



EiB Financial Analytics – Sage 1000

Excel in Business

www.excelinbusiness.com

Agenda

● Financial Reporting

- Sage 1000 Reporting Requirements
 - Financial Reporting,
 - Multi Company ?, Multi Departments ?, Multi Cost Centres ?
 - Information Distribution, Access ?, Budgeting & Forecasting ?, Graphical Trends / Dashboards?
 - Commercial Reporting, Non Sage information
- The Need
- Why The Need For EiB Financial Analytics



● EiB Financial Analytics Product Overview

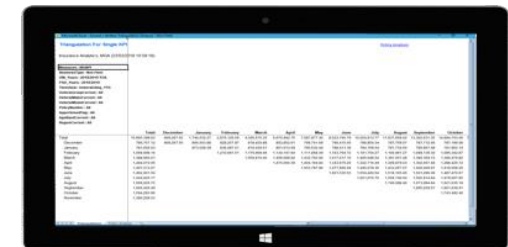
● Demonstration

● Customer Experiences

- Why Excel in Business

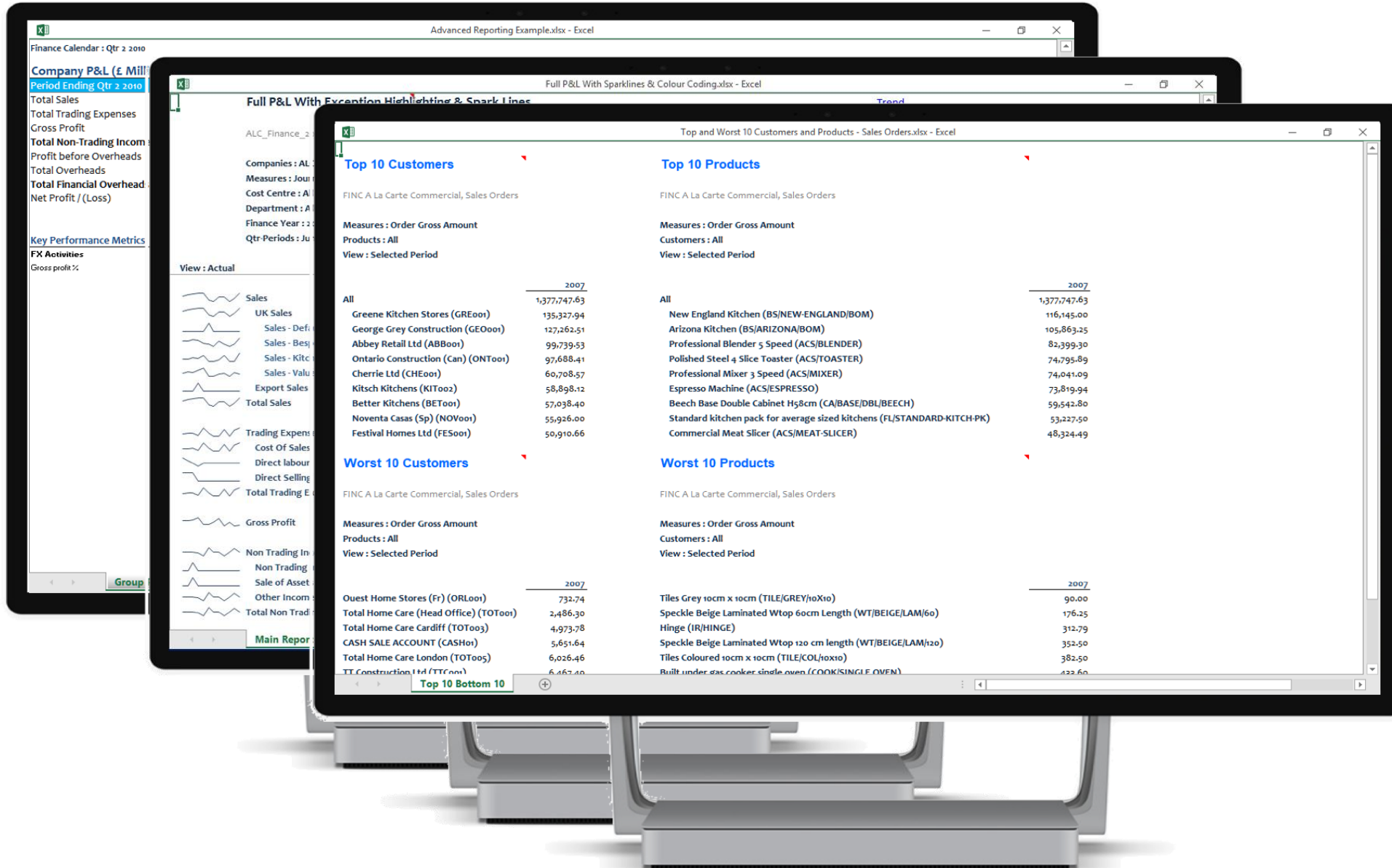
● Pricing

● Next Steps

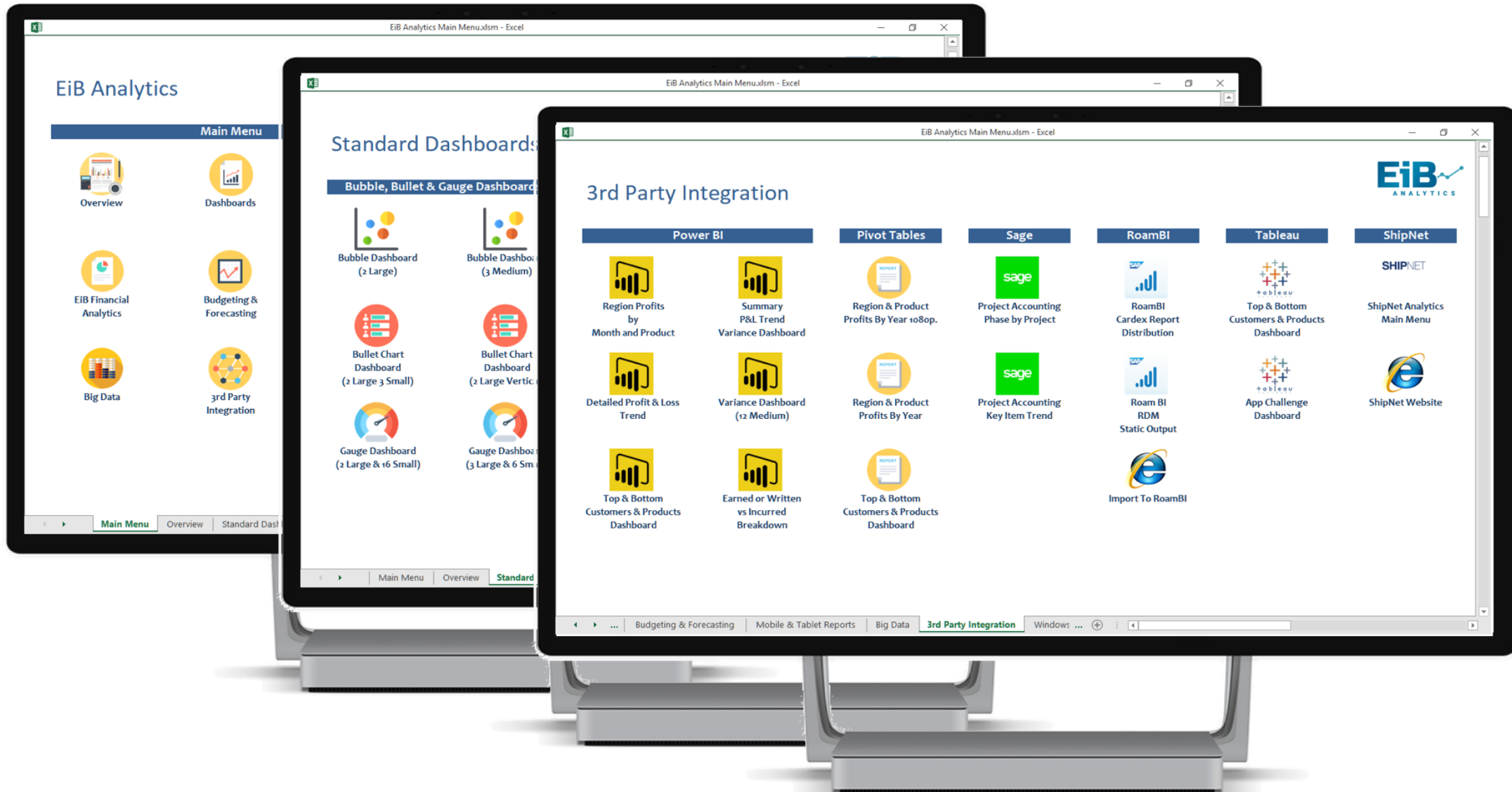


Account	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance
Bank	10000			10000			10000			10000			10000			10000			10000
Accounts Payable		5000			5000			5000			5000			5000			5000		
Accounts Receivable			5000			5000			5000			5000			5000				
Profit and Loss																			

