



A spend management suite for all your needs

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Presenter



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25+ years experience from developing and implementing IT-systems and change management processes

13 years in Medius, Delivery Manager in EMEA and Customer Success related roles

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The Changing Role of the CFO and finance teams

Leading Transformation

From technical and fiduciary expertise with a **narrow financial focus**

To a business partner with **strategic & operational focus**, leading a data driven & low-cost Finance organization



Medius Mission

“Empowering finance teams of the future”

We deliver solutions that **empower finance teams** to automate workflows, gain actionable insights and drive strategic decisions so that organizations can **optimize and transform spend**, create more value, reduce risk, and shape their financial future.

Medius enables customers to **focus on what they do best.**

This is why we exist.



Bohus

**Bohus doubled the
performance at
half the cost**

300.000 inv/year

96% PO Touchless

5 MNOK saved/year

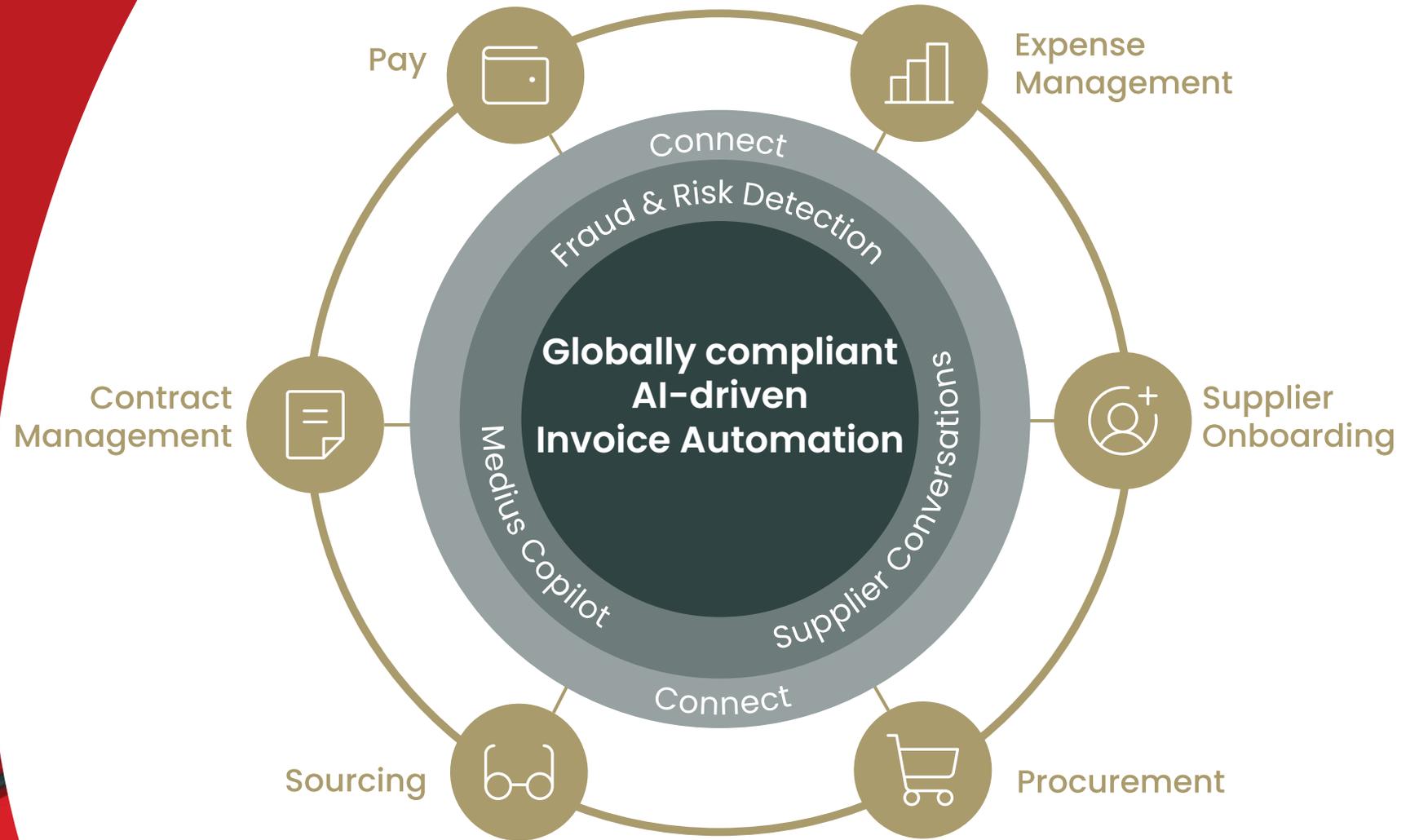
Payables Foundation

Full spend suite

Founded 2001
in Linköping, Sweden

ERP | Industry | Regional
independent

True cloud solution
with Microsoft Azure
13 years



A global team to support all your needs

800+ Medius employees

4,000 Medius customers in 116 countries;
5,000 Expensya customers in 192 countries

