



Medius and Microsoft welcomes you to Medius Customer Day 2023



Medius

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A Trusted Advisor in Data Driven Sustainability

Leading the Conversation in Responsible AI

Cybersecurity for a Robust Society

Future of Work

9 of 10 - ESG regulations
are about Data + AI

Up to 14% boost in global GDP

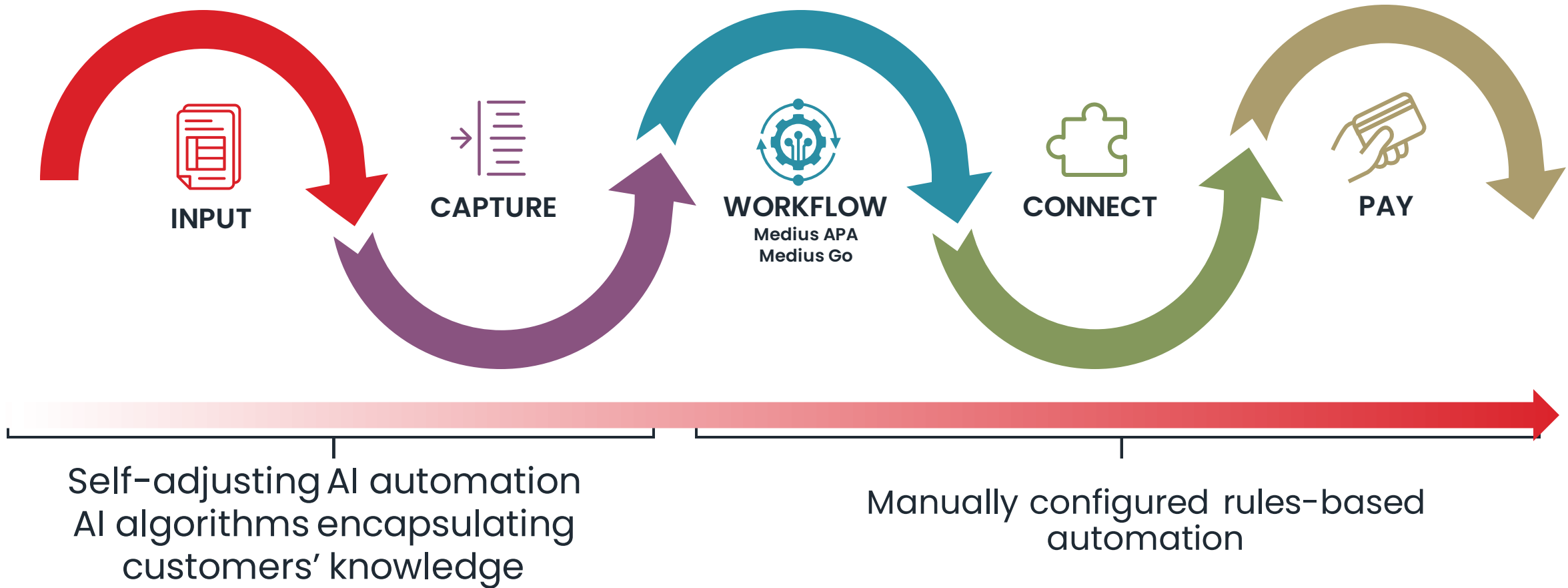
Largest transformational
commercial opportunity in
today's economy

"Everyone is a target"

