



FUJIFILM
Value from Innovation

Process
Automation

**TRUE DIGITAL TRANSFORMATION
STARTS HERE**

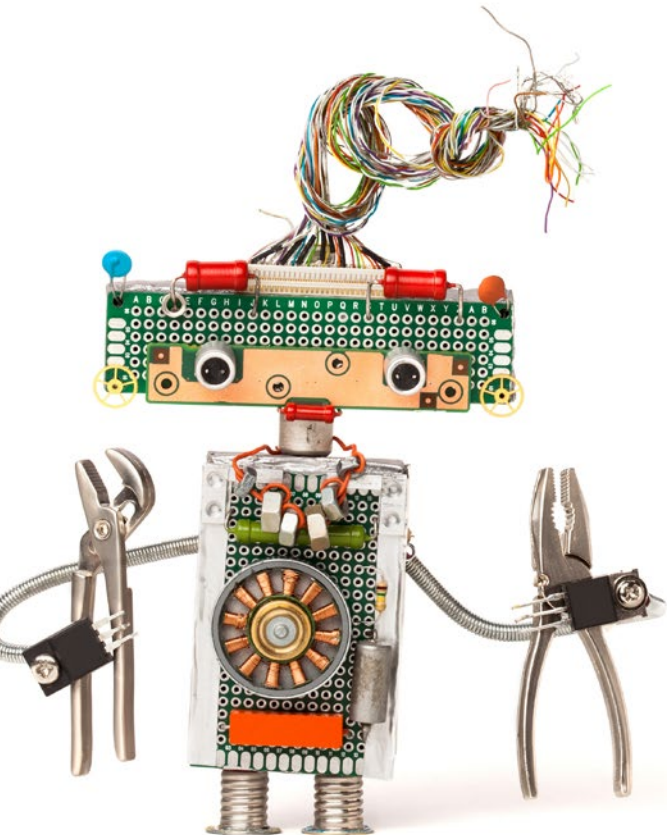
WE'VE BEEN BUILDING THE FUTURE SINCE BEFORE MOST OF US WERE BORN

Here at Fujifilm we have a proud tradition of pioneering research and continue to be at the forefront of innovation.

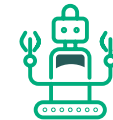
The years of innovation have brought us to **Process Automation** solutions that help New Zealand businesses thrive.

Save time, money, drive productivity and visibility across your business, gain flexibility for your team, and ultimately deliver unrivalled customer experience.

Who is it for? Everybody and we mean that - from finance departments to warehouse staff, office workers to engineers, automation is here for everyone.



ACCOUNTS PAYABLE/
RECEIVABLE AUTOMATION



ROBOTIC PROCESS
AUTOMATION



DOCUMENT GENERATION,
FORMS & DIGITAL SIGNING



CONTRACT LIFECYCLE
MANAGEMENT



ELECTRONIC CONTENT
MANAGEMENT



OUTSOURCING &
DIGITISATION

SO STRAP IN, YOUR DIGITAL TRANSFORMATION **STARTS HERE**

BUT FIRST, LET'S SEE HOW WE DO IT

Our people are experts who listen, understand, consider what's possible, then anchor **your digital transformation** around the processes and goals that exist within your business.

Pain points in your finance department, repetitive manual tasks, lack of process or finance visibility, paperwork that slows down employees and destroys customer experience are the kind of things we are on a mission to **stamp out**.

We have a solid track record, and our team's knowledge and experience have enabled many New Zealand businesses to gain a competitive edge. Our customers' **success** is what sets us apart.



WHY

IT WILL TRANSFORM
YOUR BUSINESS



HOW

THE CHANGES
WILL WORK



WHEN

SYSTEMS WILL BE
READY TO GO LIVE



WHAT

RESULTS YOU
CAN EXPECT



AUTOMATION FOR EVERYONE BEGINS HERE, WITH ROBOTIC PROCESS AUTOMATION

Everyone could use a bit of **help** every now and then, but why not have the help 24/7 instead?