More than 160 million invoices annually

More than \$200 billion in spend processed

Medius offices in Linköping, Stockholm, Gothenburg, Oslo, Paris, London, Manchester, Vanheim, Krakow, Jacksonville, and Tunis



xerox



virgin atlantic

H&M

SEPHORA

RIMOWA



LUSH FRESH HANDMADE COSMETICS



Eight ways Medius applies AI to your process

1



Best In Class Data
Extraction and
Validation and
Reporting

2



Touchless
Capture

3



SmartFlow

4



Fraud and Risk
Detection

5



Your Intelligent
Workmate

6



Conversational
Optimization

7



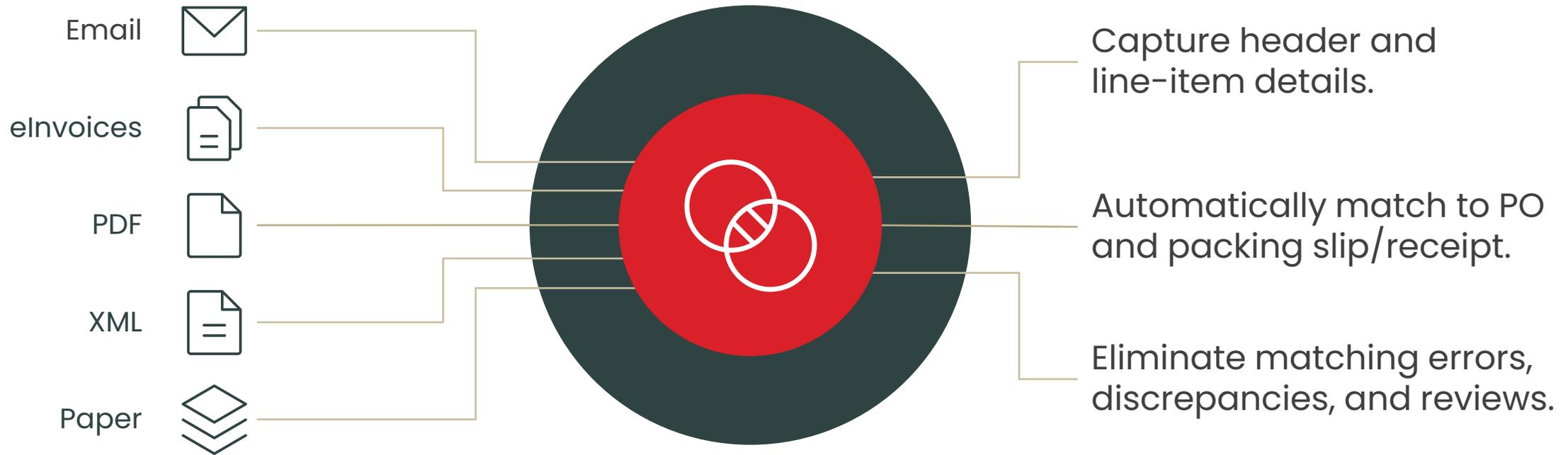
99% Automated*
e-Invoicing

8



Touchless Payments

Capture every invoice in any format



E-invoicing made simple

The screenshot displays the AP Automation software interface. At the top, there's a navigation bar with 'AP Automation' and a search bar. Below it, a document viewer shows 'Document 2 of 194'. The main area features an interactive E-invoice visualization for 'SW Service AB'. The invoice details include:

- Company: MediusFlow SWE
- Supplier: Software Services (50...)
- Invoice number: P00001234
- Invoice date: 2022-06-02
- Due date: 2022-06-23
- Contract reference: 46000888
- Reference: PO10008812
- Order number: PO10008812
- Invoice date: 9/2/2023
- Currency: USD
- VAT amount: 967.92
- Total amount: 4,840.00

The interface also shows a 'Send to workflow' button and a table for invoice items at the bottom.