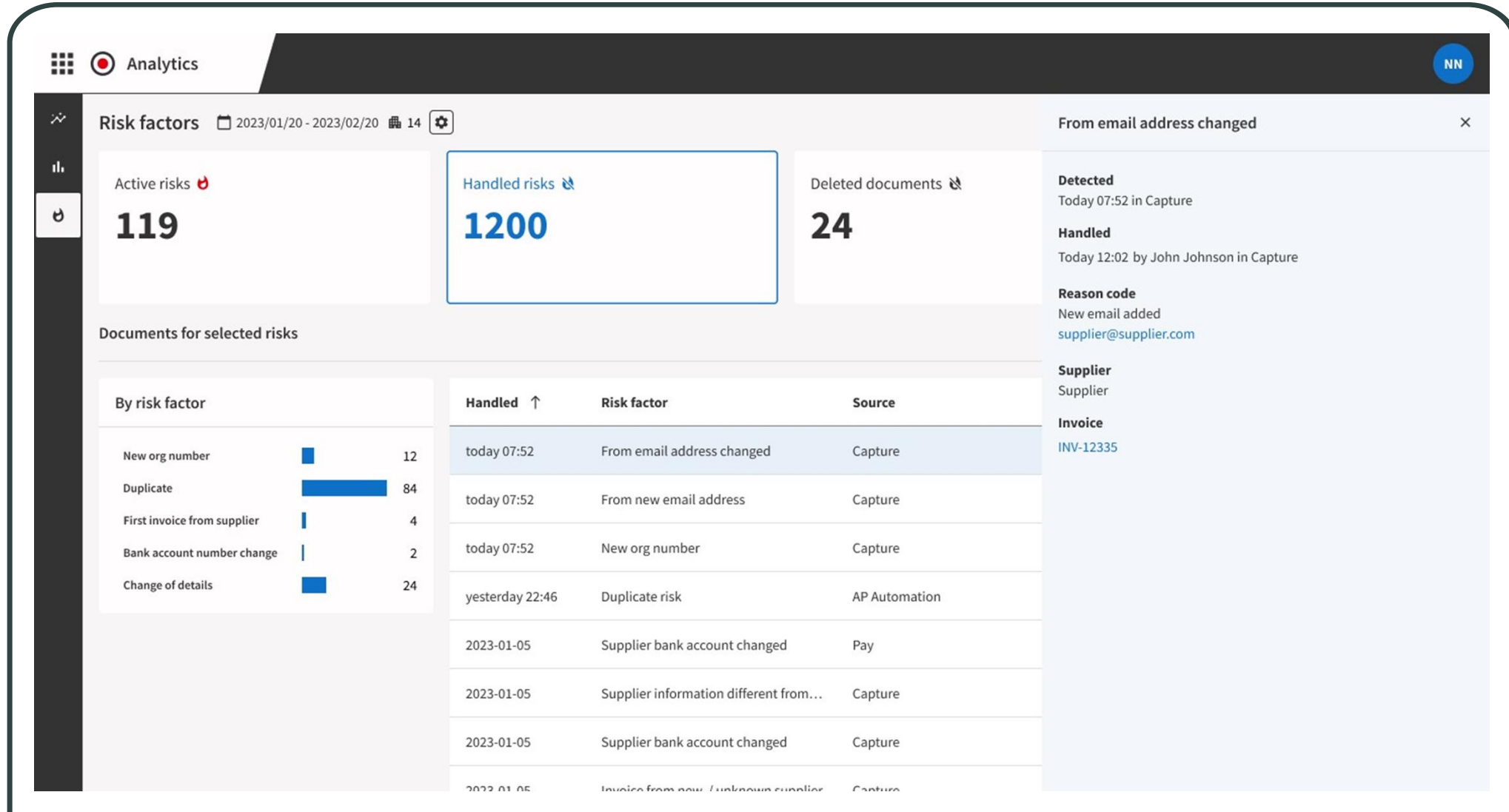
Do More with Less

Era of Copilots

AI/ML: a transition happening behind the scenes...



AI/ML: ...That now also happens in front of your eyes



Finance work will certainly change from AI/ML



**AUTOMATIC CODING
FOR ACCOUNTING**

Finance work will certainly change from AI/ML

SUPPLIER
ONBOARDING &
PROCUREMENT



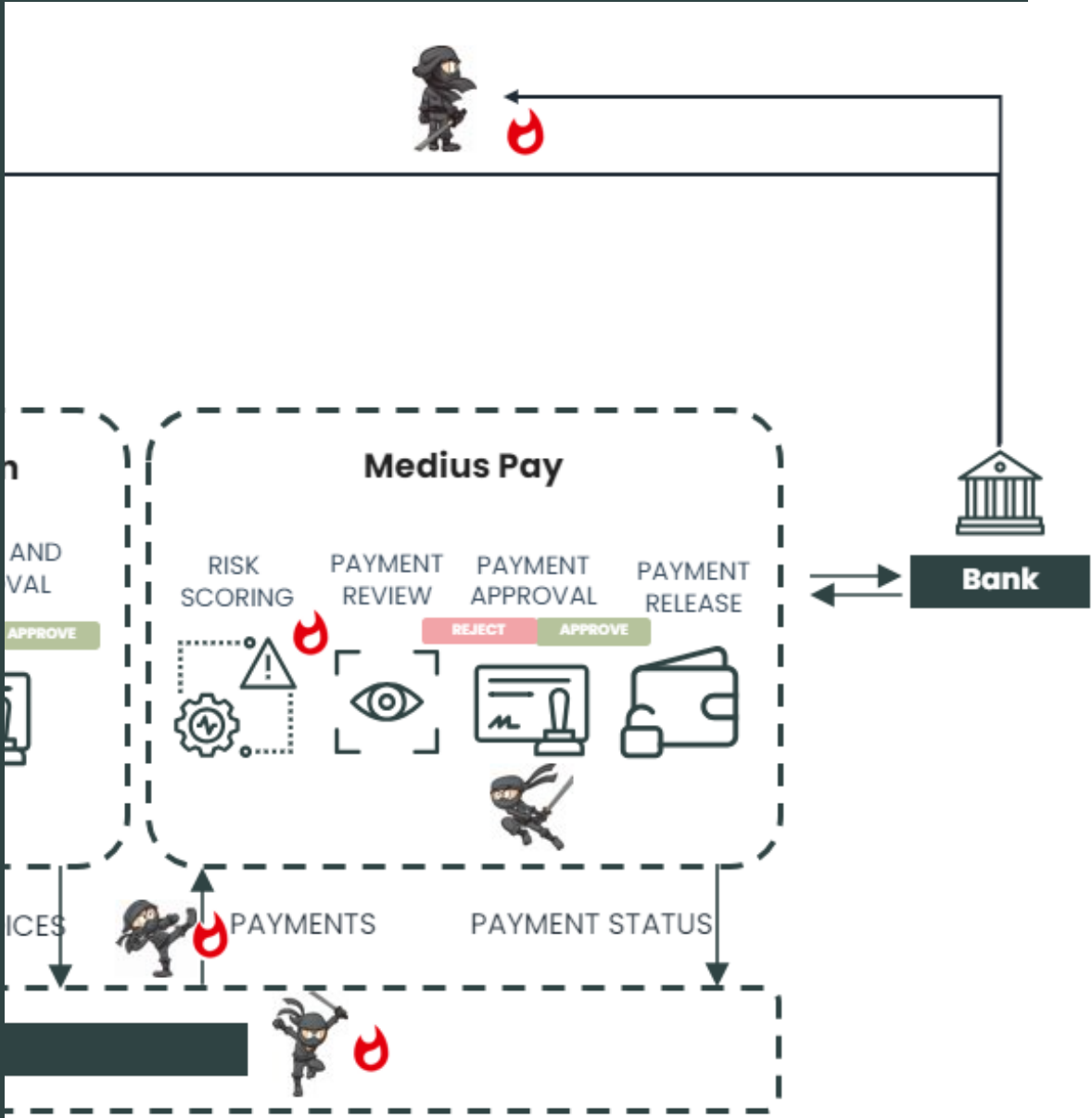
Finance work will certainly change from AI/ML



**EXPENSE POLICY
COMPLIANCE**

Finance work will certainly change from AI/ML

PAYMENTS PROCESSING



Finance work will certainly change from AI/ML

A close-up photograph of a computer monitor. The screen displays a dark red background with a white shield icon at the top left containing a white padlock. Below the shield, the words 'FRAUD ALERT' are written in large, white, sans-serif capital letters. Underneath the alert, there is a small white rectangular button with the word 'CONFIRM' in red. Below the button, the text 'Click here for more information' is visible in a smaller white font. The monitor is on a desk with a keyboard and a mouse visible in the foreground. A person's hand is seen typing on the keyboard.

