M3 Financials & Localization 2020-2022

Update for Infoteam – 2022-09-22

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Agenda | outline

M3 Localizations

- Country coverage Recently delivered Roadmap

M3 Financials

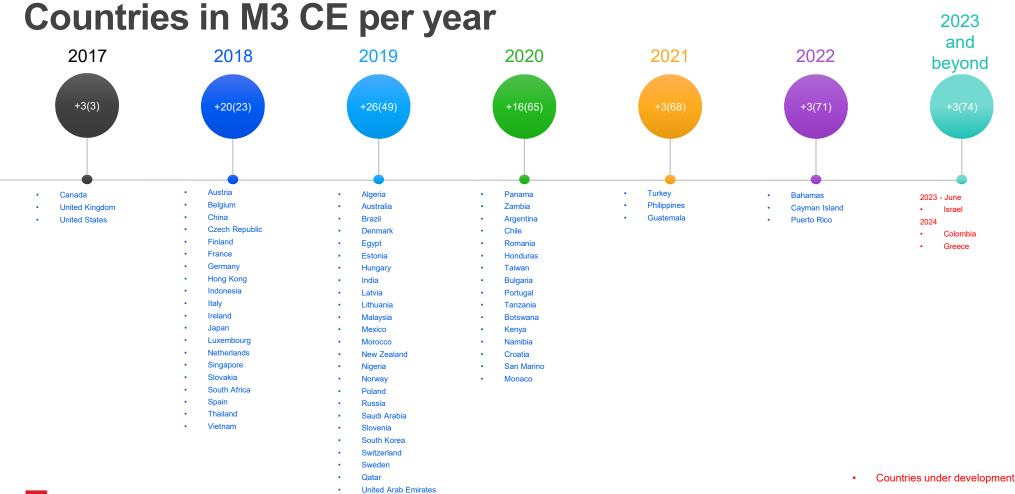
- Recently delivered Roadmap

Financial 4.0

- Our future

Other topics

Localization accelerators



Zimbabwe

info



Highlight

Regulatory and Statutory

Validation of VAT **Registration Numbers for EU Invoices**

To satisfy legislation introduced in June 2020, functionality has been added to validate customer VAT registration numbers.

The validation supports two validation methods, one for validation in Germany, and the other for validation in all other EU countries.

The VAT registration master is now updated when a VAT registration number on a Customer, or Customer Address record, is added,



Faster:

Save processing time using one VAT reg. no master for all divisions

Improves Data Quality:

Automatic validation and history file



M3 Tax Management

EU – One stop shop (OSS) for VAT declaration for B2C sales

EU will simplify the VAT reporting for sales to consumers in other EU countries (B2C)

The following requirements has been identified in this are:

- The seller must add the local VAT of the invoice receiving country
- The seller can report the VAT for the invoice receiving country to the tax authorities in their own country via the OSS portal.



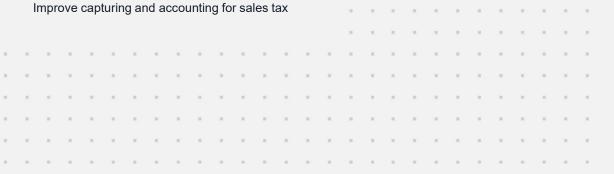
- No need to setup local VAT registration if selling above a threshold
- One VAT declaration instead of one per country

M3 Regulatory & Statutory - Planned Q1 2023

Accounts payable

Enhancement for invoices with sales tax

Sales tax can be deducted at invoice entry in AP module. M3 will be enhanced to manage that in a better way





Value

• Easier to capture and manage invoices with sales tax

M3 Regulatory & Statutory - Planned 2023

Localization

- P27 Common banking for **Nordic Countries**

The Banks in the Nordic countries has agreed to build one common platform for banking.

- For all currencies
- Based on SEPA format
- · New services to be launched



- Allows faster and cheaper payments between the countries in the Nordic countries
- Future proven platform for banking

M3 Regulatory & Statutory - Roadmap

Accounts Payable

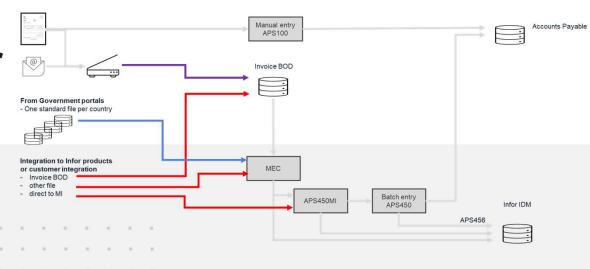
Inbound electronic supplier invoices

Several countries has introduced e-invoices via a portal managed by the government as the only legal alternative to invoice a customer.

So far has we focused on secure that M3 can send invoices to that portal. The next step is to be able to download supplier invoices from the portal.

