

Personal Banking

Wealth

Xeppo

Accounting

connects...

Finance

Cloud Accounting

Xeppo At a Glance



Xeppo

Australian Owned and operated
100+ current subscriptions
Integrated Practices
Financial Planning Practices
Dealer Groups (AFSLs)

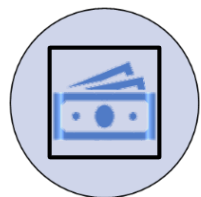


Notable Clients

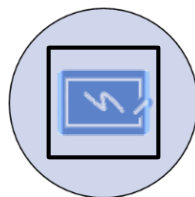
Findex, Fortnum, Madison, Fitzpatrick's, Oreana
Perks, Hood Sweeney, Bentleys, Moore Australia,
MGD Wealth, Bluerock, MyFortress
IOOF, Count & MLC Approved

Why Xeppo?

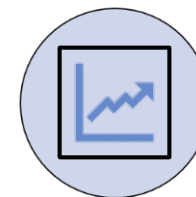
Custom build your future Tech Stack using Xeppo



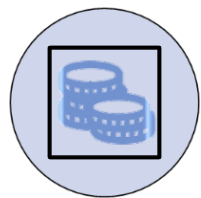
Low cost



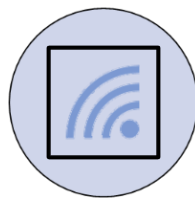
Simple and easy
to learn



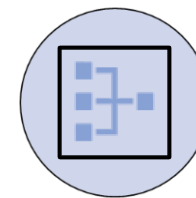
Efficiency Gains



Choice

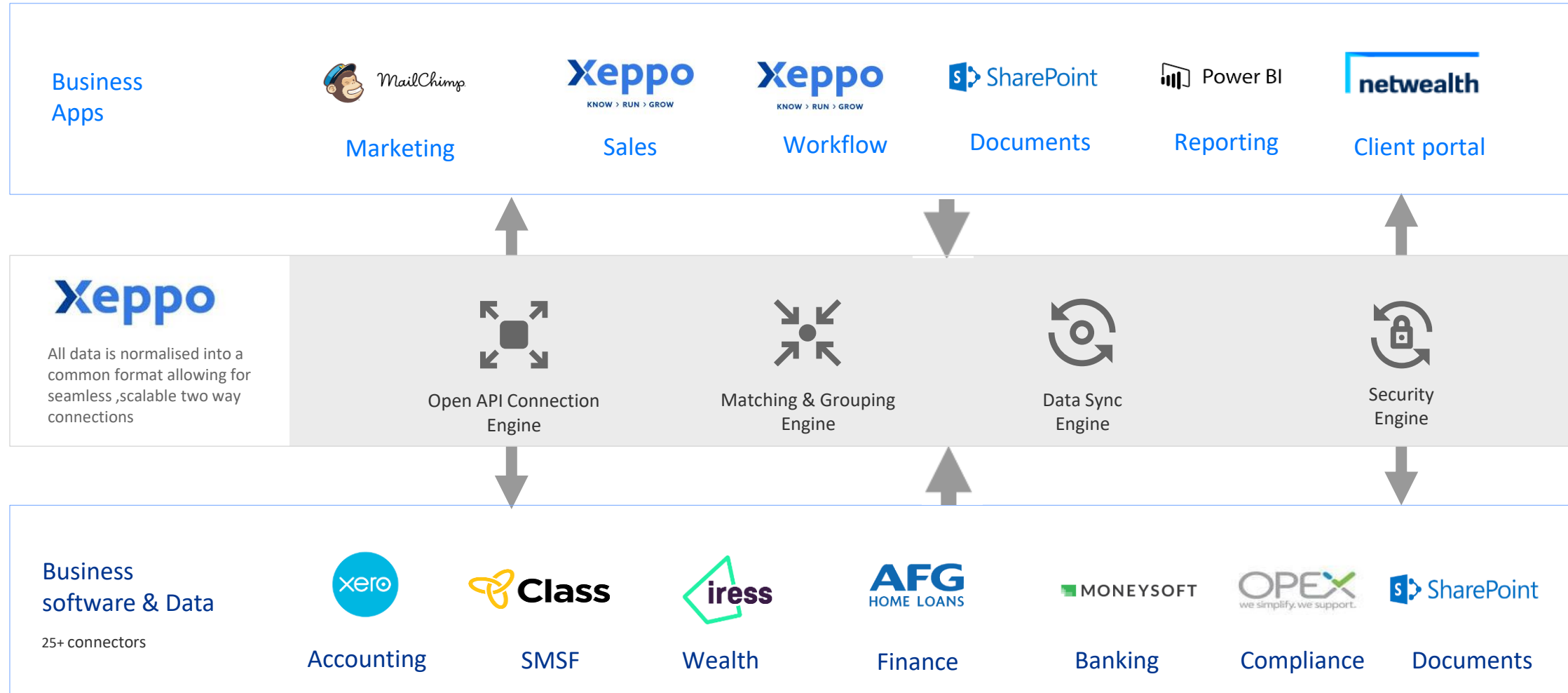


Connected



You are in
control!

“Data is the new Oil”



“Data is the new Oil”



Rankings

- Xeppo aggregates all revenue per client

Group Ranking Fee Category

0 - Business Line



Save As

Views

Actions



Results

Filter

Display

All

3034 items

<input type="checkbox"/>	Xeppo Group Code	Group	Total Revenue ▼	Audit	Business Services	Finance	Insurance	Investment	SMSF
<input type="checkbox"/>	64675	Active Transport Inc. Group	1 / 3034 0% \$390.74k \$5.94k		1 / 1765 0% \$230.18k \$6.82k		51 / 736 7% \$2.39k \$857.5574	637 / 1210 53% \$600 \$3.55k	1 / 250 0% \$157.57k \$3.8k
<input type="checkbox"/>	26010	103609 Pty Ltd Group	2 / 3034 0% \$192.81k \$5.94k		12 / 1765 1% \$106.76k \$6.82k			221 / 1210 18% \$5.28k \$3.55k	2 / 250 0% \$80.78k \$3.8k
<input type="checkbox"/>	59476	Margaret Powell Pty Ltd Group	3 / 3034 0% \$171.24k \$5.94k		5 / 1765 0% \$128.3k \$6.82k		3 / 736 0% \$42.24k \$857.5574	599 / 1210 49% \$701.72 \$3.55k	
