eye-share User Conference Singapore 2025

Torhill G. Falnes
CEO i Eye-share

Quick overview

eye-share®

START-UP IN STAVANGER

2001

SUBSIDIARY OF TIETOEVRY

Eye-share:
- Head Office in Stavanger
- Branch Office in Oslo
- Branch Office in Singapore

NUMBER OF EMPLOYEES
#awesomeplacetowork

+120

AMAZING PRODUCT
SUITE BUILT ON XAI

- eye-share Workflow
- eye-share Capture
- eye-share Portal

HAPPY CUSTOMERS
450+ CUSTOMERS IN 90+ COUNTRIES

90.000
eye-share Users

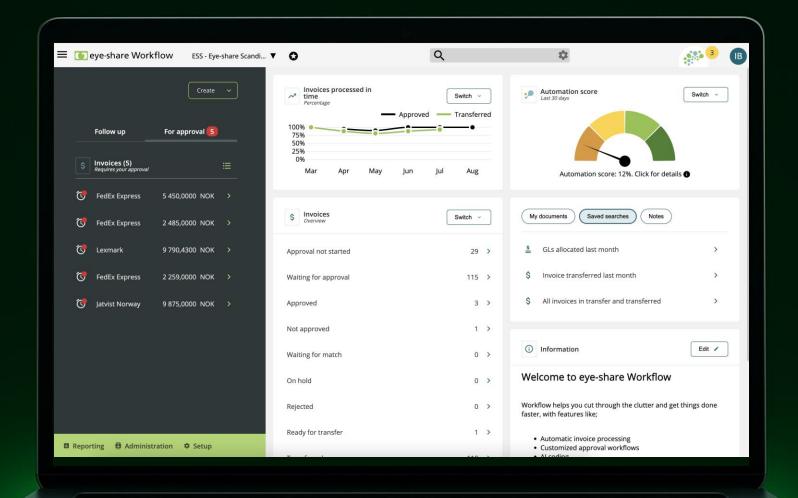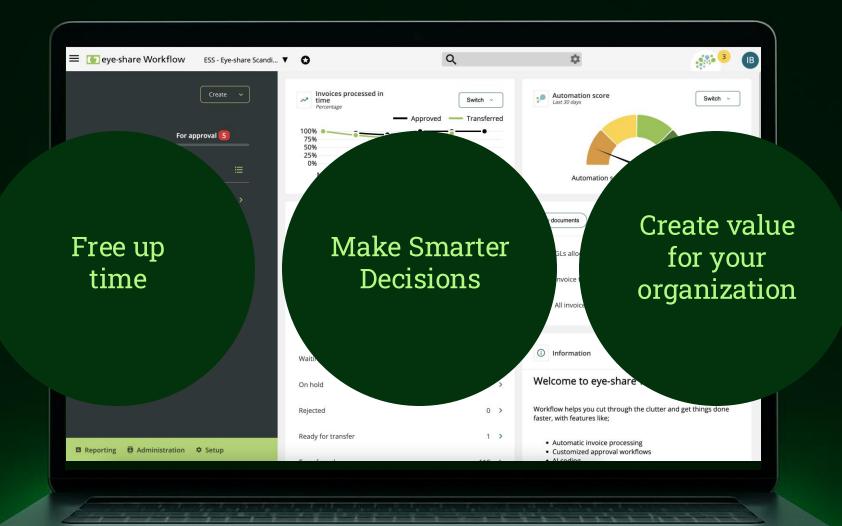**VOLUME OF INVOICES PROCESSED ANNUALLY**

30 mill.