FRAUD ALERT

CONFIRM

Click here for more information

FRAUD DETECTION

Agenda

- 10:00 Välkommen & introduktion
- 10:15 Microsoft: Utvecklingen av AI och hur det påverkar oss
- 10:30 Så arbetar Medius med AI
- 10:45 Hantera dina utlägg med Medius nya lösning (ENG)
- 11:15 Paus
- 11:30 Trendspaning: EU-förordningar kring e-faktura och hur Medius hjälper dig (ENG)
- 12:00 Medius Lifehacks #1
- 12:15 Lunch

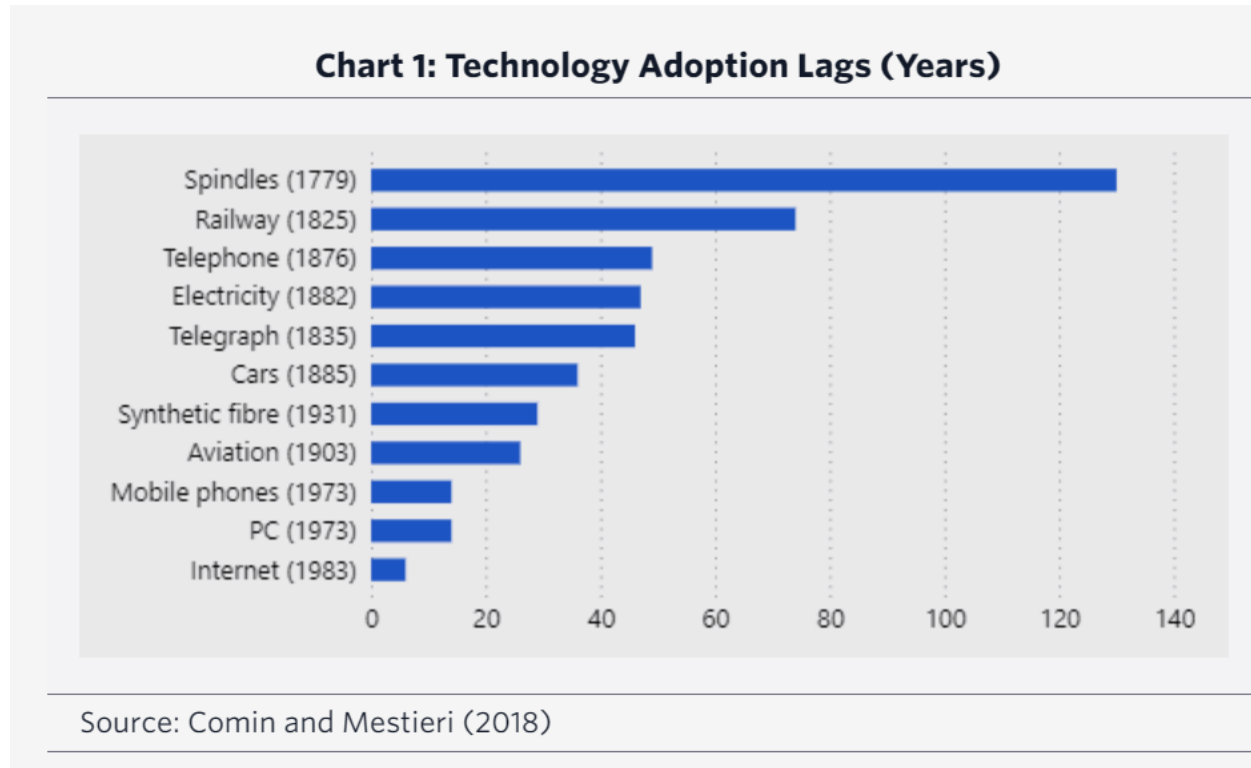
The Future of Work with AI



