



## Editor's Comments

### Are you aware of the new 'big thing' in terms of internet search?

AI has been around for a while – we use it as part of our POPIA systems, to interpret supplier invoices and match them automatically to purchase orders. **Open Ai ChatGPT** is one of the latest developers of NLP (natural language processing), backed by Microsoft, who made headline news by recruiting over 1 million users in less than 4 weeks, at the end of last year.

There are various elements in Open Ai's offering, one of which is the ability for the system to write programming code against a stated requirement (believe me, it's a big deal!).

**More newsworthy is the Chat Bot element.** This allows the user to ask a question and the system will -in frighteningly fast time- provide a detailed response, in plain language, almost as if you were talking to someone; you can also respond with refined details to get an updated response taking account of your comments (so it learns from you!). It maybe called a chat bot, but it's a universe away from the annoying and usually useless chat bot a lot of web sites use! Exactly how this will impact search engines like Google - who have already announced their NLP version called Bard that is in test- is yet to be seen, but most commentators see this as the equivalent of moving to a totally new level of internet use. Try it out for yourselves at <https://chat.openai.com>, where you can create a test account and ask your own questions.

### Got An idea?



A feature we have included in our last issue is a suggestion box available for clients to give us potential ideas, that everyone in the Cloud B2B community could benefit from.

If we adopt an idea, we will provide a year's annual support free of charge to that client, for their system, as a reward!

[Scan the QR code to submit a suggestion.](#)

### Make 2023 a positive year!

Despite the talk of recession, and rising prices across a whole range of goods and services, the UK business world still retains the drive to not only develop new sales avenues, but to control costs. The objective is to ensure that business not only survives but looks forward and retains and improves profitability.

Our purchasing order solutions are providing part of the digital transformation that will help clients achieve these key objectives, now and into the future. In line with our program of functionality development we now have a Compliance Module available that will track supplier accreditations.

And with a still evolving work place pattern, our HR solutions are ideal to not only manage and support staff but to take old fashioned administration out of the process of requesting and getting approval for items such as holiday, timesheets, training, and much more...(incl. GDPR compliance)

## Administrator Super Licence

Our licence model works on concurrency. This means that you don't require an individual licence for each and every user / device registered to use the system. Access to the system is limited to the number of concurrent users you have purchased e.g. you may have 15 registered users, but have purchased 5 concurrent users.

If 5 users are actioning something in the system, at the same instant, it uses a licence for each. So, a 6th user trying to access will get a 'licence exceeded' message and will need to wait for one of the 5 licences to become free.

However, for those with smaller licence pools (say under 5) with increased use of the system, which happens naturally, there can be instances where all the concurrent licences are being used, meaning that even an administrator cannot access the system to take actions that their permissions allow.

To cater for this we have introduced an optional Administrator Super licence, which is a single seat licence that can only be allocated to a single system administrator. This licence means that they can log into the system at times even when all the concurrent licences are in use. Apart from having the full functionality their status and permissions allow, it will mean this user can view all current concurrent sessions in use, and if required turn off excess licence use, to free up the main concurrent licence pool. Obviously it would be sensible for the administrator to advise users before taking action, to avoid users losing data!

**This new seat licence has a monthly cost of £25 plus vat, but is available only for one Super licence user per system. Clients who have experienced 'lock out' issues can request to have this special licence made available by using the usual support portal.**



## System Enhancement News: Price Lists and PO Custom measurements

The ability to import agreed price lists with suppliers has proved to be a popular feature in our latest Purchase Order system UI.

It makes line level ordering easier, as full descriptions, prices and minimum order quantities plus catalogue codes are available to choose from, with the selected item filling in the correct line information, automatically, thereby avoiding errors by the PO creator.

### The module has been enhanced in 2 ways

Firstly users can search across multiple supplier price lists for a single item, using a product code (assuming it's common to all lists) or by a description. In doing so the system will present the options and prices by the supplier(s) so the user can select the best price. Additionally, prices can now be altered on single item basis, as opposed to having to import a complete revised price list. This is especially useful where prices are changing frequently, even on a day to day basis. These single item revisions will update the main price list automatically.