Flow like a Pro

eye-share

The world is changing fast

Embracing change

Reward adaptability

Act on new technology
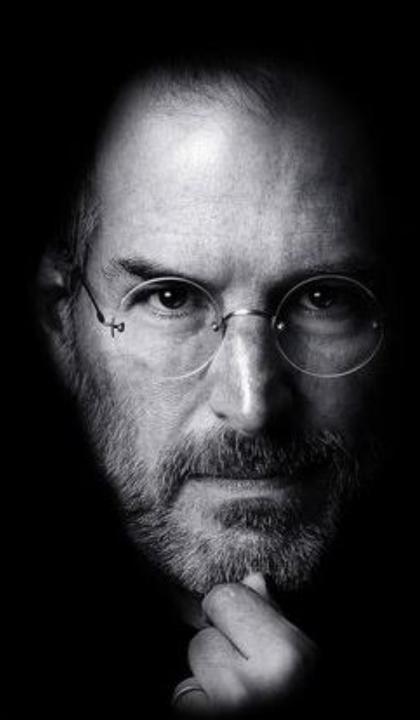
Collect rich data

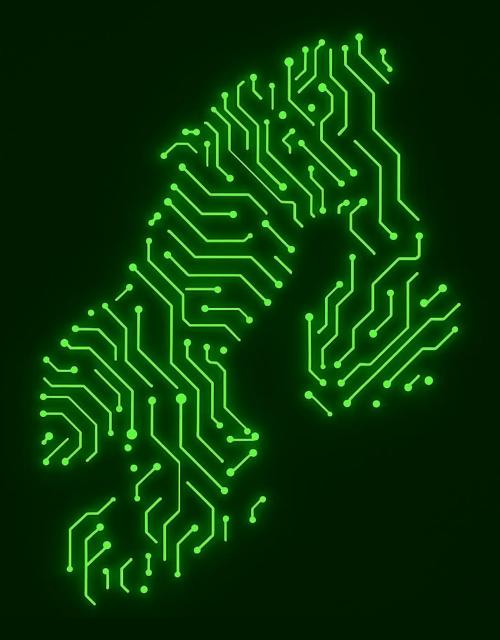Choose infrastructure
for the future

"The people who are crazy enough to think they can change the world are the ones who do. "
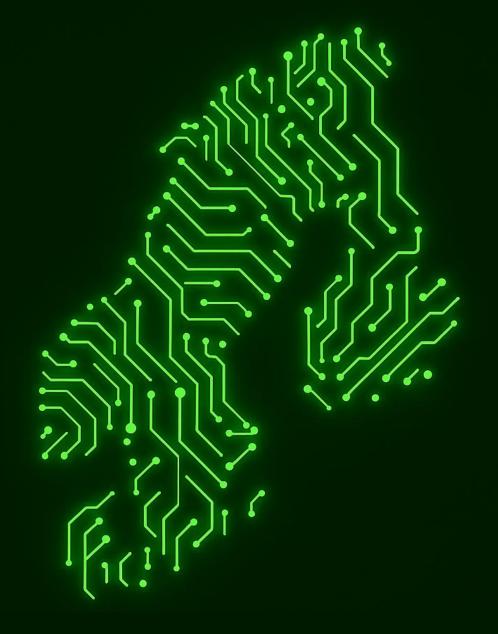
Steve Jobs - Apple
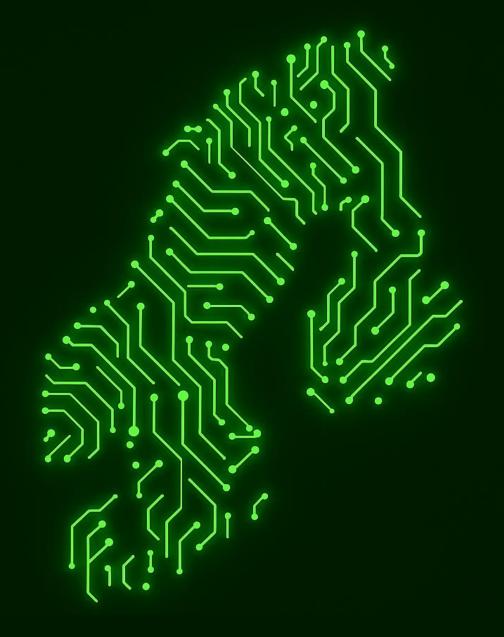
Nordic tech excellence