Any Data



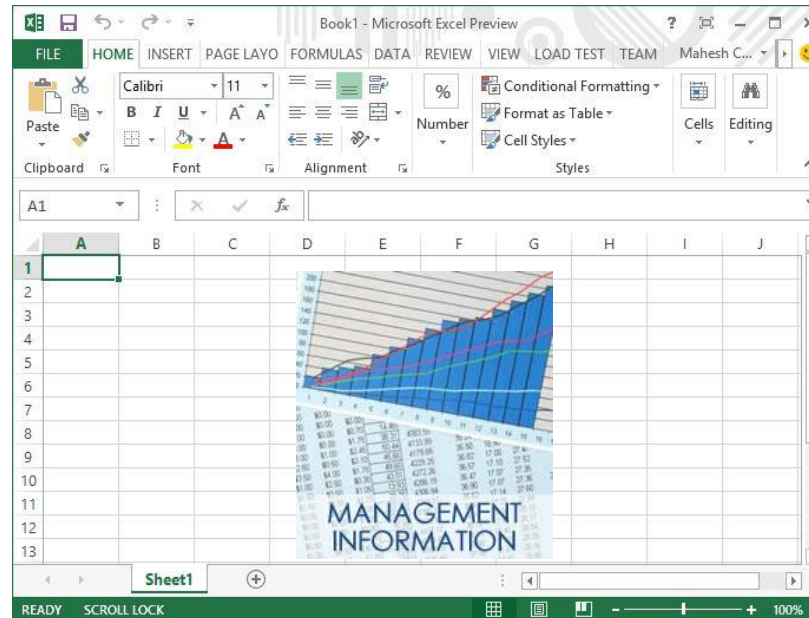
Packaged As Reporting Apps



Delivered From Your Tool Of Choice



4 Things Certain In Life !



Financial Reporting Pressures

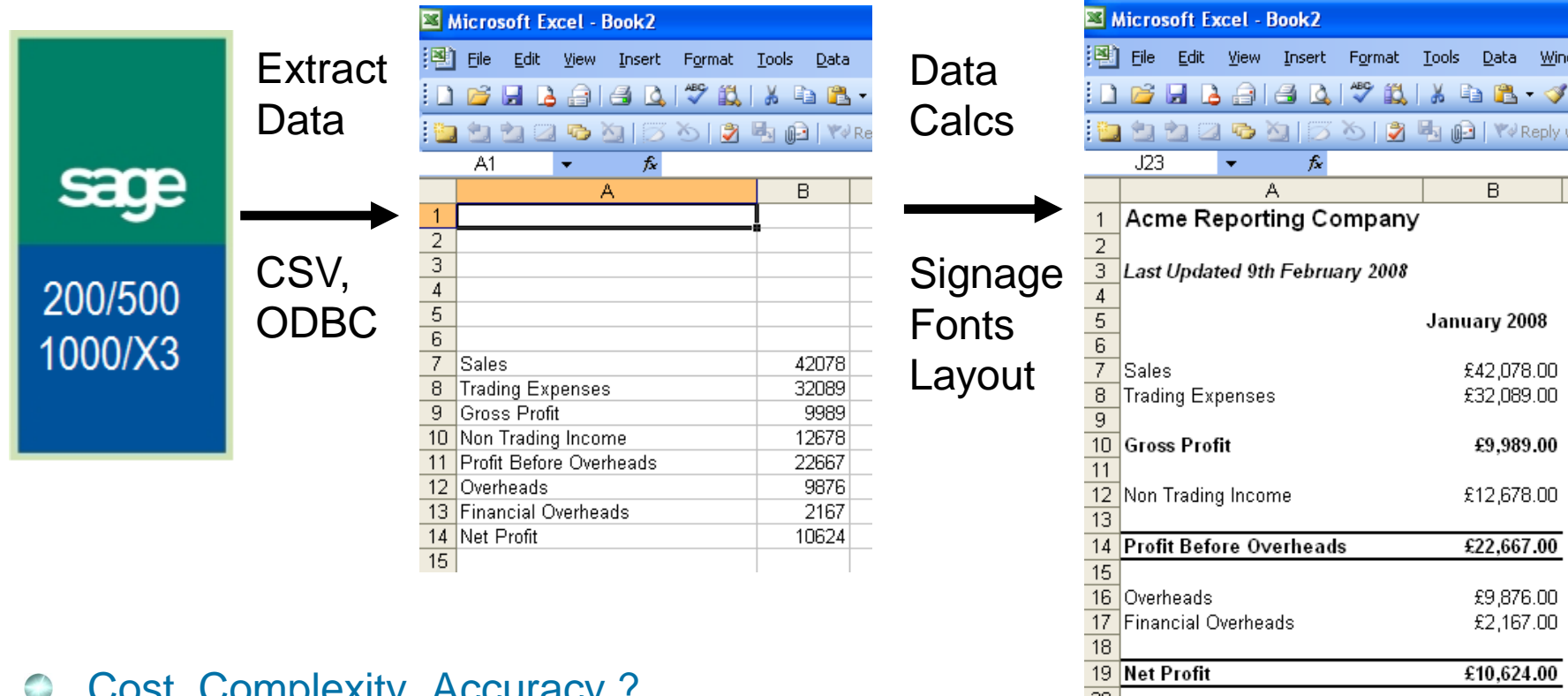
"Any company that is subject to Sarbanes-Oxley, IFRS or similar regulation, which uses spreadsheets for any purpose beyond very limited reporting and does not use spreadsheet management, will be unable to comply with the strictures of those laws,"

"According to PWC and KPMG, more than 90% of corporate spreadsheets have material errors in them."

If you can demonstrate that good spreadsheet practices have been applied, auditors will need to spend less time auditing corporate spreadsheets, which will save you money on your auditing fees,

Auditors want to do more than simply look at an audit trail and check for errors, they also want to find out about the relationships that exist between worksheets and where numbers come from.

Typical Reporting Processes



- Cost, Complexity, Accuracy ?
- 1-7 Hours ?
 - Per Report
 - Providing Structures Consistent
 - Maintenance Required (Each Period)
 - Little Reuse Of Effort

