



ERP Cloud

Winter 2022

Customer Overview

Notices

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Executive Summary

We are pleased to provide a detailed overview of FinancialForce's Financial Management Winter 2022 Minor Release. Our focus for this release is on providing our customers with critical business insights and providing simplified user experience. Our priorities for investment are influenced by our customer community and our strategic direction.

With the Winter 2022 Release we continue to build on our overarching investment themes with powerful enhancements in the following areas:

- Record to Decision: Core Accounting Enhancements
- Reporting and Analytics
- Fixed Asset Management

Our goal with this document is to provide you a detailed overview of the capabilities being delivered in the release, to complement our Customer Winter 2022 Release webinar, and to allow you to start thinking about how you can take advantage of these improvements in your organization.

Our customers will be invited to attend the "Customer Winter 2022 Release - ERP Cloud webinar". The webinar will be recorded and shared on our Customer Community for those who are not able to attend live.

The Winter 2022 Release is targeted for general availability on Wednesday January 5th 2022. You will receive a notification when it is available to you. At that time you will also have a number of technical resources available to you, such as the What's New documentation and video tutorials. These Winter 2022 resources will be posted in the [Release Hub](#) in our Customer Community.

Release Cadence for 2022

From 2022, FinancialForce will align to the same seasonal naming convention as Salesforce, i.e. Spring, Summer, Winter, and will now provide three major releases per year.

Salesforce releases are as follows:

Release Dates	Release Name
January/February	Spring
May/June	Summer
September/October	Winter

We will be targeting FinancialForce releases to follow Salesforce releases, allowing our customers sufficient time to test and deploy before our releases come out. The timing of FinancialForce releases will be as follows:

External Release	Release Name
April	Spring 2022
August	Summer 2022
December	Winter 2023

As a reminder, our Release Preview process runs on a monthly basis. Release Previews are your chance to provide us with feedback on our in-progress product prior to a release. Specifically, the Release Preview process provides:

- Validation of new features internally *and* with customers
- Continuous improvement of user experience
- Live demonstrations on the **3rd Thursday every month** (*registration required*)
- Sign-up for a trial org pre-configured with new features
- Hands-on exercises
- Chatter Group to ask questions and share feedback
- Ability to add your own reports, custom fields, and configurations

We encourage all of our customers to participate in the Release Previews to help us to continue to improve our solution and deliver value. Please join the [Release Preview Chatter Group](#) in our Customer Community for more details and to register for the next Release Preview in May.

Thank you for your continued investment in FinancialForce to drive your business.

Record to Decision

The following new features have been introduced in the Winter 2022 Release of FinancialForce Accounting.

Dependencies on other FinancialForce Packages

FinancialForce Accounting Winter 2022 requires the following FinancialForce packages to be installed in this order:

1. FinancialForce Foundations Winter 2022
2. FinancialForce Reporting Spring 2020

You must install these packages before installing or upgrading to FinancialForce Accounting Winter 2022.

Localised Financial Statements in Financial Report Builder

[Localised Financial Statements Spain, France and Denmark in local GLA.](#)

FinancialForce continues to support our multi-global customers with the ability to generate the statutory Financial Statements for Spain, France and Denmark in local GLA. Headquarters now have Financial Statements in Corporate and Local GLA. Existing customers should upgrade their Financial Statements package to Winter '22 version.

For more information, see [Setting up Localization](#).