AI can make e-invoices 99%* automated using AI

Readable and editable invoice layout with learning

- Advanced learning of the supplier
- Learning of reference
- Re-mapping of fields

Automatic detection of different formats

Intelligent validations

- No IT involvement
- Same validations for all invoice types

You are in control

**patent pending solution*

Let AI take care of coding

Auto-fills coding, tax and approver values for non-PO invoices.

Hits 95% precision after just two invoices.

Delivers highest rate of straight-through processing.

The screenshot shows a software interface for managing a non-PO invoice. The title is "Route - Non-PO invoice 56789". The interface includes a header with a refresh icon, a navigation bar with tabs for "Coding", "Invoice image", "Invoice details", "Comments", "File Attachments", "History", and "Links 1". Below the navigation bar are several action buttons: "+ Add", "Clone", "Remove", "Apply latest coding", and "Retrieve approver". There are also "Templates", "Filters", and "More" options. A green notification box states: "We have applied a coding suggestion that we believe is the one you want. If it is not correct just undo and apply your own." Below this is a summary bar: "Coded net: 260.65 Coded tax: 0.00 Coded total: 260.65 Coding balance (total): 0.00". The main table has columns for "#", "Code string", "Net", and "Approver". The first row shows a code string of "6450 010 CC" with a net value of "260.65" and an approver of "Peter Hamilton (peter)". There are also "Proj" and "Desc" fields below the code string.

#	Code string	Net	Approver
1	6450 010 CC	260.65	Peter Hamilton (peter)

Deliver in-the-moment guidance for approvers

Guide approvers through the process.

Answer questions and provide tips.

Free AP teams to focus on more strategic work.

The screenshot shows an invoice approval interface. The main window is titled "Approve - Non-PO invoice 56789-12". It displays invoice details: Supplier Id DOOR001, Supplier Doors Services, Company Acme Inc., Net amount 260.65 USD, Tax 0.00 USD, Invoice date 2/21/2024, Due date 2/21/2024, and Invoice Payment. Below this, there are tabs for Coding, Invoice image, Invoice details, Comments, and File Attachments 1. A summary bar shows "Coded net: 260.65 Coded tax: 0.00 Coded total: 260.65 Coded balance (total): 0.00". A table lists coding lines with columns for #, Code string, and a status indicator. One line is visible: # 1, Code string 6450 010 CC Proj Desc. Below the table, it says "Showing 1 to 1 of 1 lines, 0 Selected". There are "0 comments" and a text area for writing a comment with a "Save Comment" button.

The sidebar, titled "Medius Copilot", contains a message: "Medius Copilot works in the context of the current document. Provide feedback". Below this is a table of invoice lines with columns for invoice number, date, amount, and a status indicator (green checkmark). The table lists five lines: 56789-4, 56789-3, 56789-2, 56789, and 56789. The last line has a date of 11/14/2023 and an amount of 273.68 USD. At the bottom of the sidebar, there is a timestamp "6/11/2024 1:20 PM" and a note "AI generated content may be incorrect". A button "why did I receive this invoice?" is also present.

Proactively detect fraud

Uses AI to spot anomalies and risk factors.

Identifies duplicate payments, fake invoices, and more.

Allows AP teams to take action immediately.

The screenshot displays the AP Automation software interface. The main view shows a list of PO invoices (29) with columns for Labels, Indicators, Task, Company, Supplier, Invoice no, PO Number, Amount, Currency, Due date, and Invoice d. Several rows are highlighted with red risk indicators (circles with exclamation marks) and labels like 'Risk', 'APV...', 'Alert...', and 'Parti...'. A detailed view of a 'Connect - PO invoice PS-169768' is shown on the right, including supplier information (PHO0001, Phoenix Supplies Inc., Acme Inc.), net amount (1,281.00 USD), and tax (0.00 USD). A 'Risks' section is visible, with 'Active risks' highlighted in a red box. Below the risks, there is a 'New e-mail address' section with the email 'ann.patzell@medius.com'. The interface also includes a search bar, filter options, and a 'Bulk operation' dropdown.

