



10 Standard Reports



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Firstly, thank you very much for expressing an interest in the EiB Financial Analytics software. We at Excel in Business really appreciate the interest you have shown.

In this document you will see examples of the 10 standard reports we provide with all implementations of EiB Financial Analytics for Sage 200, 500, 1000 and most other accounting systems (where valid).

All examples have been created using standard Sage demo data with example Profit & Loss, Balance Sheet and Trial Balance statements. The final reports delivered will contain your statements, companies, cost centres and departments (if used) as well as your financial calendar.

Balance Sheet (Current Period, Last Year)

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Measures : Journal Amount

Companies : EiB Consolidated

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Period Open	Net Movement	Period Close	Last Year
+ Assets and Liabilities	355,780	51,133	406,912	1,043,045
+ Assets	2,223,545.42	122,503.96	2,346,049.38	2,056,112.98
Total Assets	2,223,545.42	122,503.96	2,346,049.38	2,056,112.98
+ Liabilities	(1,867,765.92)	(71,371.38)	(1,939,137.30)	(1,013,067.90)
Total Liabilities	(1,867,765.92)	(71,371.38)	(1,939,137.30)	(1,013,067.90)
Net Assets	355,779.50	51,132.58	406,912.08	1,043,045.08

+ Capital Employed				
+ Share Capital	(500,000.00)		(500,000.00)	(500,000.00)
+ Reserves	14,081.48	113,281.88	127,363.36	(285,232.20)
Retained Earnings (Current Yr)	130,139.00	(164,414.44)	(34,275.44)	(257,812.88)
Net Capital Employed	(355,779.52)	(51,132.56)	(406,912.08)	(1,043,045.08)

Profit & Loss (Actuals Current Period, YTD)

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Measures : Journal Amount

Companies : EiB Consolidated

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Current Period	YTD	Last Year	Last Year YTD
+ Sales	143,022	1,020,206	74,165	1,577,619
+ UK Sales	143,022.42	1,020,206.38	74,165.06	1,577,216.92
+ Export Sales				401.94
Total Sales	143,022.42	1,020,206.38	74,165.06	1,577,618.86
+ Trading Expenses				
+ Cost Of Sales	21,703.60	239,851.76	178,311.22	1,164,268.78
+ Direct labour	10,640.00	63,840.00		5,973.26
+ Direct Selling	85,120.00	510,720.00		47,498.38
Total Trading Expenses	117,463.60	814,411.76	178,311.22	1,217,740.42
Gross Profit	25,558.82	205,794.62	(104,146.16)	359,878.44
+ Non Trading Income				
+ Non Trading Inc				3,787.74
+ Sale of Assets				600.00
+ Other Income	0.02	(13.16)	78,856.12	1,203.70
Total Non Trading Income	0.02	(13.16)	78,856.12	5,591.44
Profit before Overheads	25,558.84	205,781.46	(25,290.04)	365,469.88
+ Overheads				
+ Travel & Exp	(210,000.00)	(210,000.00)		1,796.18
+ Rent & Rates	3,498.30	20,241.48		11,920.84
+ Power	11,400.00	23,800.00		9,000.66
+ Maintenance				25.12
+ Salaries/Wages	56,240.00	337,440.00		65,169.96

Profit & Loss (Actuals Only)

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Measures : Journal Amount

Companies : EiB Consolidated

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Last Period	Current Period	YTD	Last Year	Last Year YTD	Last Year Full
+ Sales						
+ UK Sales	252,268.16	143,022.42	1,020,206.38	74,165.06	1,577,216.92	2,460,763.48
+ Export Sales					401.94	401.94
Total Sales	252,268.16	143,022.42	1,020,206.38	74,165.06	1,577,618.86	2,461,165.42
+ Trading Expenses						
+ Cost Of Sales	144,619.22	21,703.60	239,851.76	178,311.22	1,164,268.78	2,394,000.62
+ Direct labour	10,640.00	10,640.00	63,840.00		5,973.26	5,973.26
+ Direct Selling	85,120.00	85,120.00	510,720.00		47,498.38	47,498.38
Total Trading Expenses	240,379.22	117,463.60	814,411.76	178,311.22	1,217,740.42	2,447,472.26
Gross Profit	11,888.94	25,558.82	205,794.62	(104,146.16)	359,878.44	13,693.16