Fixed Asset Management

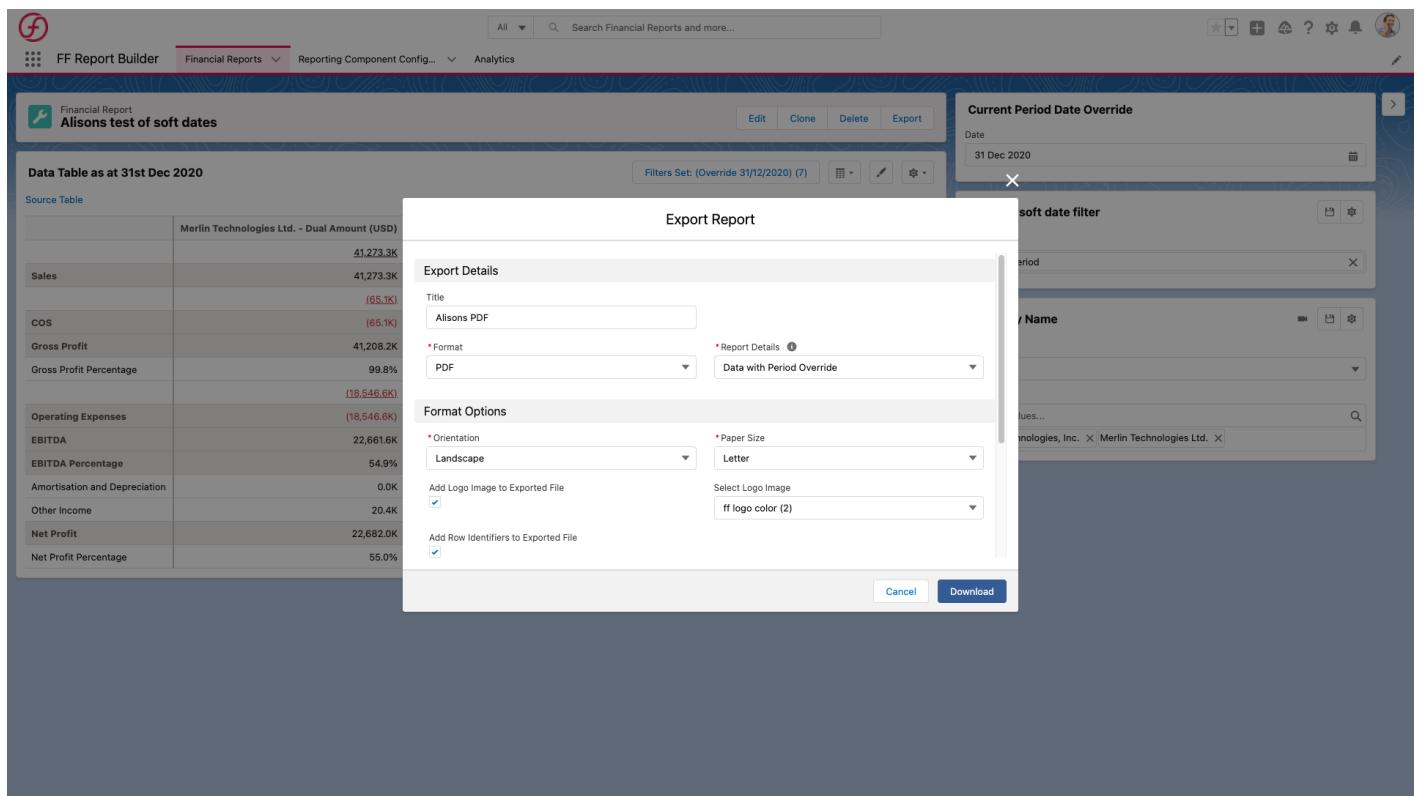
[Depreciation method for Germany - Covid incentive](#)

Updates have been made to FAM to empower Fixed Asset Accountants in Germany to leverage the Covid relation Depreciation incentive provided by the German government for an accelerated depreciation schedule.

Reporting

PDF export

With the Winter 2022 release we are enhancing the export options available to customers by the addition of PDF, complementing our existing option of CSV. This makes it easier to share reports, data and insights across the entirety of the enterprise to drive impactful business decisions.