### Custom Measurement

When ordering items on a line level, users can additionally select from a range of sizes or measurements e.g. bags, Metres, rolls etc. This module can now be customised by a client system administrator, themselves, in order to add new measurements, and if required remove others.

**Supplier Prices**

Company: Demo Company One  
 Supplier: Search for supplier  
 Description Search: paper  
 Product Code Search: Enter a product code to search  
 Unit Type: Each

Drag a column header and drop it here to group by that column.

Company	Supplier	Product Code	Item Description	Unit Type	Min. Qty	Unit Price	Tax Band
Demo Company One	LYRECO UK LIMITED	4084962	Paper Clip Large Label 32mm - Box Of 1000	Boxed	1.00	1.95	20%
Demo Company One	LYRECO UK LIMITED	43667070	Paper Clip Giant Plain 57mm - Box Of 100	Boxed	1.00	2.95	20%
Demo Company One	LYRECO UK LIMITED	30838427	Copier Paper White A4 80gsm - 500 sheets	PackOf	1.00	2.99	20%
Demo Company One	LYRECO UK LIMITED	85417316	Copier Paper White A4 80gsm - 500 sheets	PackOf	1.00	3.99	20%
Demo Company One	LYRECO UK LIMITED	91860496	Fold-Back Paper Clips Back 19mm - Pack Of 12	Boxed	5.00	4.25	20%
Demo Company One	LYRECO UK LIMITED	30860185	Copier Paper White A3 80gsm - 500 sheets	PackOf	1.00	4.99	20%
Demo Company One	LYRECO UK LIMITED	9649560	Copier Paper White A4 100gsm - 500 sheets	PackOf	1.00	4.99	20%
Demo Company One	LYRECO UK LIMITED	11342619	Fold-Back Paper Clips Back 19mm - Pack Of 12	Boxed	1.00	4.99	20%
Demo Company One	LYRECO UK LIMITED	69918656	Copier Paper White A3 80gsm - 500 sheets	PackOf	1.00	5.99	20%
Demo Company One	LYRECO UK LIMITED	37514760	Copier Paper White A3 100gsm - 500 sheets	PackOf	1.00	7.99	20%

**New Company Purchase Order**

Supplier & Delivery: Order Items

Add PO Line

Budget	Nominal Code	Description	Quantity	Unit of Measurement	Unit Price	Tax Band	Edt	Delete
Stationery	91562814	Copier Paper White A3 100gsm - 2300 sheets	1.00	Each	32.85	20%	✓	✗

Add PO Line:

Budget: Stationery  
 Description: 91562814 - Copier Paper White A3 100gsm - 2300 sheets  
 Quantity: 1.00  
 Unit of Measurement: Each  
 Unit Price: 32.85  
 Tax Band: 20%

Budget	Nominal Code	Description	Quantity	Unit of Measurement	Unit Price	Tax Band	Edt	Delete
Stationery	25521613	Copier Paper White A3 90gsm - 2300 sheets	10.00	Boxed	26.62	20%	✓	✗
Stationery	69410656	Copier Paper White A3 90gsm - 500 sheets	1.00	PackOf	5.99	20%	✓	✗
Stationery	41109223	Genomat 4 Colour HP 8053 / HP 305A Toner Cartridge Multipack	2.00	Each	296.83	20%	✓	✗
Stationery	45515341	Agnes Crease Making Tape - 25mm X 50M Roll	1.00	RollOf	3.25	20%	✓	✗

Net Sub-Total: 340.21

If current clients would like more information on these enhancements, please raise a support ticket to gauge relevance to your system.



## In good company

The end of 2022 saw a late flurry of sales activity across a wide range of clients, and we are delighted to welcome the following customers to the Cloud B2B 'family', who have purchased solutions from our Purchase Order range.



Providers of digital training services:  
Purchase Order & Supplier  
Invoice system



Food & beverage manufacturer /  
supplier: Purchase Order & Supplier  
Invoice system



Manufacturer of bespoke packaging  
solutions: Purchase Order & Supplier  
Invoice system



Heating and plumbing engineers:  
Purchase Order system



Commercial property developers:  
Purchase Order System



University: Purchase Order System

We are also involved in providing on going bespoke IT transformation projects for current and future clients. If you have a specific project that requires custom development, then we are here to help!

