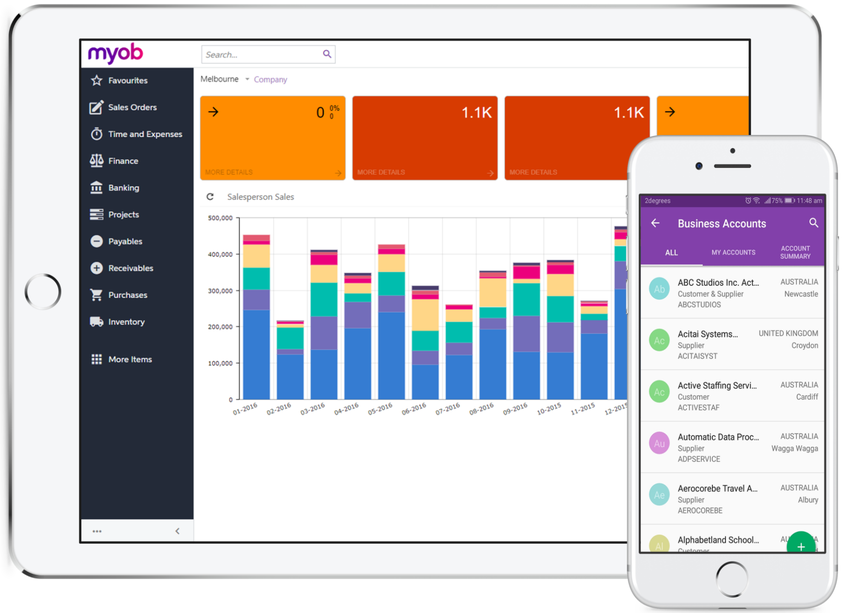
# Why MYOB Advanced

# The #1 fastest growing ERP cloud player in ANZ




**4,000+**
businesses using MYOB ERP solutions everyday

**65,000**
users supported everyday

**$11b p.a**
in transactional revenue managed by the system

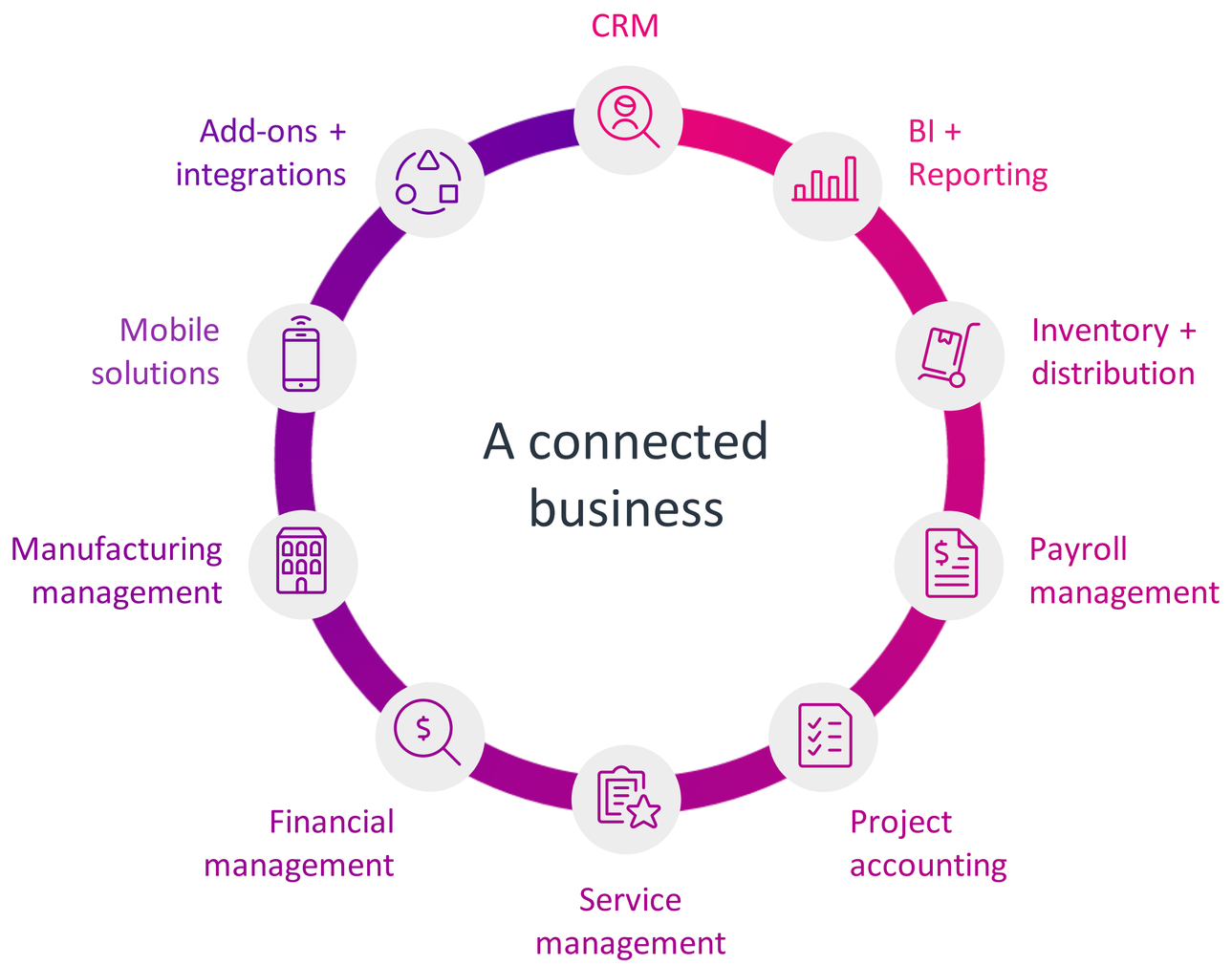
**1.3m**
employees paid via MYOB ERP products