Each government has it own format and will translate that to one format and send to M3

Entry of Invoices



- More efficient process to enter supplier invoices
- · Reduce the risk to by mistake make enter at transactions

M3 Regulatory & Statutory - Roadmap

Localization

Global name and address support

Addresses and name have different structures in various countries. M3 needs to reflects that for division, customers, suppliers, banks, employees

The following requirements has been identified in this

- The fields are not long enough (company name, town, etc.)
- Lacking structured fields (street, building no., etc)
- · The composition of addresses are not adopted to country standards
- · There are possibilities to validate a field in an address today that we are lacking
- · We are lacking the integration to fetch addresses from public centers
- Name and addresses should be possible to hold in parallel language



- Ability to enter complete legal name
- · Reduce customer modifications

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M3 Regulatory & Statutory - Roadmap

Localization

Global support for tariff codes

Statistics for global trade are built on statistical codes per item. M3 manages that today, but not multiple codes depending on countries

Problem

- The same item can be sold / imported in many countries in M3 when MUC is used
- Each item can only have one code in one language

Request

- Allow multiple tariff codes per item depending on the sending and receiving country
- Enable the description per language for each tariff code



· Allows global customer to report trade statistics in a better way

Available in the M3 Cloud



M3 Localizations - Norway

Delivered - 2019 - Now

The following local statutory and regulatory requirements in existing GA countries was delivered during the period

To secure that our customer can continue to operate in several countries will Infor monitor these countries for legal changes and deliver these on a monthly basis

Period	Description	Version
2022-02	Updates to SAF-T	M3 CE
2022-01	E-invoice EHF 3.0	M3 13.4
2021-12	E-invoice EHF 3.0	M3 CE
2021.07	CAMT.053 DNB	M3 CE
2019-11	SAFT.Updates	M3 13.4
2019-12	SAFT Updates	M3 CE
2022-07	Updated VAT return format	M3 CE
2022-04	Updated VAT return format	M3 13.4
2021-12	Updates to SAF-T	M3 13.4
2021-03	Direct debiting Autogiro	M3 CE
2021-04	Direct debiting - avtalsgiro	M3 CE
2021-06	New VAT return format	M3 13.4
2021-07	New VAT return format	M3 CE
2021-07	CAMT.053 DNB	M3 13.4

M3 LOCALIZATIONS & FINANCIALS | MAF 2022-06-01

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- Selected items C.A.R Roadmap

Financial 4.0

- Our future

Other topics

- T2V



Accounts Payable

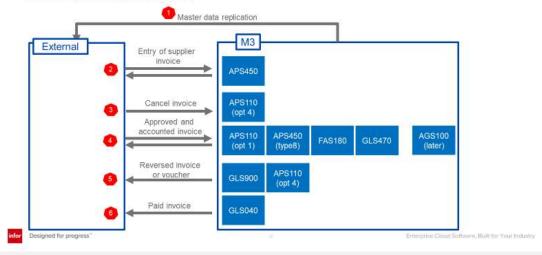
Improved Interface for 3rd party products

Several customer has 3rd party products for managing approval of supplier invoices.

To support that has the number of API's in this business process been developed

- · Support invoices with or without PO connection
- Possibilities to enter invoices with accounting strings
- · Manage purchase of fixed assets, periodization's, connections to financial agreements

Process overview



Value

M3 customer can easily connect to 3rd party products for authorization of supplier invoices

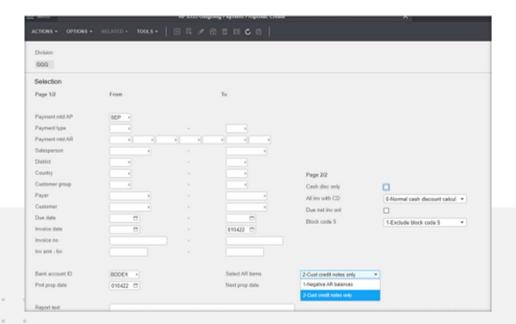


Accounts Receivable

Pay credits to customers

In case customer accounts have a negative balance or there are credit notes for a customer due to returns, reversals, trade agreements, bonus etc., it is needed to pay out that credit amount to customers.

- · Enable the customer for payouts
- Create a payment proposal for credit notes or negative balances
- · Work on the proposal, add or delete invoices/credit notes
- · Confirm the payment proposal utilizing the AP payment process for electronic transfers and check payments including electronic bank confirmation via ABS



Value

Simplifies the payment process to customer, all payment methods in AP can be used, without being forced to define the customer as a supplier



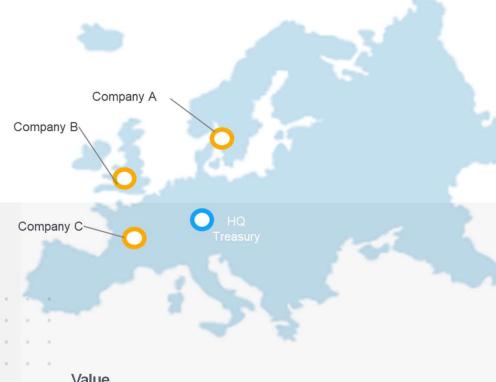
Corporate Treasury

Cash Pooling

A group of companies that operate in multiple countries can reduce cost for currency exchange and currency rate variances. Instead of buying and selling currencies at each local market, can a treasury function save these cost.

Included functionality

- · Central treasury can borrow currency from one company and lend to another, with various internal rate.
- Monthly calculation of interest
- · Invoicing of these interest between companies



- Reduce local loans in foreign currencies.
- Reduce bank charges for external loans



Corporate Treasury

Loan Management

From time-to-time companies needs to borrow money. Normally it's done from an external bank. But within a group of companies can it be more effective to borrow within the group. The company pays the interest to another company within the group, i.e. on a group level it's cost neutral.

