



Compliance | Cost | Control

| The **TECH** Advantage

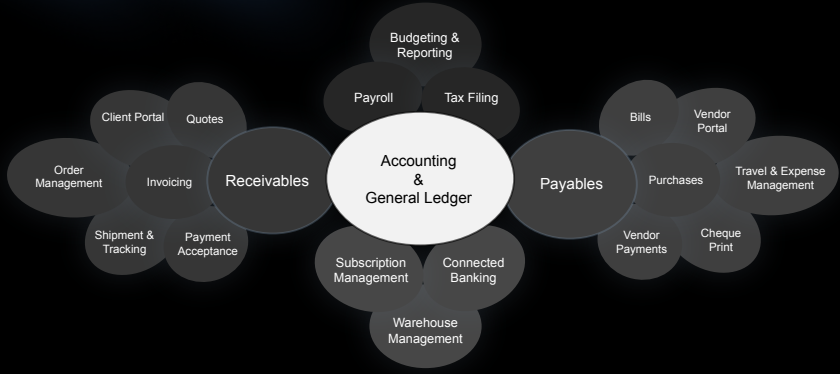


Mohamed Daanish Basha

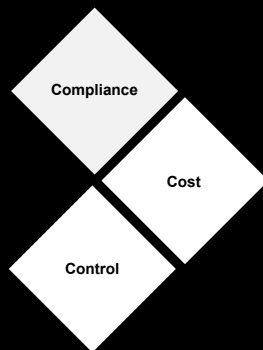


Transforming the
Back office

Back Office Functions



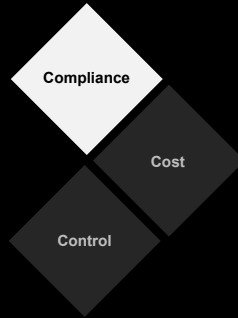
BY FOCUSING ON





Compliance

- | National Regulatory Compliance
- | Security Compliance
- | Global Compliance
- | Outsourcing



We all know

Tax reforms seem to be happening more often these days, don't you think?

Rapid Movement towards a Digital Economy Globally



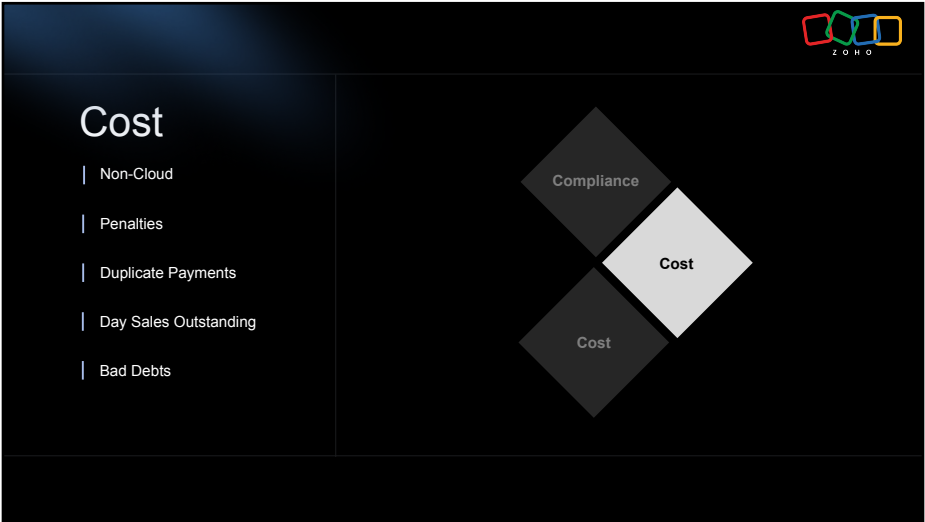
Are we prepared?



What if we say YES with?

**The Technology
Know-How**

Zoho Finance

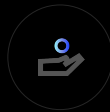




Cloud-based solutions represent a potential **cost savings of 30%** over their on-premise equivalents.