EiB Financial Analytics Reporting Solution





EiB Financial Analytics – The Start Point

Sage X3

sage 1000
sage Line 500

Sage 200



Microsoft Excel - Profit & Loss Trend

Profit & Loss Trend

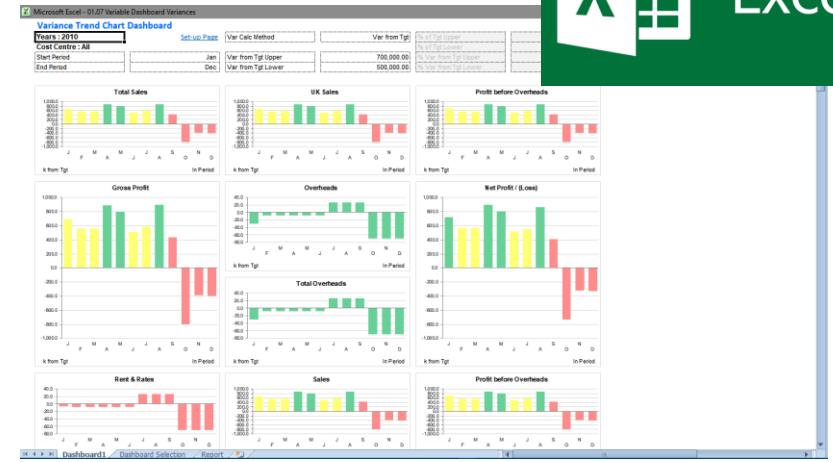
ALC_Finance_2011, Finance (04/02/2012 10:49:44)

Companies: ALC Consolidated

Measures: Journal Amount

Centre:
 Invest:
 Year:
 MerCo:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
+ UK Sales	235,739.00	274,775.60	310,152.82	330,295.82	352,087.52	74,165.06		200,086.92	184,884.94	143,751.40	354,823.30	2,450,763.40	
+ Export Sales				401.94									401.94
Total Sales	235,739.00	274,775.60	310,152.82	330,697.76	352,087.52	74,165.06		200,086.92	184,884.94	143,751.40	354,823.30	2,451,165.34	
+ Trading Expenses	135,942.00	155,651.20	181,983.00	62,756.14	450,514.40	178,311.22			387,402.86	353,672.44	488,656.54	2,394,000.00	
+ Cost of Sales	8,330.36	2,825.44	(198.36)	(4,854.26)									5,973.40
+ Direct Selling	15,742.02	16,144.48	15,611.88										47,498.28
Total Trading Expenses	159,084.40	174,731.20	197,197.18	57,901.94	450,514.40	178,311.22			387,402.86	353,672.44	488,656.54	2,447,472.00	
Gross Profit	76,654.60	100,044.40	112,955.64	272,795.82	(98,426.88)	(104,146.16)		200,086.92	(68,787.50)	(109,921.04)	(133,433.24)	13,683.34	
+ Non Trading Income			3,787.74										3,787.74
+ Non Trading Inc				600.00									600.00
+ Share of Assets													
+ Other Income	(43.84)	(0.02)	0.74	(11,974.72)	(65,634.48)	78,856.12	(63.10)	(0.96)	(56,943.08)				60,363.56
Total Non Trading Income	(43.84)	(0.02)	4,388.48	(11,974.72)	(65,634.48)	78,856.12	(63.10)	(0.96)	(56,943.08)				8,548.92
Profit before Overheads	76,610.76	100,044.38	117,344.12	260,821.10	(164,571.44)	(25,290.04)	(63.10)						
+ Overheads													
+ Travel & Exp	482.00	836.00	478.18										



Data

MI Database

Reports & Dashboards

Handling Real World Sage Financial Reporting

The screenshot displays a complex Excel environment for financial reporting. Key components include:

- Dimension Browser:** A sidebar on the left listing various dimensions such as 'Companies', 'USA', 'VIETNAM', and 'RAPHAELS CONSOLIDATION'.
- Design Cube Report:** A central pane showing report hierarchies and selections for 'Management Accounts - Profit & Loss Dr'. It includes sections for 'Hierarchies', 'Report Lines', and 'Selections Available'.
- Profit & Loss Statements:** Multiple windows showing detailed financial data. One window for 'Raphaels Bank' lists categories like '+ INTEREST INCOME', '+ INTEREST EXPENSE', and '+ FEES, COMMISSION & CHARGES INCOME'.
- Change Criteria Dialogs:** Several 'Change criteria' windows are open, allowing users to filter data by dimension (e.g., 'Companies') and currency.
- Excel Interface:** The background shows the Microsoft Excel ribbon with tabs for 'File', 'Home', 'Developer', 'Insert', 'Page Layout', 'Formulas', 'Data', 'Review', 'View', 'Developer', 'A La Carte', 'Cube Report', 'SQL Report', 'Dashboard', and 'Distribution'.