Included functionality

- · Loans are between companies within the group
- Monthly calculation of interest
- · Invoicing of these interest between companies



- Reduce local loans in foreign currencies.
- Reduce bank charges for external loans



Corporate Management

Corporate Accounting and Reporting

First phase included:

- · Managing dual chart of accounts.
- · Managing multiple validation methods for:
 - Inventory
 - Customer bad debts
 - · Currency re-valuations
- Multiple accounting books
 - · Local / Corporate / etc.
- Reporting per accounting book
- · Managing different calendars

Dual chart of accounts

Allowing companies to operate with multiple chart of accounts

Multiple valuation methods

Introduce multiple valuations for inventory, customer bad debts and currency revaluations

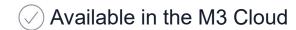
Multiple books

Classify the voucher into different accounting books

Reporting

Allow reporting depending on selected accounting book

- · Allows global companies to report under multiple rules such as local GAAP, IFRS or other rules based on virtual chart of accounts.
- Different valuation methods to apply for valuation of fixed assets, inventory, work in progress, currency re-valuations.
- Ensure correct balance sheets and costs in profit and lost reports.



Financial Accounting

Corporate Netting

New functionality to report payments between companies inside a corporation. The objective is to reduce number of payments and the cost.

Included changes

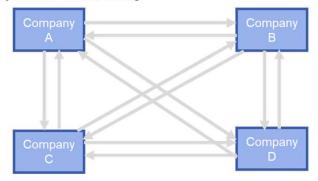
Introduce a new payment class - Netting

Reporing of outstanding customer invoices and supplier invoices to a netting central

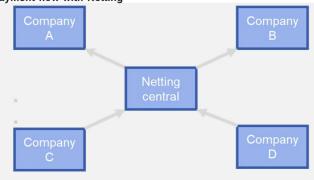
Receive feeback after netting and allocate that to reported inncoices

Register the bank-transaction

Payment flow without Netting



Payment flow with Netting



- Reduce number of payments
- Reuce the cost for payments
- Optimize the cashflow withing the corporate environemnet

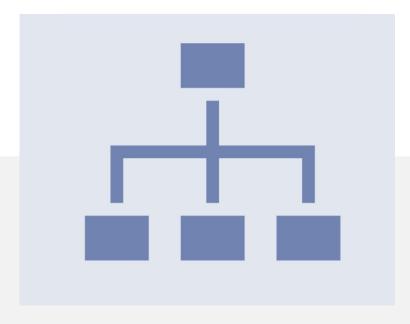
M3 Financials – Planned Q4 2022

Corporate Management

Corporate Accounting and Reporting - Fixed Asset Management

Second phase included:

- · Different acquisition values in fixed assets. Enable different acquisition values in fixed assets for the same asset. Consequences:
 - · Changes in reports
 - Changes in calculation of gain/loss at sales
 - · Changes in calculation of loss at scrap



- · Allows global companies to report under multiple rules such as local GAAP, IFRS or other rules based on virtual chart of accounts.
- Different valuation methods to apply for valuation of fixed assets, inventory, work in progress, currency re-valuations.
- Ensure correct balance sheets and costs in profit and lost reports.

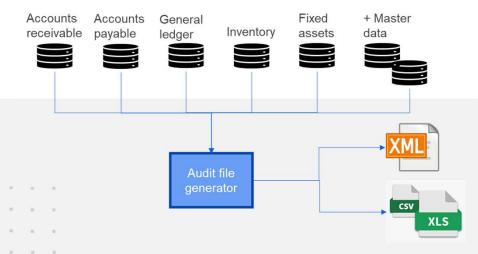
M3 Financials – Planned Q4 2022

Financial Report Generator

Dynamic Financial Reporting

A trend within governmental control is to introduce electronic audit files. Companies are obliged to create an audit file each month and if requested send it to the government

- · Define the report required from the government
- · Connect eaxh XML tag o M3 database
- · Create the report



- Reduce time to market, faster response to changes
- Increase number of supported formats

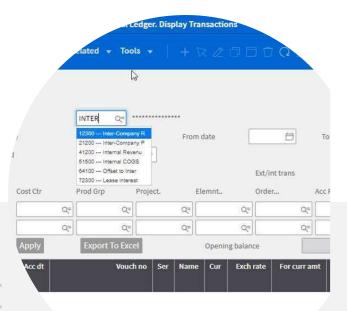
M3 Financials - Planned Q4 2022

General Ledger

Search accounting codes via description

Today the user search the accounting code via the code. It's more efficient to search via the description

Search via accounting code descriptions. The development will improve the capability to search accounting codes in dimensions 1 to 7 via the description, instead of the code



- · Reduce the risk of making accounting on wrong codes
- User friendlier way of searching for accounting codes

M3 Financials - Planned Q4 2022

General Ledger

Modernization of internal reconciliation

Reconciliation is a method to verify balances on an account that holds a balance in the balance sheet. This is done by eliminating all transactions that balance within the account, only the "open" transaction will be left

Add a unique rec dimension in FGLEDG - 40 Character Improve auto reconciliation Add new functionality in manually reconciliation + division

Reconciliation dimension One of the analytical dimensions will be used for internal reconciliation

Value

Accounting structures

- 9 levels - Paralell

· Improve the manual work with reconciliation

M3 Financials – Roadmap

Current assets

Inventory valuation – Homogeneous group

Inventory valuation can in M3 be done at a very low level - down to lot level.