Intelligent Automation connects disparate systems, fills in the missing links and executes complex processes with **ease**.

Robots never need time off, they are error-free and ultimately adaptable with continuously evolving AI. It's the **perfect worker**, and the final building block in growing your business.

Giving your valuable people the **freedom and time** to do the the work they love.



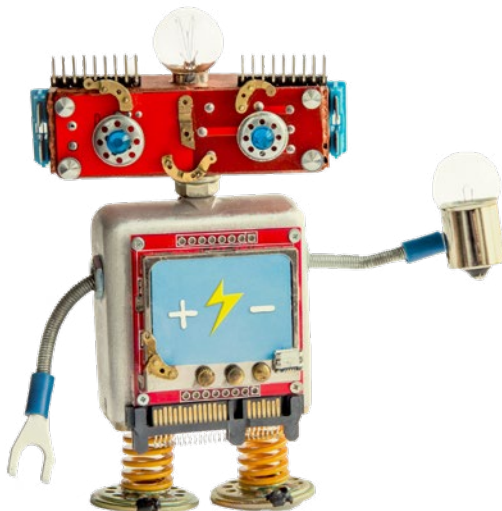
**BUILD COMPLEX ROBOTS
WITHOUT THE COMPLEX
DEVELOPMENT**



**INCREASE OPERATIONAL
EFFICIENCY WITHOUT
BREAKING A SWEAT**



**ACCELERATE DOCUMENT
INTENSIVE PROCESSES
TROUBLE-FREE**



Psst. Click the logo to
view the full case study

TRUSTPOWER TRANSFORMED



ONCE WE'D SEEN RPA IN
ACTION, WE REALISED IT CAN
HAVE A HUGE IMPACT ON
BUSINESS TODAY.

ALICE THOMPSON, HEAD OF DELIVERY
TRUSTPOWER

PROCESSED APPLICATIONS GROWN
10X

SUBSTANTIAL TIME SAVED
45% FASTER

EMPLOYEES EQUIPPED WITH A
TOOLSET FOR AUTOMATION SAVING
100s OF 1000s OF \$\$

Ready for another case study?
Click the logo for more



XERO ACCELERATED



WE WERE LOOKING FOR SOMETHING
USER-FRIENDLY AND INTUITIVE FOR
THE END-USER. THE INTERFACE
DESIGN WAS QUITE AN IMPORTANT
CONSIDERATION FOR US.

SAM TSOI, SYSTEMS ACCOUNTANT
XERO

AUTOMATED DATA ENTRY SAVES
4 HOURS A DAY

APPROVAL TIME SLASHED FROM
14 TO 4 DAYS

PROCESS VISIBILITY INCREASED
100%

SWITCH ON YOUR FINANCE TEAM WITH PURCHASING & ACCOUNTS PAYABLE AUTOMATION

Ask your staff to describe their Purchasing and Invoice processing experience, and you'll hear '**slow**', '**painful**' and '**error-prone**'.

Simplify and accelerate AP Invoice processing with **Esker**. Esker's cloud-based platform spans the entire Procure-to-Pay process and automates manual data capture, matching and routing using AI and machine learning.

The result? Your finance team will reduce costs, achieve complete process visibility, reduce the risk of fraud and compliance failures, as well as gain time for **more value-add work**.