Labels	Indicators	Task	Company	Supplier	Invoice no	PO Number	Amount	Currency	Due date	Invoice d.
		Post control	Acme Inc.	Blue Steel	AS180624	MF-3832	0.00	USD	7/18/2024	6/18/2024
		Analyze	M MW	OfficeMax	AS1806	MF-4224	1,000.00	CAD	7/18/2024	6/18/2024
		Analyze	M MW	QBD	AS1106	MF-4185	200.00	CAD	7/11/2024	6/11/2024
		Connect	M MW	Laundry Box	090624	123456	100.00	CAD	7/9/2024	6/9/2024
		Connect	Acme Inc.	Keystone ...	KIS-2302	4900012122	2,730.85	USD	6/30/2024	5/31/2024
		Connect	Acme Inc.	Keystone ...	KIS-94158	G1234	554.00	USD	6/30/2024	5/31/2024
		Post control	Acme Inc.	Phoenix S...	PS-90050	AC-3518	1,501.00	USD	6/20/2024	5/21/2024
		Connect	Acme Inc.	Phoenix S...	PS-169768	AC-3518	1,281.00	USD	5/2/2024	4/2/2024
	Risk	Connect	Acme Inc.	Blue Steel	40957021-1	3283	6,013.09	USD	2/18/2023	1/19/2023
		Connect	Acme AB	Moss Man...	75840	78116	2,364.07	SEK	4/4/2024	3/5/2024
		Connect	Acme Inc.	Blue Steel	40957021	MF-3283	6,013.09	USD	2/18/2023	1/19/2023
		Connect	Acme Inc.	Asian Sca...	SS Inv 4	200	4,140.00	USD	11/7/2013	10/8/2013
	Risk	Post control	Acme Inc.	Blue Steel	81299021	4415101	27,675.00	SEK	4/19/2023	3/20/2023
		Post control	Acme Inc.	Blue Steel	8129902	4415101	27,675.00	SEK	4/19/2023	3/20/2023
	Alert...	Post control	Acme Inc.	Blue Steel	8129902	4415101	27,675.00	SEK	4/19/2023	3/20/2023
	Risk	Connect	Acme AB	NordTool	482102255	MF-2994	4,358.00	SEK	6/18/2022	5/19/2022
		Post control	Acme AB	FNB	56873581	MF-23456	9,546.00	SEK	10/9/2021	9/9/2021
	Exce...	Post control	Acme AB	Moss Man...	75689	78116	2,364.07	SEK	12/21/2019	11/21/2019
		Connect	Acme Inc.	Kenslingo...	76511	MF-2564	76,954.14	USD	1/20/2021	1/10/2021
	Parti...	Post control	Acme AB	SWEGAS AB	5127122	MF-2814	12,819.00	SEK	2/7/2021	1/8/2021
		Connect	Acme Inc.	Blue Tooling	201912433		621.00	USD	1/29/2020	12/30/2019

What's cooking

Stay compliant and accurate in the ESG and CSRD area with detailed insights from your invoices!

Reduce manual work with automated Statement Reconciliation!

Stay compliant with ESG and CSRD legislations.

Fetch data from the supplier invoices for accuracy in the reporting

Fuel – diesel
kwh – electricity
etc

The screenshot shows the AP Automation software interface. The main area displays an invoice document with a table of items. The table has columns for Item number, Item description, Seller, Invoiced, Quantity, Unit, TAX%, Unit base price, Unit discount, Unit price, and Total (Net). The items are:

#	Item number	Quantity & Unit	TAX%	Unit base price	Unit discount	Unit price	Total (Net)
1	10005011	1 one	25%			350.00	350.00
2	10005024	3 one	25%			39.56	118.68
3	10005032	83 one	25%			41.00	3,403.00

Below the main table is a summary table with columns for Item number, Item description, Quantity, Amount, and Unit. The data is:

Item number	Item description	Quantity	Amount	Unit
1	OFFICE 365 ENTERPRISE E5 WITHOUT PSTN CONFERENCING	1	350.00	one
2	This addition is prorated.:SKYPE FOR BUSINESS ONLINE-PLAN	3	118.68	one
3	SKYPE-PSTN-CONFERENCING	83	3,403.00	one

Red boxes highlight the 'Line items' section in the right-hand menu, the 'Quantity' and 'Unit' columns in the summary table, and the 'Amount' column in the summary table.