<input type="checkbox"/>	24403	Bulk Discount Store Group	4 / 3034 0% \$164.76k \$5.94k		6 / 1765 0% \$126.26k \$6.82k				6 / 250 2% \$38.49k \$3.8k
<input type="checkbox"/>	26570	Number 1 Supply Group	5 / 3034 0% \$161.3k \$5.94k		7 / 1765 0% \$120.29k \$6.82k		1 / 736 0% \$44.7k \$857.5574		250 / 250 100% \$-3690.37 \$3.8k

Single View of your Clients

Yolanda Shan Pty Ltd Group (91873)

Opportunities 20

[Home](#) / [Groups](#) / 25118

[Accounting](#)
[Platinum](#)
[Coffee With Milk And 1](#)
[Agressive](#)
[Medium](#)

[Practice](#)
[Group](#)
[Dashboards](#)
[Members](#)
[Apps](#)
[Details](#)
[Request](#)
[Admin](#)
Verified

Practice

Debtors Outstanding

\$2,482.00

\$2,482.00 overdue

Fees (YTD)

\$16.37k

Jobs

\$0.00 wip

\$2,482.00 lockup

Brokerage (YTD)

\$16.21k

Quotes

Total Revenue (YTD)

\$32.58k

Rankings

34 of 3034 ▲1

Total Fees

Marketing

6 lists

Subscribed

Opportunities

\$157,500.00

20 active opportunities

Documents

10 Documents

Activities

45 activities

24 open

Net Worth

\$11.7M

\$1,189,745.74 unallocated

Group Members

Eduardo Perez (37058)

108971

★

Key Firm Contacts

Client Adviser	Tristan Henderson
Insurance Adviser	Tina Martinez
PCA Accountant	Nelson Moreno
PCA Director	Cindy Weber
PCA Manager	Latasha Rubio
PCA Primary Relatio...	Cindy Weber
PWM Director	Tristan Henderson
Secondary Adviser	Eugene Sun

Contact Details

Home Phone	141-555-0165
Work Phone	141-555-0165
Home Mobile	141-555-0165
Work Mobile	141-555-0165
Home Email	EduardoPerez@xeppo-home.com
Work Email	EduardoPerez@xeppo-work.com

Addresses

Street Address	7628 Beech Ct Westminster BC V3L1E7
Business Address	81 Flinders St Adelaide SA 5000
Postal Address	1687 Rose Drive San Diego CA 92102