Profit & Loss by Company

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Measures : Journal Amount

Cost Centre : All

Department : All

Finance Calendar : Jun 15

View : Actuals

	EiB Company 1	EiB Company 2	EiB Consolidated
+ Sales			
+ UK Sales	37,082.53	37,082.53	74,165.06
Total Sales	37,082.53	37,082.53	74,165.06
+ Trading Expenses			
+ Cost Of Sales	89,155.61	89,155.61	178,311.22
Total Trading Expenses	89,155.61	89,155.61	178,311.22
Gross Profit	(52,073.08)	(52,073.08)	(104,146.16)
+ Non Trading Income			
+ Other Income	39,428.06	39,428.06	78,856.12
Total Non Trading Income	39,428.06	39,428.06	78,856.12
Profit before Overheads	(12,645.02)	(12,645.02)	(25,290.04)
Net Profit / (Loss)	(12,645.02)	(12,645.02)	(25,290.04)

Profit & Loss by Cost Centre

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Companies : EiB Consolidated

Measures : Journal Amount

Department : All

Finance Calendar : Jun 15

View : Actuals

	Administration	Factory/Warehouse	Installation/Design	N/A	Total
+ Sales					
+ UK Sales		143,022.42			143,022.42
Total Sales		143,022.42			143,022.42
+ Trading Expenses					
+ Cost Of Sales		21,703.60			21,703.60
+ Direct labour		4,560.00	6,080.00		10,640.00
+ Direct Selling		85,120.00			85,120.00
Total Trading Expenses		111,383.60	6,080.00		117,463.60
Gross Profit		31,638.82	(6,080.00)		25,558.82

Profit & Loss by Department

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Companies : EiB Consolidated

Measures : Journal Amount

Cost Centre : All

Finance Calendar : Jun 15

View : Actuals

	Administration	Bespoke Kitchens	Kitchen Components	N/A	Value Added Goods	Total
+ Sales						
+ UK Sales	8,532.42	66,237.84			(605.20)	74,165.06
Total Sales	8,532.42	66,237.84			(605.20)	74,165.06
+ Trading Expenses						
+ Cost Of Sales	176.12	75,428.28	23,051.92	(32.22)	79,687.12	178,311.22
Total Trading Expenses	176.12	75,428.28	23,051.92	(32.22)	79,687.12	178,311.22
Gross Profit	8,356.30	(9,190.44)	(23,051.92)	32.22	(80,292.32)	(104,146.16)
+ Non Trading Income						
+ Other Income	78,856.12					78,856.12
Total Non-Trading Income	78,856.12					78,856.12

Profit & Loss Trend

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Companies : EiB

Measures : Journal

Amount

Cost Centre : All

Department : All

Finance Year : 2015

View : Actuals

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept
+ Sales									
+ UK Sales	235,739.00	274,775.60	310,152.82	330,296.92	352,087.52	74,165.06		200,086.92	184,884.94
+ Export Sales				401.94					
Total Sales	235,739.00	274,775.60	310,152.82	330,698.86	352,087.52	74,165.06		200,086.92	184,884.94
+ Trading Expenses									
+ Cost Of Sales	135,042.00	155,661.28	181,983.66	62,756.14	450,514.48	178,311.22			387,402.86
+ Direct labour	8,300.38	2,925.44	(398.36)	(4,854.20)					
+ Direct Selling	15,742.02	16,144.48	15,611.88						
Total Trading Expenses	159,084.40	174,731.20	197,197.18	57,901.94	450,514.48	178,311.22			387,402.86
Gross Profit	76,654.60	100,044.40	112,955.64	272,796.92	(98,426.96)	(104,146.16)		200,086.92	387,402.86