## People Focus



Graham Light founded our sister company The IPC Group, some 25 years ago, which provides bureau document scanning and storage facilities for a range of clients inc. Marshall ADG in Cambridge.

Then some 12 years ago, felt that there was a market need for private cloud based software solutions for all kinds of business- hence the launch of Documents Online Ltd.

'We've come a long way since the early days of Documents OnLine. Now trading as Cloud B2B our new and increasingly powerful UI has brought us a wide range of clients, and system enhancements. We are constantly looking at ways to improve our solutions, many of which come out of our clients specific needs. We have never (I think!?) delivered just a standard 'out the box' system, because each client has the need to match their current and changing business needs. It may not make for an easy life for our development team, but a happy and satisfied customer, is all we want!

Outside work Graham enjoys the gym, walking, golf, travel and music (currently Royal Blood & Radio Head feature) and of course supporting his football team, West Ham...no, the picture of Graham holding the FA cup was not taken when they last appeared at Wembley, beating Arsenal 1-0 in the 1980 final – but he was there for that game (so he says!).

## Supplier compliance module

In many industries the selection and continued use of a supplier will depend on them having relevant and up to date standards of industry level accreditations or specific product / services standard accreditations.

Ensuring that the correct standards are held and maintained can be critical in terms of not only their own workforce, but more especially in circumstances where suppliers of all types are used. Finding that a contractor does not have the relevant certifications can prejudice the ability to carry out work. Based on a real client case history, we are now to make available a Compliance Module that will look to reduce this potential issue.

Using our document management module, Clients will be able to upload documentation that confirms the relevant standards that are required for the work are held before ordering from a supplier. This will provide the relevant audit trail of accreditations, that can be viewed and will have a review

date reminder that can be selected to advise a system user that reviews are due. In addition, this will be twinned with a 'traffic light system' so that when a supplier is selected the system will show green for those who have up to date accreditations and red if they do not have up to date documentation, providing a clear warning to those raising purchase orders as to the status of each supplier before ordering. Supplier status can also be shown on the opening dashboard i.e showing those suppliers where a review of compliance paperwork / accreditation is due, so that contact with the supplier can be made ahead of renewal dates, to amend the relevant documentation held.

**This new module will be available to existing clients at a cost of £750 plus vat, to include installation / configuration. Please request more information via the usual support portal, or by emailing [sales@cloudb2b.co.uk](mailto:sales@cloudb2b.co.uk).**

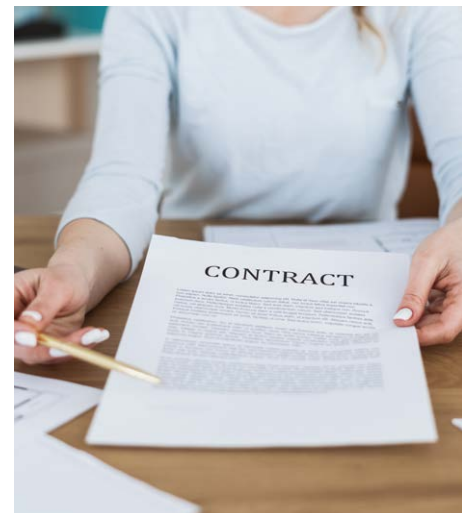


## How do you manage your supplier contracts?

We have been asked by several customers about having functionality added to the Purchase Order range that enables tracking of supplier contracts that are coming up for renewal.

From print management, to vending machines, to maintenance agreements there is always a cycle where agreements are coming up for review (and not automatic renewal!). On the development 'roadmap' we have a full Contracts Management solution, but comments so far relate to having a more 'basic' facility for storing supplier agreements and having workflow reminders (configurable) when contracts are coming up for renewal. This would make use of our current document management tools.

**If any clients out there would like to discuss this option in more detail, please let us know. Call us on 01480-356702.**



Customised, low cost,  
UK cloud business  
software systems



Freephone 0800 840 3336  
[sales@cloudb2b.co.uk](mailto:sales@cloudb2b.co.uk)  
[cloudb2b.co.uk](http://cloudb2b.co.uk)