1

1 - 1 of 13 items

Single View of your Clients

Yolanda Shan Pty Ltd Group (91873)

Opportunities (20)

Home / Groups / 25118
Accounting
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Personal Finances Moneysoft

Net Worth \$1.12M	Bank Accounts \$16,715.76	Credit Cards \$4,999.06 owing
Loans \$0 owing	Properties \$946.7k	Investments \$164.2k

Cloud Accounting Xero

Net Profit (YTD) -\$169k <small>-38.74% net profit margin</small>	Balance Sheet -\$552.7k net assets	Cash at Bank \$1.15M
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Demo Practice 4 Services Class Super APS XPLAN WinBeat Connective

SMSF \$20.1M net assets	Tax Returns 23/05/2017 last lodgement	Personal Insurance 3 policies
General Insurance 2 policies	Investments \$10.68M ▼0.00%	Loans \$594.9k owing

Group Members

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1 - 1 of 13 items

Data Discrepancies & Data Sync

- Xeppo identifies data discrepancies nightly
- Xeppo Data Sync for supported systems

Client Details

Field Name	Xeppo Merged	Discrepancy	Xeppo CORE 1  Auto	XPLAN Live 2  Auto	WorkflowMax 3  Auto
Client Name	Beckham, David		Beckham, David 	Beckham, David	Beckham, David
First Name	David		David	David	David
Middle Name					
Last Name	Beckham		Beckham	Beckham	Beckham
Code	2105033		2105033	2105033	
Date Of Birth	02/05/1975	Mismatched Data	2/05/1975 	2/05/1975	2/05/1974
Gender	Male	Missing Data	Male	Male	
Entity Type	Individual		Individual	Individual	Individual

Searching & Lists

- Easily build lists and reports across all your client data
- Targeted lists using any data point you have on your clients
- Perform bulk actions such as Tagging & Exports

ResultsFilterDisplay

[Client - Status] In [Active] AND [Client - Age] Between [25] AND [59] AND [Client - Taxable Income (Latest)] Greater Than [100000] AND [Client - Has Personal Insurance] [False] AND [Client - Entity Type] In [Individual] 641 items

<input type="checkbox"/>	Xeppo Code	Client Name	Mobile	Key Firm Contacts	Age	Taxable Income (Prev) ▼	Total Wealth Holdings
<input type="checkbox"/>	104009	Katherine Wood	171-555-0165	PCA Director: Jorge Chen	54	\$6,415,730.00	
<input type="checkbox"/>	150349	Marissa Bryant	344-555-0182	PCA Director: Walter Domínguez	38	\$3,752,830.00	\$100,000.00
<input type="checkbox"/>	150343	Marissa Simmons	156-555-0146	PCA Director: Walter Domínguez	41	\$3,675,900.00	
<input type="checkbox"/>	186766	Bailey Peterson	1 (11) 500 555-0172	PCA Director: Barbara Kumar	53	\$2,015,340.00	
<input type="checkbox"/>	101497	Mike Seamans	1 (11) 500 555-0167	PCA Director: Jorge Chen	57	\$1,615,503.00	\$193,388.11
<input type="checkbox"/>	106891	Kurt Raji	552-555-0118	PCA Director: Phillip Bacalzo	52	\$1,172,958.00	

Opportunity identification

- Opportunity identification
 - Identify business referral opportunities within your existing data
 - Unlock untapped opportunities within your existing client base
 - Connected directly in to the Xeppo Sales App

Selected Filters

Client - Status

Active ×

Client - Age

Between ▼ 25 59

Client - Taxable Income (Prev)

Greater T ▼ \$ 100000

Client - Has Personal Insurance

☐ True ☒ False

Client - Total Income Protection Deductions (Prev)

Greater T ▼ \$ 0

Client - Entity Type

Individual ×

Results Filter Display

[Client - Status] In [Active] AND [Client - Age] Between [25] AND [59] AND [Client - Taxable Income (Latest)] Greater Than [100000] AND [Client - Has Personal Insurance] [False] AND [Client - Entity Type] In [Individual] ⊗