eye-share
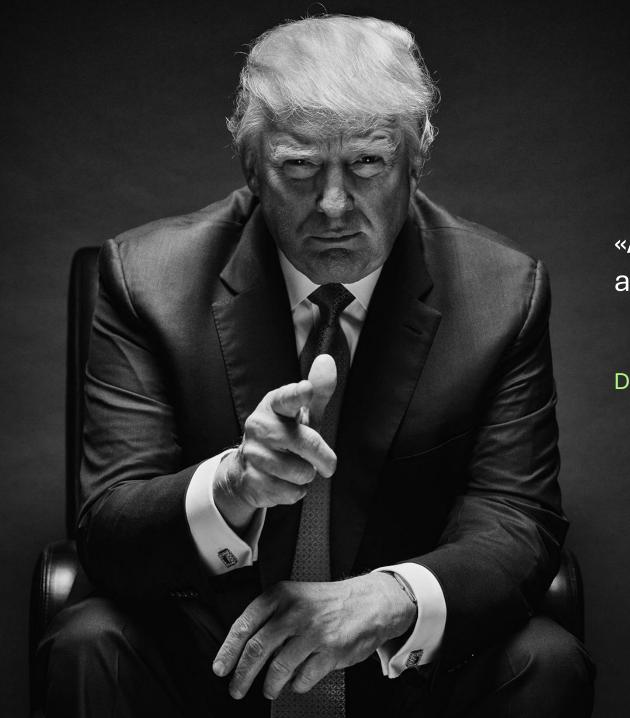
Entrepreneurial spirit

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Scale beyond border

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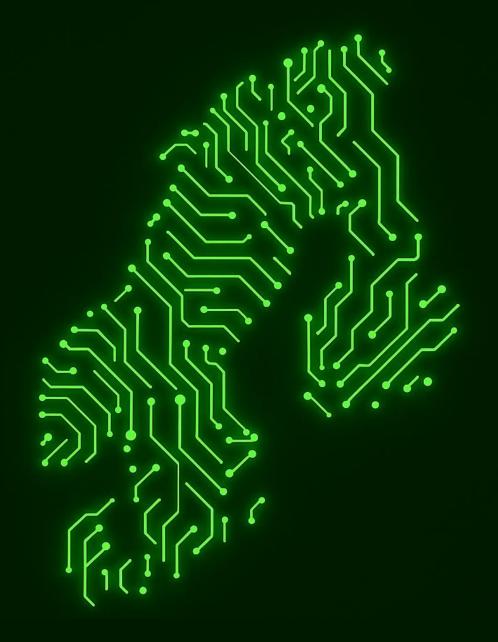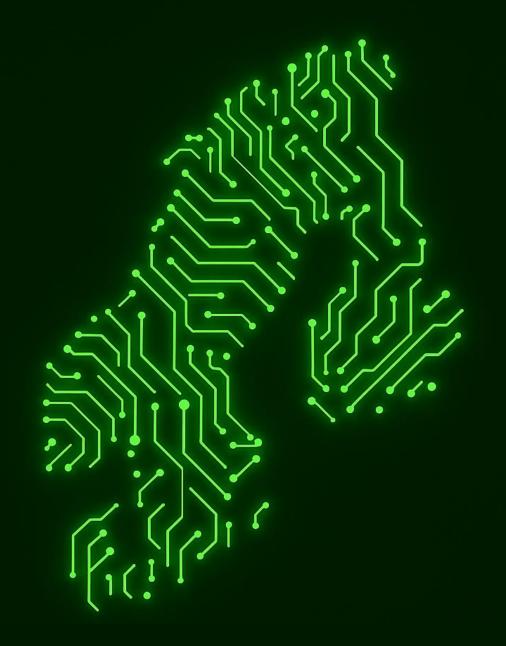
«As long as you're going to be thinking anyway, think big.»

Donald Trump – President of the USA

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BOLD
eye-share
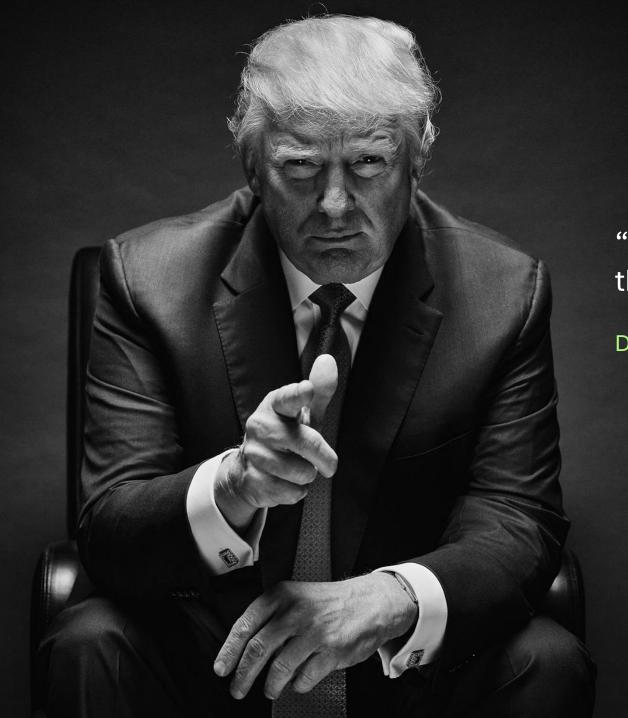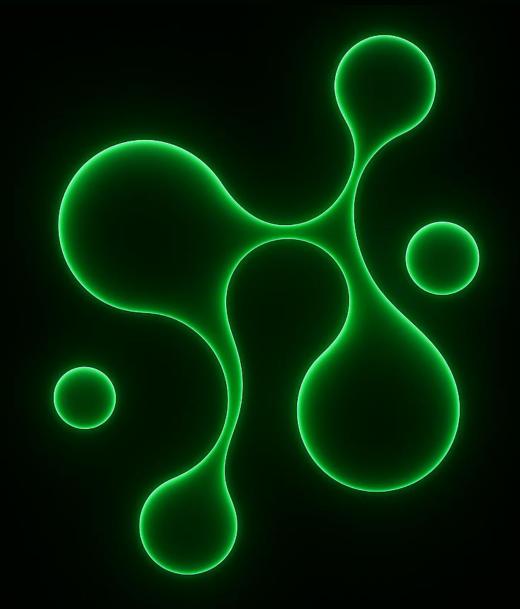
"Nobody knows more about [anything] than me."