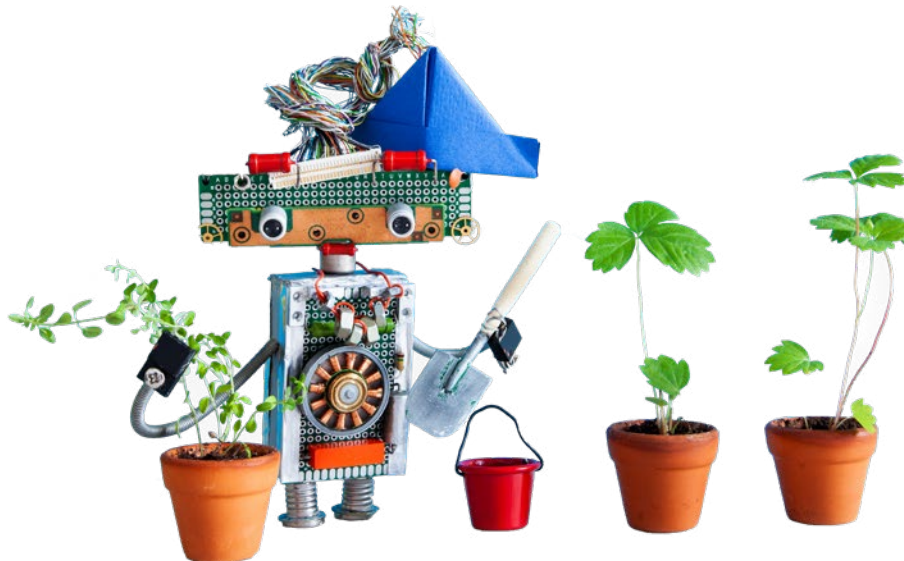
REDUCE OPERATIONAL
COST AND INCREASE
PRODUCTIVITY



ELIMINATE
ERRORS AND NON
COMPLIANCE RISK



IMPROVE VISIBILITY
OF SPEND AND
APPROVALS



GET PAID FASTER & SMARTER WITH ACCOUNTS RECEIVABLE AUTOMATION & COLLECTIONS MANAGEMENT

Take the **effort and errors out** of credit management and cash application. From remittance capture to invoice reconciliation in the ERP to managing customer credit risk and much more.

Accelerate your cash allocation process, ensuring receivables are up to date and your AR team is always working **efficiently** and **strategically** with a system saving you 70% on average.

With your accounts receivable in check, think about what you could do with all the **extra time**, from strategic planning to staff spending more quality time adding value to customers.



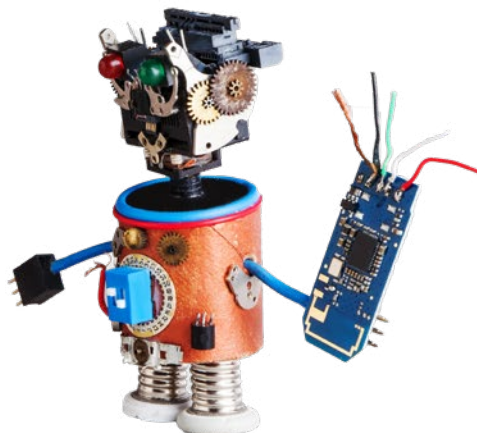
**FACILITATE FASTER
& SIMPLIFIED
PAYMENT**



**ALLOCATE
PAYMENTS
AUTOMATICALLY**



**ROI 6 MONTHS
OR LESS ON
AVERAGE**



TREK

IMPROVING TREK



THE DISCIPLINE THAT ESKER DRIVES IN THE CREDIT AND COLLECTIONS PROCESS IS PHENOMENAL. IN MY 20-PLUS YEARS, IT'S THE BEST PRODUCT I'VE EVER USED BASED ON ITS SIMPLICITY AND EASE OF NAVIGATING.

ANDREW ST CLAIR, GLOBAL DIRECTOR OF
FINANCIAL SERVICES
TREK

REDUCED
DAYS SALES OUTSTANDING (DSO)

GREATER PRODUCTIVITY
ALLOWS STAFF TO BE REALLOCATED TO
MORE BUSINESS-CRITICAL POSITIONS

ENHANCED VISIBILITY
VIA CUSTOMISABLE REPORTS
DIRECTLY FROM THE DASHBOARD

How did we pull it off?
Click the logo for more



NEXT LEVEL CUSTOMER SERVICE



THE TIME SAVING HAS BEEN QUITE MIND-BLOWING FOR US. IN A FUNNY WAY, IT WAS A BIT UNNERVING FOR THE TEAM. SUDDENLY IN OUR BUSY PERIOD, THEY HAD FLEXIBILITY THEY'D NEVER HAD BEFORE.

