



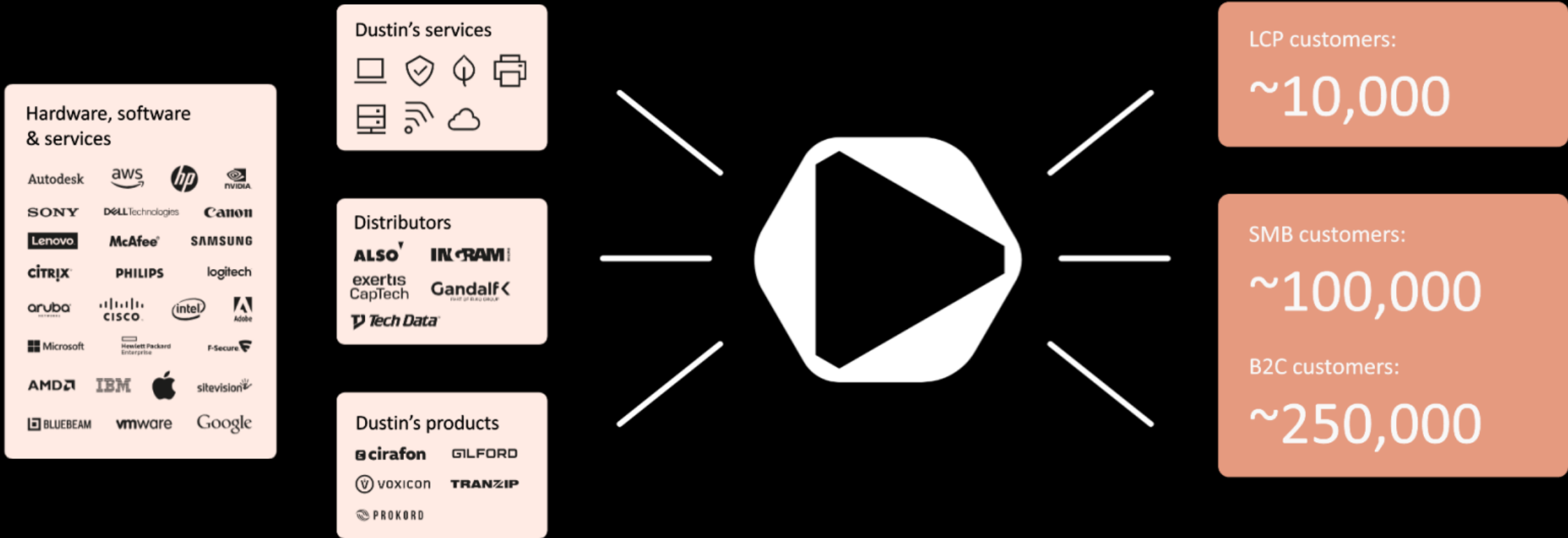
# Alexis Westberg – Dustin

Att leda ett AP team genom förändring

A man and a woman are sitting at a round wooden table in a meeting. The woman, on the left, has long dark hair and is wearing a white top. The man, on the right, has a beard and is wearing a dark blue sweater. They are both looking towards a laptop on the table. The laptop screen displays a document with text and a table. The man is also looking at an open notebook on the table. The background is a dark, textured wall.