Donald Trump – President of the USA

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State of the Industry & trends
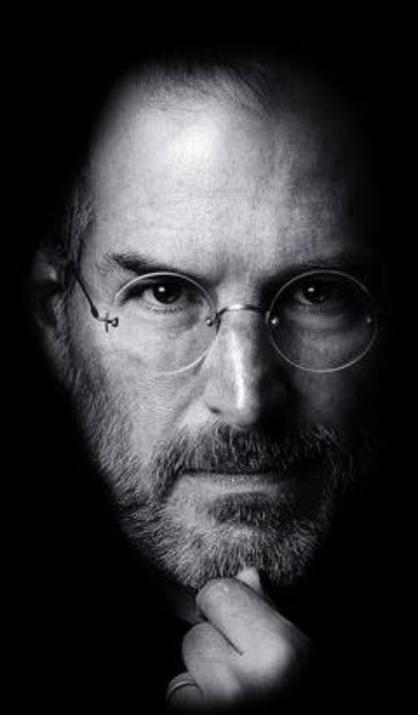
Geopolitical turbulence – unpredictability

Trust and control

1

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"If you want to make people happy,
sell ice-cream,
don't be a manager"

Steve Jobs - Apple

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Economy and market

Automation
-> a must have

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Increasing regulatory requirements

CFO become more strategic

AI
- a technological race

AI is the new standard

4

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Automation
Control
Compliance

6

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"I need high degree of flexibility, modern technologies and an authentic corporate culture"

Z-generasjonen – «Digital Natives»

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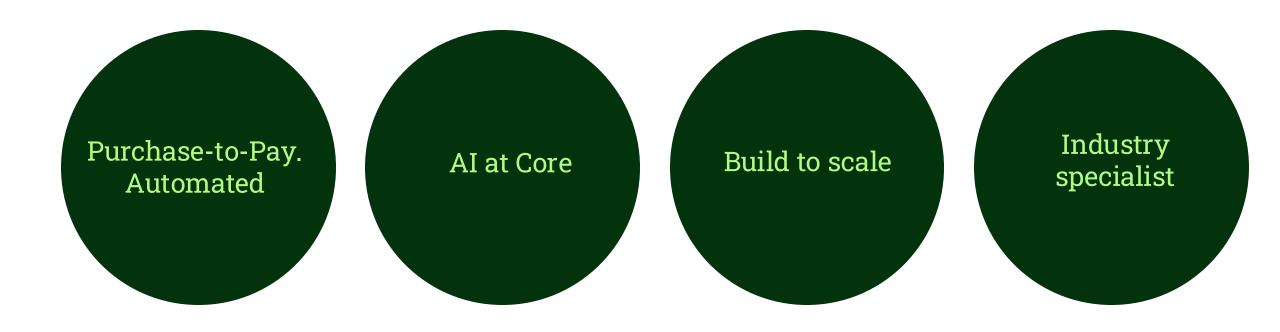
Recognized world class P2P tech company
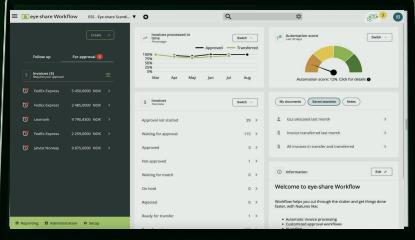
with a focus on growth, innovation and enabling digital transformation for global Maritime mid-market companies.
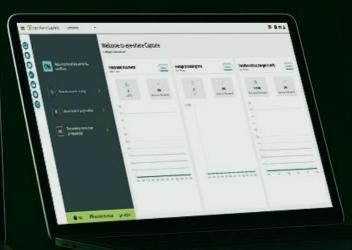
Eye-share Northstar*

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Purchase-to-Pay.
Automated.