**4,000** ERP
**7,000** payroll implementations

**100%**
onshore implementation and support

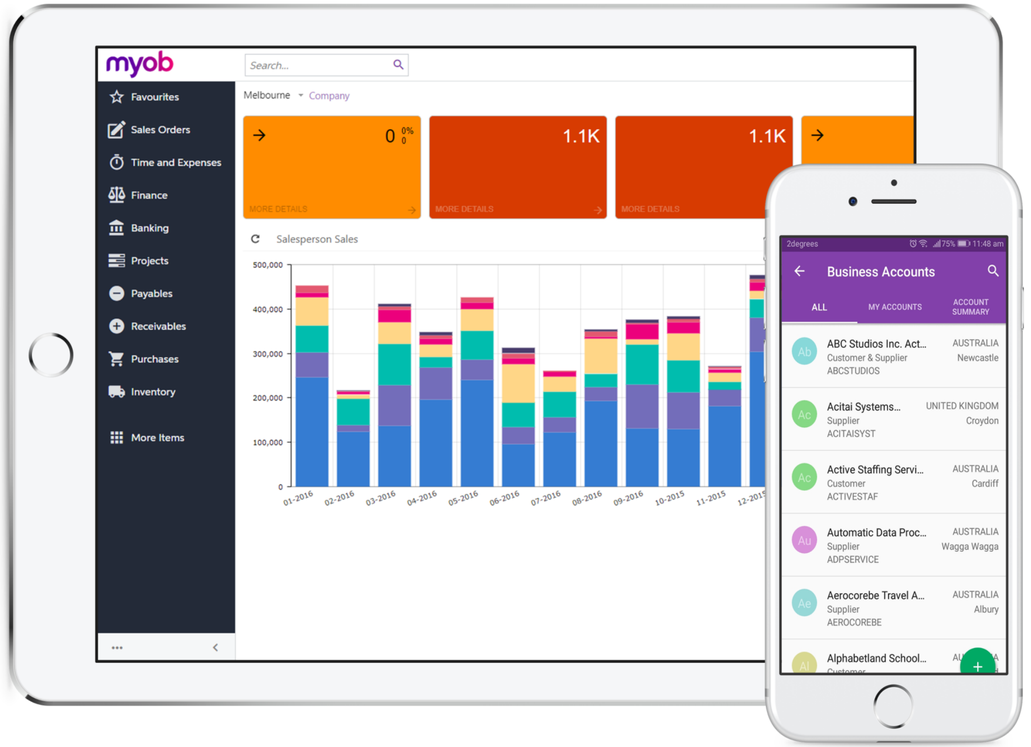
Connect business systems and data with our cloud ERP so you have a single system to manage and a single source of truth

- Highly scalable
- Exclusive automation + workflows
- Integrated payroll
- Localised vendor + partner support
- Largest partner network



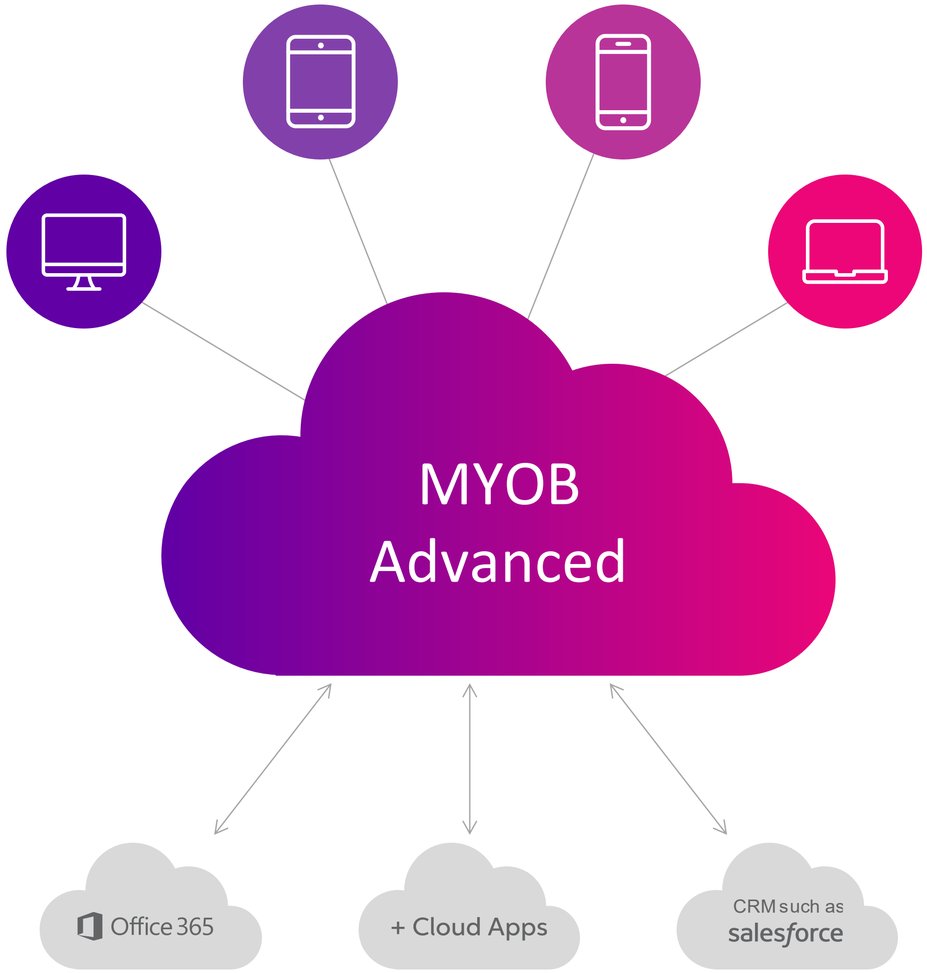
# Improving staff productivity and giving an accurate view of your business performance