Statement Reconciliation

Automated import from email to the Medius inbox for Statements

Visible and clear interface for statements with deviations or not

Deviations are shown directly in the inbox

Supplier Statement MED-12341

Company	Supplier	Statement date	Total Amount
Medius UK	Sharp Business Systems	15.12.2023	1535.56 GBP

Details Comments File Attachments History Links

Needs Attention (3) Matched (5) Not Considered (2) All (8)

Invoice number	Invoice date	Due date	Amount	Currency	Status
8072458756	21.11.2023	N/A	0.02	GBP	Missing in System
8072458760	21.11.2023	N/A	0.05	GBP	Missing in System
8072489345	07.12.2023	N/A	Statement: 20.00 Invoice: 30.00	GBP	Exception

Items per page: 10 1-3 of 3 items

Restart

Send Supplier Response Archive

SHARP Sharp Business Systems UK Plc
Moor Knoll Lane, East Ardsley
Wakefield, WF3 2EE
Tel: 01924 823455
Credit Control: 01924-836226
Web: www.sharp.eu
Email: creditcontrol.absuk@sharp.eu

Account statement

Medius
Grafton house
Grafton street
Hyde
Cheshire
SK14 2AX

Date: 15.12.2023
Our clerk: Hannah Potter
Telephone: 01924-836 285
Mail: Hannah.Potter@sharp.eu
Your account with us: 80SBS20001

Account statement from 01.11.2023 to 15.12.2023

If you pay by direct debit, payment for the invoices detailed will be taken on or around the due date.

Doc. Number	Doc. Date	Trans-Internal action	Doc.-No.	Currency	Amount	Clearing	PM
Balance carried forward	01.11.2023:			GBP	182.02		
BS 03.11.2023	03.11.2023	DZ	8020346571	GBP	182.02-	8020346571	
8072427469	07.11.2023	RV	8072427469	GBP	122.02	8020351668	
8072435879	08.11.2023	RV	8072435879	GBP	30.00	8020351668	
8072435880	08.11.2023	RV	8072435880	GBP	30.00	8020351668	
8072458756	21.11.2023	RV	8072458756	GBP	0.02		
8072458758	21.11.2023	RV	8072458758	GBP	0.01		
8072458759	21.11.2023	RV	8072458759	GBP	0.02		
BS 05.12.2023	06.12.2023	DZ	8020351668	GBP	182.02-	8020351668	
8072489344	07.12.2023	RV	8072489344	GBP	30.00		
8072489345	07.12.2023	RV	8072489345	GBP	30.00		
8072490849	07.12.2023	RV	8072490849	GBP	174.96		

Medius  Saint-Gobain Distribution Norway AS

SGDN OG MEDIUS

GROW &
IMPACT

Åse Tokle & Siri Berntsen

SAINT-GOBAIN DISTRIBUTION NORWAY


SAINT-GOBAIN

Presenter



Åse Tokle

Avd. Leder Inngående faktura SGDN

15 år i Optimera AS / Saint-Gobain Distribution Norge AS

ase.tokle@saint-gobain.no

SAINT-GOBAIN DISTRIBUTION NORWAY

MAKING
THE
WORLD
A BETTER
HOME



Shared service center (SSC) ► Finance, Credit Management, HR, Payroll, Sustainability, Business Development/ IT-Digital, Logistics

SAINT-GOBAIN DISTRIBUTION NORWAY



Committed to achieve
carbon neutrality in 2030



Market leader in all our
businesses

Sales

24

billion nok

Locations

270

Logistics

22

2 CW & 20 regional
HUBs

More than

3 600

employees

Prefab factories

8

covering Norway

Heavy building - Timber – PHS – CEE – Industry – Ventilation – Tiles – Hydropower – Tools & fixings – Interiors – Prefab – Services

SAINT-GOBAIN DISTRIBUTION NORWAY

**MAKING
THE
WORLD
A BETTER
HOME**



SAINT-GOBAIN DISTRIBUTION NORWAY

2017 - oppstart med volum inntil 400.000 fakturaer/700 brukere

2020 - etablerte Elevate-samarbeid og Capture organisert som SSC med Br.Dahl, Optimera, FK mm

2024 – SmartFlow (AI-konteringsforslag) CoPilot og E-fakturaer via Capture

2025 – oppstart M3CE for 5 av våre 10 selskaper
volum: inntil 840.000 fakturaer/2.200 brukere

**MAKING
THE
WORLD
A BETTER
HOME**

Overgangen fra M3 on-prem til M3CE

→ Nivåer for automasjon har ikke “dumpet”

Ongoing process for å importere alle fakturaer (inkl EDI+EHF) gjennom Medius Capture

→ Snart er alle fakturaer via Capture

Felles platform M3CE og Medius

→ Felles rutiner



Skap verdi med teknologi

InfoTeam | March 19th, 2025

Proud of our customers achievement!

