Portal Release Notes

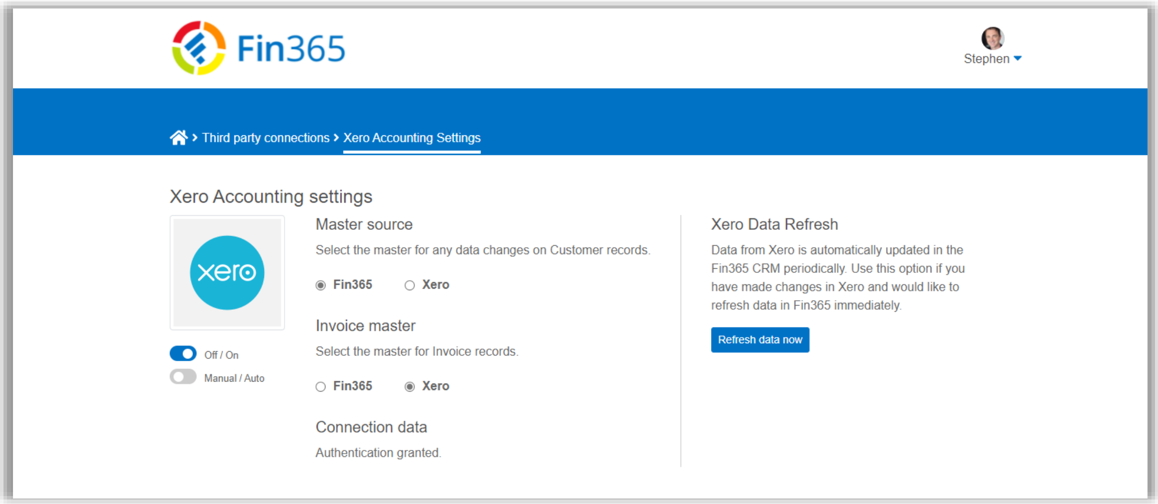
June 2021

A big hi to our growing customer base. We hope everyone is doing well, especially those enduring the latest round of winter lockdowns. Hopefully, this update about another jam-packed release will brighten your day 😊

Xero Integration

This is a big one. Vere excited to announce the launch of our Integration with the Xero Accounting platform. There's a lot too it, but in a nutshell, it give our customers the ability to tie in Xero Invoicing and Payments to the Fin365 revenue management system. I.e.

- Syncing of customer data between the two systems. E.g. set up a new customer in Fin365 and sync it to Xero.
- Invoices can be created in either Fin365 or Xero and will sync between the two systems
- When an Invoice is Xero is reconciled against a bank transaction, a Revenue record can automatically be created in Fin365 and registered against the client.