- Intuitive and modern user interface
- Inbuilt dashboard and reporting
- Real-time visibility
- Collaboration tools that help staff focus on their work



# Access from anywhere, on any device

- 100% browser enabled
- Easily connect to other cloud solutions
- Increase collaboration and productivity
- Common system of record



# MYOB Advanced

**Inventory management** — Optimise across multi-locations

**Customer management** — Drive your business growth

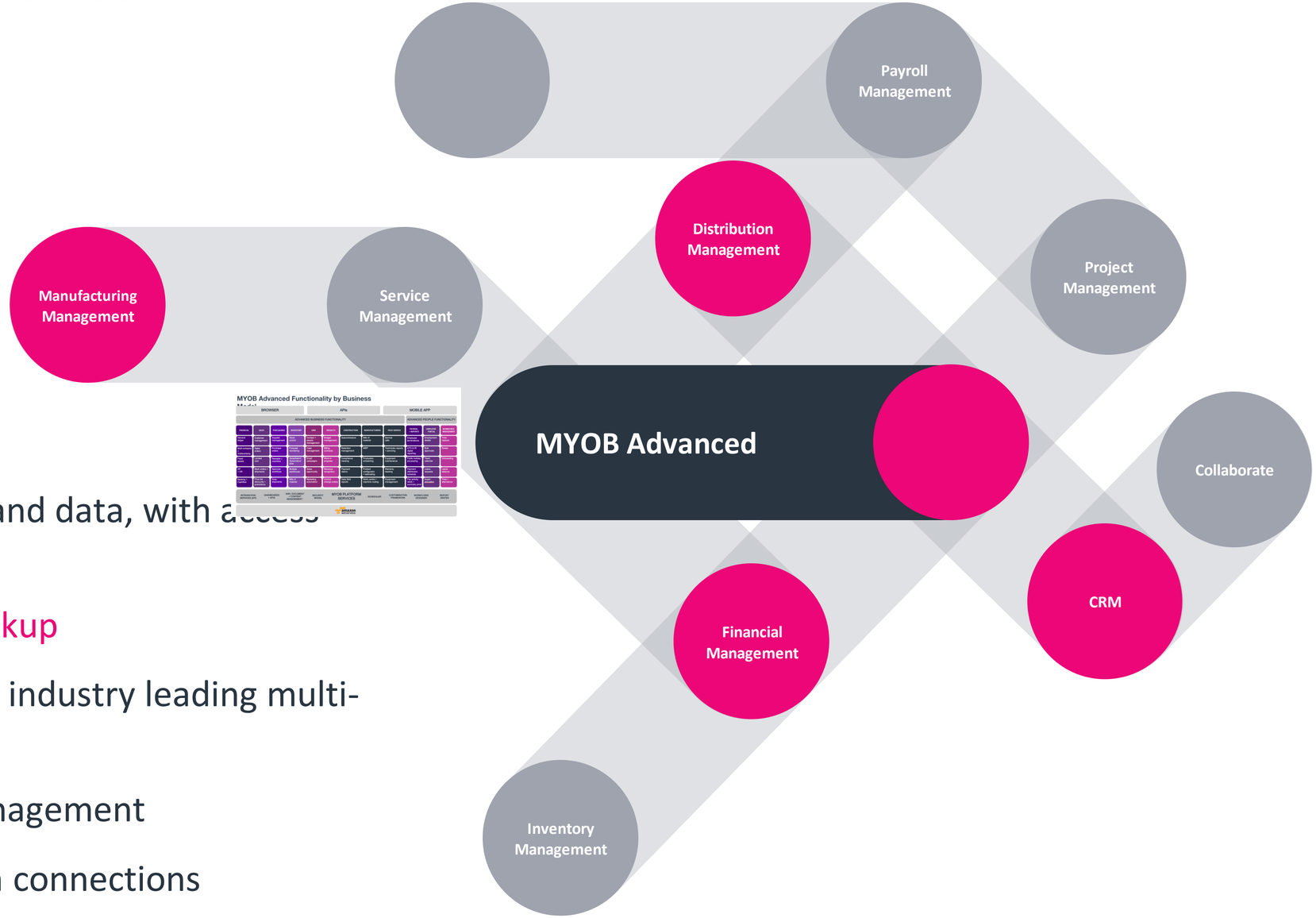
**Project accounting** — Manage process and profitability