Profit & Loss Variances (Current Period, Last Year)

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Companies : EiB Consolidated

Measures : Journal Amount

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Actual	Budget	Variance	Variance %	Actual Last Year	Variance Last Year	Variance % Last Year
+ Sales							
+ UK Sales	143,022.42		143,022.42		74,165.06	68,857.36	92.84%
Total Sales	143,022.42		143,022.42		74,165.06	68,857.36	92.84%
+ Trading Expenses							
+ Cost Of Sales	21,703.60		(21,703.60)		178,311.22	156,607.62	87.83%
+ Direct labour	10,640.00		(10,640.00)			(10,640.00)	
+ Direct Selling	85,120.00		(85,120.00)			(85,120.00)	
Total Trading Expenses	117,463.60		(117,463.60)		178,311.22	60,847.62	34.12%
Gross Profit	25,558.82		25,558.82		(104,146.16)	129,704.98	124.54%

Profit & Loss Variances (Current Period, YTD)

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Companies : EiB Consolidated

Measures : Journal Amount

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Actual	Budget	Variance	Variance %	Actual YTD	Budget YTD	Variance YTD	Variance % YTD
+ Sales								
+ UK Sales	7,165.06	266,666.66	(192,501.60)	(72.19%)	1,577,216.92	1,599,999.96	(22,783.04)	(1.42%)
+ Export Sales		1,416.66	(1,416.66)		401.94	2,833.32	(2,431.38)	(85.81%)
Total Sales	74,165.06	268,083.32	(193,918.26)	(72.34%)	1,577,618.86	1,602,833.28	(25,214.42)	(1.57%)
+ Trading Expenses								
+ Cost Of Sales	178,311.22	68,833.32	(109,477.90)	(159.05%4)	1,164,268.78	412,999.92	(751,268.86)	(181.91%)
+ Direct labour		4,333.32	4,333.32		5,973.26	25,999.92	20,026.66	77.03%
+ Direct Selling		8,349.98	8,349.98		47,498.38	50,099.88	2,601.50	5.19%
Total Trading Expenses	178,311.22	(96,794.60)	(96,794.60)	(118.74%)	1,217,740.42	489,099.72	(728,640.70)	(148.98%)
Gross Profit	(104,146.16)	186,566.70	(290,712.86)	(155.82%)	359,878.44	1,113,733.56	(753,855.12)	(67.69%)

Trial Balance

EiB_Financial_Analytics, Finance (04/02/2017 10:49:44)

Measures : Journal Amount

Companies : EiB Consolidated

Cost Centre : All

Department : All

Finance Calendar : Jun 15

	Posting Code	Opening Balance	Net Movement	Closing Balance
+ All Accounts		0.00	(0.00)	0.00
+ Balance Sheet Item		283,102.92	(25,290.04)	257,812.88
+ P/L Item		(283,102.92)	25,290.04	(257,812.88)

OUR COMPANY

Headquartered in London, England, Excel in Business, is a leading supplier of self-service analytical applications designed and deployed from within Excel.

Our core business includes financial management, management reporting and performance dashboard applications delivered to enterprise and mid market organisations.

Excel in Business' mission is to provide fast, simple and scalable reporting applications which can be designed and developed by power-users in record timescales.

Our products use the robust, industry standard Microsoft data warehousing platform so that such applications are developed with IT's endorsement.

OUR PRODUCTS



The integrated combination of our
EiB AppStudio and EiB ReportStudio products.



Visual development environment for the creation of self-service analytical applications which can be run from client and server computers. Environment is directly available from Excel for users who are permitted as application authors.

Visual EiB AppStudio tools for:

- Loading data from relational databases, ODBC, Excel and CSV files
- Visual objects to transform, combine and manipulate source data, with calculation and rules engine to augment your data
- Ability to combine multiple data sources into a single model
- Output to SQL Databases or SQL Data Marts (Analysis Services models) to complement your data warehouse or BI environment
- Ability to augment applications through enabling data entry for additional data e.g. forecasts and plans
- Full documentation of AppStudio designs and documentation of any and all data warehouse databases and data marts



Excel based reporting suite for your data warehouse, data mart systems and/or AppStudio models.