NARDIA CROSBY, CUSTOMER EXPERIENCE &
SHARED SERVICES MANAGER
SEALESWINSLOW

AUTOMATED DATA ENTRY SAVES
8 HOURS A DAY

ORDERS PROCESSED
90% FASTER

SELF-LEARNING AI PROVIDES
100% ACCURACY

GOODBYE DATA ENTRY, HELLO EFFICIENCY WITH ORDER MANAGEMENT AUTOMATION

Sales order processing is tied to customer experience as well as your company's **Order-to-Cash success**. Manual ordering processes can be inefficient and slow for your staff and customers, often resulting in costly mistakes and lost customers.

That's where we can help. You'll benefit from **AI-powered** data capture, touchless processing and digital workflow for fast exceptions handling.

Our order management solution addresses the most manual areas of order taking through a centralised, cloud-based platform. Allowing you to **focus on adding value to your customers**, not data keying.



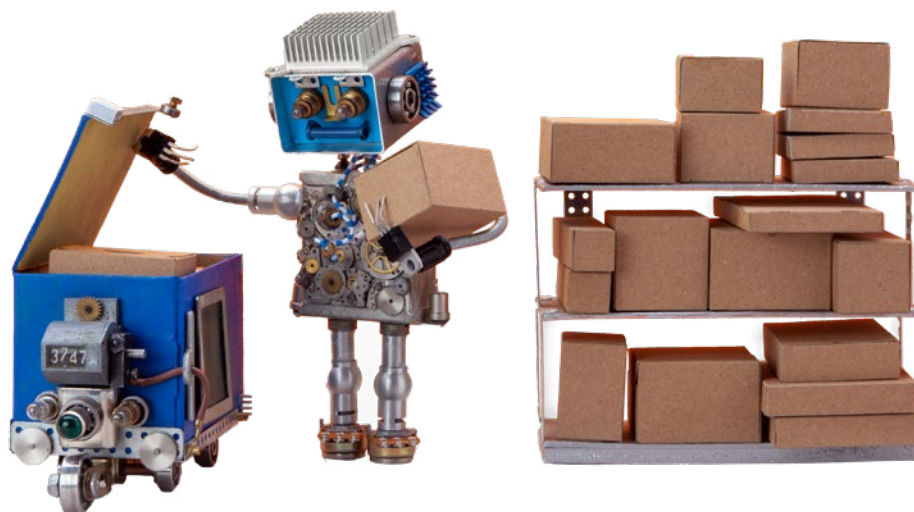
**PROCESS ORDERS FASTER
WHILE ELIMINATING
BOTTLENECKS.**



**ANALYTICS, AUTOMATED
REMINDERS, TASK LISTS,
KPIs AND MORE.**



**SMASH KEY RELATIONSHIP
SLAS AND/OR OFFER SELF-
SERVICE TOOLS**



FAST TRACK YOUR ENTIRE CONTRACTING WORKFLOW WITH DOCUMENT GENERATION & DIGITAL SIGNING

Agreements are **integral** to any business, But delays in contract signing disrupt operations, and errors made during manual and paper-based process can negatively impact turnaround time. Not only are these time-consuming, but any mistakes can also result in customer dissatisfaction, penalties, and potential litigation.

Enable signers—be it customers or vendors—to sign anytime, anywhere with DocuSign® eSignature. By eliminating physical signatures, users can upload and send the contracts they need to be signed in seconds, with signers securely accessing contracts from their devices.