**Financial management** — Control and real-time visibility

## Vertical solutions

- Distribution
- eCommerce
- Construction
- Manufacturing
- Trade services

# Becoming a Connected Business with MYOB Advanced







- Unify + integrate business systems and data, with access anywhere, any time with cloud ERP
- Enterprise grade security + data backup
- Simplify financial management with industry leading multi-entity workflow
- Reduce costs + complexity of IT management
- Simplify 3rd party solutions + add-on connections

# MYOB Advanced Functionality by Business Model

BROWSER

APIs

MOBILE APP

ADVANCED BUSINESS FUNCTIONALITY

ADVANCED PEOPLE FUNCTIONALITY

FINANCIAL

SALES

PURCHASING

INVENTORY

CRM

PROJECTS

INDUSTRY STAFF PRODUCTIVITY

PAYROLL + REPORTS

EMPLOYEE PORTAL

WORKFORCE MANGEMENT

INTEGRATION SERVICES (API)

DASHBOARDS + KPIS

WIKI, DOCUMENT + CONTENT MANAGEMENT

SECURITY MODEL

MYOB PLATFORM SERVICES

SCHEDULER

CUSTOMISATION FRAMEWORK

WORKFLOWS DESIGNER

REPORT WRITER

# MYOB Advanced Functionality by Business Model

**BROWSER** | **APIs** | **MOBILE APP**

**ADVANCED BUSINESS FUNCTIONALITY** | **ADVANCED PEOPLE FUNCTIONALITY**

| FINANCIAL | SALES | PURCHASING | INVENTORY | CRM | PROJECTS | CONSTRUCTION | MANUFACTURING | FIELD SERVICE | PAYROLL + REPORTS | EMPLOYEE PORTAL | WORKFORCE MANGEMENT |
|---|---|---|---|---|---|---|---|---|---|---|---|
| General ledger | Customer management | Supplier management | Stock control | Contact + people management | Budget management | Subcontractors | Bills of material | Service calls | Employee terminations | Employment details | Time capture |
| Multi company + multicurrency | Sales orders | Purchase orders | Forecast reordering | Case management | Billing contracts | Retention management | MRP | Technician reports + servicing | ATO & IR digital reporting | Bulk approvals | Roster |
| Fixed assets | Landed cost | Receipts + vouchers | Serial/batch/ Style/colour/ Size | Email campaigns | Work in progress | Compliance tracking | Production scheduling | Equipment maintenance | Public holiday processing | Team calendar | Onboarding |
| AP + AR | Back orders + shipments | Approval workflows | Multiple warehouse | Sales opportunity | Revenue recognition | Payment claims | Product configurator + estimating | Warranty tracking | Payment distribution schedule | Leave requests | Leave balance |
| Banking + Cashflow | Price list discounts + promotions | Drop shipments | Bills of material | Marketing automation | Control change orders | Daily field reports | Work centre + machine routing | Equipment management | Pay activity detail + summary pivot | Super-annuation | Time + attendance |

