



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.

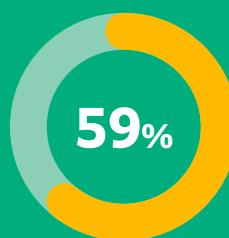
Kiwi productivity is falling behind compared to the OECD (NZ Productivity Commission), and these stats show we may fall even further behind if we don't act.

Globally:



of executives believe digital is crucial to achieving their strategic goals.[^]

Yet



of Kiwi businesses do not have a digital strategy*

And only



of Kiwi organisations have implemented a digital way of working*

[^] (McKinsey)

*(Workday digital agility index)



xero

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**.



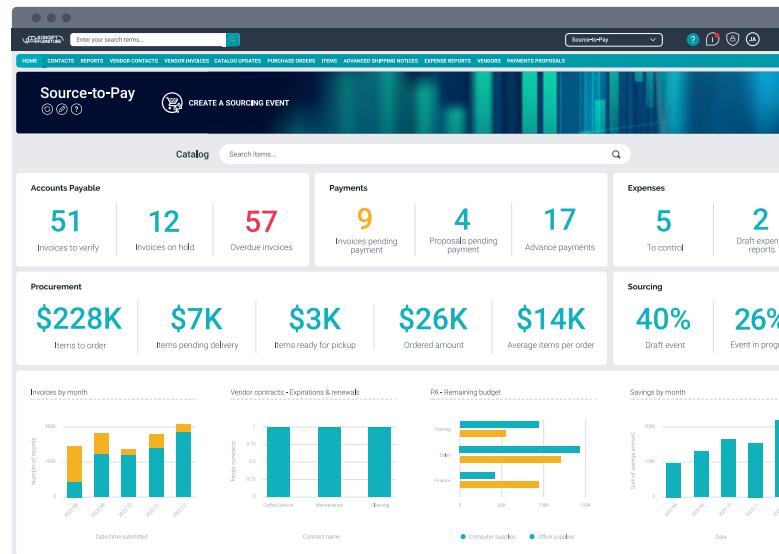
REDUCE OPERATIONAL COST AND INCREASE PRODUCTIVITY



ELIMINATE ERRORS AND NON COMPLIANCE RISK



IMPROVE VISIBILITY OF SPEND AND APPROVALS



Try our Invoice Calculator





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



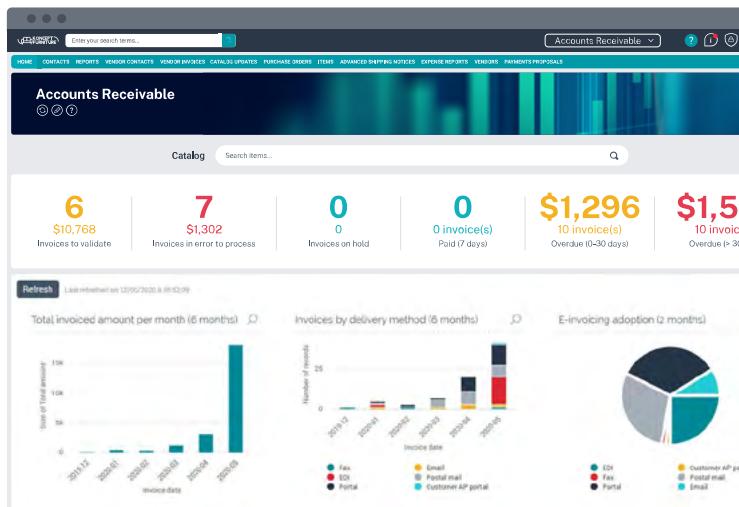
FACILITATE FASTER & SIMPLIFIED PAYMENT