Dustin Group – Att leda ett  
AP team genom  
förändringar

 Dustin



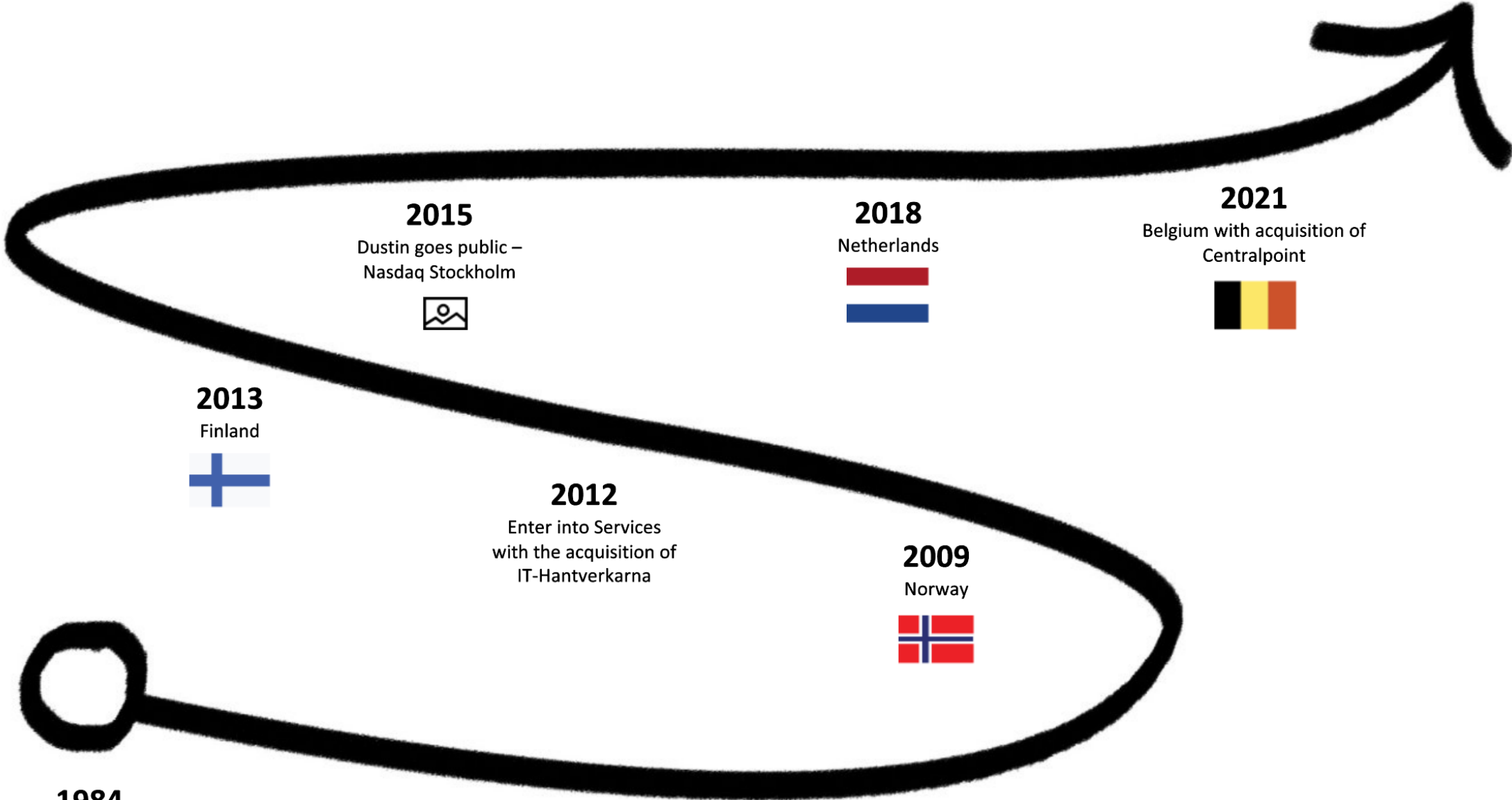
A wide assortment from a large number of suppliers...



needs an aggregator to interact with...



a large number of customers.