Invoice Capture

Extract data from invoices of all formats.

KPI: Touchless Capture Rate

69.3%
AVERAGE

99.3%
BEST-IN-CLASS 

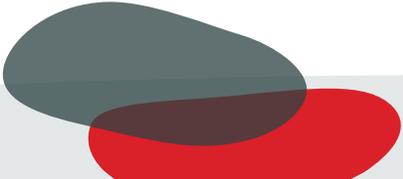
PO Matching

Connect invoice to PO(s) and match invoice details.

KPI: Touchless Processing Rate

63.31%
AVERAGE

93.32%
BEST-IN-CLASS 

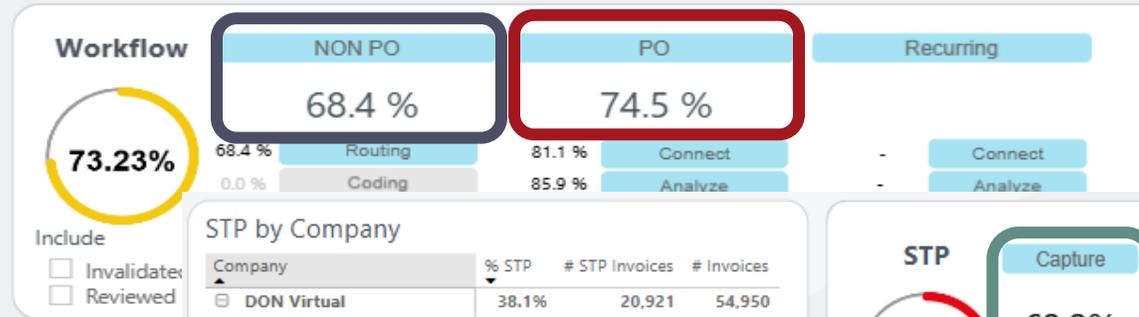
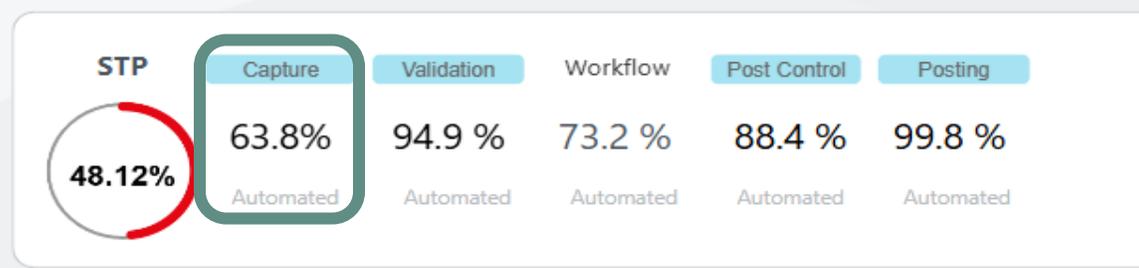


Before and after M3 Cloud

STP by Company

Company	% STP	# STP Invoices	# Invoices
☐ DON Virtual	45.9%	28,086	61,196
☐ M3 Virtual	48.1%	28,086	58,374
☐ OptimeraVirtual (On...	48.4%	21,339	44,071
☐ Flisekompaniet AS (...)	54.8%	1,871	3,417
☐ Optimera Eiendom (...)	50.0%	2	4
☐ Optimera AS (old)	48.1%	19,351	40,211
☐ Almenningsbutikken...	31.2%	103	330
☐ Saint-Gobain Distrib...	11.0%	12	109
☐ Br Dahl Virtual	47.2%	6,747	14,303
☐ Visma Virtual	0.0%	0	2,822
Total	45.9%	28,086	61,196