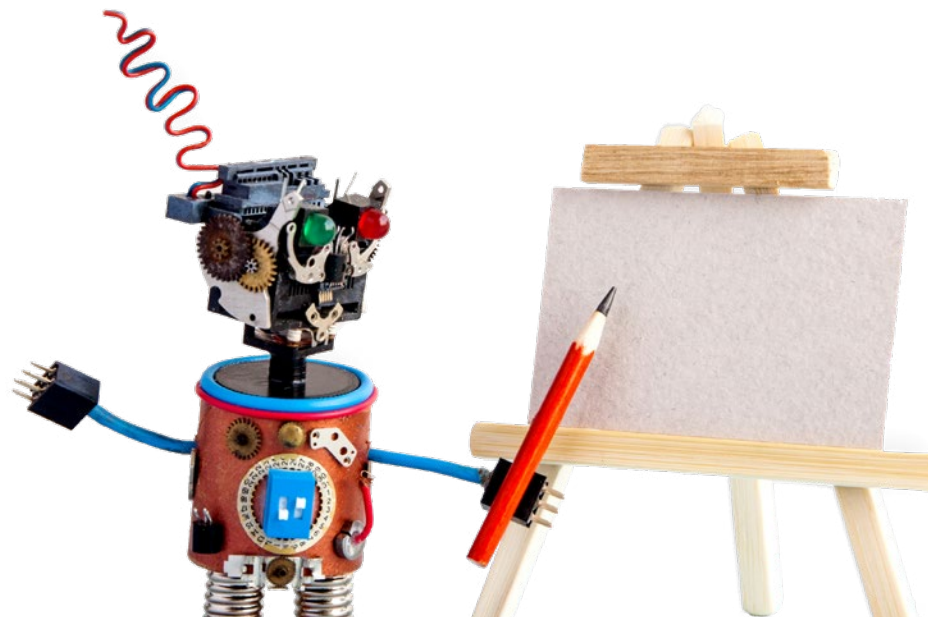
AGREEMENTS DONE AND DUSTED, MOST UNDER 15MINS



AVERAGE SAVING OF \$36 PER AGREEMENT



MOBILE APPS FOR ANY DEVICE, ANYWHERE



Unilever

SIMPLIFYING DEALS



PEOPLE WOULD SEARCH THEIR EMAIL INBOX LOOKING FOR THE LAST EMAIL WITH A CONTRACT ATTACHMENT, HAVING TO MAKE SURE IT'S THE RIGHT ONE... WE WANTED TOOLS AND SOLUTIONS THAT WOULD HARMONIZE, SIMPLIFY AND BRING EFFICIENCIES.

WEI LING LIM, GENERAL COUNSEL FOR
GLOBAL SUPPLY CHAIN
UNILEVER

NO MORE SEARCHING THROUGH
COUNTLESS EMAILS =
NO TIME WASTED

MANAGE, AUTOMATE AND AGREE FASTER WITH CONTRACT LIFECYCLE MANAGEMENT

If you think eSignature sounds amazing, wait til you hear how well it **works in tandem** with DocuSign® CLM.

Most processes before and after the signature are manual, theres email follow ups, spreadsheets to update, all again slowing you down from **getting on with business** and nurturing your new client.

Remove those bottlenecks with a digital automated workflow and watch your employees get **business done faster**, all while being accurate and compliant.

Configuring your entire workflow is easy as, rich integration comes standard as does customised template repositories. All securely housed in it's own **digital fort knox**.



