



**FUJIFILM**  
Value from Innovation

Process  
Automation

---

**TRUE DIGITAL TRANSFORMATION  
STARTS HERE**

---

# BUILDING THE FUTURE SINCE FOREVER

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



MICROSOFT  
POWER PLATFORM



ROBOTIC PROCESS  
AUTOMATION



ORDER MANAGEMENT  
AUTOMATION



DOCUMENT GENERATION,  
FORMS & DIGITAL SIGNING



CONTRACT LIFECYCLE  
MANAGEMENT



ELECTRONIC CONTENT  
MANAGEMENT



OUTSOURCING &  
DIGITISATION

## BUT FIRST, LET'S SEE HOW WE DO IT

We're experts who dive deep into your world, crafting a **digital makeover** tailored to your processes and goals.

From tackling finance headaches to banishing manual chores, introducing business visibility and AI machine learning, we're on a mission to **help Kiwis work smarter.**

With a stellar track record, we've powered up many Kiwi businesses, making **success** our signature move.

## WE **NEVER STOP** FINDING WAYS TO HELP KIWIS WORK SMARTER

### YOU MAY BE ASKING: 'DO WE NEED TO DO IT?'

The simple answer is yes.

Kiwi productivity is falling behind compared to the OECD (NZ Productivity Commission), and these stats show we may fall even further behind if we don't act.

Globally:



of executives believe digital is crucial to achieving their strategic goals.<sup>^</sup>

<sup>^</sup> (McKinsey)

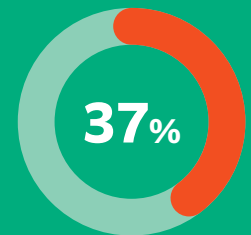
Yet



of Kiwi businesses do not have a digital strategy\*

\*(Workday digital agility index)

And only



of Kiwi organisations have implemented a digital way of working\*



## 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%**

# 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**

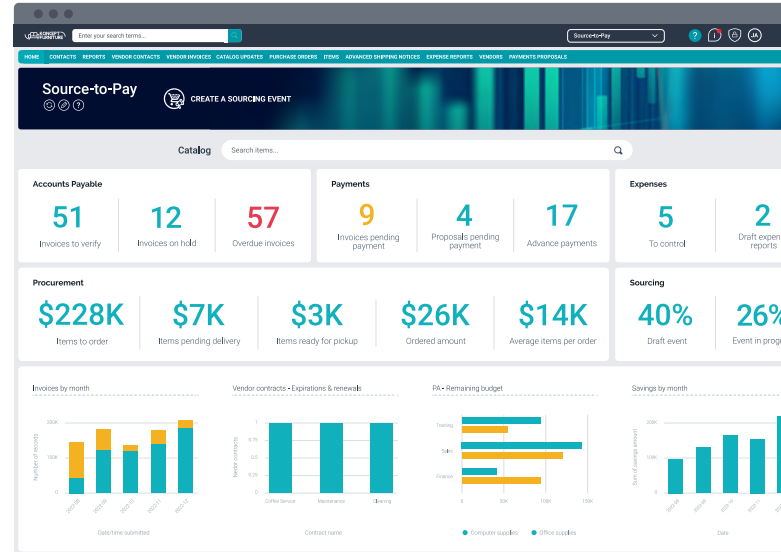


**ELIMINATE ERRORS AND NON COMPLIANCE RISK**



**IMPROVE VISIBILITY OF SPEND AND APPROVALS**

Try our Invoice Calculator



# ACCOUNTS RECEIVABLE AUTOMATION

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.



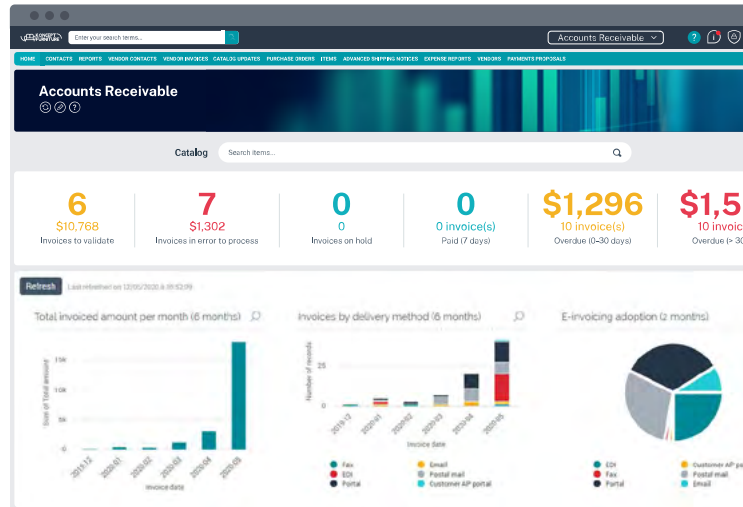
**FACILITATE FASTER & SIMPLIFIED PAYMENT**