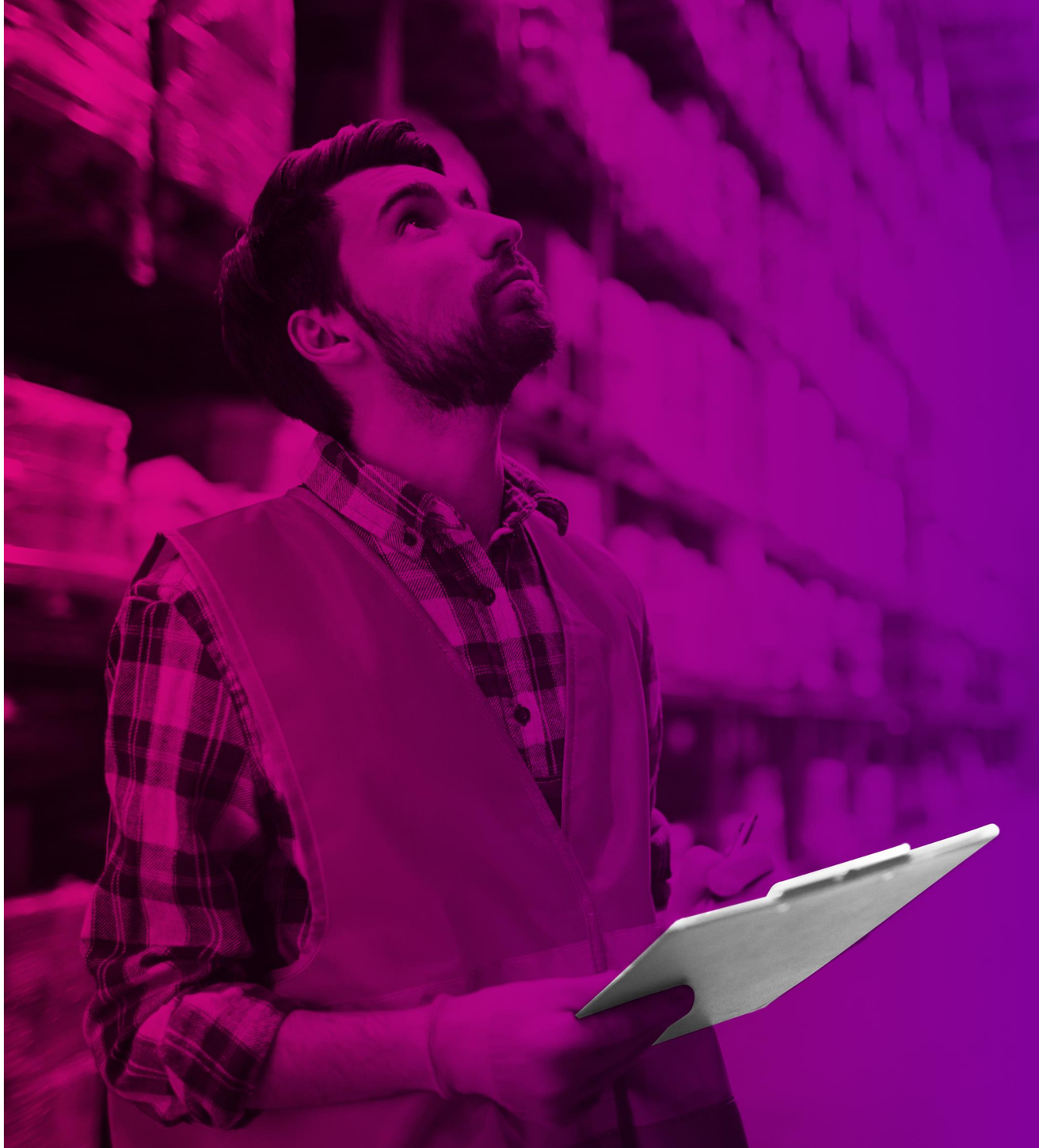
**MYOB PLATFORM SERVICES**

INTEGRATION SERVICES (API) | DASHBOARDS + KPIS | WIKI, DOCUMENT + CONTENT MANAGEMENT | SECURITY MODEL | SCHEDULER | CUSTOMISATION FRAMEWORK | WORKFLOWS DESIGNER | REPORT WRITER

amazon web services

# Distribution

- Advanced Financials
- Sales Order Management
- Advanced Inventory
- Purchase Order Management
- Advanced Fulfillment
- Requisition Management



# eCommerce

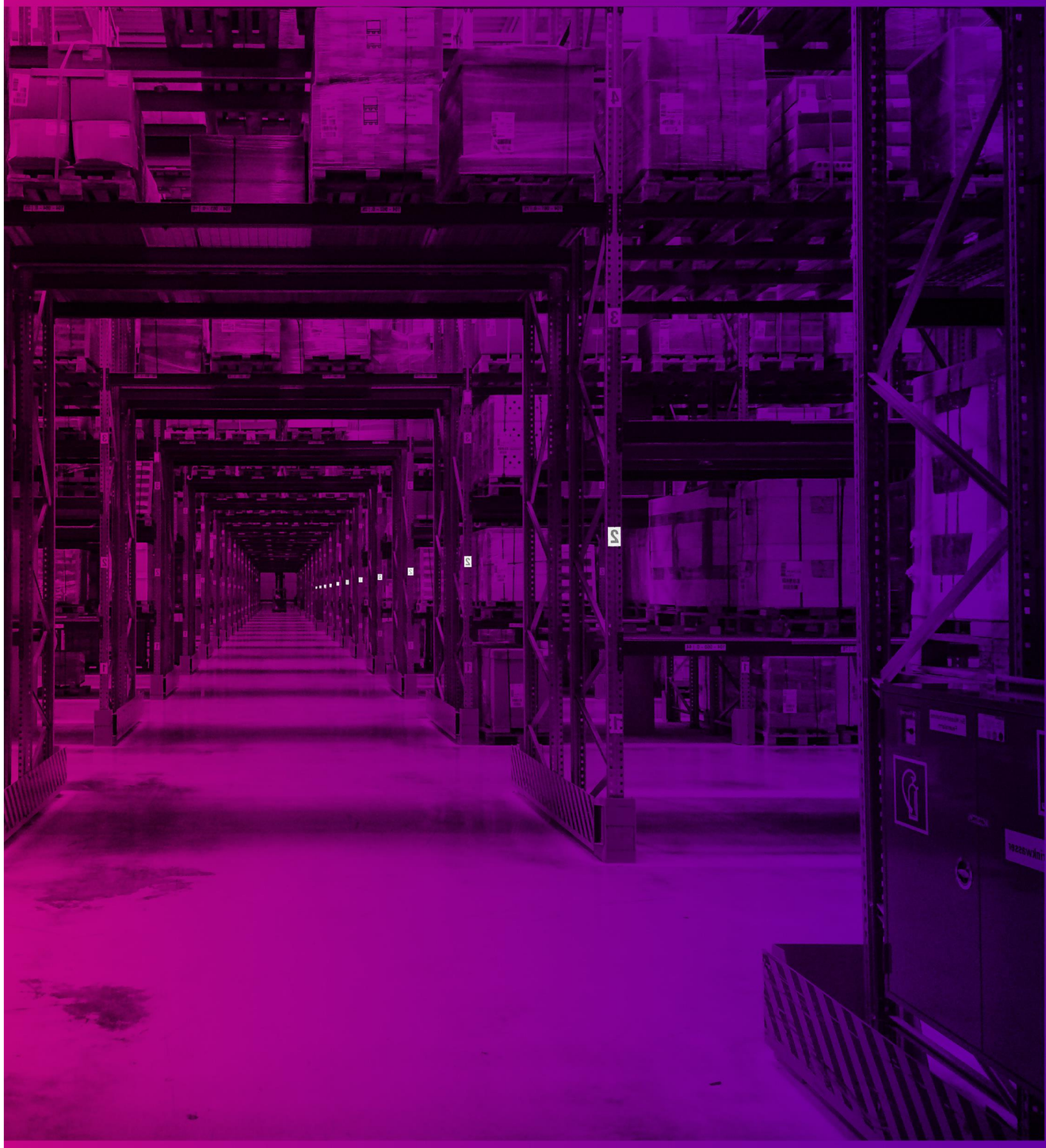
- Advanced Financials
- Inventory Management
- Order Management
- Advanced Order Fulfillment
- Product Configurator
- Commerce connector for Magento + Shopify