Some countries and rulebooks require inventories to be valued as homogeneous groups. For some it might be at country level, for other it might be all the way down to a lot number

The idea is to define – the level that represents the homogeneous group and create the product costing value at that level. That cost is than used as transaction price for all items belonging to that level.



Allow user definition of a homogeneous group

M3 Financials – Roadmap

General Ledger

Improved accounting capacity

There is a need to improve the accounting analysis capability

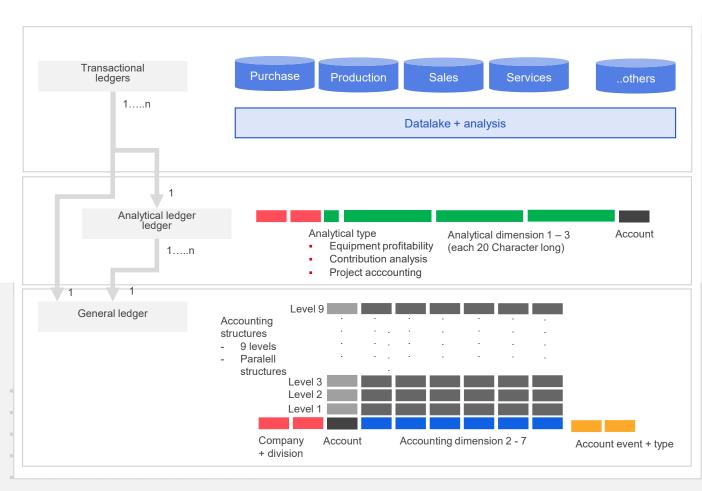
In General ledger

Introduce accounting event and type as unique fields

New Analytical ledger for

- Equipment profitability
- Contribution analysis
- Project accounting

Enhance the financial analysis over transaction layer with new analytical models



- Better analysis
- Take away information from the accounting dimension to separate fields and to the improved analysis of transactions will improve performance in the balance file

M3 Financials - Roadmap

General Ledger

Enhancement to third currency management



M3 has capability to manage a third currency today, it's used when a country change the base currency, i.e Euro conversion, but also when a customer would like to monitor the accounted local amount in a parallel third currency such USD or EURO.

The rate for 3rd currency are today between accounted amount and the 3rd currency amount, it should also be possible to have the rate between source amount and the 3rd currency amount

Change in currency revaluation if the rate is decided from the source amount

Secure that all vouchers are balances even on the 3rd currency

Value

 Allow companies to operate with a foreign currency as the parallel currency

Rate from accounted amounts

M3 Financials – Planned Q4 2022

POS – Point of Sales

Backend for sales via POSsystem

New functionality that secure that M3 has an endto-end process for sales via external POSsystems

In progress: At cash transfer in POS system and

cash desk – support bag-id

Introduce payment provider ledger to support sales via credit-card, debit card, PayPal, invoices, payment plans via

payment provider

VAT for pre-payments

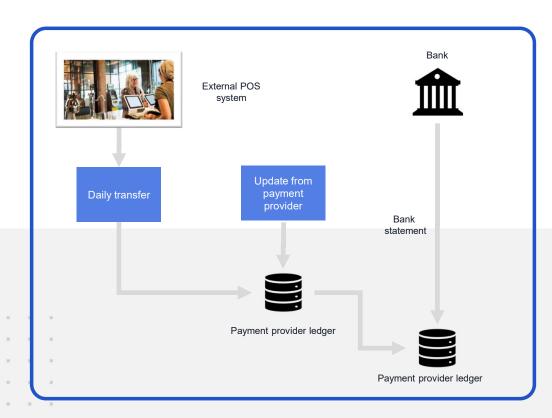
Roadmap: Gift cards

Coupons

Loyalty clubs

Changes in VAT reporting

Changes in Audit reporting



- Close the end-to-end part of this process
- Reduce the manual work with reconcilation between sales, payment provider and bank statement

M3 Financials - Roadmap

Accounts Payable

Supplier invoice automatization - PO based invoices

Managing supplier invoice is one of the most time-consuming process in a company and also a process that most users will have contact with.

The goal with this development for PO based invoices

- Improve the quality of the PO
- Improve the matching functions

MRP

· Order created from the MRP calculation

EAM

· Order created from the EAM interface

E-Procurement

 Order created from the eprocurement system

Manual PO

· Manual entered PO



Goods receipt Invoice Entry



Invoice matching

- Faster approval of invoices
- · Higher number of invoices automatically approved

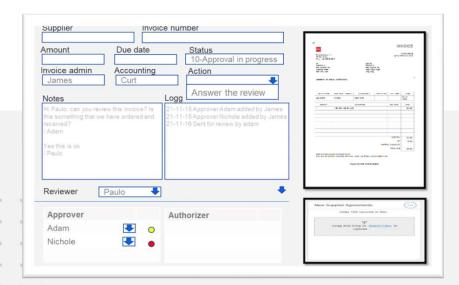
Accounts Payable

Supplier invoice automatization – Approval of "wild" invoices

Wild invoices, invoices without connections to PO or pre-approved agreements should not exists, but they do exist. They are the biggest risk for fake invoices and errors in the approval / accounting

The following requirements has been identified in this are:

- Introduce a validation step
- Enhance the authorization functions
- Improve usability by
 - Workflow
 - Modern UI
 - Simplifications



- Reduce the risk of approving fake invoices
- · Reduce the risk for wrong accountings
- Simplify the process for many M3 user that are not frequently using M3

M3 Financials – Roadmap

Accounts Payable

Approval of financial agreements

All agreements will generate transactions that effect the result of the company. Therefore, it's necessary to have a proper approval system in

place.