Cecilia Rumenius
Partner Technology Strategist

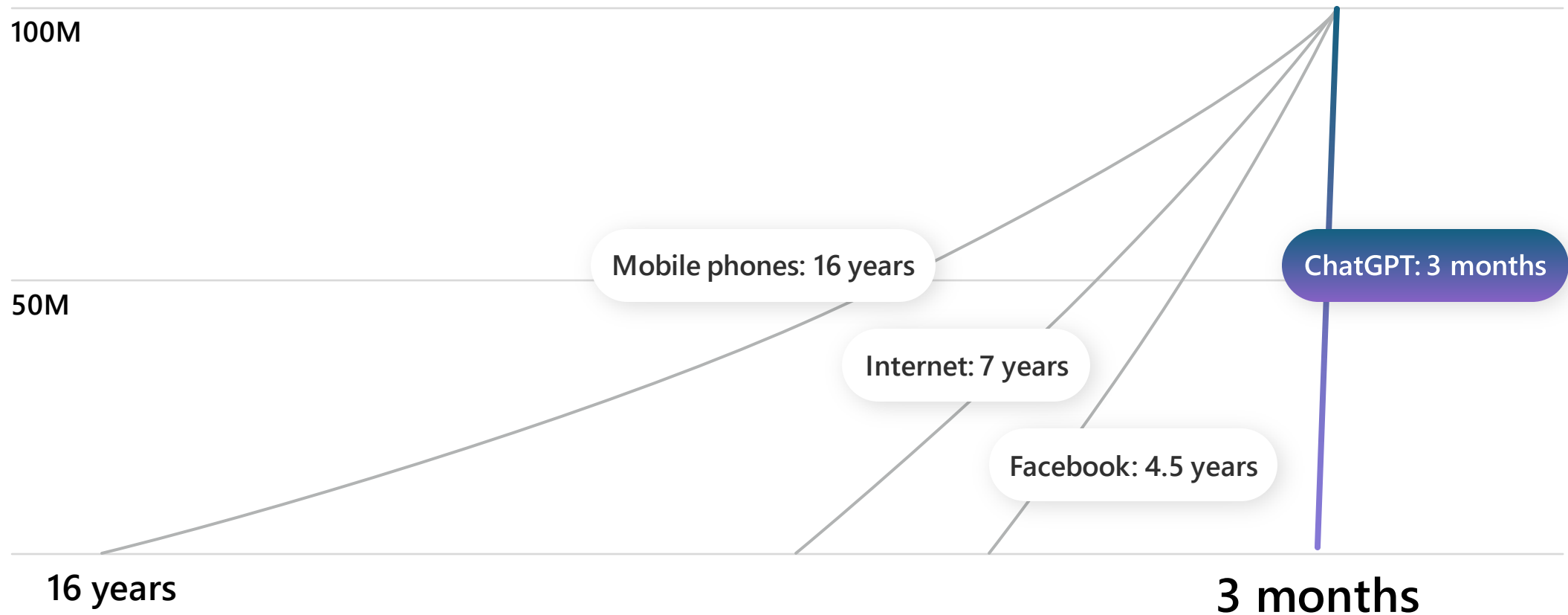
A look in the rear-view mirror

Disruptive techniques moves us forward

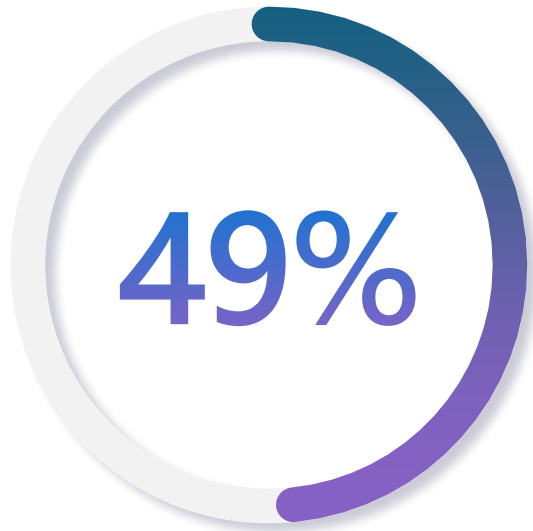


Generative AI technology is **here**

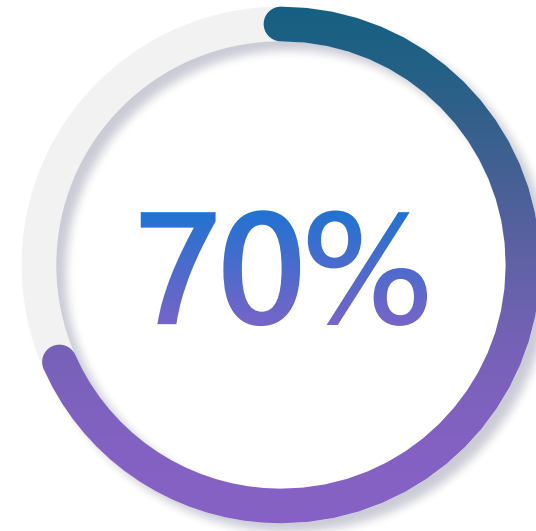
Time to reach 100M users



A new AI-employee alliance



of people say they're worried
AI will replace their jobs



would delegate as much work
as possible to AI to lessen
their workloads