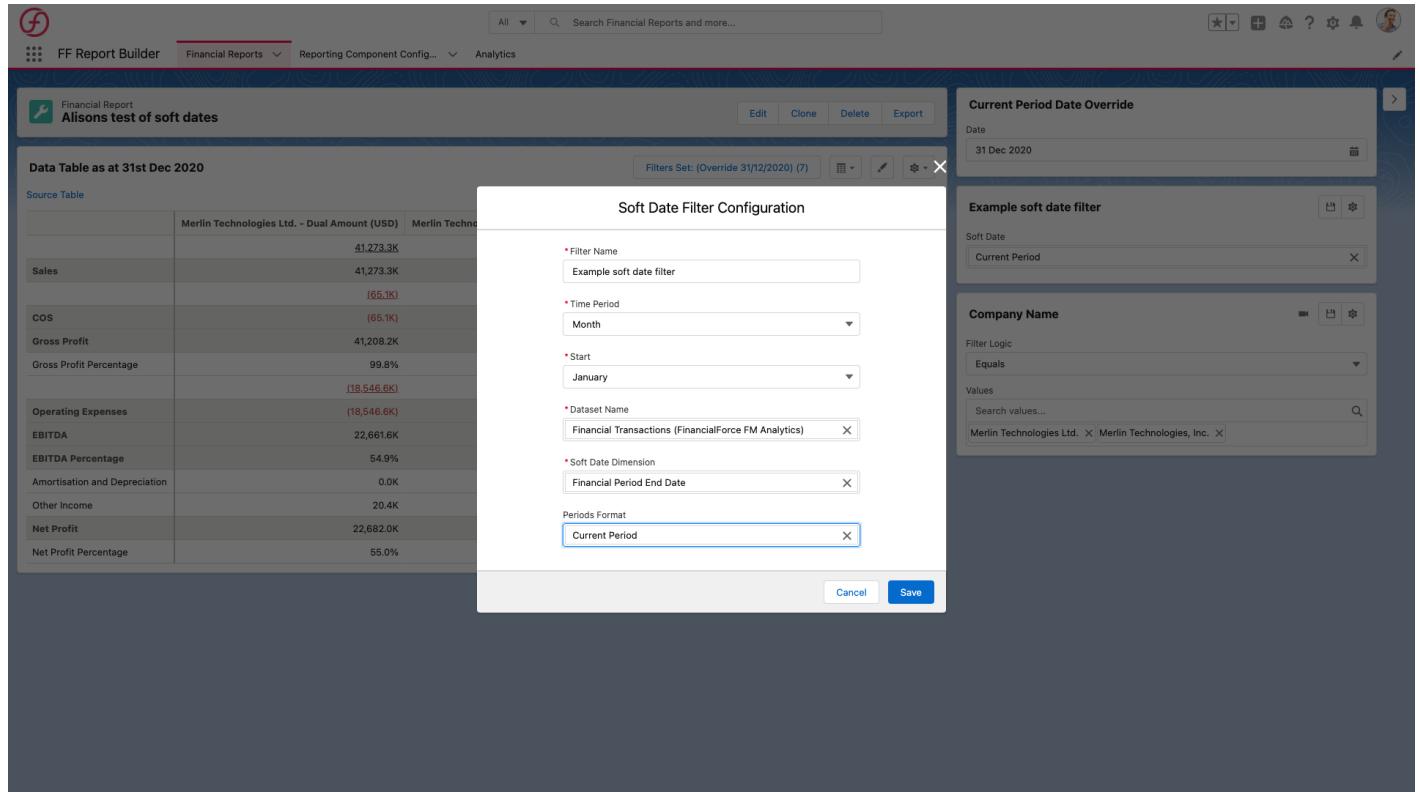


The screenshot shows the FinancialForce FF Report Builder interface. On the left, there is a data table titled "Merlin Technologies Ltd - Dual Amount (USD)" with various financial metrics like Sales, COS, Gross Profit, etc. In the center, a modal window titled "Export Report" is open, allowing users to configure the export settings. The "Export Details" section includes a title "Alisons PDF" and a format dropdown set to "PDF". The "Format Options" section includes orientation ("Landscape"), paper size ("Letter"), and logo selection ("ff logo color (2)"). On the right, there are filter panels for "Current Period Date Override" (set to 31 Dec 2020) and "soft date filter" (with a search bar and a list of filters including "Merlin Technologies, Inc." and "Merlin Technologies Ltd").

Report designers can format their reports before exporting to include filters, data tables and add a title and logo, putting the power of configuration in the users' hands.

Configuration of soft date filter

In the Winter 2022 release we have reduced the effort needed to configure FRB, making it faster to filter by soft date, set the current period for the report and also ensure they can be saved for future use.