ALLOCATE PAYMENTS AUTOMATICALLY



ROI 6 MONTHS OR LESS ON AVERAGE



Take the Cash App Health Check



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



502%
AVERAGE ROI*



3.4HRS
AVG TIME SAVED
PER USER*



100%
INTEGRATION WITH
POWER PLATFORM



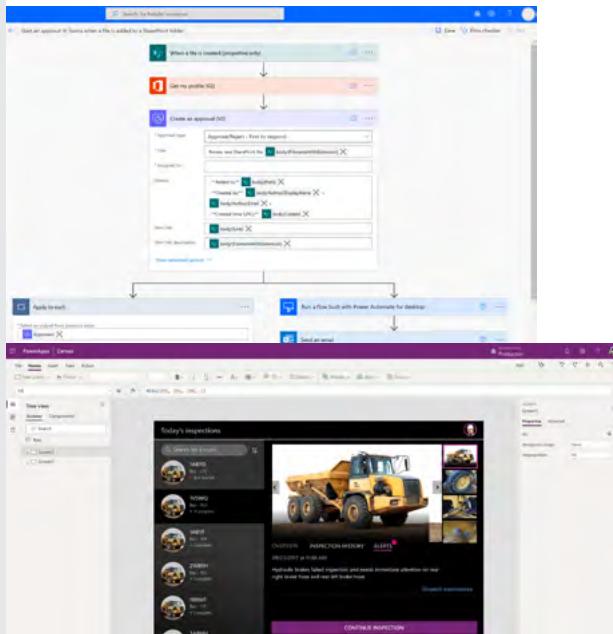
\$13
AVG ANNUAL BENEFIT
FOR EVERY \$ SPENT^

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.



INCREASED
PRODUCTIVITY FROM
AUTOMATING TASKS



FACILITATE DATA-
DRIVEN BUSINESS
DECISIONS



FOSTER AGILITY AND
INNOVATION WITHIN
YOUR ORGANISATION

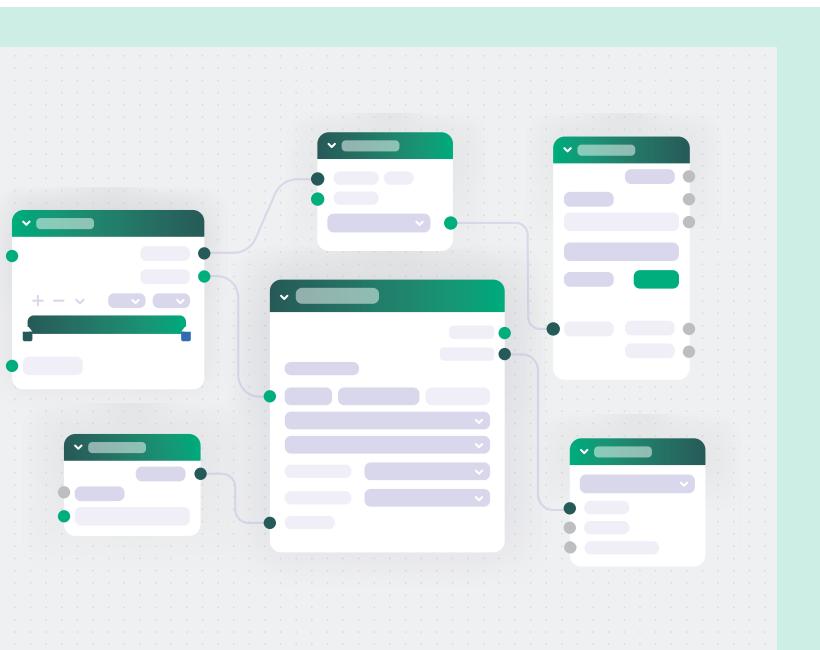
ROBOTIC PROCESS AUTOMATION

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.



BUILD COMPLEX ROBOTS
WITHOUT THE COMPLEX
DEVELOPMENT



INCREASE OPERATIONAL
EFFICIENCY WITHOUT
BREAKING A SWEAT



ACCELERATE DOCUMENT
INTENSIVE PROCESSES
TROUBLE-FREE



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 \$



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.