Digital debt is costing us innovation

64%

of employees don't have
enough time or energy
to do their job

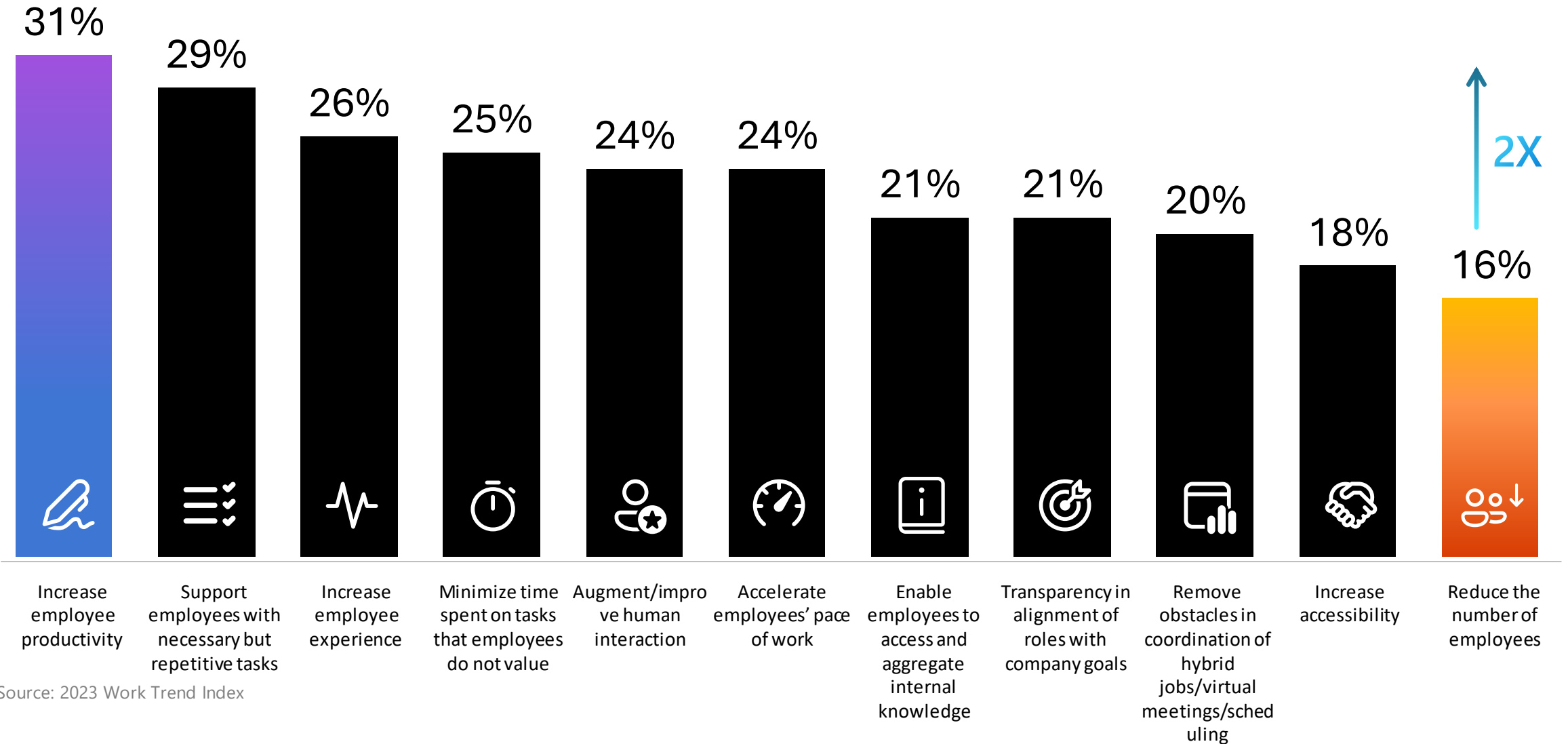
3.5X

more likely to
struggle with
innovation/
strategic thinking

60%

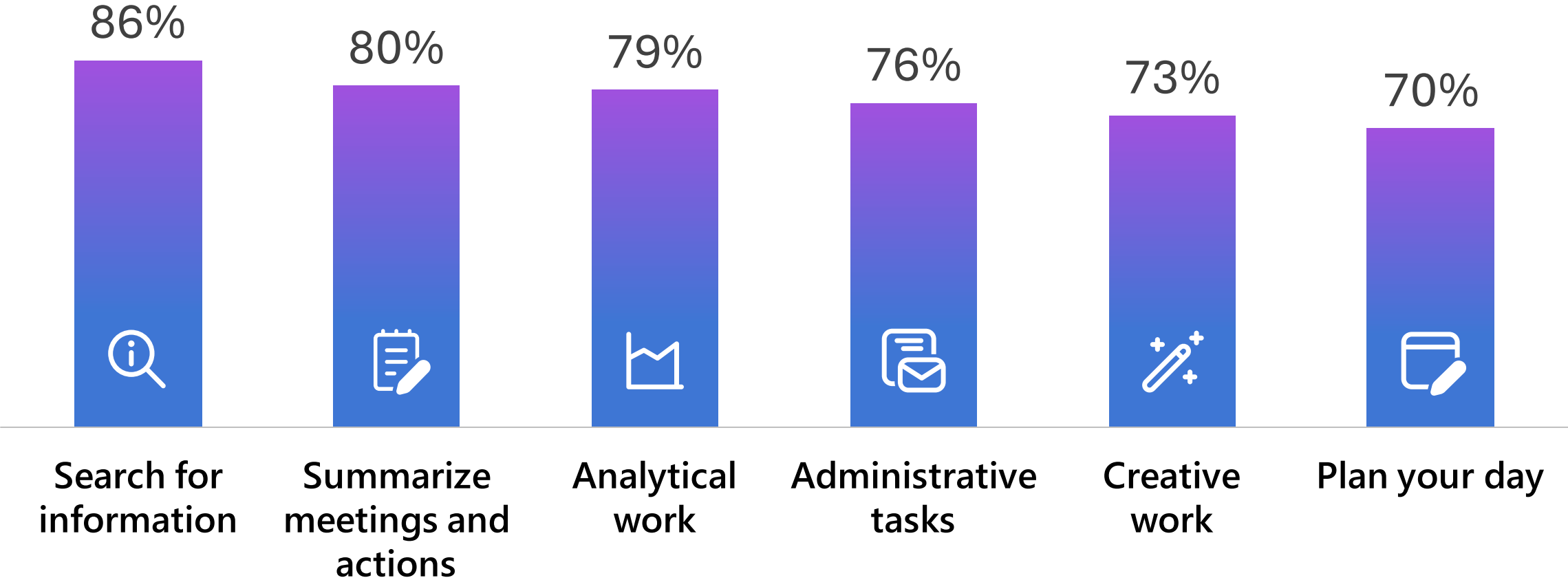
of leaders say lack
of innovation is
a concern

What do organizational leaders want to get out of AI?



Source: 2023 Work Trend Index

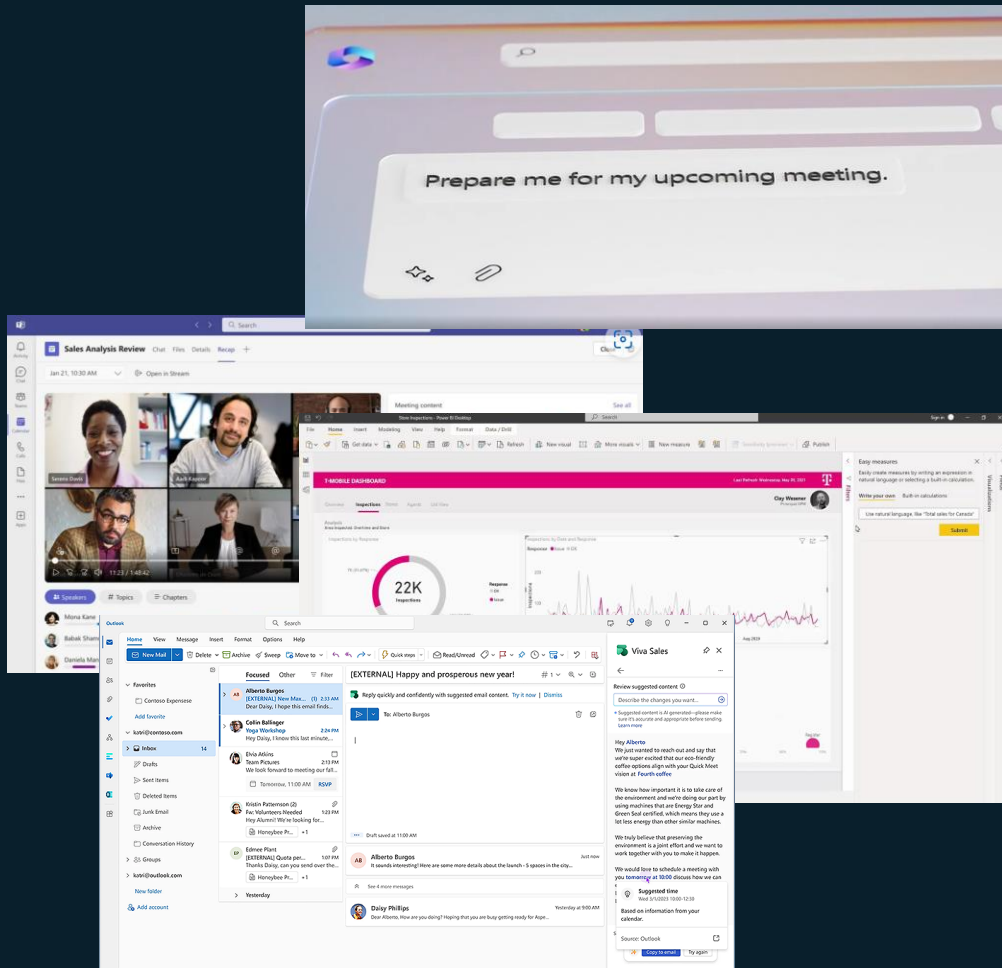
What do employees want to use AI for?