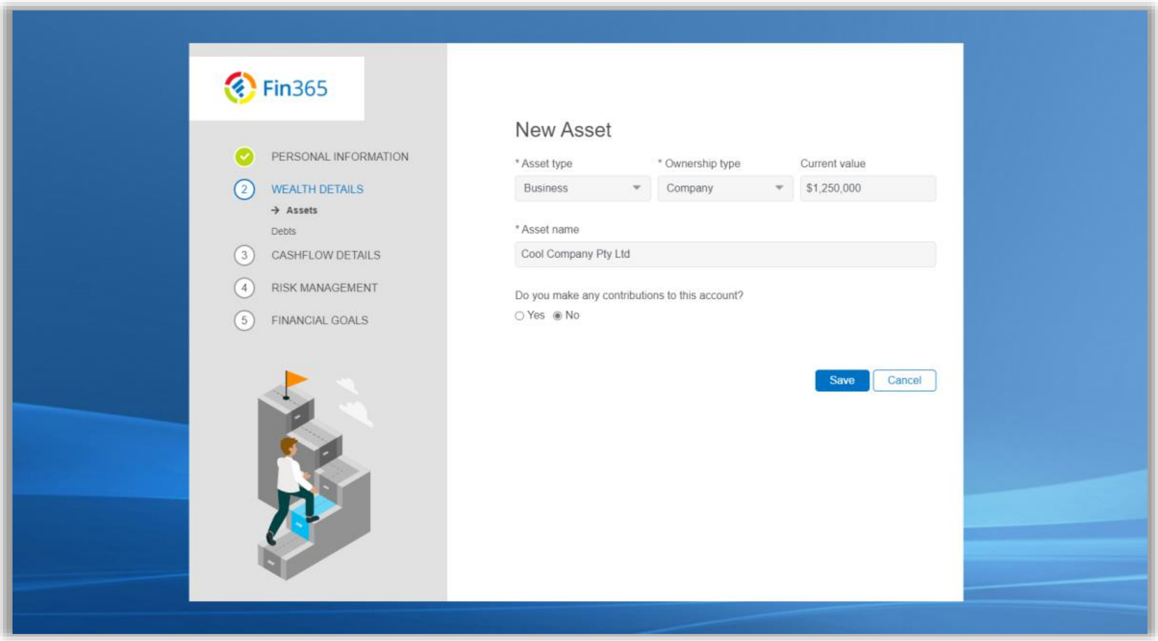


Fin365 Xero Integration

Client Online Fact Find Improvements

The following improvements have been made to our online Client Fact Find:

- Support for a Business Asset type
- Support for a Business Income type



Fin365 Client Online Fact Find

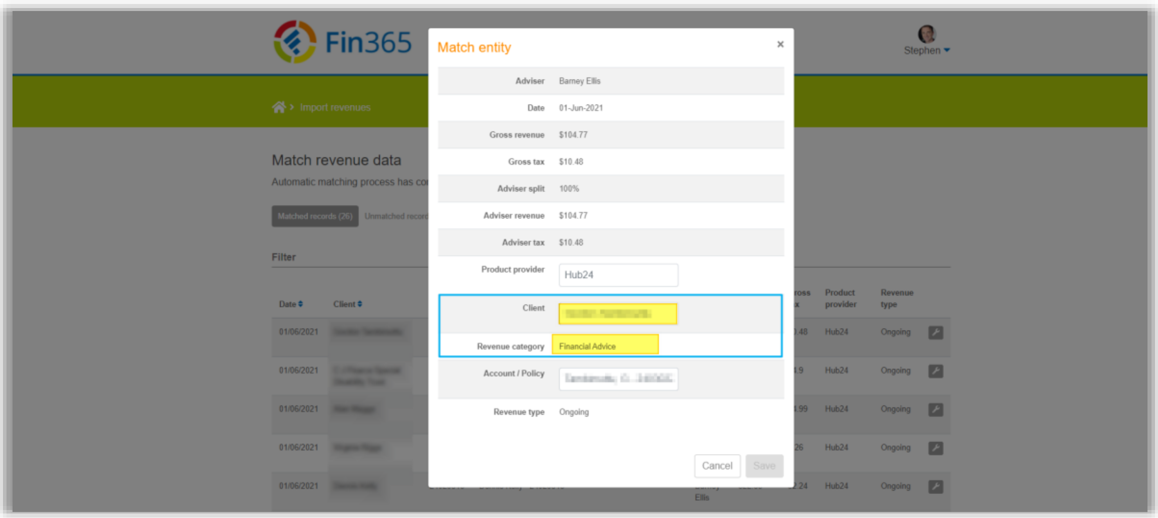
Revenue Management Improvements

Based on popular request, we've made the following improvements to our Revenue Management feature:

- It is now possible to choose to link the revenue record to either a Contact or a Company (customer) record, allowing for tracking of Revenues for other entities such as Family Trusts, SMSFs, etc.
- Revenue category can now be assigned per transaction. Historically the default assumption was that all revenues coming from a particular account (e.g. Superannuation fund) would be of the same category. This enhancements allows you to distinguish between revenue categories (e.g. Financial Advice, Accounting, Administration, etc) even if they're all being paid from a single account.

Off the back of these enhancements the following additional improvements are next on our roadmap.