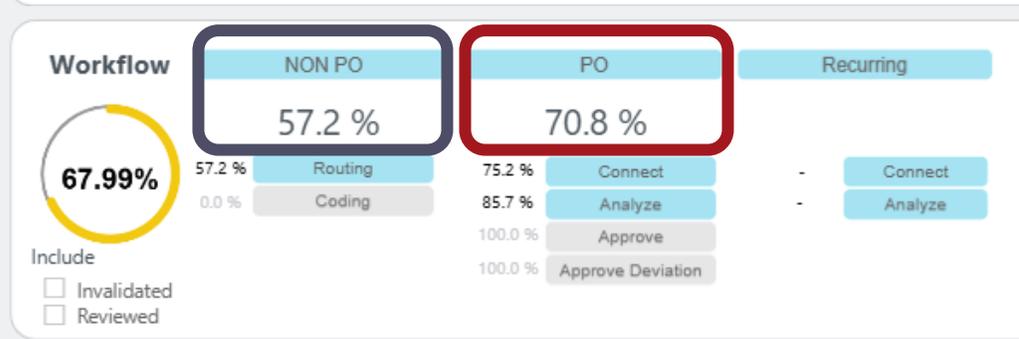
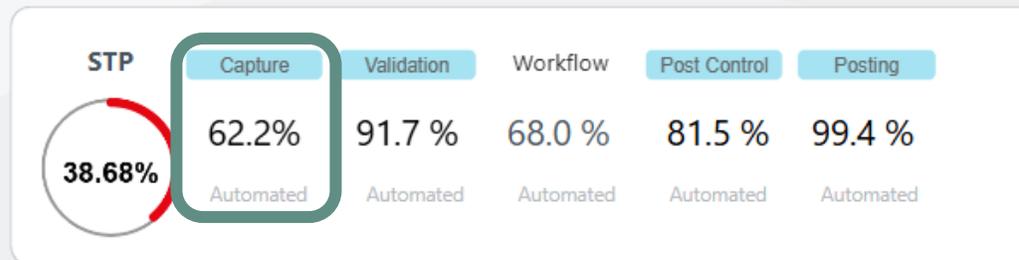
01/Nov/24 - 28/Nov/24



STP by Company

Company	% STP	# STP Invoices	# Invoices
☐ DON Virtual	38.1%	20,921	54,950
☐ M3 Virtual	48.0%	5,922	12,341
☐ M3CE Virtual	37.2%	14,999	40,371
☐ Optimera AS M3CE V...	37.2%	14,999	40,371
☐ Optimera AS (New)	38.7%	14,209	36,735
☐ Almenningsbutikken...	28.3%	69	244
☐ Flisekompaniet AS (...)	22.3%	717	3,214
☐ SG Distribution Nor...	2.3%	4	175
☐ Optimera Eiendom ...	0.0%	0	3
☐ Visma Virtual	0.0%	0	2,238
Total	38.1%	20,921	54,950

01/Feb/25 - 28/Feb/25



Medius Smartflow for SGDN

Generated coding suggestions for the “new” company after short time!

Route - Non-PO invoice 56789

Supplier Id **DOOR001** Net amount **260.65 USD** Invoice date **2/21/2024** Invoice no **56789**
Supplier **Doors Services** Tax **0.00 USD** Due date **2/21/2024** Payment ref
Company **Acme Inc.**

Coding Invoice image Invoice details Comments File Attachments History Links 1

+ Add Clone Remove Apply latest coding Retrieve approver

Templates Filters More

We have applied a coding suggestion that we believe is the one you want. If it is not correct just undo and apply your own. [Undo](#)

Coded net: 260.65 Coded tax: 0.00 Coded total: 260.65 Coding balance (total): 0.00

<input type="checkbox"/>	#	Code string	Net	Approver
<input type="checkbox"/>	1	6450 010 CC	260.65	Peter Hamilton (peter)

Proj Desc



Saved time = saved money

Bypass Post Control

Automate coding for extra costs like freight by using invoice line information.

Automated

- 2.800 invoices per month

Equivalent to

- 25 hours saved time per month



Medius CoPilot: Best AP-friend

- ✓ Activated beginning of November 2024 as a part of Medius Pilot program.
- ✓ Due to other priorities (M3 cloud lift) there were no information sent out to the end users or to the organization.
- ✓ However, more than 200 persons have found the icon for the CoPilot and asked about 400 various questions.
- ✓ The AP team became aware of the use when the service accidentally had some minor downtime.

Why have I received this invoice?

Fakturaen har blitt automatisk rettet til deg basert på aktivering av regel InvoiceReferenceByUsername. Med denne regelen blir fakturaen **distribuert til en referanse spesifisert på fakturaen.**

Derfor er **din oppmerksomhet og beslutning** nødvendig for godkjenningsprosessen.