Source: 2023 Work Trend Index, Microsoft Research

Microsofts AI Strategy

Co-pilots



Azure (Open)AI Service



Built-in responsible AI to detect and mitigate harmful use



Enterprise-grade security with Azure AD, role-based access control (RBAC), Customer Managed Keys and Private Link and Network security



Deployed within your Azure subscription, secured by you, accessed only by you, and tied to your datasets and applications



Large, pretrained AI models to unlock new scenarios

Responsible AI, trusted by enterprise

Amplify human ingenuity with a copilot for everyone

Bing Chat

Microsoft 365
Copilot

Windows
Copilot

Github
Copilot

Power
Platform/BI
Copilot

Dynamics 365
Copilot

Microsoft
Security Copilot



Microsoft

Thank you!



Cecilia Rumenius
Partner Technology Strategist



Så arbetar Medius med AI

Katarina Andersson

AI is not always the solution

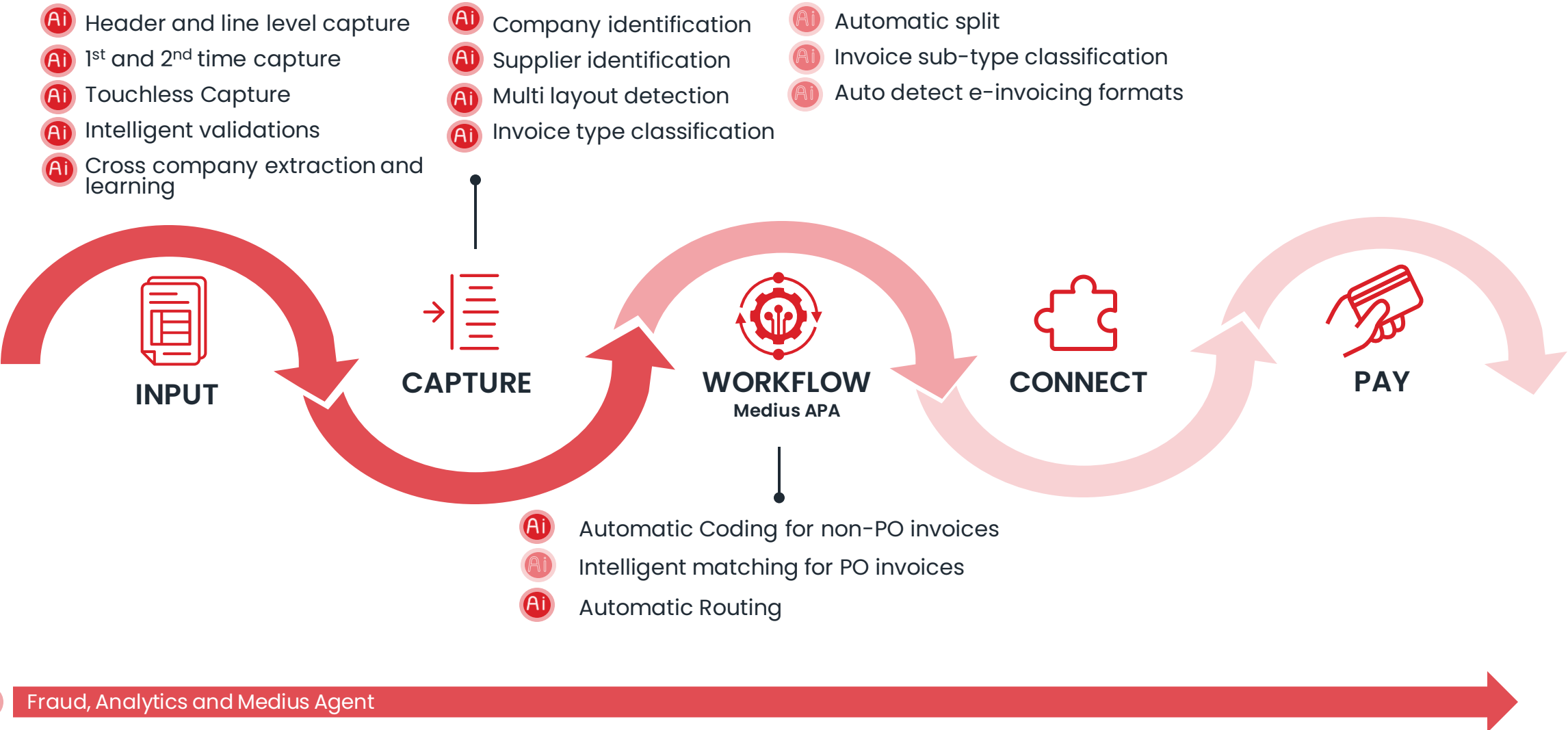


... but it helps you become autonomous

- AI and Machine Learning are transforming the business landscape
- The role of the CFO and finance department are evolving with the unpredictable economic climate
- Will AI take my job?
- ...and then life happens



AI and Machine Learning at Medius today



Medius loves all invoices

PDF, e-invoices and paper

AP Automation | Document 4 of 194

Invoice details:

- Company: MediusFlow SWE
- Supplier: Software Services (so...)
- Invoice/Credit: Invoice
- Invoice number: 0001234
- Reference: Peter Smith
- Order number: 10008812
- Invoice date: 9/11/2023
- Currency: USD
- VAT amount: 967.92
- Total amount: 4,840.00