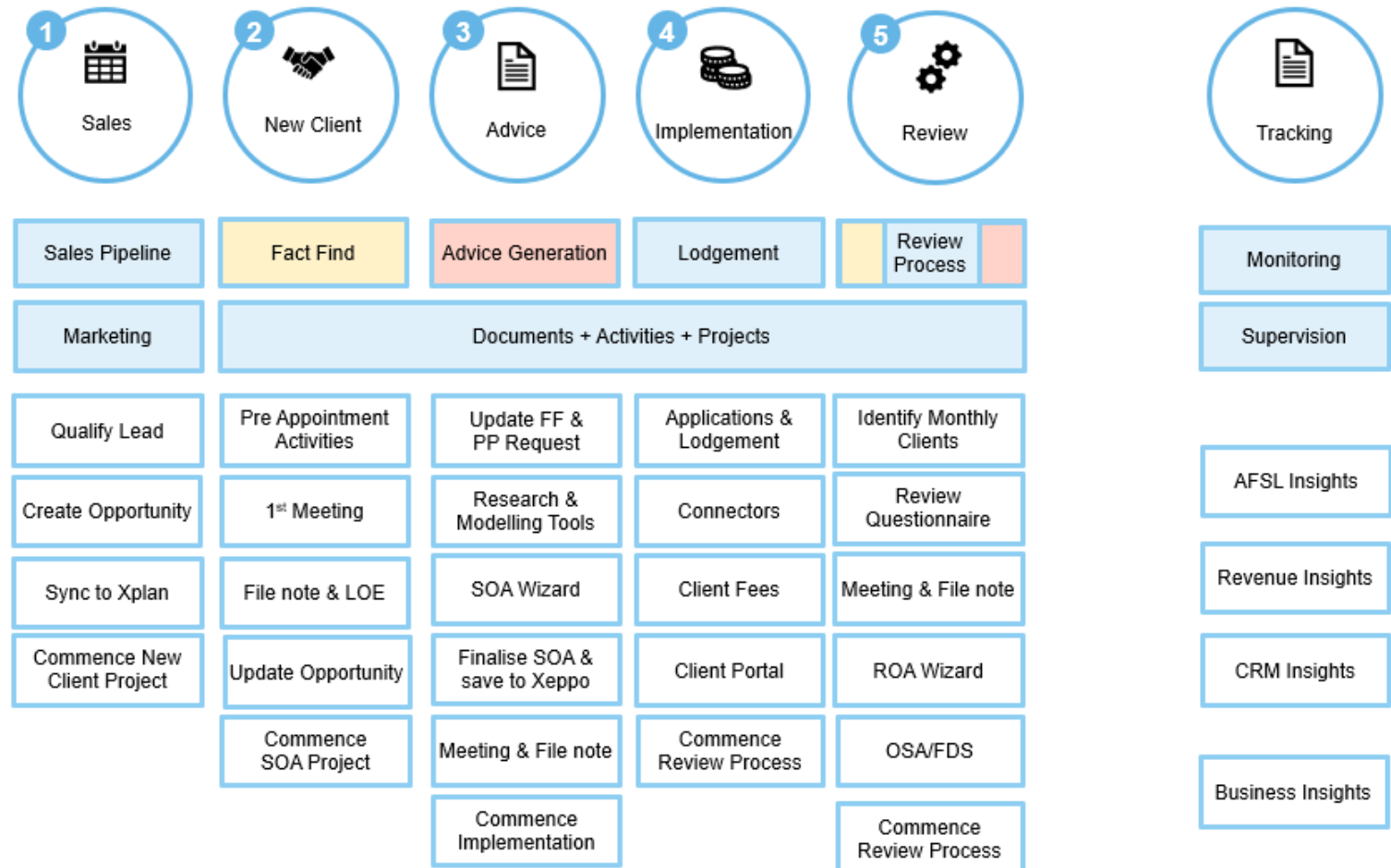
641 items

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CRM

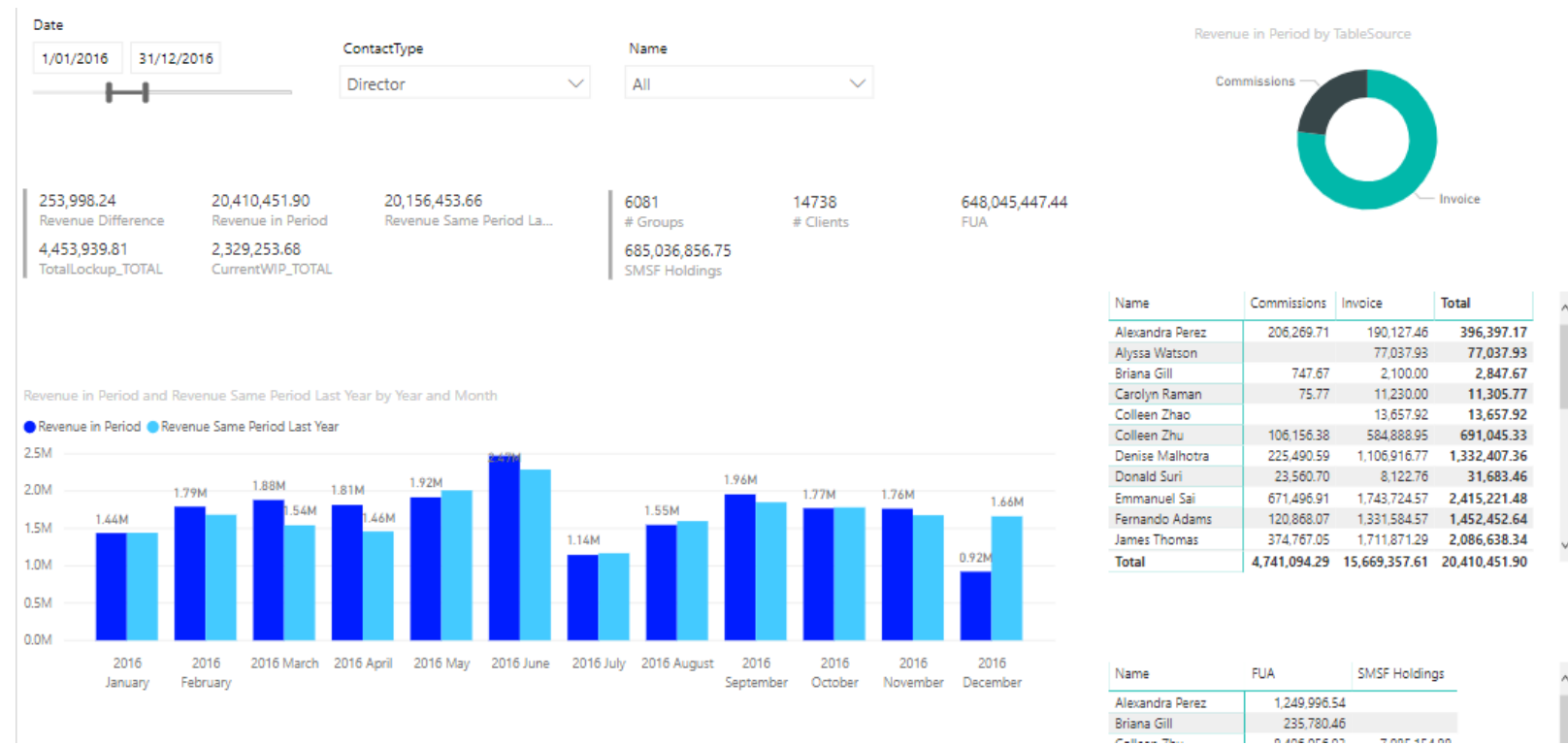
- Marketing
- Leads & Opportunities
- Task management
- Workflows
- Email integration

Build turnkey client workflows for your business divisions



Power BI

- Connect Power BI to Xeppo data warehouse to deliver automated reporting services across all business lines.
 - Revenue analysis
 - Sales analysis
 - Workflow and Activity analysis
 - Standard templates
 - Build your own



Xeppo Connect – Overview Key Features



Powerful data management tools

Nightly updates
Matching & Grouping Engine
Data sync
Security & Privacy controls



Connectors

20+ ready to go connections
Custom: Excel, CSV
API: Build your own!



Clients and Groups

Create & Edit
Search and Build Views
Bulk Actions
Tags
Relationships
Client Fee Rankings
Client Portal (Simple)