AP Automation Home Inbox Dashboard Reports Create

Filter Search

operation

0 invoice (25)

Labels	Indicators	Task	Company
Prep...		Post control	Acme Inc.
Smar...	+	Route	Acme Inc.
Smar...	+	Route	Acme Inc.
+	%	Post control	Acme Inc.
+	%	Post control	Acme Inc.
+		Route	Acme Inc.
Smar...	+	Route	Acme Inc.
+	%	Route	Acme Inc.
+		Route	Acme Inc.
Prep...		Post control	Acme Ltd
Smar...	+	Route	Acme Ltd
Smar...	+	Route	Acme Ltd
Smar...	+	Route	Acme Ltd
+	%	Route	Acme Ltd
+		Route	Acme Ltd
+		Route	Acme Ltd
+		Route	MediusFlow FR
+		Route	MediusFlow SWE
+		Route	MediusFlow SWE
+		Route	MediusFlow SWE
+		Route	MediusFlow SWE
+		Route	MediusFlow SWE

Route - Non-PO invoice

Supplier id LNE001
Supplier Lite n'Easy
Company Acme Ltd

Coding Invoice image

+ Add Clone

More

We have applied a coding suggestion. You can apply your own.

Coded net: 185.80 Coded tax: 0.00 Coded total: 185.80

Code string

1 6201 100 5400 8728483

Desc

Showing 1 to 1 of 1 lines, 0 Selected

0 comments

Write a comment (use @name to mention a user)

Save Comment

Let Medius Cop... you

Tell me more about the su

Translate this invoice to my lan

Summarize this i

Hide Learn

Save On hold Send for review Control Center Invalidate

Should I approve this invoice?

Analyse av faktura:

1. **Godkjenningsstatus for tidligere fakturaer:**

- Faktura "9204364936" ble avvist.
- Faktura "9204431827" ble godkjent.
- Faktura "9204431807" ble godkjent.
- Faktura "9204431798" ble godkjent.
- Faktura "9204431818" ble godkjent.

Totalt ble 4 ut av 5 tidligere fakturaer godkjent, mens 1 ble avvist.

2. **Brutto beløp sammenligning med gjennomsnitt:**

- Gjennomsnittlig brutto beløp (i NOK) på tidligere fakturaer:
 - 4459.92
 - 5195.29
 - 888.02
 - 2254.67
 - 2992.06

- Gjennomsnitt: $(4459.92 + 5195.29 + 888.02 + 2254.67 + 2992.06) / 5 = 3157.592$ NOK

- Brutto beløp for nåværende faktura: 751.56 NOK

Nåværende faktura er signifikant lavere enn gjennomsnittet av tidligere fakturaer.

3. **Kommentarer:**

- Ingen kommentarer på nåværende faktura.

Tidligere fakturaer hadde generelt få eller ingen kommentarer, med unntak av en kommentar på fakturaen "9204364936", som ble avvist.

4. **Sammenligning av kodingsdimensjoner:**

- Nåværende faktura har dimensjon "Montér Vega" for "Avdeling" (Blir

Konklusjon:

Basert på analysen av de tidligere fakturaene og den nåværende fakturaen, finner jeg **ingen alarmerende avvik**. Størrelsen på nåværende faktura er betydelig lavere enn gjennomsnittet, noe som indikerer at det ikke er ekstremt eller utenfor de normale grensene.

Du bør vurdere å godkjenne denne fakturaen.

Top 5 asked

Jeg må informere deg om at det ikke er hensiktsmessig å bruke en faktura til noe annet formål enn det som er nødvendig for å behandle den i henhold til bedriftens retningslinjer.

En faktura inneholder viktig informasjon som bør håndteres med forsiktighet og konfidensialitet.

Hvis du ikke skal godkjenne eller behandle fakturaen videre, bør den oppbevares eller kastes på en sikker måte i henhold til bedriftens retningslinjer for dokumenthåndtering.

22

Should I make a paper airplane out of this invoice?



Take aways

- ✓ Medius is a niche solution that works with
 - ✓ All ERP/Logistic systems
 - ✓ All regions
 - ✓ All industries
- ✓ We want you to focus on what you do best! Stay in control and increase automation.
- ✓ Ownership of the solution increase the possibilities for automation.
- ✓ ERP upgrade/switch doesn't have to mean you start from scratch...



You are in control
**WITH
SUPERPOWERS**

Thank you.



maria.snertingdalen@medius.com

ase.tokle@saint-gobain.no