Invoice address: Medius AB, Platensgatan 8, 58220 Linköping

Item nbr	Description	Qty delivered	Qty ordered	Unit price	Amount
1	10005011 OFFICE 365 ENTERPRISE E5 WITHOUT PSTN	1,00	1,00	350,00	350,00
2	10005024 SKYPE FOR BUSINESS ONLINE-PLAN	3,00	4,00	39,56	118,68
3	10005032 SKYPE-PSTN-CONFERRING	83,00	78,00	41,00	3 403,00

Due date: 12/09/2023 | Contract nbr: 46000888 | Your ref: Peter Smith | Our ref: Carmen Johansson | Order nbr: PO10008812 | Period: September 2023

Send to workflow

AP Automation | Document 2 of 194

Invoice details:

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

Customer details: Medius Sverige AB, Platensgatan 8, 582 20 Linköping, SE

Invoice period: 2022-06-01 - 2022-06-30

Customer company ID: SE556820276501 | Reference: PO10008812 | Contact name: Peter Smith

Payment reference: 104500000784562

Payment terms: SW Service sales terms at the time of purchase.

Note: This is a Medius test invoice!

2026893925

Send to workflow

Touchless Capture

Trust built by AI

- No need to verify an invoice
- Focus on exceptions

The screenshot displays a 'Supplier settings' page for 'Software Services'. The interface is divided into several sections:

- Supplier identifiers:** A table with the following data:

Supplier name	Supplier Id
Software Services	softwareservices
Currency code	Payment term
USD	30
External system identifier	Other
mfse;softwareservices	both e-invoices and PDF invoices
Organization number	VAT registration number
5568203987	SE556820398701
- Touchless automation:** A toggle switch is set to 'Active'. Below it, a summary shows '10 invoices last 60 days' with a 'Deactivate' button. Two progress bars indicate that both 'Correct' and 'Touchless' rates are at 30% (3 invoices each).
- Company and Supplier:** The 'Company' is 'MediusFlow SWE' and the 'Supplier' is 'Software Services (so...)'. A 'Touchless active' status is shown in a green box.
- General information:** Fields include 'Invoice/Credit' (Invoice), 'Invoice number' (0001234), 'Reference' (Peter Smith), and 'Order number' (10008812).
- Amounts:** Fields include 'Currency' (USD), 'VAT amount' (967.92), and 'Total amount' (4,840.00).
- Workflow:** A blue button labeled 'Send to workflow' is located at the bottom right.
- Notification:** A light blue box at the bottom states: 'Touchless automation active. Invoices will be sent to workflow automatically when there are no validation errors. Read more on Success Portal.' with a 'Success Portal' link.

World class matching and coding

No templates, no rules, no configuration or maintenance of those – just automation

The screenshot displays the AP Automation web application interface. The top navigation bar includes 'HOME', 'INBOX', 'DASHBOARD', 'REPORTS', and 'CREATE'. A search bar is located on the right. The main content area is divided into two sections.

Left Section: Invoice List

Task	Company	Telia	225	Standard	PR-10	1,200.00
Integrati...	cee1	Telia	225	Standard	PR-10	1,200.00
Integrati...	cee1	Telia	223	Standard	PR-9	1,200.00
Approve	Compan...	Telia	213	Standard	PR-4	1,200.00
Approve	Compan...	Telia	211	Standard	PR-3	1,200.00

Showing 6 out of 6 | Show 10 more

Non-PO invoice (21)

Labels	Indicators	Task	Company	Document	Supplier	Invoice no	Voucher nu...	Amount
red at ...		Route	Compan...	269	Telia	kkk		100.00
red at ...		Route	Compan...	267	Telia	testz		100.00
red at ...		Route	Compan...	263	Ahlsell	testz		100.00
red at ...		Route	Compan...	261	Telia	INVa3c9...		100.00
red at ...		Route	Compan...	259	Telia	INVa8db...		100.00
red at ...		Route	Compan...	257	Telia	INVa7cf...		100.00
		Route	Compan...	255	Ahlsell	3289073...	Test	120.00
		Route	Compan...	251	Ahlsell	tetst		10.00
red at ...		Route	Company 1	242	Telia	INVd20c...		4,840.00
red at ...		Route	Company 1	235	Telia	INVefb89...		4,840.00
		Integrat...	cee1	173	Ahlsell	exp_im_...	a582d	1,200.00
		Integrat...	cee1	171	Ahlsell	exp_im_...	cc6b7	1,200.00
		Integrat...	cee1	169	Ahlsell	exp_fina...	a12ae	1,200.00
		Integrat...	cee1	167	Ahlsell	exp_fina...	aa8a6	1,200.00
		Integrat...	cee1	153	Ahlsell	exp_im_...		1,200.00
		Integrat...	cee1	151	Ahlsell	exp_im_...		1,200.00
		Integrat...	cee1	149	Ahlsell	exp_pre...		1,200.00
		Integrat...	cee1	147	Ahlsell	exp_pre...		1,200.00
		Approve	Compan...	145	Supplier...	exp_aut...		1,200.00

Right Section: Route - Non-PO invoice 73556/23552/23

Ahlsell | 1,000.00 SEK | 21/12/2023 | # 73556/23552/23

Coding | Invoice image | Invoice details | Comments | Attachments | History | Links

We have applied the coding for you. Press undo to revert to previously entered values. [Revert to suggested values]

[+ Add] [Clone] [Remove] [Apply latest coding] [Templates] [Filters] [More] [Retrieve approver]

Coded net: 0.00 | Coded tax: 0.00 | Coded gross: 0.00 | Coded balance (gross): 1,200.00 | Hide all auto-coded lines

#	Codes	Net	Tax group	Approver
1	124 10 5377	1234	20 0	Per Authorizer
2	124 124 10 5377	0.00	20 0	Per Authorizer
3	124 124 10 5377	0.00	20 0	Per Authorizer
4	124 124 10 5377	0.00	20 0	Per Authorizer

1-4 of 4 lines, 0 selected.