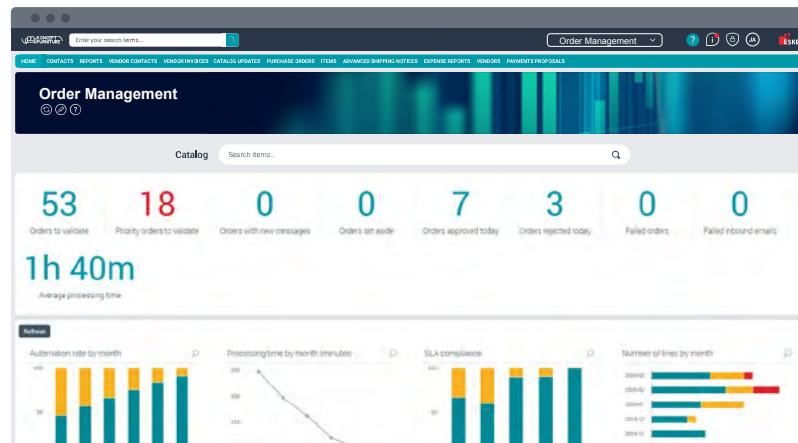
PROCESS ORDERS FASTER
WHILE ELIMINATING
BOTTLENECKS.



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



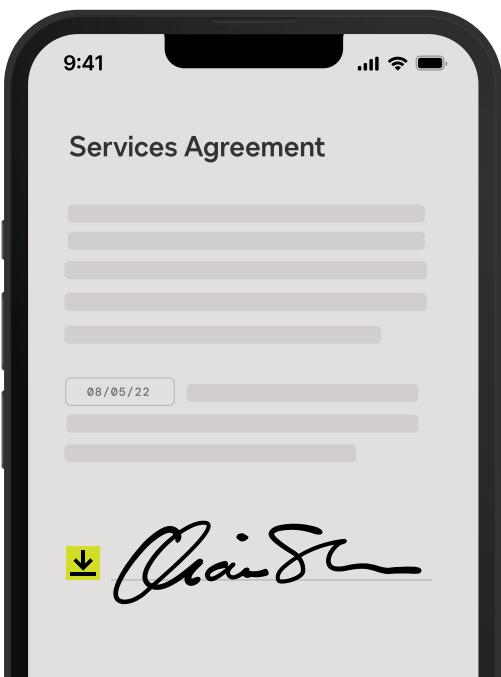
SMASH KEY RELATIONSHIP
SLAS AND/OR OFFER SELF-
SERVICE TOOLS



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



Try our eSignature
Calculator



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

The image shows a smartphone displaying the DocuSign CLM mobile application. The screen is titled "DocuSign CLM". Below the title, there is a large button with a plus sign (+) and a user profile icon. The main area is titled "Documents" and lists several documents. Each document item has a small thumbnail image, a progress bar, and some text. One document is labeled "In effect" with a yellow circle and "MSA". Another is labeled "In effect" with a purple circle and "SOW". A third document is labeled "Approve" with a teal circle and "02/22/20". At the bottom of the screen, there are three filter buttons: "Party", "Status", and "Type". The phone's status bar at the top shows the time as 4:19 and various connectivity and battery status icons.

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.**



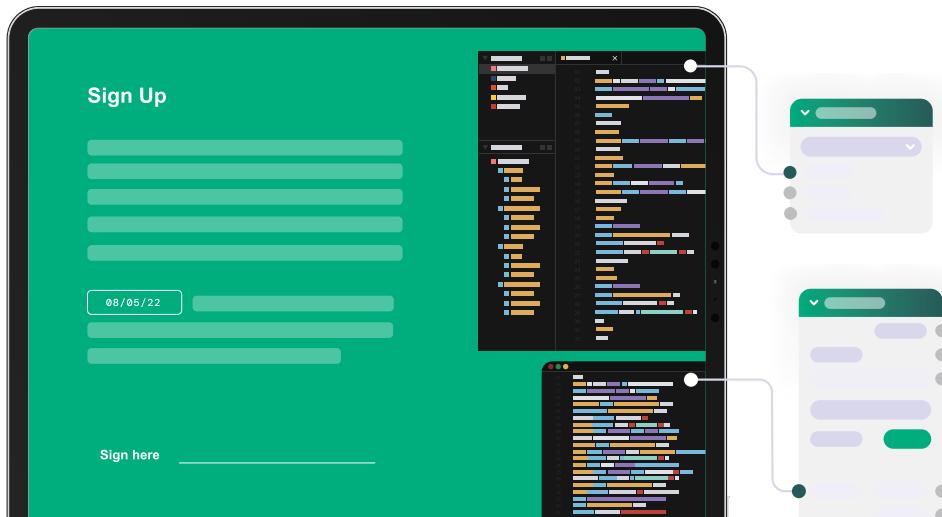
SEAMLESSLY
CONNECT EXISTING
SYSTEMS



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 PORSCHE

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.