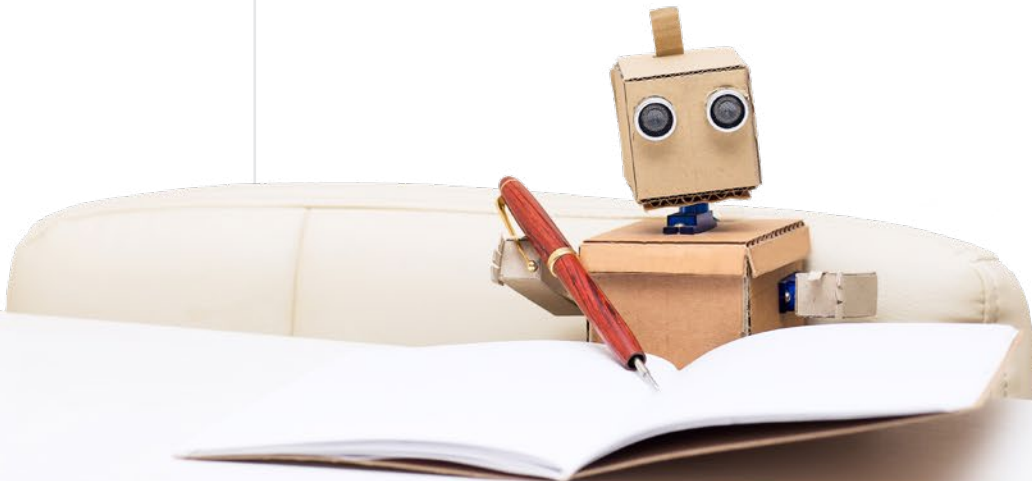
**AUTOMATE THE ENTIRE
CONTRACT JOURNEY, PRE
AND POST SIGNATURE**



**STOP BUGGING YOUR
LEGAL TEAM AND
STANDARDISE TS&CS**



**RICH INTEGRATION WITH
ALL YOUR FAVOURITE
APPS AND SYSTEMS**



DATA COLLECTION SORTED WITH SMART FORMS

Still using static web forms, PDF forms or even paper-based forms? Then you are missing an **opportunity** to really engage with your customers.

Adaptable, dynamic, guided customer forms are within your reach. Create interactive, **higher converting** forms and contracts to enable faster processing and more accurate and consistent business documents.

This means you'll spend less time sorting through the data you have and **more time getting the business done.**



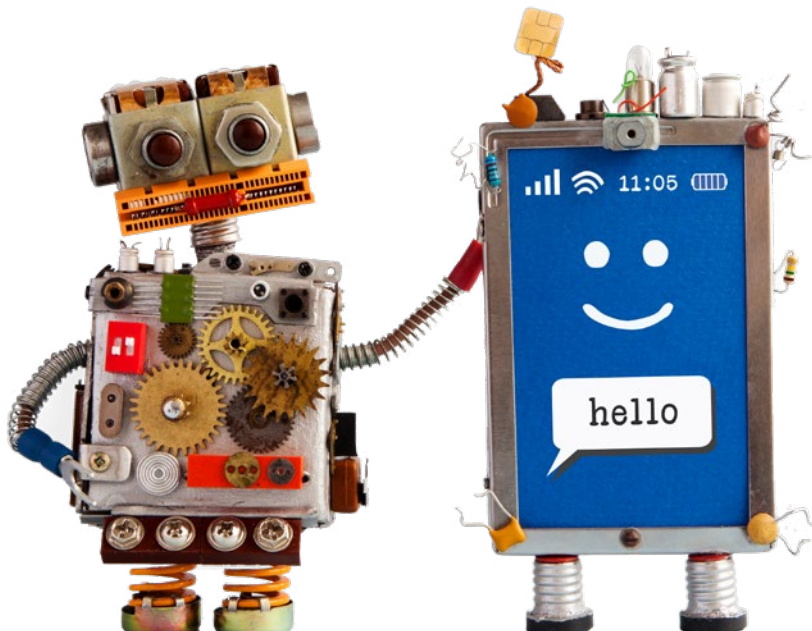
SEAMLESSLY
CONNECT EXISTING
SYSTEMS



LESS TIME,
LOWER COST,
MORE ACCURACY



ACCELERATED
CUSTOMER
EXPERIENCE



AON

Yet another success story?
Click the logo for more

A TRUE TECHNOLOGY PARTNERSHIP

“

FUJIFILM WERE FANTASTIC AT LEARNING HOW WE WORK, AND BEING FLEXIBLE IN MEETING OUR NEEDS. WE WANTED A PARTNER WHO WOULD BE AN EXTENSION OF OUR TEAM, AND THAT'S EXACTLY WHAT WE GOT IN THIS RELATIONSHIP.

JONATHAN COOK, INFORMATION TECHNOLOGY MANAGER
AON

FIRE INSPECTION REPORTS DONE
92% FASTER

BROKER PRODUCTIVITY
SURGED 15%

How did we pull it off? Click the logo for more

REVVED UP FOR GROWTH



NOW, IF WE NEED A RECORD, WE JUST PUNCH IN THE NUMBER PLATE OR JOB NUMBER OR CUSTOMER NAME AND EVERYTHING WE NEED IS RIGHT THERE AT OUR FINGERTIPS.