[Save] [Send for review] [Control Center] [Send]

Legend:

- Document with high confidence level
- Document with low confidence level
- Value with high precision on segment
- Value changed or acknowledged by user
- Value with low precision on segment

Best in class

98%

**Header field
Capture**

85%

One-Click

65%

**Automatic
Coding**

94%

**Line cell
Capture**

71%

**Touchless
Capture**

Could be best in class

94%

**Header field
Capture**

64%

One-Click

55%

**Automatic
Coding**

0%

**Touchless
Capture**

Medius Agent

Help when you need it

- No longer need to search in a help file
- Use your own language
- Responds with answers related to you, your company and entity

The screenshot displays the Medius Agent interface. The main window shows an invoice approval screen for invoice number 310668980001. The supplier is LEXJET LLC and the company is GBB LLC. The total amount is 114.98 and the invoice date is 9/5/2023. The invoice is from ODP Business Solutions, LLC. The bill-to address is TRAILER PARK INC., 40 E ST, TAMPA FL 12352. The invoice includes a table of line items with columns for ACCOUNT NUMBER, ACCOUNT MANAGER, SHIP TO ID, BILLING ID, PURCHASE ORDER, RELEASE, ORDER, CATALOG ITEM # / MANUF CODE, DESCRIPTION / CUSTOMER ITEM #, U/M, TAX, and OF.

ACCOUNT NUMBER	ACCOUNT MANAGER	SHIP TO ID		
85767145		2000REDBUDAVE		
BILLING ID	PURCHASE ORDER	RELEASE	ORDER	
41635567			MARIO S	
CATALOG ITEM # / MANUF CODE	DESCRIPTION / CUSTOMER ITEM #	U/M	TAX	OF

The chat window on the right is titled "Tell Me About This Invoice" and contains the following text:

Help me approve this invoice. JN

Here are highlights of your currently open invoice:

- Your Approval History: 5/5
- Number of Lines: 8 (consistent with previous invoices)
- Comments from Previous Approver: "Applies to case 319040" and "OK."

Based on this information, **this invoice appears to be in line with previously approved invoices and would typically be approved.** Though the gross amount is higher, all other factors (comments, number of lines, payment details) do not indicate any issues.

Tell me about this supplier Why have I received this invoice?

Tell me about this buyer What are my approval limits?

How do I return this invoice to AP?

Ask Medius anything (about the invoice)

Proactively catch fraud

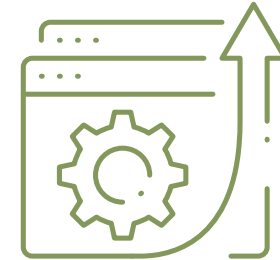
Gain visibility and control across the invoice to pay lifecycle



Relax and let machine learning and AI controls enforce your policies consistently



Gain visibility into your fraud and risk exposure with new insights



Start catching fraud today with a solution built into Medius

When life happens







Accelerate business with the Microsoft commercial marketplace

Christopher Karlson, Sr ISV PDM
Can Baydono, Sr ISV PDM





Marketplace mission:

**Simplify and accelerate
B2B tech commerce**

Cloud marketplace growth

84% CAGR
by 2025*



Companies need more cloud solutions than ever before

As the cloud is embedded into every aspect of business, companies need to simplify and streamline their cloud portfolio.

Customer adoption of cloud marketplaces is increasing as organizations look to support their organization with the tools they need while efficiently managing investments.

*Source: [Canalys](#)

[See demo](#)



Of Azure's top customers
use the marketplace to
manage their cloud portfolio

Spend smarter and move faster to do more with less

The Microsoft commercial marketplace is a cloud marketplace where organizations can find, buy, and manage the right solutions for their changing needs.

Microsoft is the only cloud service provider that **automatically counts an entire sale towards an Azure consumption commitment** when a customer purchases eligible partner solutions.

The value of the marketplace for your organization



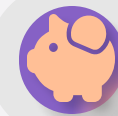
Increase efficiency

Streamline procurement by purchasing through a single source to simplify vendor relationships.



Buy confidently

Get custom solutions with negotiated pricing, certified to run on a trusted cloud with industry leading security.



Spend smarter

Optimize your budget and meet your cloud commitment while maintaining a high-level of governance.

Spend smart and move fast

Spend smarter



Meet cloud consumption commitments with Azure benefit eligible solutions



Govern and control using private Azure Marketplace



Save with multi-year SaaS and VM deals and flexible payments

Buy confidently



Purchase solutions that deploy and run seamlessly on Azure



Deploy vetted solutions that adhere to Microsoft's security and compliance



Get customized terms and negotiated off-the-shelf pricing

Increase efficiency



Access a vast catalog of solutions in the cloud where you work everyday



Purchase directly through Microsoft, one trusted source, to simplify billing



Streamline legal procurement with standard contracts and amendments

Quick demo

Azure Marketplace

The screenshot displays the Azure Marketplace interface. On the left, a navigation sidebar includes links for 'Home >', 'Marketplace', 'Get Started', 'Service Providers', 'Management', and 'Private Marketplace'. The main content area features a search bar with 'rubrik' entered, a 'Search the Marketplace' button, and a checkbox for 'Azure benefit eligible'. Below the search bar, there are filter buttons for 'Pricing: All', 'Operating System: All', and 'Publisher Type: All'. A list of search results is shown, including 'Rubrik M365 Protection', 'Rubrik Cloud Edition', and 'Rubrik Zero Trust Data Security for Microsoft'. Each result card displays the Rubrik logo, the product name, the publisher 'Rubrik, Inc.', the service type 'SaaS', a brief description, and pricing information. The 'Rubrik M365 Protection' card shows 'Starts at \$5.00/user/one-time payment fo...'. The 'Rubrik Cloud Edition' card shows 'Starts at \$11,520.00/one-time payment fo...'. The 'Rubrik Zero Trust Data Security for Microsoft' card shows 'Starts at \$5,040.00/one-time payment for...'. Each card also has a 'Subscribe' button and a heart icon.

Take action

Get ready

Learn about the marketplace:
[Azure.com/marketplace](https://azure.com/marketplace)

Learn

Technical documentation:
aka.ms/marketplacecustomerdocs