Accounts Payables



Accounts Receivables



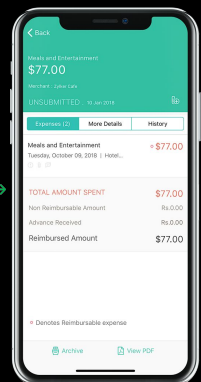
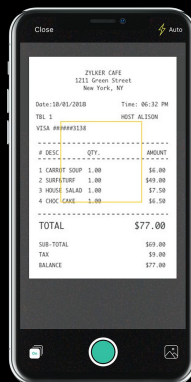
Travel and Expense



Accounts Payable Automation

Automate your AP

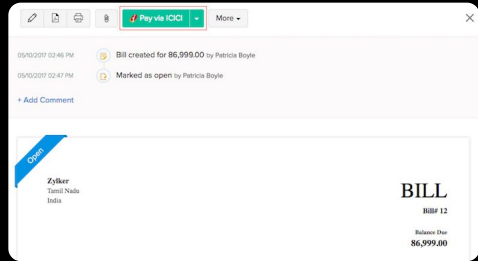
- Eliminate data entry
- Pay your vendors directly from your ERP





Automate your AP

- Eliminate data entry
- Pay your vendors
directly from your ERP



Streamline Accounts Receivables



An automated system
can reduce

20%

in Day Sales Outstanding

25%

in Past Due Receivables

15-20%

in Bad Debt Reserves.

Cost — Control — Compliance



Optimize T & E Costs

Go Paperless



Monthly Report (John)

Duration : 1/02/2021 - 27/02/2021

EXPENSES ADVANCES HISTORY



1/02/2021

Food Expense

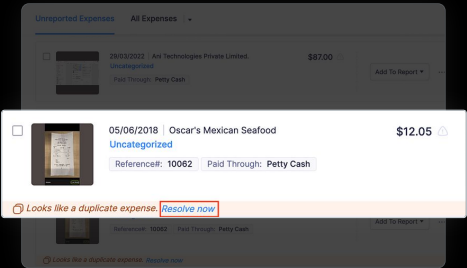
Meeting with Client Mr. Jambav at his place

₹ 15.00



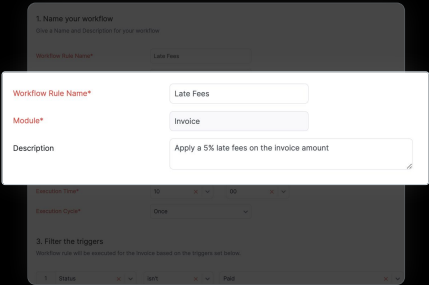
02. Optimize T & E Costs

Reduce expense fraud/errors



03. Streamline receivables

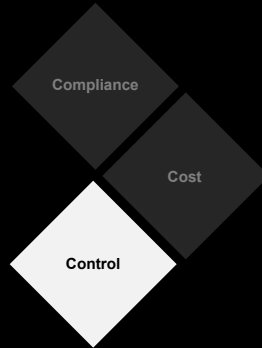
Charge late fees
For overdue
payments





Control

- | Budgets to control revenue leakage
- | Easily create and enforce policies
- | Transactions Control
- | Make informed decisions with real-time reports



Play a key role in business transformation



Establish
a clear baseline

Measure
initiatives that
create value

Ensure
benefits reach
the bottom line



CostControlCompliance

Define Policies

Audits to manage expense submissions

POLICY SETTINGSCATEGORY LIMITSMILEAGEPER DIEMRULESABOUT

Receipt Verification

Flag expense if data modified by a user does not match data in the receipt.

Card Statement Verification

Flag expense if data modified by a user does not match data in the card statement.

Exchange Rate Verification

Flag expense if user-given exchange rate does not match the market exchange rate for the specified date.

Merchant Verification

Flag expense if associated merchant has been blacklisted by the organization.

Mileage Verification

Flag mileage expense if user-given distance does not match distance fetched through GPS.

Unauthorized Expense

Indicate previously rejected expenses re-submitted for approval.