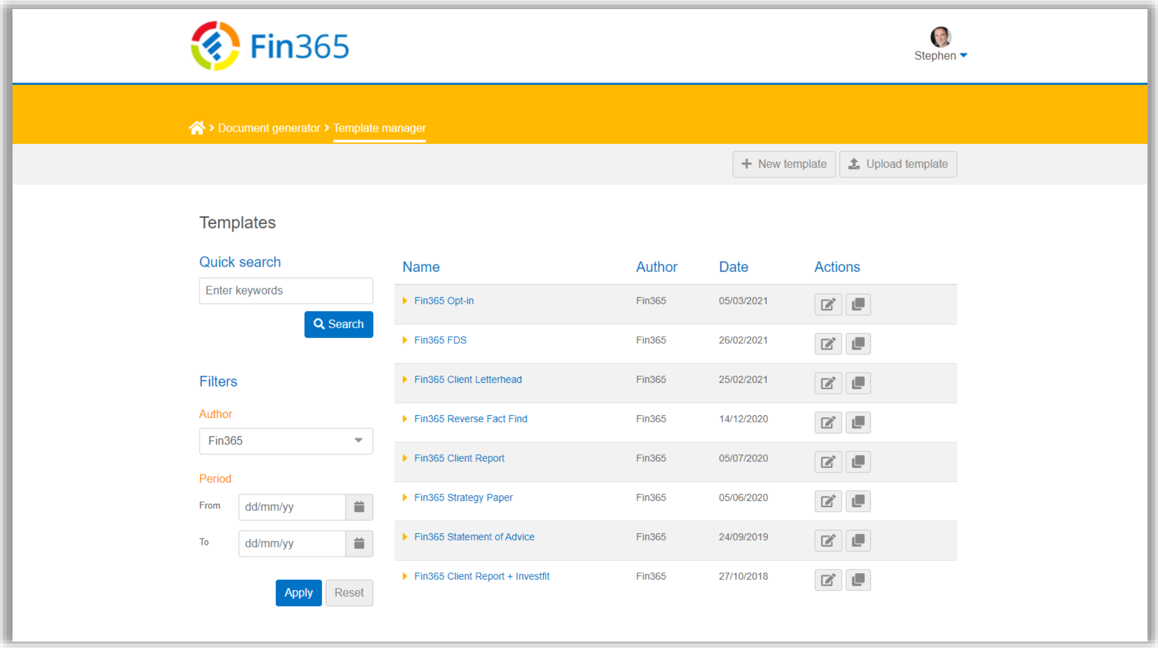
- Aggregation of Revenues on a Company customer record.
- Centralised AFSL/Dealer level Importing of revenues across a number of authorised representatives



Fin365 Revenue Management

Document Templates

The latest release of the portal includes an improved template editing experience and also adds a number of new templates to our core library.