MARKUS TSOUMAS, GENERAL MANAGER
GILTRAP PORSCHE

RECORD SEARCH TIME
84% FASTER

CUSTOMER ENQUIRIES ANSWERED
IMMEDIATELY

MONTH WORTH OF CLAIMS
DONE IN 1 DAY

INTUITIVE, INTEGRATED, SECURE AND CLOUD-READY ELECTRONIC CONTENT MANAGEMENT

Paper-reliant and labour-intensive processes still holding your business back? Whether you have 10 employees or 10,000, our intuitive content management solution is **made for you**.

Clear out your filing cabinets and store critical business documents **securely** in the cloud, making way for table tennis your staff have been on about for the last few years.

The real result of eliminating traditional filing anarchy by going digital? Easier to find documents on and off-site, smarter, more **collaborative working** and more connected staff.

But don't stop there, **accelerate** your business with automated workflows, tasks and RPA.



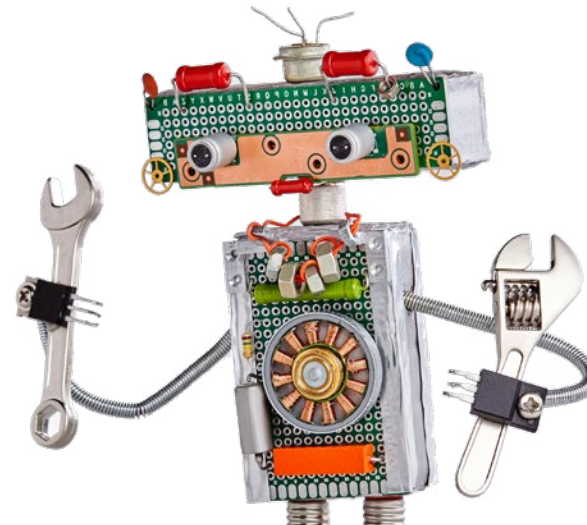
**INSTANTLY AVAILABLE
DOCUMENTS FOR THE
WHOLE TEAM**



**EXCEL WITH
ADVANCED
AUTOMATION TOOLS**



**INTEGRATION PAIRS
WITH YOUR EXISTING
BUSINESS PROCESSES**



STREAMLINE YOUR BUSINESS WORKFLOW WITH PROCESS OUTSOURCING AND DIGITISATION

Business growth is what we strive for, but constantly investing in new hardware, software and workforce to handle it, can be time-consuming and costly.

Our Business Process Outsourcing centres are here to handle it for you. By handing over non-core business activities, you can stay focused on **driving your business forward**.

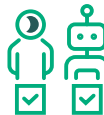
All while we get on with **scanning and processing** directly into your systems, providing mail management, customer onboarding and digitising countless years of documents and other assets.

Take advantage of best-in-class people using the latest and greatest in equipment **without spending a fortune** to do so. There has never been a better time to make information available and securely accessible to your employees no matter where they work from.

FAST AND EFFICIENT
PROCESSING OF ANY
ACTIVITY



ENTIRELY SCALABLE
WORKFORCE
AVAILABLE



MAINTAIN BUSINESS
INTEGRITY WITH
ROBUST SECURITY



Last one we promise ...
See how we did it here

partners life

AGING CUSTOMER
SERVICE



THE OUTCOMES WE'VE ACHIEVED WITH FUJIFILM ACROSS ALL OUR PROJECTS HAVE BEEN MEASURABLE, AND THEY'VE EXCEEDED EXPECTATIONS IN ALL CASES. BEST OF ALL, THE IMPROVEMENT PROCESS IS DYNAMIC. IT'S ALWAYS SUBJECT TO ONGOING SCRUTINY AND REFINEMENT.

MARK LEWIS, GENERAL MANAGER,
SOFTWARE DEVELOPMENT
PARTNERS LIFE

APPLICATIONS READY
90% FASTER

COMPLIANCE ISSUES FLAGGED
IMMEDIATELY

SO NOW YOU KNOW WE MEAN BUSINESS, WHAT'S THE NEXT STEP?