# Projects

- Advanced Financials
- Project Accounting
- Cost Codes for Product
- Compliance
- Industry Integrations

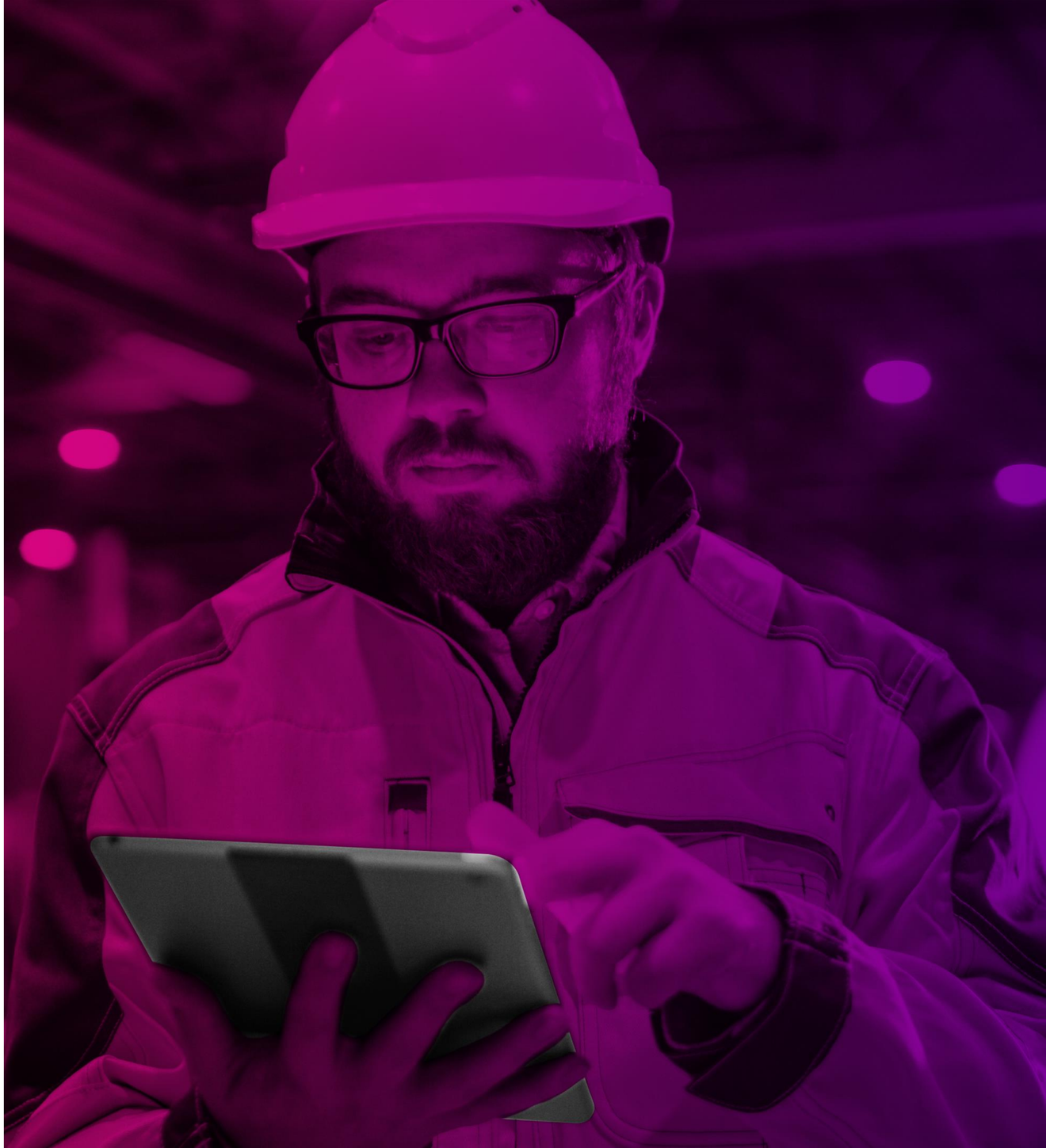
# Manufacturing

- Bill Of Materials
- Material Requirements Planning
- Planning And Scheduling
- Estimating
- Product Configurator
- Production Management



# Trade Services

- Scheduling And Dispatch
- Equipment Maintenance
- Warranty Tracking
- Service Contracts
- Real-time GPS With Bing Maps
- Route Planning + Management



# MYOB Advanced Clients by Industry

## Food + beverage

## Not for profit

## Wholesale distribution

## Professional services

## Manufacturing

## Technology

## Entertainment + tourism

## Health sector

## Mining, construction + engineering

## Finance sector

# MYOB Connected Business World

## An Ecosystem of ISV Partners

### Productivity Tools

- EDI
- Accounts Payable Automation
- Business Process Mapping
- Mobility
- Supply Chain Finance

### Industry Solutions

- Manufacturing
- Retail - POS
- Retail - eCommerce
- Transportation
- Construction
- Rental
- Quality & Compliance