Requester

Administrator

Authorizer



Requester requests a new agreement.

Process

- · Enters a preliminary agreement in AGS100
- · Sends an email to administrator
- Sends an excel to administrator which can be dowloaded via MI program

Logfile updated



Purchaser



Reduce the risk of mistakes and attempts to cheat with the company's

M3 Financials – Roadmap

Accounts Payable

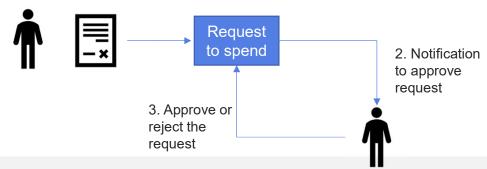
Request to spend function

All purchases can't be managed via purchase orders or agreements. There will be cases when there is a need to buy something for only one time. Examples - consultant services, education courses etc.

The following requirements has been identified in this are:

- The request is stored in a database
- Is approved / rejected by someone
- Invoice is controlled against the approved amount

1.Enter request to spend



4. Invoice is authorized against the approved request, within tolerances



- Reduce the risk to get unexpected cost, i.e., not approved before purchase
- · Simplify the authorization of the invoice

Experience – Planned Q4 2022

SUSTAINABILTY

- Environmental

A new module to support our customers work for a sustainable future

- Environmental reporting for corporate and companies
- Environmental declaration per product
- Environmental taxes
- Based on standards such Global Reporting Initiative (GRI) and / or Sustainability Accounting Standards Board (SASB), covering areas such as
 - Energy
 - Water
 - CO2

Social Sustainability Economic

Example of how a dashboard for electricity is embedded into a strategysystem







- · Simplify our customers work with sustainability work
- Facility our customers ambition to be a good citizen

M3 LOCALIZATIONS & FINANCIALS | MAF 2022-06-01

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03

Financial 4.0

- Our future

Other topics

- T2V

Financials 4.0

Value methodology

Finance is developing

- The market is seeing an increased demand for speed, agility, flexibility to meet organisations specific needs.
- A more mobile workforce increases pressure on training new user.
- A system filled with content, not a blank paper

How

Increase user productivity and efficiency, both from learning new functionality, new applications as well as simplifying work inside M3 Functions.

 Bring back focus to process solution and not program solution. Increased focus on API functionality and performance "The ambition is to build a modern, productive and attractive system that will increase our customers productivity"

By:Lars Bremer. Senior Director, Product Management Financials

What?

Utilize several tools and applications around M3 to solve process needs. Less focus on specific "application" and more on the process we solve. Just because M3 does not solve it, does not mean Infor cannot.

Last-mile user experience with config XML, apps, Interfaces, scripting, workflows

Easier transition across applications

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Financials 4.0

Putting our "ear" to the ground



M3 Financial strengths

Extensive financial functionality

Solutions covering most larger customers cases, strong maintenance and high configurability

Country specific

Advanced solutions for countries where our customers operate.



Areas we receive feedback

User Experience

We cannot underestimate the importance of UX, it is a key component in sales and retention

Automation

Faster, cost saving and better control. An ever-increasing demand for API's



Key insights

All is not M3 BE development

How can we maximize the value of new development to meet customized requirements

How can we build smarter

Instead of solving req by req, how can we utilize your skills and expertise to solve several at once

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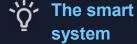
Integrated Analytics with Financials 4.0

Financials 4.0

Our strategic initiative for the future



Make it easy for the user to be successful



Provides tasks, reminders and insights the user can act on



Beyond integration

Two-way communication between applications



Increase decision support

Information at your fingertips, where are insights needed?



Automation at its core

Part of the strategy, develop to support future ML and Al



Close to real-time and Live reporting

Speed and accuracy are becoming even more vital

infor

Integrated Analytics with Financials 4.0

Enhanced business value through extensibility Supporting and improving user productivity