Integrations

Office 365
Mailchimp
Moneysoft
Formstack Documents
AdvisorForms
FileBound



Secure & Reliable

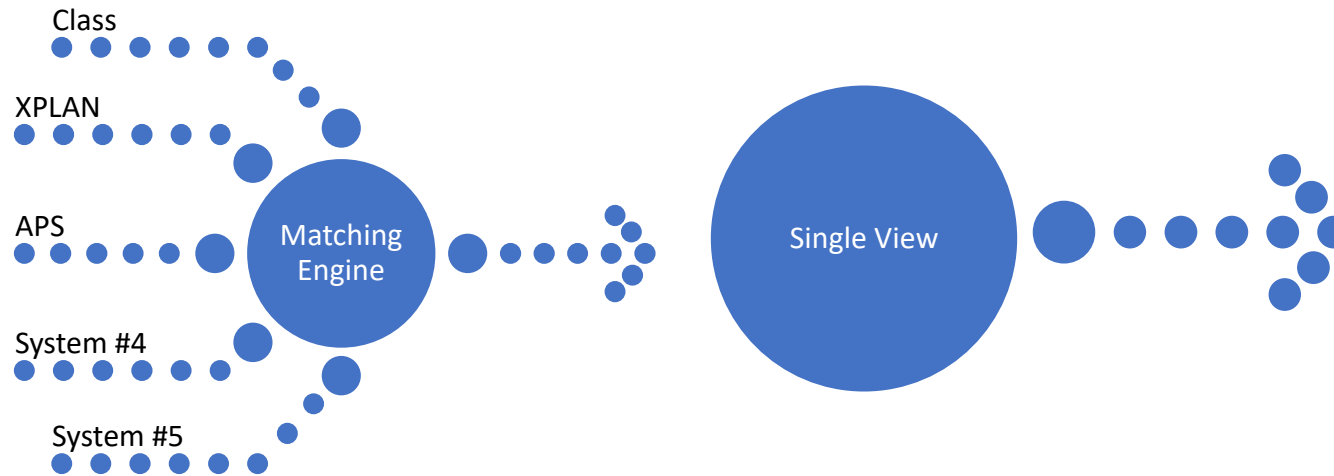
Users & Teams
2 factor authentication
Audit Trails
Encryption (in Transit & at Rest)
Microsoft Stack (MS Azure)
Located in Australia

Connectors - Depth of data

- Xeppo captures a broad range of key data points from source systems.
- Key elements include
 - Client Details
 - Fact Find
 - Groups & Relationships
 - Advice / Compliance
 - Assets & Liabilities
 - Income & Expenses
 - Holdings/Investments
 - Insurances
 - Tax Summary
 - Fee & Revenue Data
- Specifics will vary depending on type and capabilities of the source system