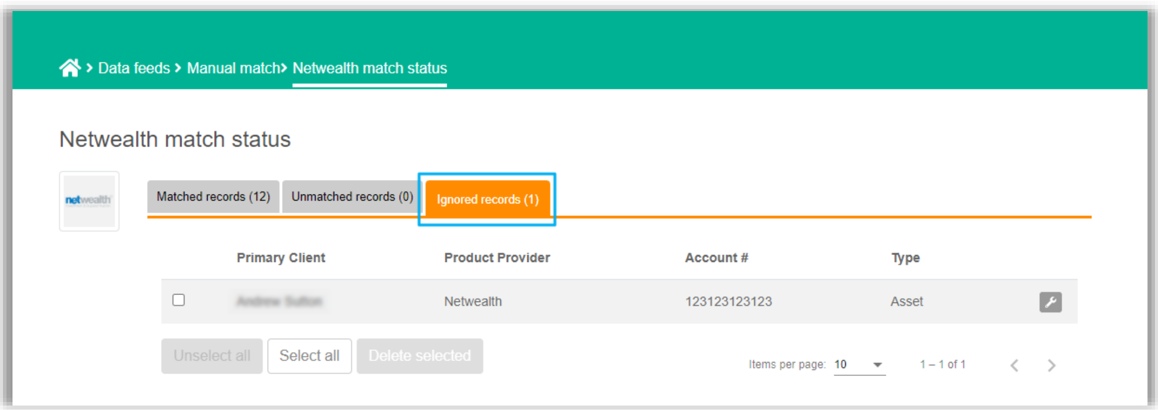


Fin365 Document Templates

Datafeed updates

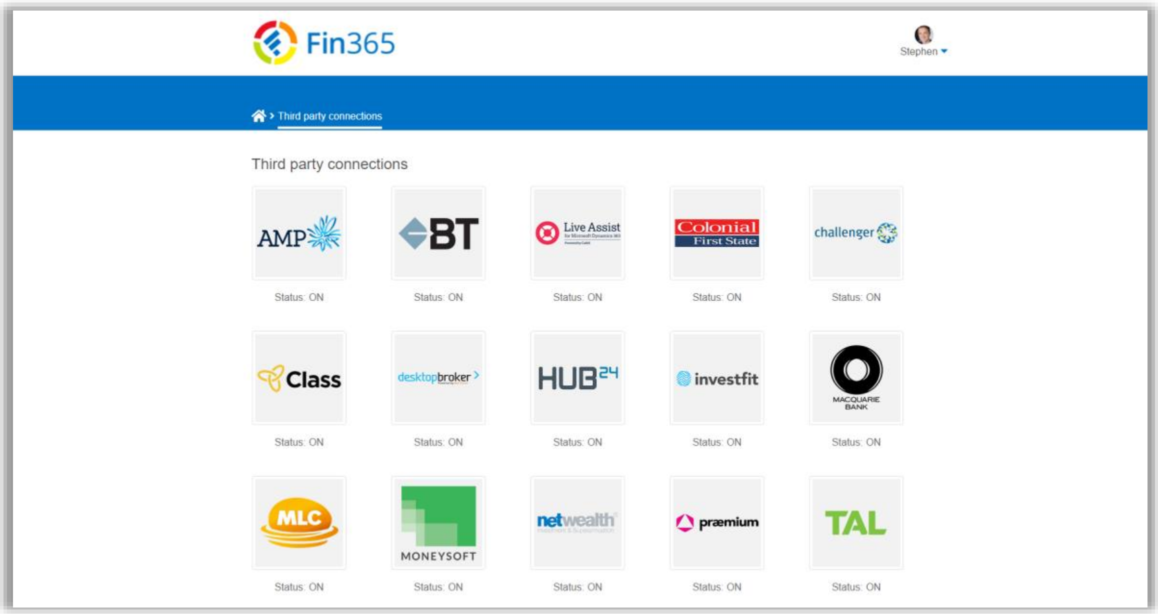
Data feed connections continue to be one of Fin365's highest priority. The efficiency gains delivered by the automated upkeep of CRM records is immense.

In this release we have added the ability to Ignore records for all feeds. This is particularly useful for those providers who continue to include Closed accounts in their feeds.



We have also added feeds from Challenger and MLC MasterKey, and have modified our CFS FirstChoice feed to work around the limitations we discovered with the previous implementation.

The image below shows feeds now supported. Even if you only have a few accounts/policies with these providers, we highly recommend connecting the feeds to automate the upkeep of these records in the CRM.



Fin365 Third Party Connections

Datafeed Roadmap

The following data feeds are on the roadmap.

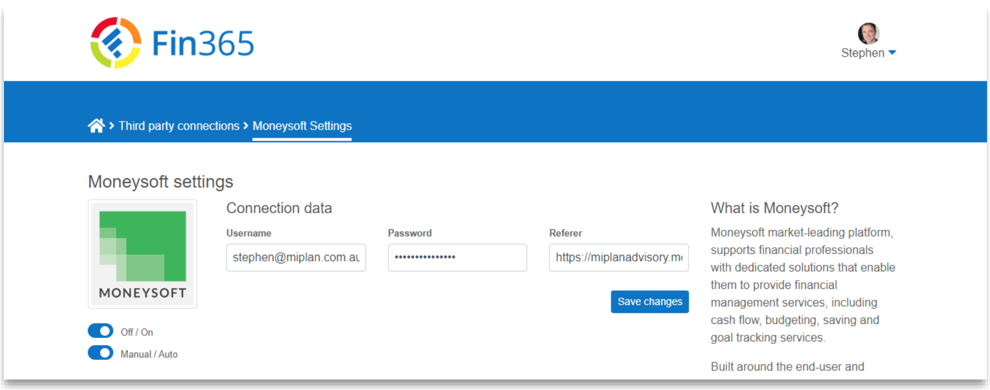
- Booster & Consilium/FNZ (New Zealand)
- Macquarie Online Trading
- Zurich, MLC and AIA Insurance
- Sharesight

Timeframe in most cases is being dictated by the product providers, most of whom have been significantly impacted by COVID. But we'll keep pushing as hard as we can.

3rd Party Integrations

Moneysoft Licence Distribution + Enhancements

Fin365 recently signed a distribution agreement with Moneysoft. We've also made some enhancements to the integration which allows customers to use Moneysoft without needing to commit to their standard business account. It is now possible to start using Moneysoft with just a single client/licence.