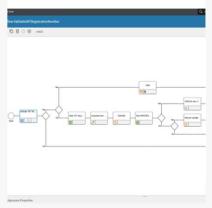
Personalization

Customize programs to support your user's experience



Workflows

Workflows to improve financial processes



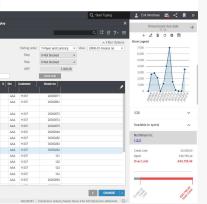
Configurable XML

Enhanced reporting and printouts



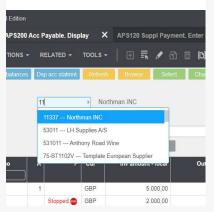
Context Apps

Maximize information to the user in a program



Scripts

Small features to increase speed and agility



FINANCIALS 4.0

Updated Homepages

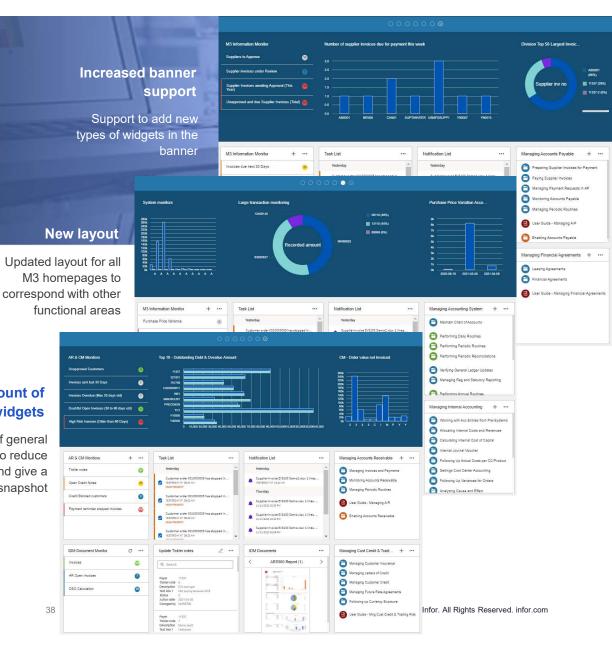
As part of Infors vision of delivering preconfigured and standardized content, the Financials 4.0 Homepages are automatically provisioned to all MT Cloud customers.

Homepage future

- Continuous updates to existing homepages in accordance with new released functionality
- Brand new financial homepages in more areas
- Transforming to "Workspaces" in Portal 2.0
- Support more processes with enhanced API support
- Engage the user for optimal decision making

Reduced amount of widgets

Exclusion of general widgets to reduce "scrolling" and give a better snapshot



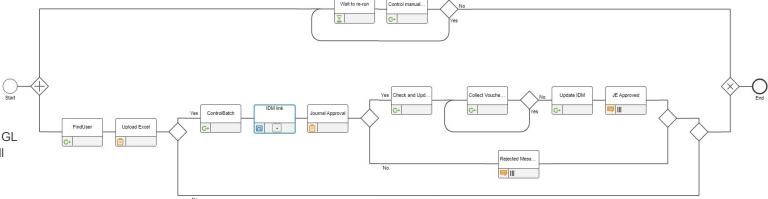
WORKFLOWS

GLS840 Journal upload approval

Uploading vouchers using GLS840 is a common approach for payroll and expenses. The workflow helps reduce mistakes in transfers to GL with an approval flow using tasks, drills and Homepages.

Workflow key features

- Approvals done directly within tasks that generates GL updates with decision support using customized drill backs.
- Add information to IDM document attributes automatically through background API calls
- Connection of uploaded document and system created voucher using a context-app



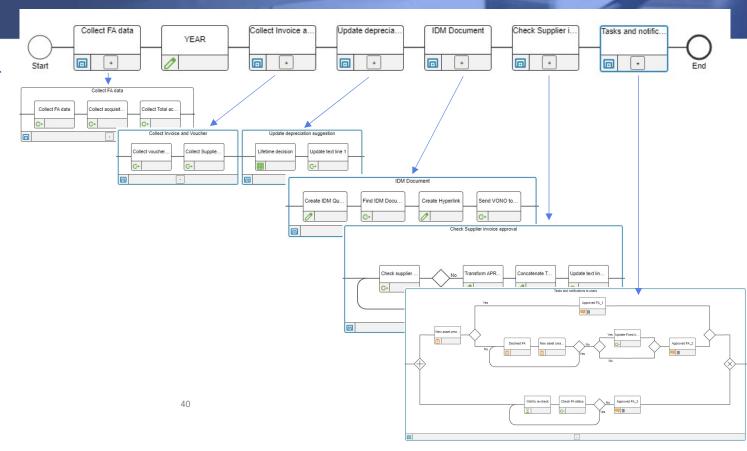
WORKFLOWS

New preliminary fixed asset added

Connects users from different departments in an Endto-End process, from an invoice to an active fixed asset. It aims to support the user with information when activating a new fixed asset.

Workflow key features

- Triggers a collection of API calls built on each other to back track source information
- Decision table suggests depreciation time based on acquisition amount and writes back to M3 field
- Hyperlinks and customized drill backs to support decision.
- IDM document attribute updates automatically to connect voucher and invoice.



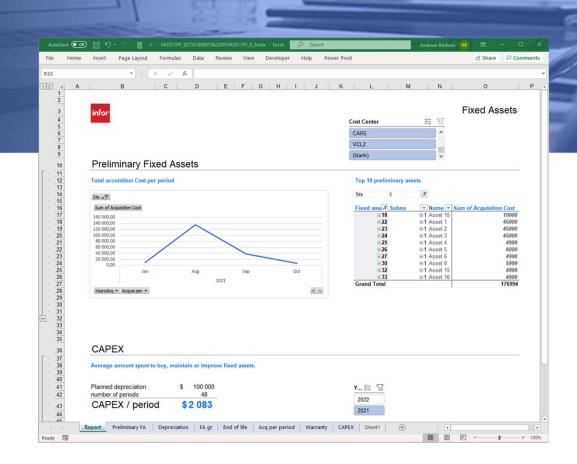
CONFIGURABLE XML

Fixed Assets Dashboard

Visualize your fixed assets values with help of pivot tables and graphs in Excel.

Report Highligts

- Based on FAS510
- · Values defined in Column Templates
- Dates and additional information added from FAS001 to display timelines.