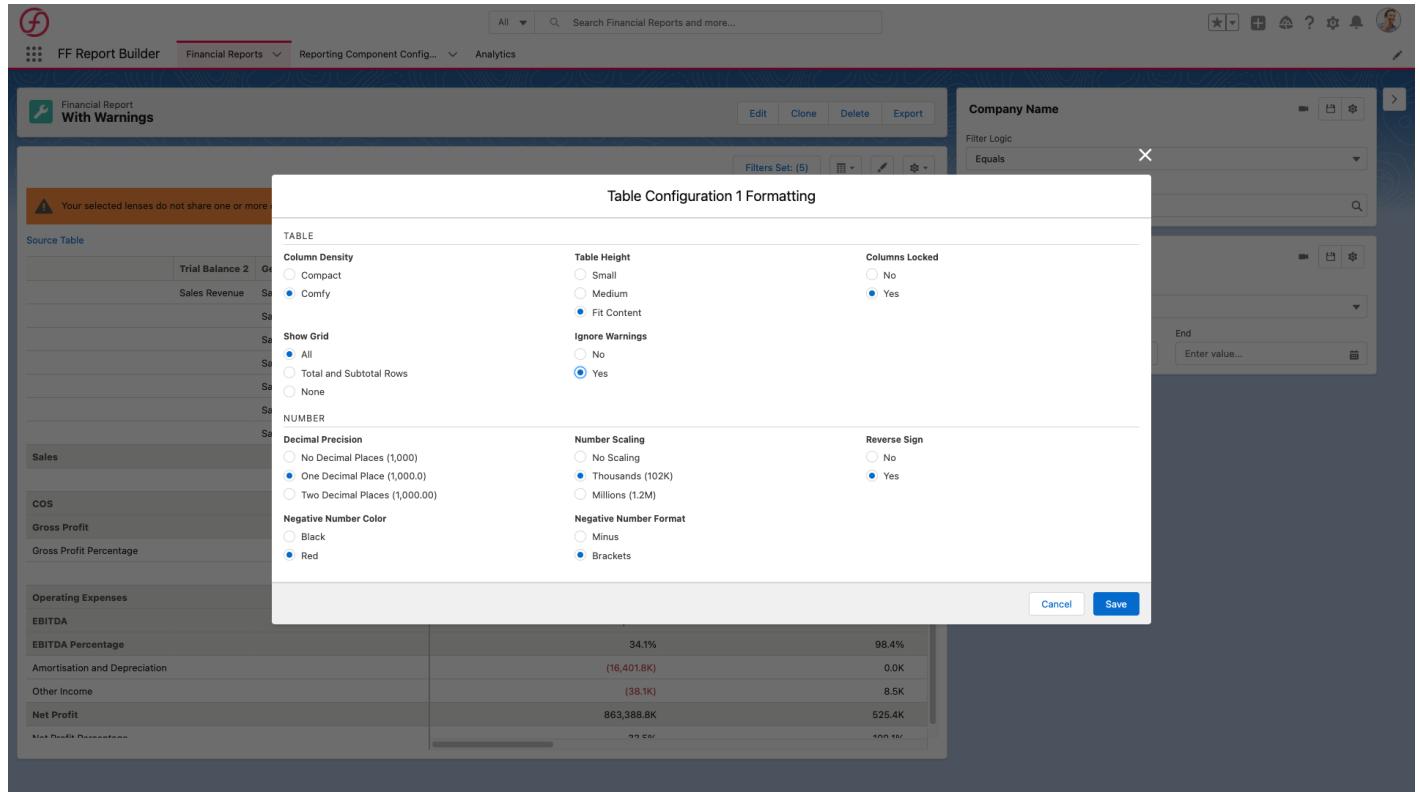
The screenshot shows the FinancialForce FF Report Builder interface. On the left, there is a data table titled "Data Table as at 31st Dec 2020" showing financial data for Merlin Technologies Ltd. On the right, a modal window titled "Soft Date Filter Configuration" is open, allowing users to define filters for soft dates. The configuration includes fields for Filter Name, Time Period (Month), Start (January), Dataset Name (Financial Transactions (FinancialForce FM Analytics)), Soft Date Dimension (Financial Period End Date), and Periods Format (Current Period). To the right of the modal, there are sections for "Current Period Date Override" (set to 31 Dec 2020) and "Example soft date filter" (set to Current Period). Below these are sections for "Company Name" and "Values".

	Merlin Technologies Ltd. - Dual Amount (USD)	Merlin Techn...
Sales	41,273.3K	
COS	(65.1K)	
Gross Profit	41,208.2K	
Gross Profit Percentage	99.8%	
Operating Expenses	(18,546.6K)	
EBITDA	22,661.6K	
EBITDA Percentage	54.9%	
Amortisation and Depreciation	0.0K	
Other Income	20.4K	
Net Profit	22,682.0K	
Net Profit Percentage	55.0%	

Note: For customers upgrading to Winter 2022, you will need to manually update page layouts adding the new feature.

Warning Configuration

Based on feedback and ideas from customers we have added the ability to hide warnings, which may otherwise confuse report users. Warnings can be ignored using the formatting panel.