Receipt Source Number

Require users to enter Receipt Number to track Receipt Number. Receipts with no Receipt Number

CostControlCompliance

Monitor and get notified

Assess reports real-time

2024-01-01

General Ledger

Real Data

From 01-Jan-2023 To 31-Dec-2023

ACCOUNT ID	ACCOUNT CODE	DEBIT	CREDIT	BALANCE	OPENING BALANCE	CLOSING BALANCE
Accounts Payable	2400	0.00	0.00	0.00	0.00	0.00
Accounts Receivable		0.00	0.00	0.00	0.00	0.00
Adaptive Cost		10,244.00	0.00	10,244.00	0.00	10,244.00
Marketing Expenses		10,950.00	0.00	10,950.00	0.00	10,950.00
Total for Adapte Cost		20,194.00	0.00	20,194.00	0.00	20,194.00
Unbalance Reported		0.00	0.00	0.00	20,194.00	20,194.00

2024-01-01

Customer Balances

As on 30-Jan-2023

PROVIDER BALANCE (USD)	AVAILABLE CREDITS (USD)	BALANCE
10,244.00	10,244.00	0.00
10,950.00	10,950.00	0.00
21,194.00	21,194.00	0.00
21,194.00	21,194.00	0.00

Royal Krema

Horizontal Profit and Loss

Basic Account

From 01/09/2023 To 30/09/2023

Expense	Income
OPENING STOCK	0.00
PURCHASES	12,500.00
VENDOR CREDITS	0.00
INVENTORY ADJUSTMENT	0.00
COST OF GOODS SOLD	
• Cost of Goods Sold	1,25,000.00
TOTAL COST OF GOODS SOLD	1,25,000.00
	OPERATING INCOME
	• Sales
	CLOSING STOCK
	NON OPERATING INCOME



Triangulate data from different sources



Lead details

LEAD SOURCE	LEADS COUNT
Online Store	17
Facebook	21
Web Download	40
Partner Referral	25
Quote Request	62
Advertisement	56
Cold Call	36



Recurring revenue



Inventory information

PRODUCT DETAILS	
Low Stock Items	2
All Item Group	35
All Items	166
Unconfirmed Items ⓘ	123



T&E summary

Reports Summary		
UNCONFIRMED TRAVEL	APPROVED TRAVEL	APPROVED EXPENSES
\$716.00 Reports	\$7,740.34 Reports	\$5,273.58 Reports
4 UNCONFIRMED TRAVEL	0 TRAVEL LOGS	



Accounting Insights



We go beyond
cost, control & compliance



Modern Finance Functions are

Connected

Contextual Collaboration

Customer Centric

Consumer Grade UI



CONNECTED

Connected Ecosystem



E-Commerce & EDI

Etsy ebay
amazon amazon.commerce
etsy ebay
WooCommerce
crossfire

SMS Integration

twilio

Documents

Google Drive
Dropbox
box
OneDrive
Evernote

Shipping

USPS.COM
FedEx
ups

Payments & PoS



Collaboration & productivity

G Suite slack Office 365

Banking & Credits

PLAID
Investment Yodlee
Fundbox

Tax & Filing

tax yearli
Avalara

Payroll

SUREPAYROLL
A HUMANIX COMPANY

CONTEXTUAL
COLLABORATION



Conversations with more context

Inter-team communication

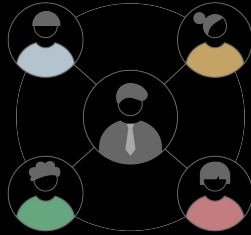
With procurement team

With sales team

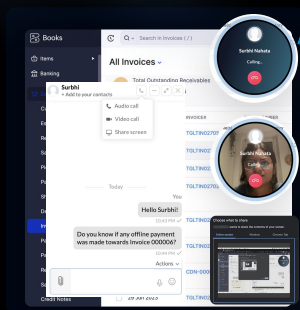
With projects team

With travel team

With support team



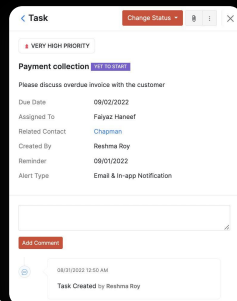
Conversations with more context



Audio

Video

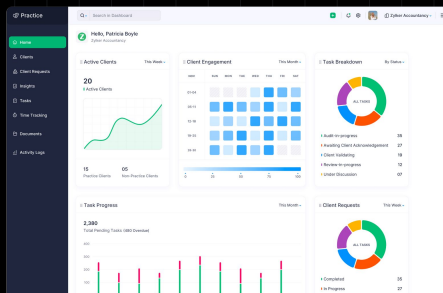
Screen Share



Practice Management

Connect, Collaborate, Grow, Learn

- Centralize client management
- Simplify tasks
- Facilitate real-time collaboration
- Access financial insights
- Receive timely compliance alerts
- Provide exceptional client service



Exclusive for Accounting & Bookkeeping Professionals

CUSTOMER CENTRIC



Self-service Portal

Personalized portal to manage their business with you

Hello Tye Burell!