- Dashboard module allows data from anywhere to be graphically rendered as native Excel based dashboards. Contains many advanced charts such as bullet charts, spark lines and spark-bandlines, gauge charts, waterfalls, etc.
- Cube reporting module in Excel provides flexible interactive reporting on top of any Microsoft based data mart using SQL Server Analysis Services or SQL Server Analysis Services Tabular models. Train of thought analyses functionality provides powerful ad-hoc interrogation of data
- SQL reporting module in Excel provides flexible interactive reporting on top of any Microsoft SQL Server or Oracle database/data warehouse
- Report distribution module (RDM) in Excel provides mass distribution of either dashboards, Cube reports or SQL reports to cloud service storage devices e.g. OneDrive, Google Docs, Box, Dropbox etc. or to end-users via email in a variety of formats, such as Excel, PDF, web page, etc.



Excel based application which automates single or multi company financial reporting.

- Application software which produces and distributes your month end management accounts, including financial reports (P&Ls, balance sheets) and dashboards
- Available for leading accounting systems
- New accounting system adaptors available on demand
- Embedded Structure Designer facilitates the rolling up of accounts into different financial statements e.g. P&L, Investor P&L, Group P&L, Bank Reports, Statutory P&L etc.
- Application which generates Microsoft SQL Server Analysis Services data marts (Cubes) for fast access and flexible presentation of financial data
- Contains standard 'out of the box' reports plus report and dashboard designer all from within Excel
- Includes budgeting and forecasting module, with direct import and/or direct data entry modes
- Has optional multi currency modules for flexible P&L and balance sheet consolidations using any combination of exchange rates e.g. period end, average, opening etc.



EiB Insurance Analytics for MGAs, Underwriters, Insurers and Brokers automates the delivery of meaningful management information to your underwriters, board, shareholders and carriers.

- Comprehensive monthly analysis of all pertinent Premium and Claims data
- Automated triangulations of complex KPIs such as Earned Premium saving days per month
- Automated validation, rejection and auditing of all invalid risk and claims information > better quality and self-healing MI
- Standard monthly application can be extended to handle daily information across any number of underwriting years
- Data can be combined seamlessly from different risk software vendors and claims houses or EDI outputs
- Complete reporting environment for all your internal and carrier reporting requirements without leaving Excel, including Dashboards, Management Reports, Operational Reports and Report Distribution
- Based on industrial strength IT infrastructure: Microsoft BI SQL Server – Analysis Services - Excel - Architecture
- Lowest cost of ownership and reporting platform for the insurance industry.



EiB Shipping Analytics is about delivering an open, integrated and highly scalable self-service analytics platform, across all your ShipNet data, internal applications and external data sources

- Comprehensive monthly analysis of your accounting data by Company, Vessel, Cost Centre, Port, Commodity etc.
- Automation / Semi Automation and Manual capture of industry standard Shipping KPIs as defined by shipping.org
- Incorporation of Company specific KPIs and targets
- Full Commercial analysis of prebuilt Time Charter Equivalent (TCE) and Cargo data-marts
- Complete reporting environment for all your internal and ship management reporting requirements without leaving Excel, including Dashboards, Management Reports, Operational Reports and Report Distribution
- Based on industrial strength IT infrastructure: Microsoft BI SQL Server – Analysis Services - Excel – Architecture
- Open reporting and MI platform for the Shipping industry.

PAUL MARTIN

Paul has over 25 years' experience working in the areas of business intelligence, data visualisation, management and financial reporting. Paul has expertise in advising and implementing systems for both large corporates and medium sized businesses.

He began his career at International Computers Limited (ICL) which was known in the industry as the UK equivalent of IBM. There he competed in very big ticket reporting software sales and looked after major public sector accounts such as the Department of Trade and Industry, the Inland Revenue, HM Customs and similar. He then founded HMG Consulting, implementing executive information, budgeting and forecasting systems for five years, advising companies about their strategic reporting requirements and the processes/software needed to fully address these areas.