**1984**

Founded



**1995**  
Launched e-commerce  
online platform



**2007**

Denmark



**2009**

Norway



**2012**  
Enter into Services  
with the acquisition of  
IT-Hantverkarna

**2013**

Finland



**2015**  
Dustin goes public –  
Nasdaq Stockholm



**2018**  
Netherlands



**2021**  
Belgium with acquisition of  
Centralpoint



# AP at Dustin

20 people at AP

Medius since 2014

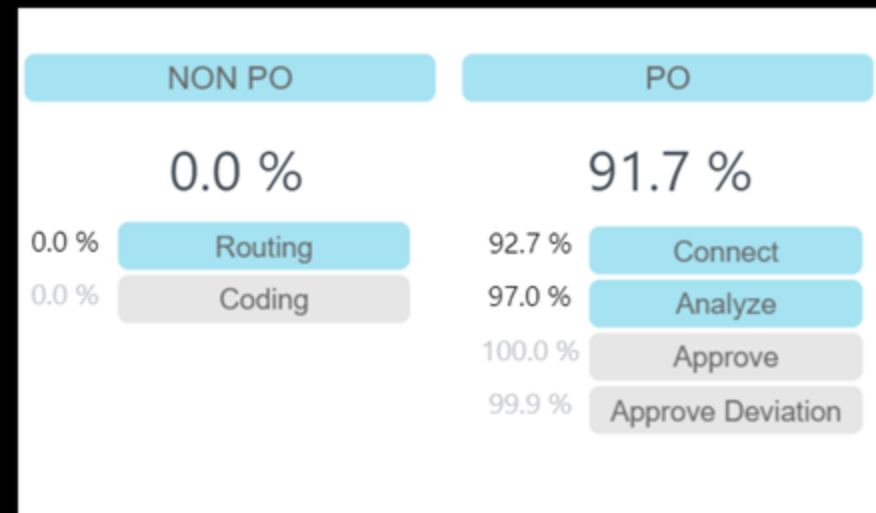
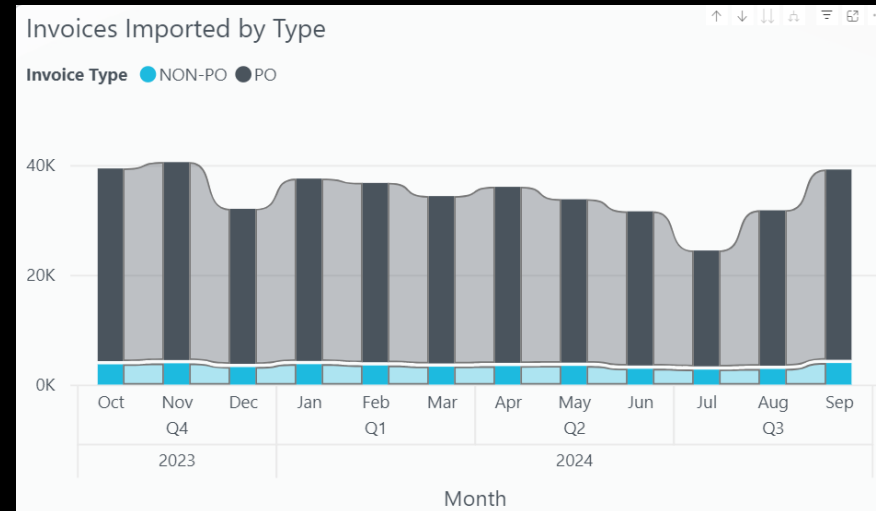
Nordics and Benelux

AX 2012 and F&O 365

500+ users

410' yearly invoices today in Medius

Best and worst in class



# Possibility to streamline?

Understand what Medius is capable off

AP + Procurement = Best way in place yet?

Tolerance levels, try to tweak a bit

Reports

Onboarding approvers

Bottlenecks?

Connection tolerances

Defined in selected company

Value Percentage

Head level tolerance	500.00	5.00
Line level tolerance	100.00	5.00

Showing 1 to 2 of 2 items

Deviation tolerances

Defined in selected company

Due date tolerance

Value Percentage

Head total positive amount tolerance	500.00	5.00
Head total negative amount tolerance	500.00	5.00
Invoice line positive amount tolerance	100.00	5.00
Invoice line negative amount tolerance	100.00	5.00
Unit price positive tolerance	100.00	5.00
Unit price negative tolerance	100.00	5.00
Accumulated invoice line positive amount tolerance	100.00	5.00
Accumulated invoice total positive amount tolerance	100.00	5.00
Accumulated invoice line negative amount tolerance	100.00	5.00
Accumulated invoice total negative amount tolerance	100.00	5.00

# Capture and smartflow

Worst in class – why?

Capture does most of the work

Smartflow or template, what works best?

Prepared Excel sheets

Ask if things can be removed

NON PO

0.0 %

0.0 % Routing

0.0 % Coding

✦ We have applied a coding suggestion that we believe is the one you want. If it is not correct just undo and apply your own. Undo

Coded net: 43,64 Coded tax: 0,00 Coded total: 43,64 Coding balance (total): 0,00

#	Code string	Net	Tax Group	Tax Item group	Approver
1	636000 Manufakt Vendor Project AccA PC	43,64	AP-DO	0-S	CAS faktura

Showing 1 to 1 of 1 lines, 0 Selected

# Changes for the team

Be first in line to test

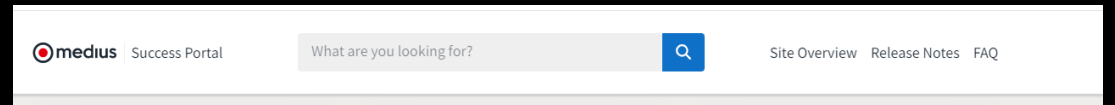
Have a chat for questions

Understand what changes in workflow means

Know your employee

Have a superuser

Prepare the team for change





# Medius in Benelux and future projects

Go live 23/9 with F&O 365 after year delay

No EDI in place - capture is your friend

Moving invoices between companies

Users already in place

Almost same volume as in Nordics expected

Same way of working

Go live in Nordics

⊞ Dustin Netherlands BV	95.81%	644
⊞ Dustin Supply Chain Benelux	93.18%	674
⊞ Dustin Belgium NV	89.92%	387

Thank you!  
Alexis Westerberg  
AP Manager  
Dustin

 Dustin