Microsoft Excel - Profit & Loss Variances (Current Period, YTD)

Profit & Loss Variances (Current Period, YTD)

ALC_Finance_2011, Finance (04/02/2012 10:49:44)

Companies : ALC Consolidated

Measures : Journal Amount

Cost Centre : All

Department : All

Finance Calendar : Jun 10

	Actual	Budget	Variance	Variance %
+ Sales				
+ UK Sales	74,165.06	266,666.66	(192,501.60)	
Sales - Default	8,532.42		8,532.42	
Sales - Bespoke Kitchens	66,237.84	266,666.66	(200,428.82)	
Sales - Kitchens Components				
Sales - Value Added	(605.20)		(605.20)	
+ Export Sales		1,416.66	(1,416.66)	
Total Sales	74,165.06	268,083.32	(193,918.26)	
+ Trading Expenses				
+ Cost Of Sales	178,311.22	68,833.32	(109,477.90)	
+ Direct labour		4,333.32	4,333.32	
+ Direct Selling		8,349.98	8,349.98	
Total Trading Expenses	178,311.22	81,516.62	(96,794.60)	
Gross Profit	(104,146.16)	186,566.70	(290,712.86)	
+ Non Trading Income				
+ Non Trading Inc				
+ Sale of Assets				
+ Other Income	78,856.12	(100,000.00)	178,856.12	
Total Non Trading Income	78,856.12	(100,000.00)	178,856.12	
Profit before Overheads	(25,290.04)	86,566.70	(111,856.74)	

Microsoft Excel - Profit & Loss (Actuals Current Period, YTD)