The next step is **true digital transformation**, but it doesn't stop there ...

Almost all of our success stories begin with a specific project in mind, and we get it done by going **above and beyond**.

Our local team takes pride in our customers' outstanding results. Our project methodology ensures the projects are delivered on time and according to your preferred engagement model.
We simply leave no projects behind.

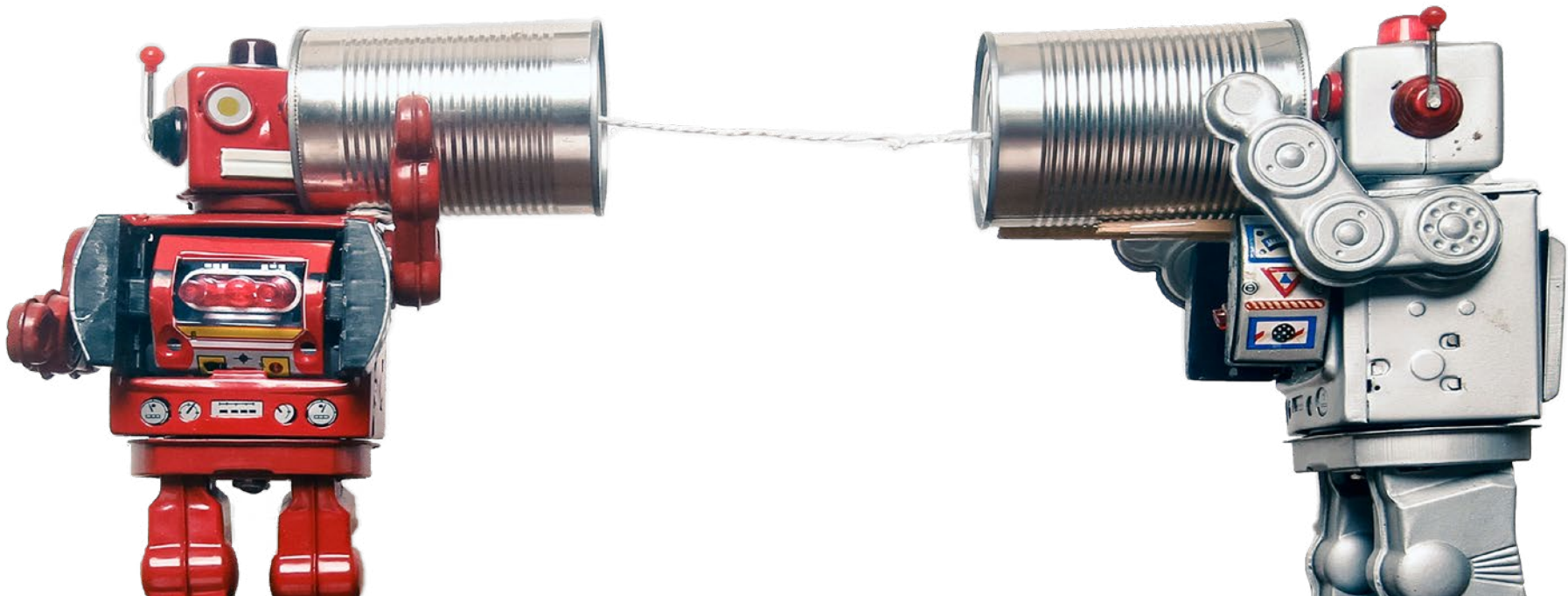
EXPERTLY PICKED
& CRAFTED NZ
BASED TEAM




YEARS OF
INNOVATION AND
KNOW-HOW



SAAS AND
CUSTOM BESPOKE
SOLUTIONS



GET IN TOUCH NOW



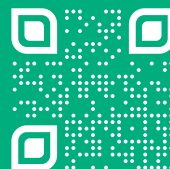
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FUJIFILM
Value from Innovation

**Process
Automation**