Paul was headhunted to run the UK sales operation of Gentia Software, who competed against established business intelligence competitors such as Cognos, Hyperion (now Oracle), Business Objects (now SAP), and Micro Strategy. He was on the management team that concluded a successful Initial Public Offering (IPO) on the NASDAQ. Here his team also introduced the first computerised balanced scorecard, transforming management theory into a deliverable software application.

Following this Paul cofounded both ProClarity UK (now Microsoft) and Intelligent Apps (now Sage), where he recognised trends like the influence and market share of Microsoft in the data warehousing space and Excel as a credible and desirable front end tool for companies to adopt for their reporting.



Software from these two companies, at both of which Paul was CEO, resulted in sales to major corporations such as Reuters, Morgan Stanley, Reckitt Benckiser, Shell and hundreds of other reputable and sizable organisations.

Attracting the attention of Sage in the UK, a system was built over their existing accounting solutions which proved very successful. This resulted in the acquisition of IntelligentApps in 2004 by Sage and Paul running Sage's Business Intelligence division.

After leaving Sage in 2006 to establish Excel in Business with co-founder and CTO Nico Kichenbrand, Paul and Nico have concentrated on developing their own product on their own terms, and being able to provide cost effective customer services utilising an innovative virtual model. This allows their consultants to be 'onsite' anywhere worldwide in minutes.

EXCEL IN BUSINESS ETHOS

Excel in Business (EiB) and the EiB Analytics software solutions we offer, come as a result of looking at what businesses really need for self-service analytics, management and financial reporting.

Having worked on over 600 customer implementations, as well as consulting with industry visualisation specialists, business intelligence experts and software developers, we realised that Excel is undoubtedly the most effective and widely deployed reporting platform used by businesses.

Research into usage backs this up, with an estimate of 300–500 million users of Excel worldwide. Not all of these organisations use Excel for business reporting of course, but according to independent research, an estimated 11% do. This means there are somewhere between 33-55 million Excel reporting users worldwide, far bigger than the sum of all other dashboard, reporting and business intelligence products user bases combined.

So with our development team, we sought to build additional functionality for this widely-adopted program, allowing businesses the opportunity to make the most of their existing data, wherever it may be. We consulted with IT departments to ensure any perceived shortfalls of Excel, such as scalability and security, were not only fully addressed but became an actual strength of our Excel based EiB Analytics software.

Our organisation was started in 2006, with an aim to create brand new self-service dashboarding and reporting software which could be installed from within Excel.

Creating a smaller company away from the larger business intelligence and system vendors meant that we could concentrate on creating innovative reporting solutions to address known business problems yet without the usual upfront and ongoing costs associated with wide scale adoption. This means for the first time, reporting systems using EiB Analytics can be deployed to hundreds of users for the same cost as a small departmental solution from other comparable vendors.

With our EiB Analytics software applications and associated services solutions, we offer organisations of all sizes the chance to target and use their existing data to drive their businesses efficiently and effectively. We would welcome the opportunity to show you why we have become so successful using our approach.

FURTHER READING

Stephen Few

www.perceptualedge.com

Stephen Few founded Perceptual Edge in 2003. With 30 years of experience as an innovator, consultant, and educator in the fields of business intelligence and information design, Stephen is a leading expert in data visualisation for sense making and communication.

Edward Tufte

www.edwardtufte.com

Edward Tufte is an American statistician and professor emeritus of political science, statistics, and computer science at Yale University. He is noted for his writings on information design and as a pioneer in the field of data visualisation

Delivering Self-Service Analytics

– 10 things you need to know

Providing Effective Dashboards

– 10 things you need to know

www.excelinbusiness.com/guides



EiB

EXCEL IN BUSINESS

Automated Analytics. Powerful Insights.

customerservices@excelinbusiness.com | +44 (0) 207 788 7671 | www.excelinbusiness.com