CONFIGURABLE XML

Inventory Value Comparison

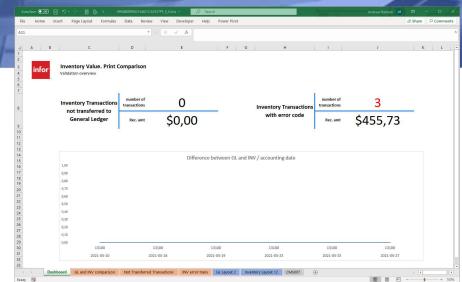
Based on CAS535 where you can print 2 reconciliation reports. One that is based on inventory transactions and one that is based on General Ledger.

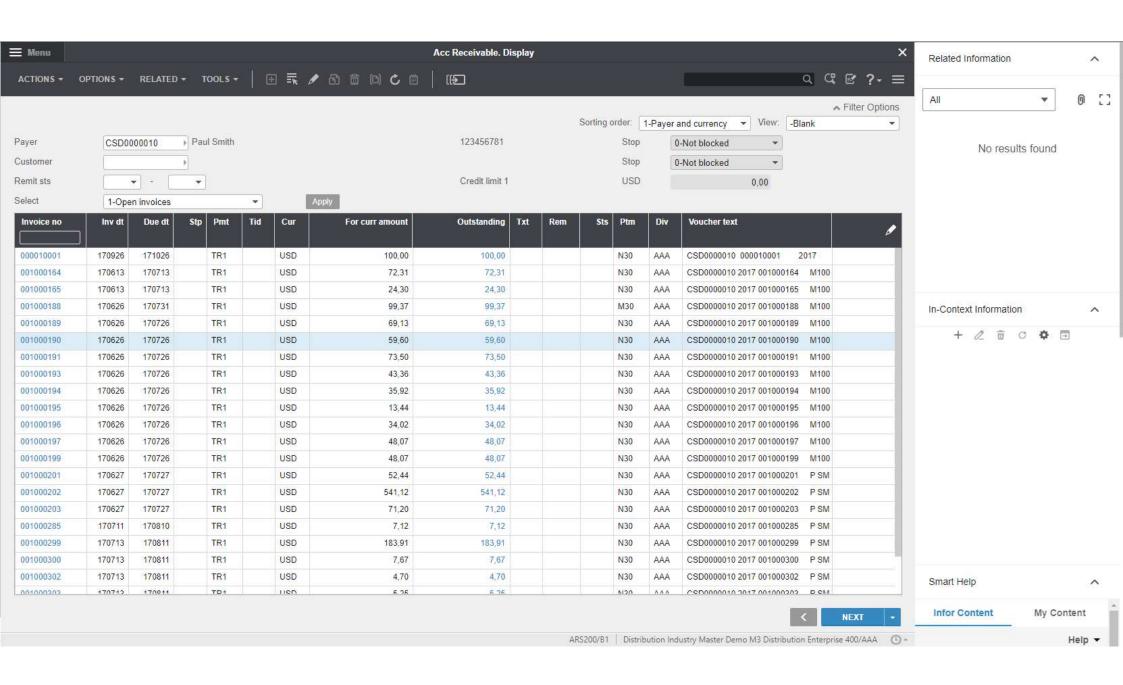
Report Highlights

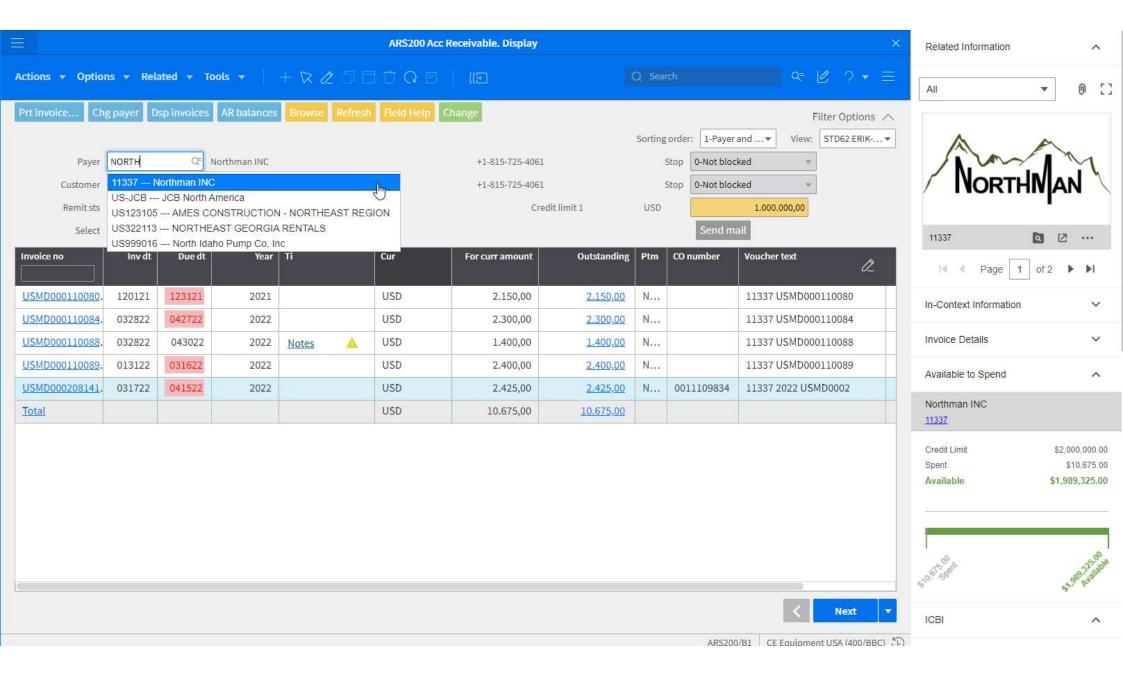
- Merge reports based on Inventory and General ledger in to one table.
- Highlight transactions that have not been transferred to GL.
- Highlight per account if there is a difference between GL and Inventory.