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AI at core
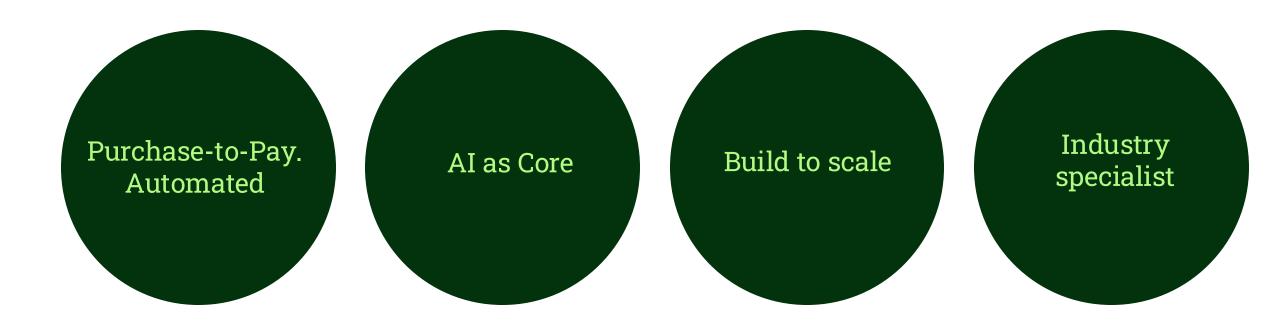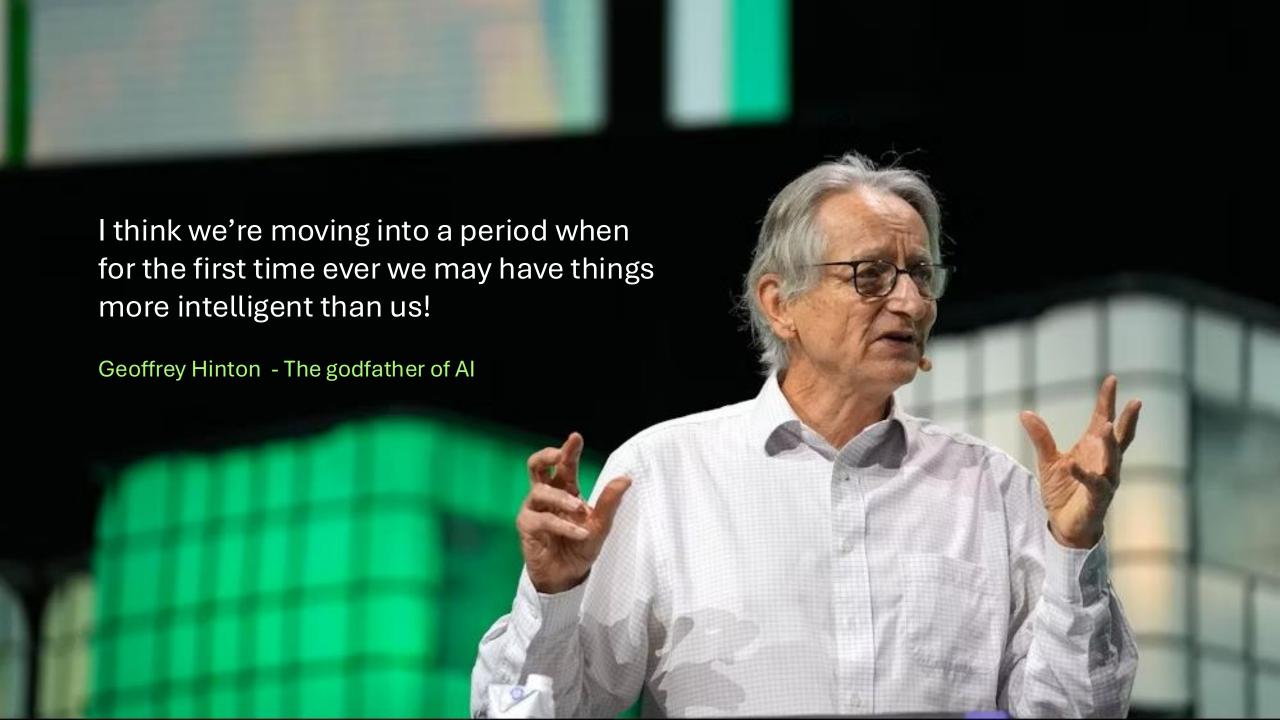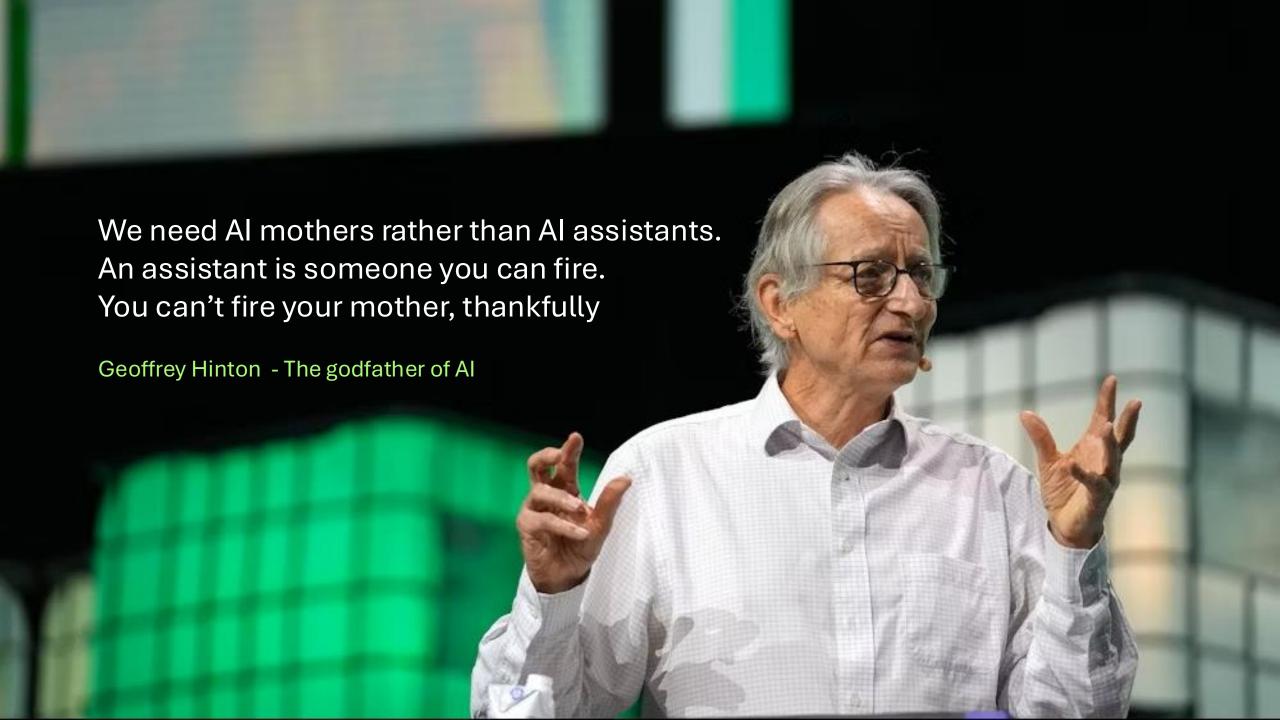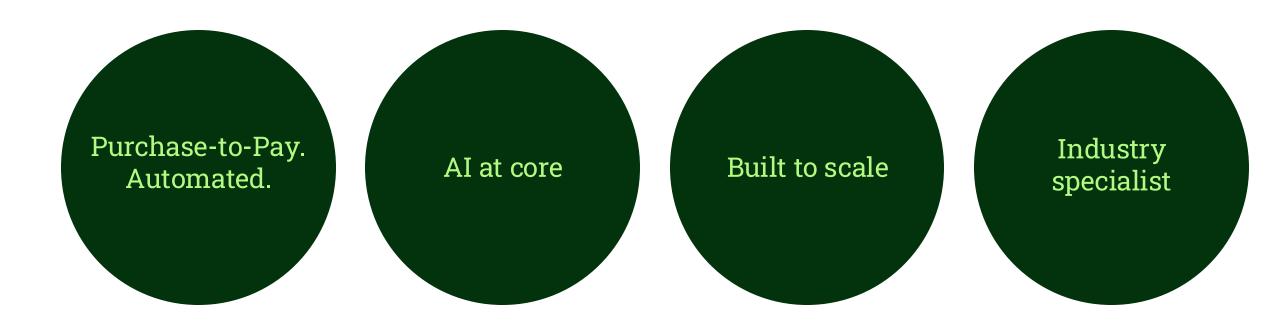
Intelligence that works with you