1 Return to report

2 Transactions for :

3 Rows UK Sales

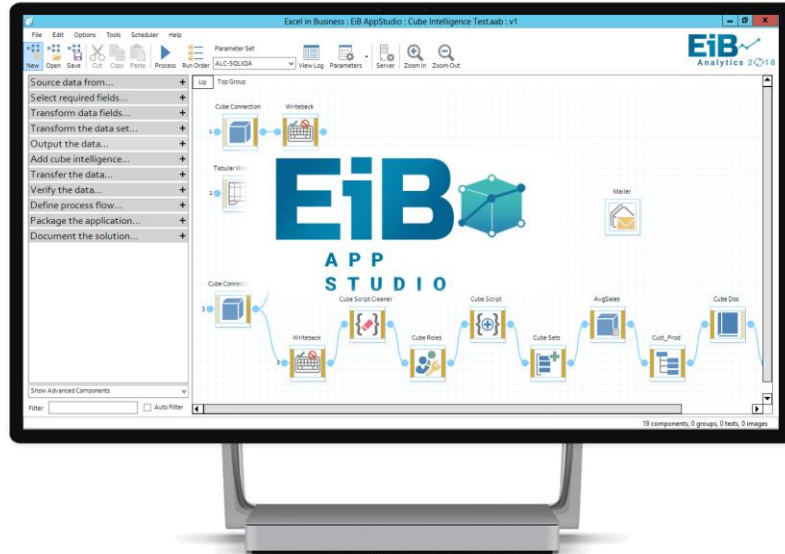
4 Columns Current Period

5 Criteria Journal Amount, ALC Consolidated, All, All, Qtr 2 10

6 Total Value 756,549.50

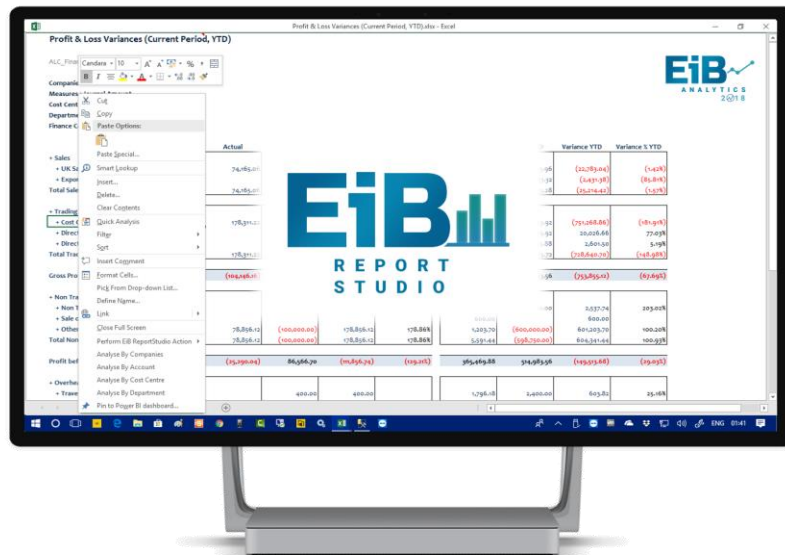
Cost Centre Caption	Department Caption	Account Caption	Nominal Account	Journal Amount	Currency Amount	Report Amount	Currency	Compa
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	9,202.50	9,202.50	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	242.00	242.00	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	2,109.18	2,109.18	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	10,134.83	10,134.83	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	44,961.42	44,961.42	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	9,912.38	9,912.38	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	16,263.72	16,263.72	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	14,635.63	14,635.63	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	4,203.00	4,203.00	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	4,054.00	4,054.00	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	33,633.60	33,633.60	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	1,139.65	1,139.65	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	6,175.94	6,175.94	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	4,071.05	4,071.05	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	2,470.38	2,470.38	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	468.45	468.45	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	(302.60)	(302.60)	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	ADM - Administration	