### Module Extensions

- Asset Maintenance
- Expense Management
- Debtor Management
- WMS
- Field Sales
- Inventory Replenishment
- Service & Job Management
- T&A, Rostering and Awards
- Memberships

### Intelligence + Reporting

- BI Reporting
- Financial Reporting

MYOB

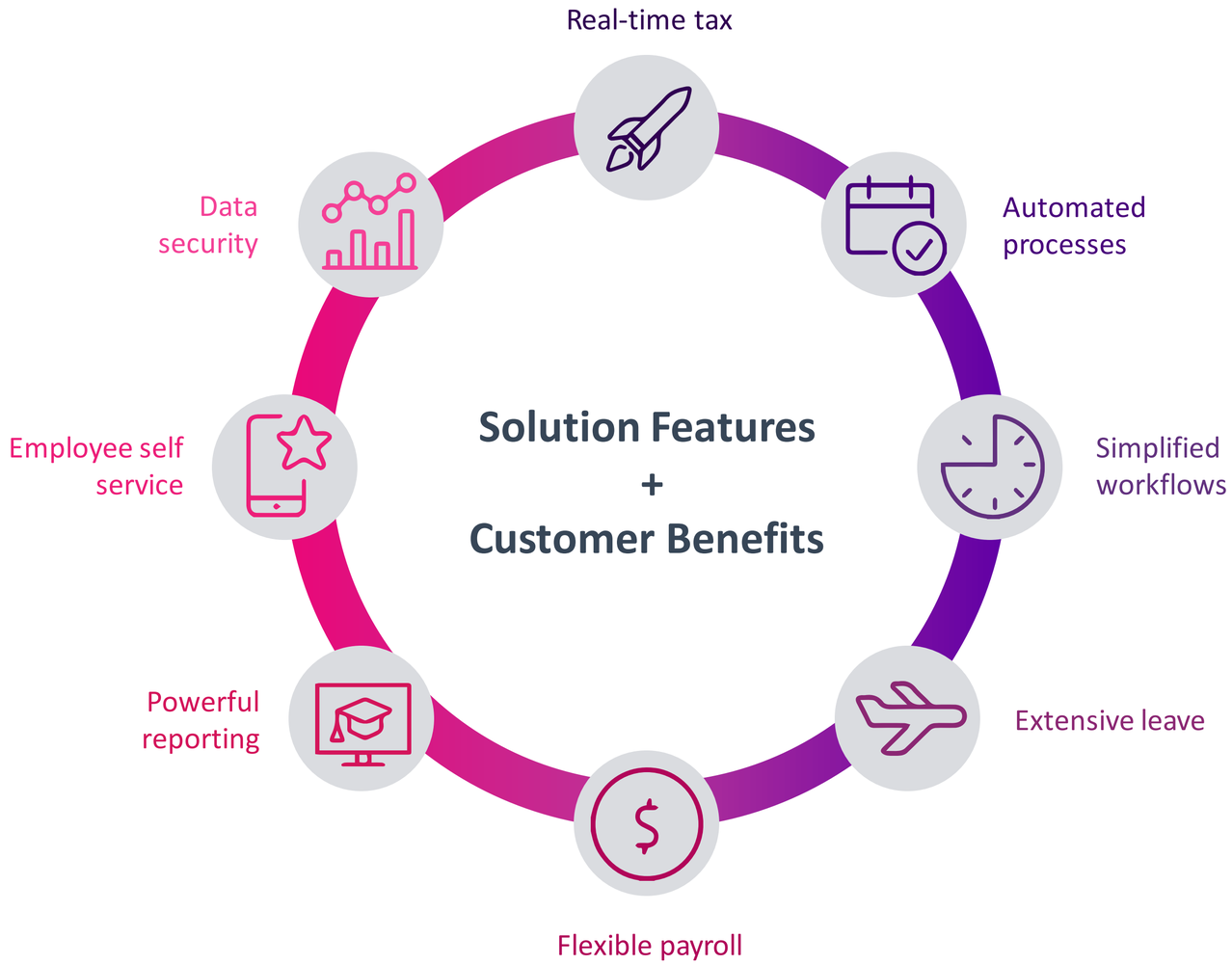
# Advanced People

Flexible payroll that keeps you compliant + reduces errors or risk

Employee self-service capabilities for effective productivity

Automatically updated, cloud-based software for efficiency

Designed with integration in mind for best optimisation



# MYOB Advanced People

**BROWSER**

**ADVANCE PEOPLE FUNCTIONALITY**

**MOBILE APP**

**PAYROLL**

- Leave Calculations
- Employee Terminations
- Superannuation Calculations
- Timesheet upload
- Multi-company
- ATO & IRD digital reporting
- Public Holiday processing
- Payment Distribution Schedule

**REPORTS**

- Pay Summary
- Pay Activity Summary Data
- Pay Activity Summary Pivot
- Payslip
- Pay Activity Detail Data
- Pay GL Batch Summary
- Pay Activity Detail Pivot

**EMPLOYEE PORTALS**

- Payslip
- Contact Details
- Employment Details
- Pay Distribution
- Superannuation
- Bulk Approvals
- Leave Balance
- Leave Requests
- Team Calendar

**WORKFORCE MANGEMENT**

- Onboarding
- Time capture
- Timesheet
- Roster
- Time & Attendance

**SECURITY MODEL**

**INTEGRATION SERVICES | API**

**SCHEDULER**

**WORKFLOWS**

amazon web services

# The Implementation

1

**Teamwork**

- Teamwork is the key to delivering an implementation and that team consists of you and the MYOB team.