- Understands > company data
- Assists > proactive partner
- Predicts > next step
- Sees across > delivers insights
- Trusts by design > compliance

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I think we're moving into a period when for the first time ever we may have things more intelligent than us!

Geoffrey Hinton - The godfather of AI

We need AI mothers rather than AI assistants.
An assistant is someone you can fire.
You can't fire your mother, thankfully

Geoffrey Hinton - The godfather of AI

Purchase-to-Pay. Automated.

AI at core

Built to scale

Industry specialist

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Built to scale

Ready for growth, built for the future, faster innovation

– Cloud-native architecture
– Modular design
– Automated upgrades
– Microservices-based structure for scalability and speed

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Purchase-to-Pay. Automated.

AI at core

Built to scale

Industry specialist

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Industry specialist
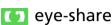
Vertical SaaS for real-world impact

Big differences for focus industries:
– Maritime
– Energy

Norway
– Construction
– Manufacturing
– Wholesale/Retail
– Public
– Aquaculture
– Real Estate

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New Customers Norway - global
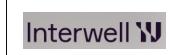
New Customers International - global

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Navigating success together

SARTORI & BERGER SB
GASLOG
Navig8
Østensjø Rederi
CADELER
Zodiac Maritime
Northern Marine
WL
Wilhelmsen
TSCHUDI FINANCIAL SERVICES
SOL
CLdN
SEATRANS
OSM Thome
E
Fleet Management Limited — A Caravel Group Company
Green Reefers
BERGEBULK moving mountains
MOL
Gac
fjordline
Blystad Group
BW Epic Kosan
condor
WALLEM
COSL
WILSON
Knutsen OAS Shipping
Utkilen
NORLED
SIEM Ship Management
Navilands
SYNERGY GROUP
Ace Tankers
SOLSTAD OFFSHORE
OLDENDORFF EO
Chellship
GRIEG LOGISTICS
The J.J. Ugland Companies
inchcape
Northern Marine
NORTH STAR
AWILHELMSEN W
BIBBY MARINE LIMITED
ANGLO-EASTERN
NAVIGATOR GAS
TAMAR SHIP MANAGEMENT
SIEM Ship Management
BRITOIL OFFSHORE SERVICES PTE LTD
NORDIC AMERICAN TANKERS
FRØY
Fred. Olsen

Purchase-to-Pay. Automated.