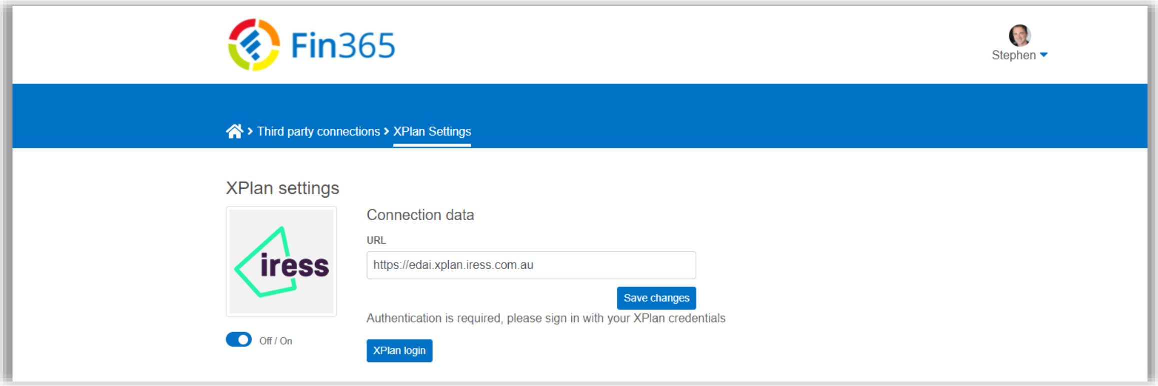


Fin365 Moneysoft Enhancements

Xplan Integration

In our latest release we have enhanced our Xplan integration to push the following additional data from Fin365 to Xplan:

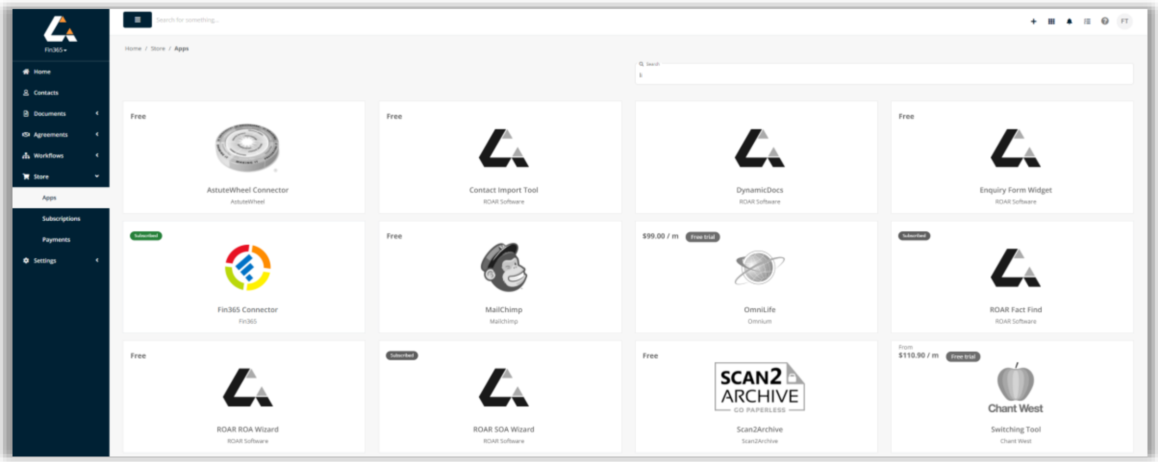
- Personal Insurance
- Dependants



Fin365 Xplan Integration

Roar Integration

Along with our own feature development, we've also been working hard with Roar to connect their marketplace of apps to Fin365. This connection will allow data to flow back and forth between Roar's various applications and Fin365's CRM, further increasing choice and efficiency for our customer base. If you are currently using Roar Marketplace tools such as Astute Wheel, Chant West or Omnium, we strongly recommend switching on this connection.



Fin365 Roar Software Integration

Fin365 CRM Updates

To align with these Poral updates, we've also released some updates to our CRM. [Details can be found here]

On the Fin365 horizon

As Fin365's customer base has grown, and diversified into different industries/regions, we've received lots of great feedback on ways to improve the value Fin365 delivers and are already back at work on a number of significant enhancements. Here's what's on the horizon ...

Automated Currency Conversion Rates

An increasing number of our customers are starting to access investment instruments in multiple currencies. While Dynamics CRM already supports multi-currency records, there is no automatic update of exchange rates. Fin365 will soon add support for automatic creation of all currency records and daily updates of exchange rates within those records.

Workflow Max/Xero Practice Manager

Xero WorkflowMax and Xero PM applications provide basic Job/Task management functionality that ties in with Xero's Accounting system. They are commonly used by accountants to track time spent against a client. Fin365's integration will automatically sync all activity captured in these environments back to the Fin365 CRM to provide a complete view of all work done for a client across all services.

Other 3rd Party Integrations

Fin365 is currently working with the following partners on integrations. The bulk of the work, and therefore the timeframe, for these integrations is in the hands of the third party.

Voyant is a cloud based financial modelling system we've been trialling in my own financial planning business. Thus far the results are very compelling. We're currently in discussions with Voyant about integration.