**ALLOCATE PAYMENTS AUTOMATICALLY**



**ROI 6 MONTHS OR LESS ON AVERAGE**



Take the Cash App Health Check



**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



1000+  
CERTIFIED CONNECTORS

# MICROSOFT POWER PLATFORM

With over 1,000 connectors and full integration with Dataverse and Dynamics 365 to name a few, Power Platform truly is a **platform for everyone**.

Power Automate lets you streamline your business by automating manual tasks, **saving time** and **boosting productivity**. With Power BI, you can empower your team with data-driven insights, helping them make informed and confident decisions. Power Apps allows everyone to tackle business challenges by creating personalized low-code apps from their ideas. Power Pages enables the rapid creation of low-code business websites, ensuring quick delivery of essential information and services to customers.

Powerful alone, but better together, our local experts are ready to help you on your **Power Platform** journey.



APPS

502%  
AVERAGE ROI\*



AUTOMATE

3.4HRS  
AVG TIME SAVED  
PER USER\*



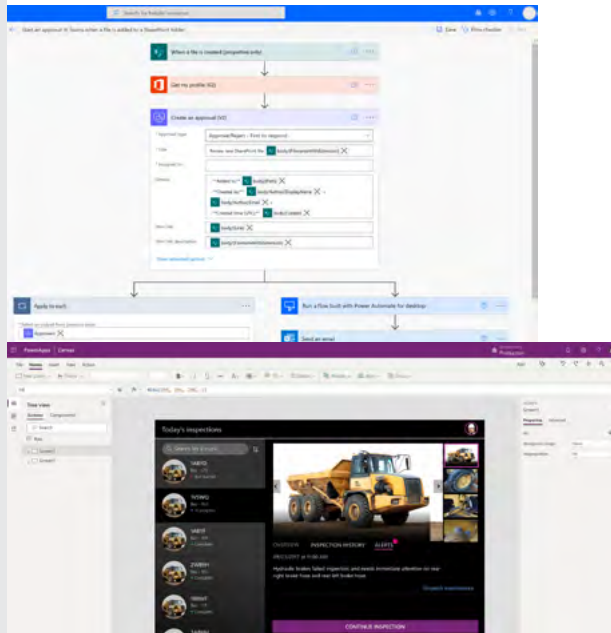
PAGES

100%  
INTEGRATION WITH  
POWER PLATFORM



BI

\$13  
AVG ANNUAL BENEFIT  