AI at core

Built to scale

Industry specialist

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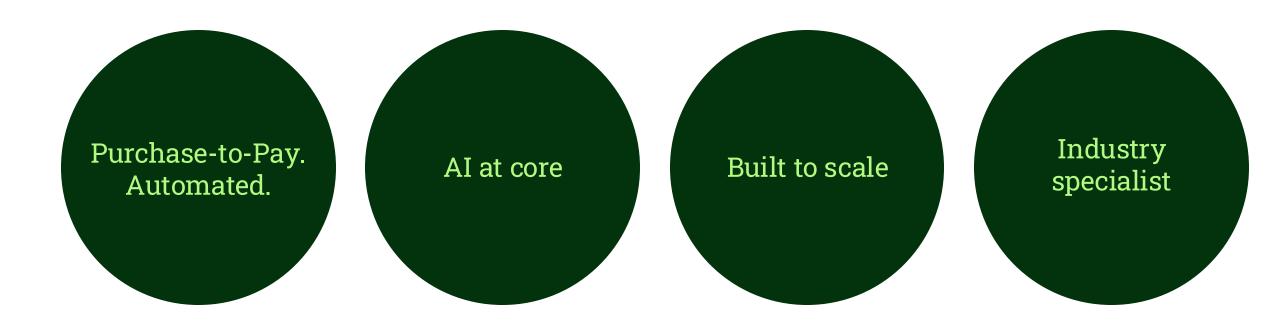
Eye-share going forward…

2016
Cloud transformation
Rebuilt "Workflow" on cloud-ready infrastructure

2018
Innovation push
Upgraded all modules to modern tech; stepped up product capabilities

2020
New Identity
Clarified mission & values: product excellence, customer focus, culture

2022
Global expansion
Opened offices in Oslo & Singapore; pivot to P2P

2024
Leading in cloud & growth 75%+ of customers in cloud

2026
New generation Front-End
Platform ready for scaling and insight

2030

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2026

Happy Customers

Strategic goals:
- ❑ Build on strengths in home market
- ❑ Expand to adjacent sectors and geographies
- ❑ Expand in Asia through Singapore office

➢ **Growth**

Awesome Product Suite

Strategic goals:
- ❑ Release new and improved front-end
- ❑ Release and develop further AI functionality
- ❑ Invest in scalability

➢ **Innovation**

Amazing Place to Work

Strategic goals:
- ❑ Remain an awesome place to work
- ❑ Enhance employee ownership and knowledge for the future

➢ **Enabling digital transformation**

eye-share
2030

Recognised world-class P2P company

eye-share®
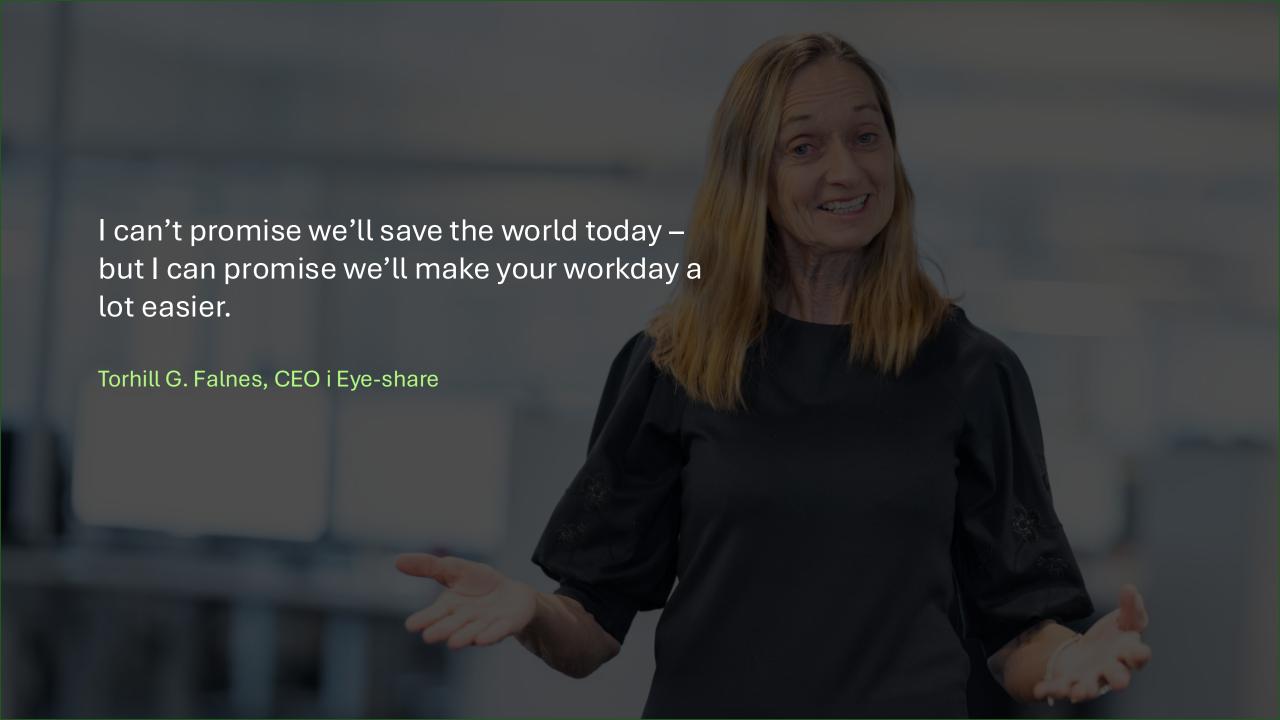
Some Key Takeaways:
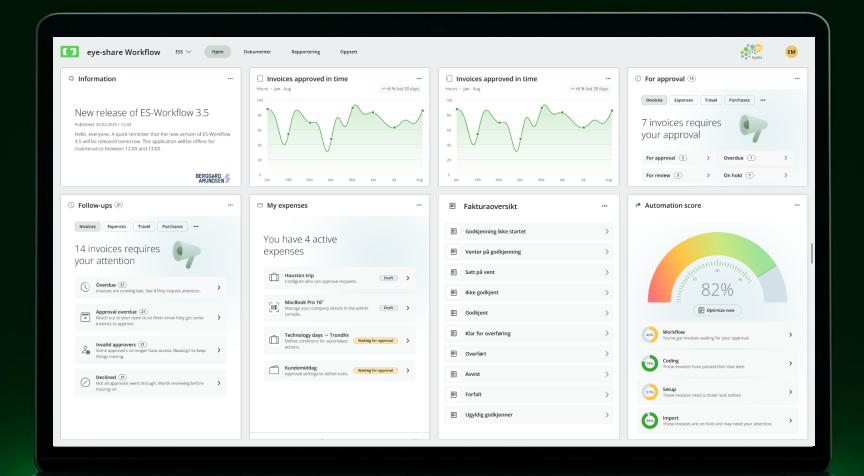
➢ Nordic Software Excellence – Scale Beyond Borders – Be more Bold