2

**Product and Industry Experts**

- A highly skilled team of consultants accredited in MYOB Advanced People will guide you through each stage of the implementation.

3

**Proven Methods**

- Proven methodology to ensure a successful outcome in a defined period.

4

**Change Management**

- Defining realistic time frames
- Communication

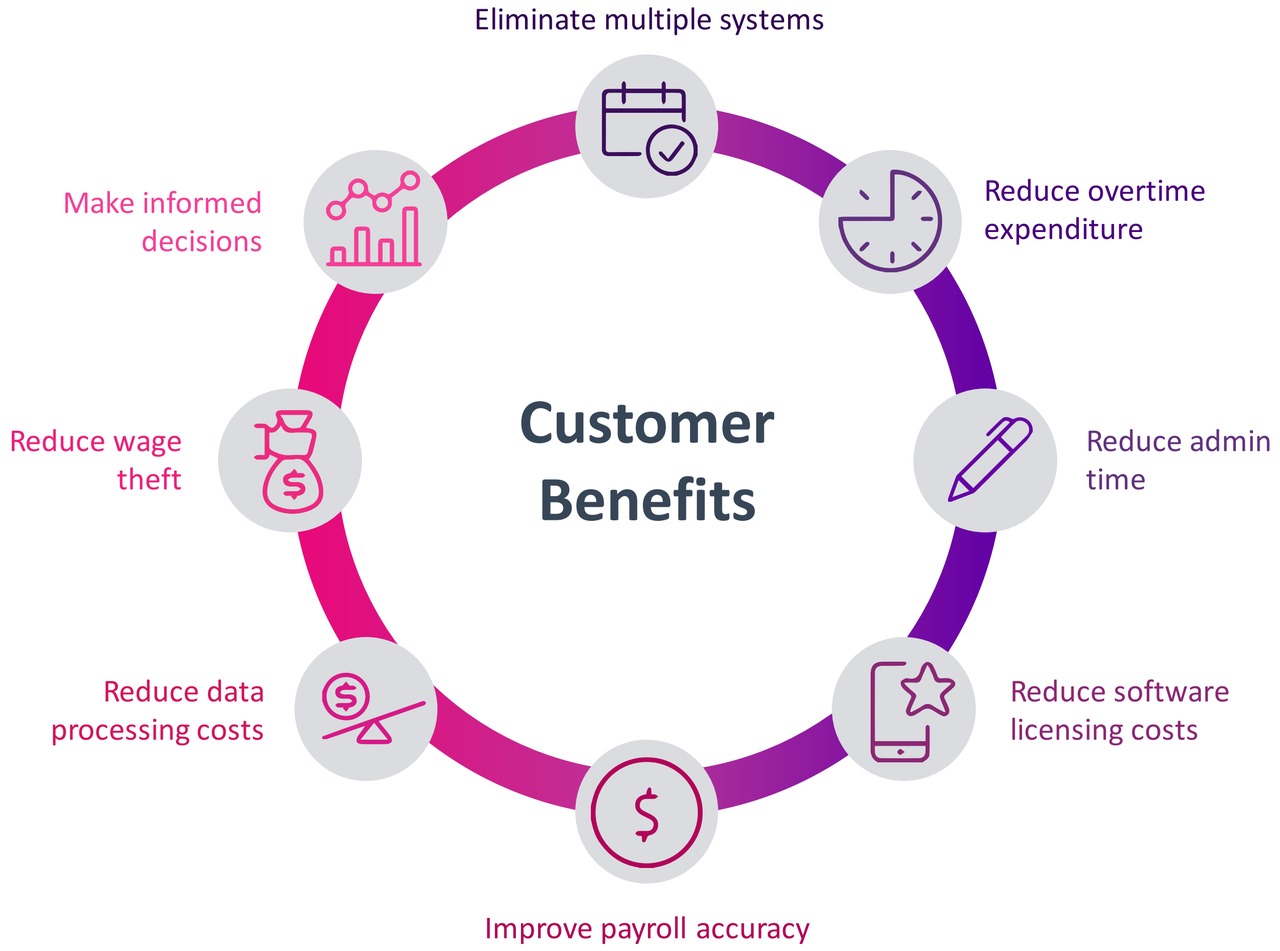
# MYOB **Advanced People Workforce Management**

All-in-one workforce software for 20-5,000 employees

Built-in compliance, employee self-service

Automates + streamlines entire employee lifecycle

Business intelligence that improves HR strategy



# Separate Business Systems
## Drivers of Change

### Increased Government Regulations and Risk

- IR reporting and submission
- New Zealand Holidays Act compliance

### Need for real-time analytics/WF

- No data access
- Separated data
- Access not readily available to those who need it

### Desire to reduce low value tasks

- Paper forms
- Slow decision making
- Overhead costs for managers

### Integrate onboarding, rostering + self-service

- Disparate systems
- No single source of truth
- Multiple manual processes

# Separate Business Systems
## Systems Opportunity

### Increased Compliance

- Reduction of compliance risk
- Payroll and WFM
- Updates

### Real-time Employee Information

- Dashboard reporting
- Single source of truth
- Ease of access

### Increased Productivity

- Online Forms
- Workflow
- Removing mundane + non-productive tasks

### Secure Remote Access

- What does AWS provide?
- Remote tools anywhere anytime
- Easy access