FOR EVERY \$ SPENT^



INCREASED  
PRODUCTIVITY FROM  
AUTOMATING TASKS



FACILITATE DATA-  
DRIVEN BUSINESS  
DECISIONS



FOSTER AGILITY AND  
INNOVATION WITHIN  
YOUR ORGANISATION

# 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 work they love.



## 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 \$\$**



**BUILD COMPLEX ROBOTS  
WITHOUT THE COMPLEX  
DEVELOPMENT**



**INCREASE OPERATIONAL  
EFFICIENCY WITHOUT  
BREAKING A SWEAT**



**ACCELERATE DOCUMENT  
INTENSIVE PROCESSES  
TROUBLE-FREE**

## 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**

# 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.



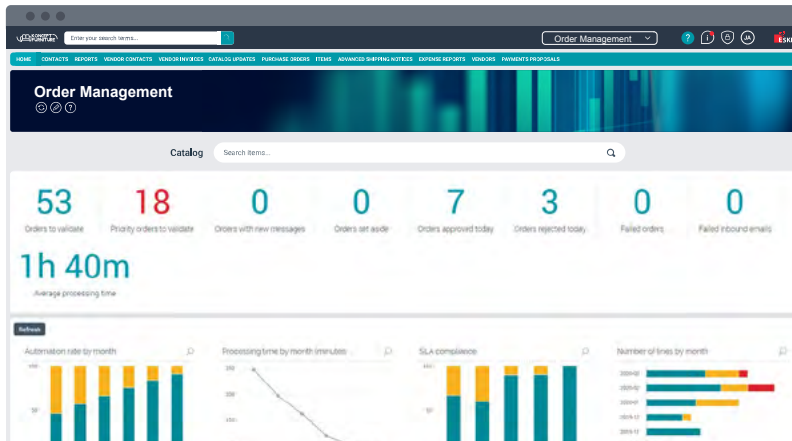
**PROCESS ORDERS FASTER  
WHILE ELIMINATING  
BOTTLENECKS.**



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



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

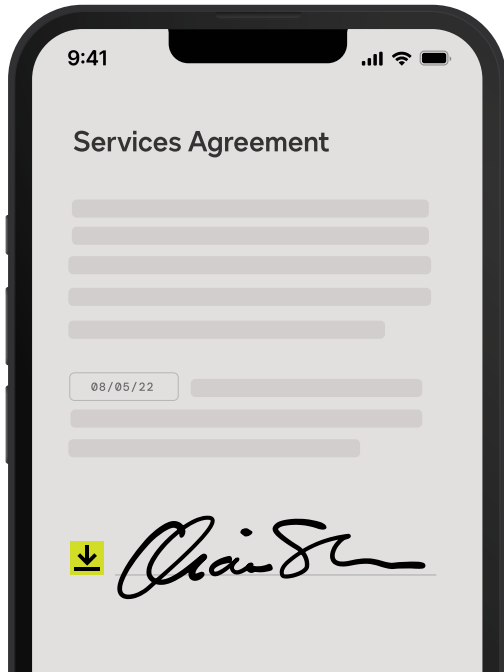




# DOCUMENT GENERATION & DIGITAL SIGNING

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**

# 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**.



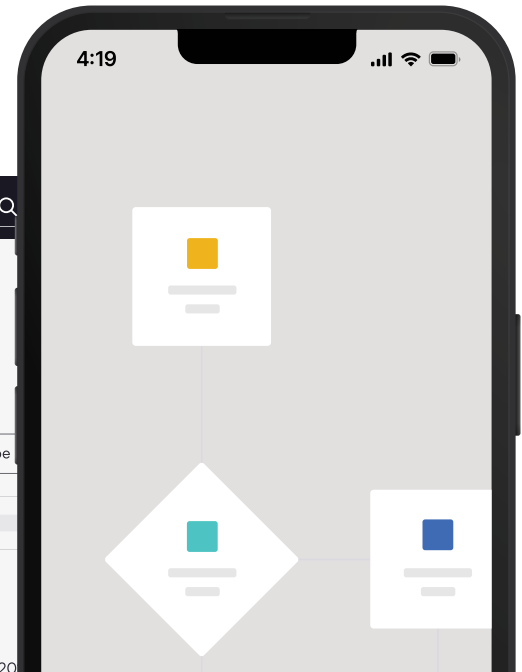
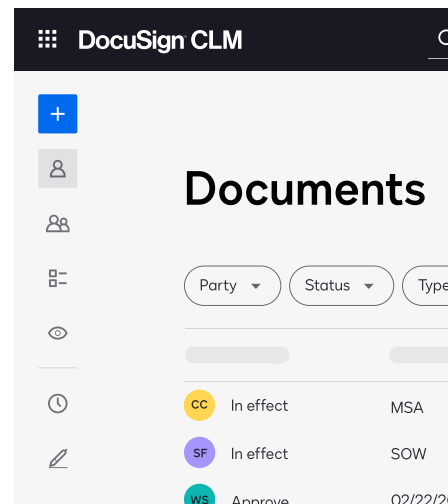
**AUTOMATE THE ENTIRE CONTRACT JOURNEY, PRE AND POST SIGNATURE**