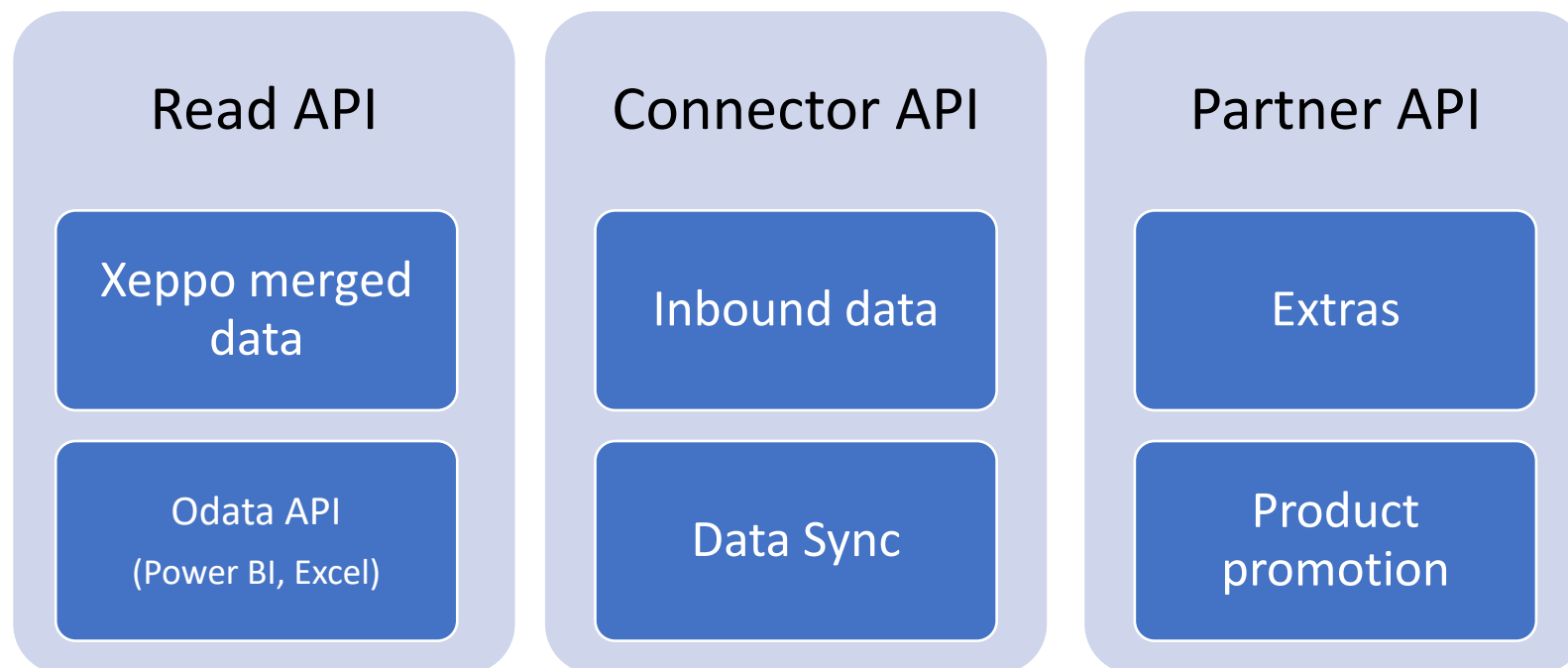
Matching and Grouping Engine

- A key feature of Xeppo is its Matching and Grouping engine
 - Xeppo will look to “auto” match client records from all active Connectors
 - Xeppo will incorporate existing groups/relationships from active Connectors
 - Additional tools to manage



Xeppo API's

Xeppo provides a range of specialised API solutions to support your requirements to read and contribute data to the Xeppo warehouse.



Xeppo Integrate (CRM) – Key Features



Marketing

- Targeted Marketing lists
- Mailchimp integration
- Export lists



Documents

- Drag and Drop
- Doc Integrations
- XPLAN Doc Linking
- E-Sign Capabilities
- Merge capabilities



Sales

- Leads
- Opportunities
- Potential Opportunity engine (automated)
- Referrals
- Analytics



Activities & Projects

- File notes
- Appointments
- Tasks
- Notifications
- Workflows
- Templates
- E-mail integration

3rd Party Solutions leveraging Xeppo



Pay Ezy

Alternative to traditional payment processing solutions when you just want the Client Revenue connection!

Normalisation of your provider files
Auto uploading into Xeppo

Enables FDS & Client revenue analytic

[Read more...](#)

App by Opex Consulting



Best Practice Toolkit

Fast track your Xeppo workflows and templates

Formstack Document Integration
Review Tools
Advice Tools
Workflow Templates
Email & Document Templates

[Read more...](#)

App by Opex Consulting



FDS App

Leverage your Xeppo data to drive big gains in a key AFSL obligation

Manage FDS/OSA
Online Opt-In
Evidence Tracking
Monitoring Tools
Platform connectivity (authorities)

[Read more...](#)

App by Opex Consulting



AFSL Insights

Real time insights to monitor and manage your AFSL and business KPI's

AFSL Data warehouse
KRI's
Revenue Insights
Advice Insights

[Read more...](#)

App by Opex Consulting

3rd Party Solutions leveraging Xeppo



Client Portal (2021)

Next generation Client portal,
connected to your Data warehouse

Mobile App
Personal Banking
Branding
2-way integration

App by Netwealth



NetWealth App (2021-22)

Direct to Platform integration between
Xeppo and Netwealth

New Accounts
Reporting
Account actions

App by Netwealth



Formstack Documents

Build your own coded email and
document templates

Coded Emails
Coded Documents
E-Sign integrations
Sharepoint integration

App by Formstack



Moneysoft

Specialist budgeting and cashflow tool

Enterprise pricing
Budgeting
Cashflow
Personal Banking feeds
Online Fact Find

App by Moneysoft

[Read more...](#)

2020/21 Product Roadmap



Xeppo Sales

Online Registration Wizards
Billing engine integration
Training Solutions



Xeppo Core

Matching Tools v2.0
Landing Page (Widgets)
UX Review / Update
Notifications



Xeppo CRM (Accounting)

Time capture
Jobs and WIP
Enhanced Reporting
Doc integrations



Xeppo CRM (Wealth)

Fact Find
Marketing v2.0
Sales App v2.0
Activities v2.0
NetWorth v2.0



Connectors

Sharepoint
FYI Docs
AdvisorLogic
MidWinter
WealthConnect
+more

KNOW > RUN > GROW