate sale until 7/1 when we have additional inventory

Demo in RP (Release Preview)

- Gold Open Order Saved Search
  - Changing the ETA / Expected Ship Date terminology to "Inventory Available Date" since it sets a better expectation for customers
- Gold Open Order Report
- Sales Order – focus on line level changes
  - Allocated Supply
  - Supply Required by Date
  - Expected Ship Date
- Earliest Item Availability
  - Awesome new tool to use for predicting an Expected Ship Date
    - Replaces Check Item Availability form
  - Item 360 is a great tool – don't forget this!
- Reallocate Items
  - To be used to manually reallocate inventory from one SO to another
- Supply Chain Control Tower
  - Increased visibility of our Supply Chain and at-risk transactions

Go Live on 1/30 (morning)

Support

- Supply Allocation Chat (from this meeting)
- Mark and Chris are support leads
- If an MIS Support ticket is needed, prefix the subject with SA

What if it's a mess?

- We can turn it off and remove scripts

Post Go Live

Added Re-Allocation Schedule
- Solves Transfer Order issue
- Changed the Sort order field to Transaction Date (from Ship Date)
- Runs every 12 hours based on warehouse "cut-off" time
- Added another Strategy
  - Available Qty (vs Complete Qty)
    - Workflow auto sets for Parts orders
- Comitment Confirmed
- Evaluating adding "limiting days"
  - Current and Future Inventory (limit before Supply Required by Date)
  - Future Inventory Only (limit after Supply Required by Date)
- Removed access to Reallocate Items page
  - Via script only

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Supply Allocation Saved Search

Open Order Saved Search

- **Grouping is a <u>must</u> due to the Ship Date field**

- **Summary Results are awkward to deal with**

  - **Let's add a Link "Button" to Sales Order**

Saved Transaction Search - Open Sales Orders (SA) - Gold - ONSUG (netsuite.com)

Use AI (CoPilot) to help

Prompt 1 : **Act as a NetSuite Administrator with 5 years experience specializing in Saved Searches**

Prompt 2 : **I have a saved search that groups transaction data together. Problem is clicking on a result line loads the drill down results. I would like to add a button on each line that will link to the transaction it refers to. Can you tell me what that formula would be?**

Prompt 3 : **In this css code, "Border: none", how would I change this to display a border?**

FYI

Claude wasn't very good for NetSuite

OpenAI (free) couldn't solve it

Just for fun

Prompt 1 :   **LLM prompting for NetSuite Administrators**

Prompt 2 :   **Do you have examples specific to NetSuite?**

Prompt 3 :   **Thank you for the examples, can you give me 10 more but even more indepth prompts**

Prompt 4 :   **I need another 25 prompts please**

Prompt 5 :   **I need prompts for a NetSuite Financial Analyst**

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