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



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



# 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.**



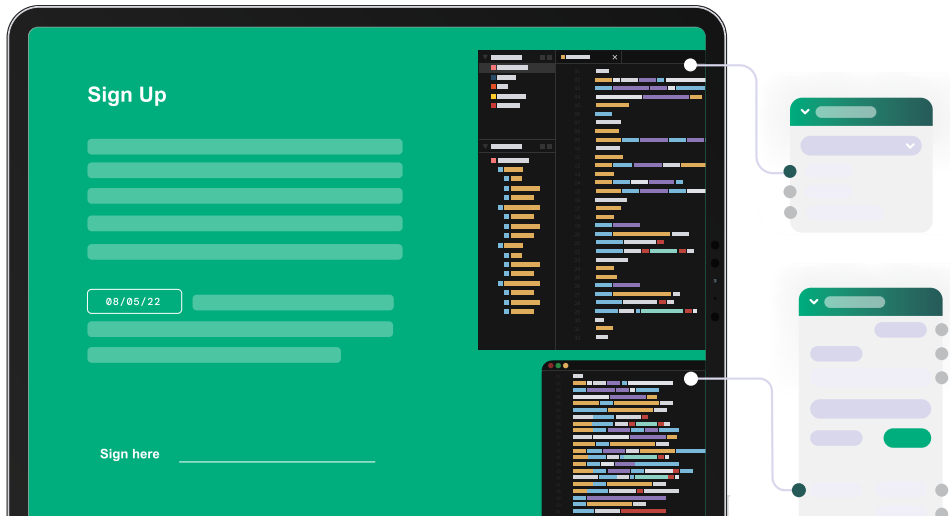
SEAMLESSLY  
CONNECT EXISTING  
SYSTEMS



LESS TIME,  
LOWER COST,  
MORE ACCURACY



ACCELERATED  
CUSTOMER  
EXPERIENCE



# AON

## 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%**

## 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 PORSCHÉ

RECORD SEARCH TIME  
**84% FASTER**

CUSTOMER ENQUIRIES ANSWERED  
**IMMEDIATELY**

MONTH WORTH OF CLAIMS  
**DONE IN 1 DAY**

# 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**



# 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**



**101  
10** **MAINTAIN BUSINESS  
INTEGRITY WITH  
ROBUST SECURITY**

## AGING CUSTOMER SERVICE

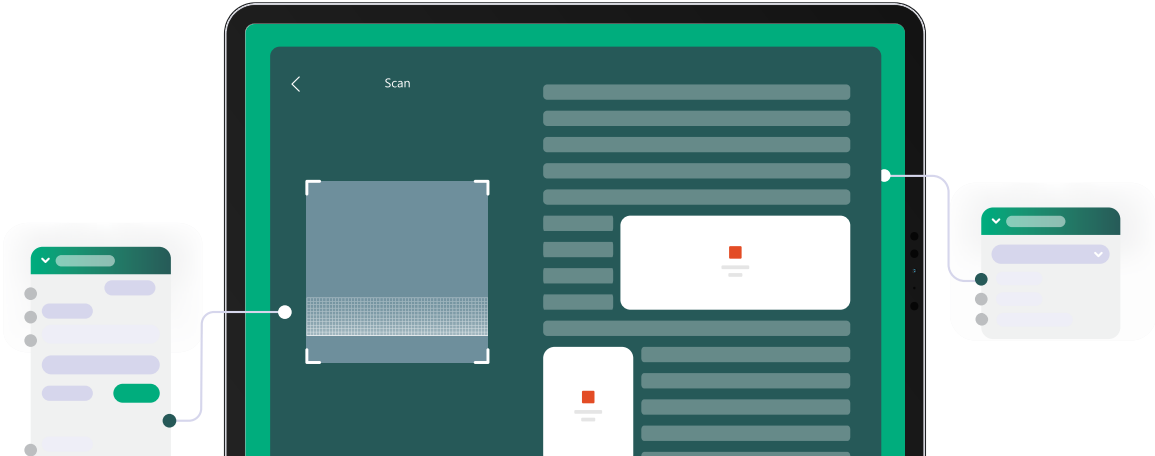


THE OUTCOMES WE'VE ACHIEVED WITH FUJIFILM ACROSS ALL OUR PROJECTS HAVE BEEN MEASURABLE, AND THEY'VE EXCEEDED EXPECTATIONS IN ALL CASES. BEST OF ALL, THE IMPROVEMENT PROCESS IS DYNAMIC. IT'S ALWAYS SUBJECT TO ONGOING SCRUTINY AND REFINEMENT.

MARK LEWIS, GENERAL MANAGER,  
SOFTWARE DEVELOPMENT  
PARTNERS LIFE

APPLICATIONS READY  
**90% FASTER**

COMPLIANCE ISSUES FLAGGED  
**IMMEDIATELY**



# WHEN YOU PARTNER WITH FUJIFILM, YOU GET MORE THAN US

Aside from our expert developers, architects, project managers, support and more, you also get the **best of the best** when it comes to business solutions and software.

We've spent the best part of a decade perfecting our **solution knowledge** and it shows in our implementations.

Speaking of getting more from us, try our **free tools** below and see how each solution could benefit your Kiwi organisation.



## Invoice Calculator



See how much you could save with automated invoicing.

## eSignature Calculator



See the savings DocuSign eSignature could bring your business.

## Cash App Health Check



Find out how healthy your receivables process is.

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

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

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



101010101

SAAS AND CUSTOM  
BESPOKE SOLUTIONS

## TALK TO US TODAY

# GET IN TOUCH NOW

 09 356 4200

 [contact@fbnz.net.nz](mailto:contact@fbnz.net.nz)

 [betterbusiness-fbnz.fujifilm.com](http://betterbusiness-fbnz.fujifilm.com) 



**FUJIFILM**  
Value from Innovation

Process  
Automation