OUTSTANDING INVOICES

SAR\$76.00

Number of Outstanding Invoices: 1

PAID INVOICES

SAR\$45.00

Last Payment Made

My Details

Account Details

Eric Diamini
eric.diamini@zoho.com

View More

BILLING ADDRESS	SHIPPING ADDRESS
Eric Diamini 123 Main St New York, NY 10001 United States Phone: (212) 555-1234 Email: eric@zoho.com	Eric Diamini 456 Main St New York, NY 10001 United States Phone: (212) 555-1234 Email: eric@zoho.com

How would you rate our service?

★★★★★ 5 out of 5

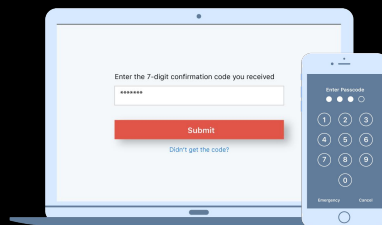
Comment*

I'm extremely happy with the service provided! Very professional and the gardener is always on time!

Submit Review

Secure Data Protection

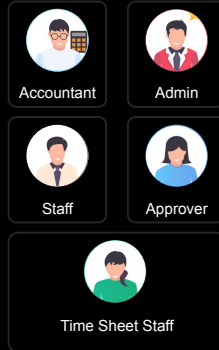
- | Multi factor authentication
- | Proper access control with proper rules
- | Data back up





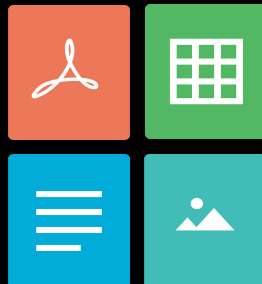
Secure Data Protection

- | Multi factor authentication
- | **Proper access control with proper rules**
- | Data back up



Secure Data Protection

- | Multi factor authentication
- | Proper access control with proper rules
- | **Data back up**





Security & Compliance



ISO/IEC Certification



GDPR



SOC 2 + HIPPA



PCI



TRUSTe



GOBD



CONSUMER GRADE UI

Straightforward UI

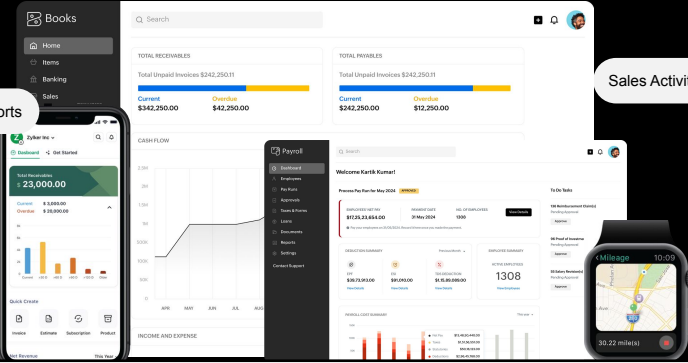


Receivables/Payables

Metrics (MRR/ARPU/LTC)

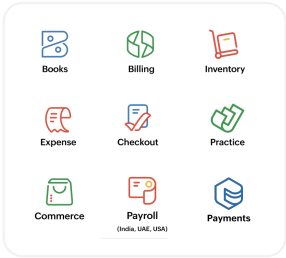
Expense Reports

Sales Activity



technology
A software company

Why Zoho Finance?



Product

Suite

Financial Platform

Zoho Finance and Operations Suite





Join Zoho's Partner Program.

Build your virtual office on the go



All-in-One Integration
Get all apps on a single, powerful platform.



Streamlined Productivity
Login once and effortlessly handle tasks of multiple clients.



Early Access
Access product releases and resources ahead of time.



Client-Focused Approach
Get real-time insights to guide clients with informed decisions.



Support
Go to market and sales enablement resources. In-depth product training & certifications.



Accountant Partner Program

•Become a valued consulting partner of Zoho Finance applications and open doors to partnerships, networking, and business advancement.



Join Our Program

Thank you



Mohamed Daanish Basha

Empowering Businesses with Financial Innovation | Zoho Finance
Specialist