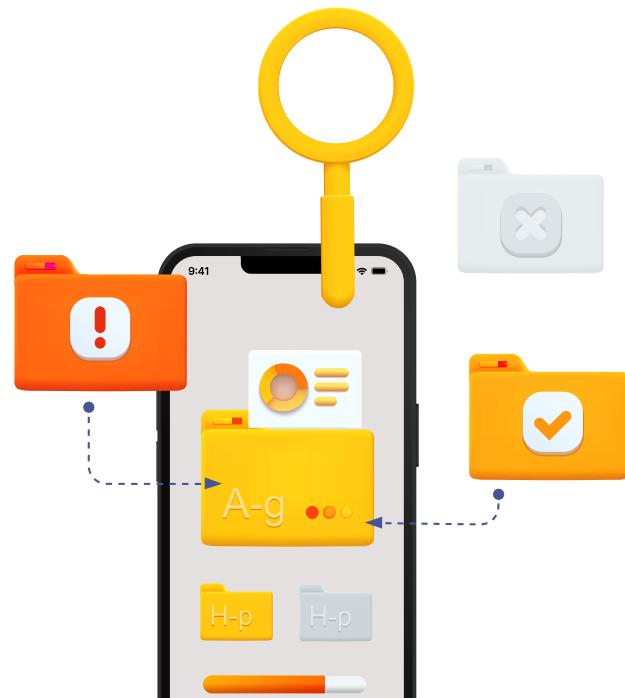
INSTANTLY AVAILABLE DOCUMENTS FOR THE WHOLE TEAM



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.



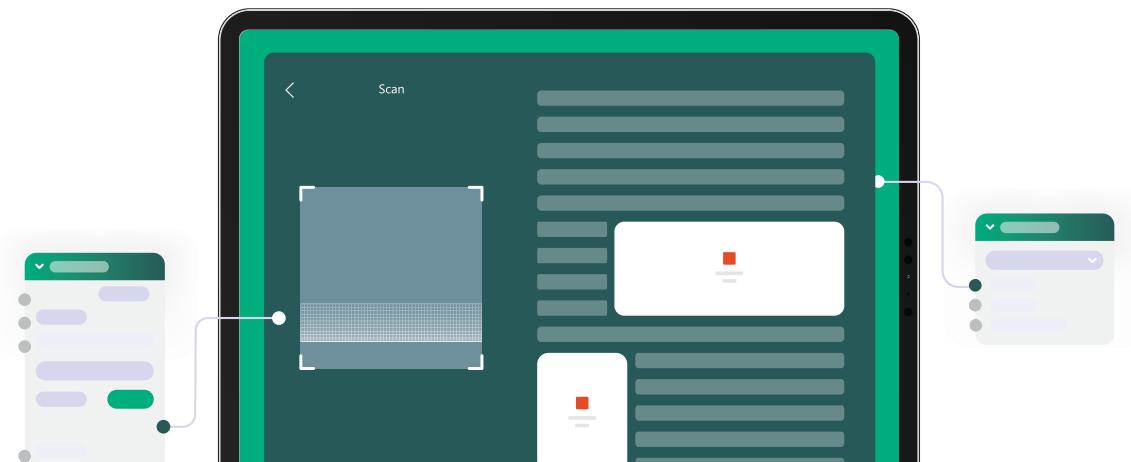
FAST AND EFFICIENT
PROCESSING OF ANY
ACTIVITY



ENTIRELY SCALABLE
WORKFORCE
AVAILABLE



MAINTAIN BUSINESS
INTEGRITY WITH
ROBUST SECURITY



partners life

ACING 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, WHATS 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



SAAS AND CUSTOM
BESPOKE SOLUTIONS

TALK TO US TODAY

GET IN TOUCH NOW

📞 09 356 4200

✉️ contact@fbnz.net.nz

🌐 betterbusiness-fbnz.fujifilm.com



FUJIFILM
Value from Innovation

Process
Automation