The screenshot shows the FinancialForce FF Report Builder interface. A 'Table Configuration 1 Formatting' dialog box is open in the center. The dialog contains several sections for configuring table settings:

- TABLE** section:
 - Column Density**: Options include Compact (radio button), Comfy (radio button, selected), and Fit Content (radio button).
 - Table Height**: Options include Small (radio button), Medium (radio button), and Compact (radio button, selected).
 - Columns Locked**: Options include No (radio button) and Yes (radio button, selected).
- Show Grid**: Options include All (radio button, selected), Total and Subtotal Rows (radio button), and None (radio button).
- Ignore Warnings**: Options include No (radio button) and Yes (radio button, selected).
- Decimal Precision**: Options include No Decimal Places (1,000) (radio button), One Decimal Place (1,000.0) (radio button, selected), and Two Decimal Places (1,000.00) (radio button).
- Number Scaling**: Options include No Scaling (radio button), Thousands (102K) (radio button, selected), and Millions (1.2M) (radio button).
- Reverse Sign**: Options include No (radio button) and Yes (radio button, selected).
- Negative Number Color**: Options include Black (radio button) and Red (radio button, selected).
- Negative Number Format**: Options include Minus (radio button) and Brackets (radio button, selected).

At the bottom right of the dialog are 'Cancel' and 'Save' buttons. In the background, a financial report table is visible with columns for 'Sales' and 'Gross Profit'.

FinancialForce Financial Statements

Aged Analysis

New for Winter 2022: we have added the period and data dashboards for Aged Analysis into the Financial Statements App. In Spring 22 we launched Financial Report Builder, which creates statutory financial statements and customised reports using data derived from lenses and stored in Analytics Studio. We continue to invest in FRB as the preferred alternative to Financial Statements.

Tableau CRM Analytics Studio Alisons as of aging FST X Aged Analysis by Period X

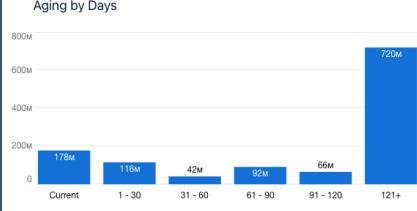
Aged Analysis by Period ▾ Data updated: 2 Days Ago at 15:12 Edit Save Filter

Aged Analysis by Period

FY 2022, Period 001, Aged as of 01 January 2021 (by Due Date), Dual (USD) for All Companies

Drill All >

Aging by Days



Aging by Account



Filters

Period	001	2022	
Aging Date	01	January	2021
Currency	Dual		
Company	All		
Special Period 100	Exclude (for selected year)		
Account Name	All		
Transaction Type	All		
Primary Grouping	Account Name		
Secondary Grouping	None		
Sort by	Primary Grouping		
Order by	Ascending		

Account Name

Account Name	Current	1 - 30	31 - 60	61 - 90	91 - 120	121+	Total Overdue	Total
Total	178,148,223.03	115,937,603.09	41,684,676.19	91,630,998.47	65,775,282.79	720,366,258.75	1,035,394,819.29	1,213,543,042.32
ABC Consultancy Group	20,672.96	0.00	0.00	0.00	0.00	0.00	0.00	20,672.96
ABC Corporation	-301,789.00	-50,000.00	-50,000.00	-50,000.00	-101,495.00	-298,505.00	-550,000.00	-851,789.00
AMEX	-291,974.00	-471,600.00	0.00	0.00	-436,230.00	-528,226.00	-1,436,056.00	-1,728,030.00
ATS (Aust)	0.00	-94,485.91	0.00	0.00	7,078.22	-2,373,622.59	-2,461,030.28	-2,461,030.28
Airtech Australia	-45,192.50	-5,227.38	-2,762.79	-3,492.32	83,178.99	-125,185.82	-53,489.32	-98,681.82
Airtech Canada	0.00	0.00	0.00	0.00	0.00	914,867.45	914,867.45	914,867.45
Allied Technologies	1,000.00	0.00	1,000.00	0.00	-23,000.00	3,617,296.80	3,595,296.80	3,596,296.80
Aperture Science	97,600.00	0.00	0.00	0.00	109,800.00	-109,800.00	0.00	97,600.00
Autel Technologiv Solutions	-6,761.00	-6,075.90	-9,451.40	-75,501.37	-47,914.20	142,993.15	4,050.28	-2,700.72

Contacting Customer Support

Helping you Keep your FinancialForce Solutions Running Smoothly

FinancialForce aims to provide you with first-class, global support via a network of support centers around the world.

To get the answers you need:

- Consult the FinancialForce and Salesforce Help
- View documentation, tutorials, training, and knowledge articles in the FinancialForce Community: <https://erp.force.com/community/s/Training-Home>
- Ask a question in the FinancialForce Community: <https://erp.force.com/community/s/>
- Log a case with FinancialForce Customer Support: <https://erp.force.com/community/s/cases>

For more information and contact details, see the Support page of the FinancialForce website:

<https://www.financialforce.com/services/support/>