➢ AI Powers the Future – We puts AI at the heart of our software

➢ Drive Impact in Maritime Industries – We will create significant value

➢ Eye-share is not just software – but people with relationships, knowledge and trust in our customers.

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"Not all of us can do great things. But we can do small things with great love"

Mother Theresa

I can't promise we'll save the world today –
but I can promise we'll make your workday a
lot easier.

Torhill G. Falnes, CEO i Eye-share

Preview

eye-share Release 2026

eye-share Workflow ESS ⌄   Hjem   Dokumenter   Rapportering   Oppsett   EyeDa   EM

Information ···
New release of ES-Workflow 3.5
Published: 25.03.2025 / 12:43

Hello, everyone. A quick reminder that the new version of ES-Workflow 3.5 will be released tomorrow. The application will be offline for maintenance between 12:00 and 13:00.

BERGGARD AMUNDSEN

Invoices approved in time ···
Hours · Jan - Aug   +6 % last 30 days
100
80
60
40
20
0
Jan Feb Mar Apr Mai Jun Jul Aug

Invoices approved in time ···
Hours · Jan - Aug   +6 % last 30 days
100
80
60
40
20
0
Jan Feb Mar Apr Mai Jun Jul Aug

For approval 15 ···
Invoices Expenses Travel Purchases ···

7 invoices requires your approval

For approval 2 >   Overdue 1 >
For review 3 >   On hold 1 >

Follow-ups 21 ···
Invoices Expenses Travel Purchases ···

14 invoices requires your attention

Overdue 21
Invoices are running late. See if they require attention. >

Approval overdue 21
Reach out to your team to let them know they got some invoices to approve >

Invalid approvers 21
Some approvers no longer have access. Reassign to keep things moving. >

Declined 21
Not all approvals went through. Worth reviewing before moving on. >

My expenses ···
You have 4 active expenses

Houston trip   Draft >
Configure who can approve requests.

MacBook Pro 16"   Draft >
Manage your company details in the admin console.

Technology days → Trondhe   Waiting for approval >
Define conditions for automated actions.

Kundemiddag   Waiting for approval >
Approval settings to define rules.

Fakturaoversikt ···
Godkjenning ikke startet >
Venter på godkjenning >
Satt på vent >
Ikke godkjent >
Godkjent >
Klar for overføring >
Overført >
Avvist >
Forfalt >
Ugyldig godkjenner >

Automation score ···
82%
Optimize now

46% Workflow
You've got invoices waiting for your approval. >

79% Coding
These invoices have passed their due date. >

57% Setup
These invoices need a closer look before >

96% Import
These invoices are on hold and may need your attention. >

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Goodbye Chaos.
Hello Spend Control.

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Purchase-to-Pay.
Automated.