Quick Overview

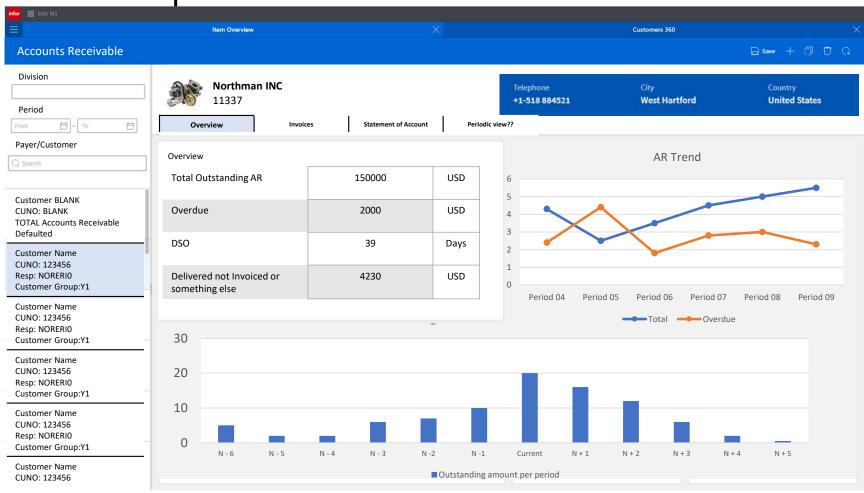
Straight line in graph means that GL and Inventory is the same



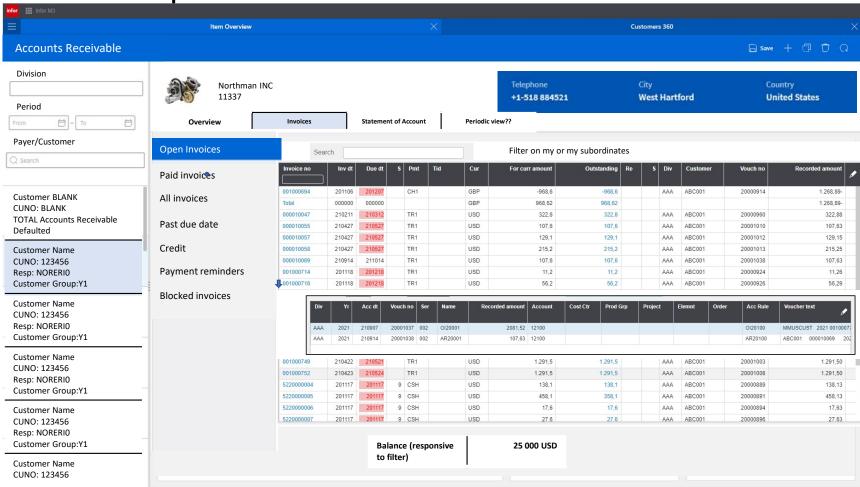




Customer specific AR - Overview



Customer specific AR – Invoices



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- Localization
- accelerators Competence centers

M3 Country versions

Localization accelerators

Today

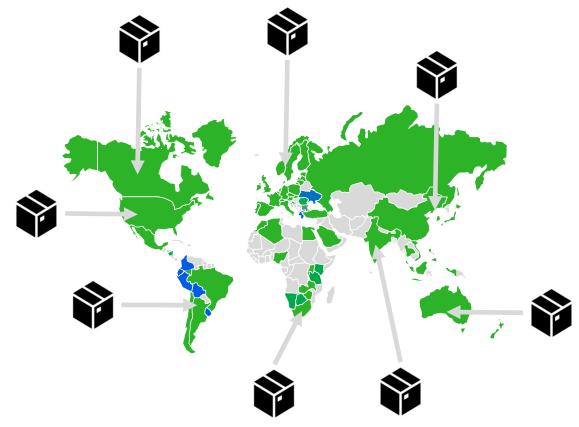
We have today implementation accelerators per industry. They are for industries and generic finance, but do nit cover unique localization in each country

What shall we add

- Introduced data packages per country, same as IA
- Should be included in the SKU for a country version

Value

- Faster implementations of a new country
- Higher quality in the implementation
- Allow ICS/Partners to implement a country at a fixed price
- Improve the margin for ICS when implementing a new country
- Create the basis for robot-based implementations



Infor Product Development

M3 Country versions

Center of competence for implementation of M3 countries

What shall we add

- Introduces dedicated team for each country that makes the implementation.
- Introduce configurable service products with fixed price
- Introduced data packages per country, same as IA

Value

- More efficient processes via automated routines
- · Fixed prices for implementation of a country version
- N-2-n responsibilities
- Feedback to development for
 - New laws
 - New requirements
 - · Area for improvements