31100 - Sales - Bespoke Kitchens	Sales - Default	792.20	792.20	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	ADM - Administration	31100 - Sales - Bespoke Kitchens	Sales - Default	3,474.01	3,474.01	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	13,737.53	13,737.53	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	5,065.00	5,065.00	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	14,263.79	14,263.79	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	24,299.88	24,299.88	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	19,811.25	19,811.25	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	1,037.70	1,037.70	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	4,314.40	4,314.40	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	BES - Bespoke Kitchens	31100 - Sales - Bespoke Kitchens	Sales - Bespoke Kitchens	934.31	934.31	0.00	United Kingdom, Pounds	ALC Co

EiB Analytics



EiB AppStudio

- Visual MI Apps for MS BI
- Any source
- Any output
- Automation
- Documentation
- Grouping
- Cleansing

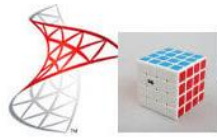


EiB ReportStudio

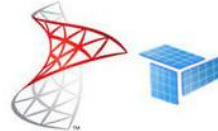
- Excel Reporting Addin
- SQL / Cube / Tabular
- Formatted Reports
- Unstructured Reports
- Dashboards
- Distribution

Open Visual MI Applications Platform

Information On Demand



Multidimensional



Tabular



Power BI



Deployed Anyway



Pivot Tables



tableau

DOCUMENTATION

AUTOMATION

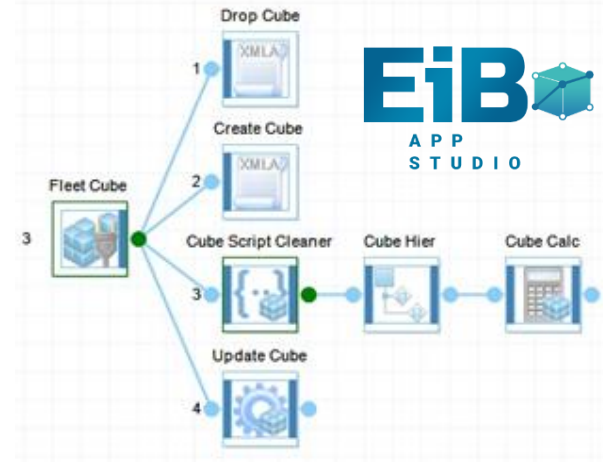
HOSTED OPTION

Cleansed Information Data Warehouse With Reusable Business Logic

Calculations – Time, KPI

Error Handling & Data Quality

Data Acquisition



User Groupings, Data Augmentation

GDPR Data Encryption

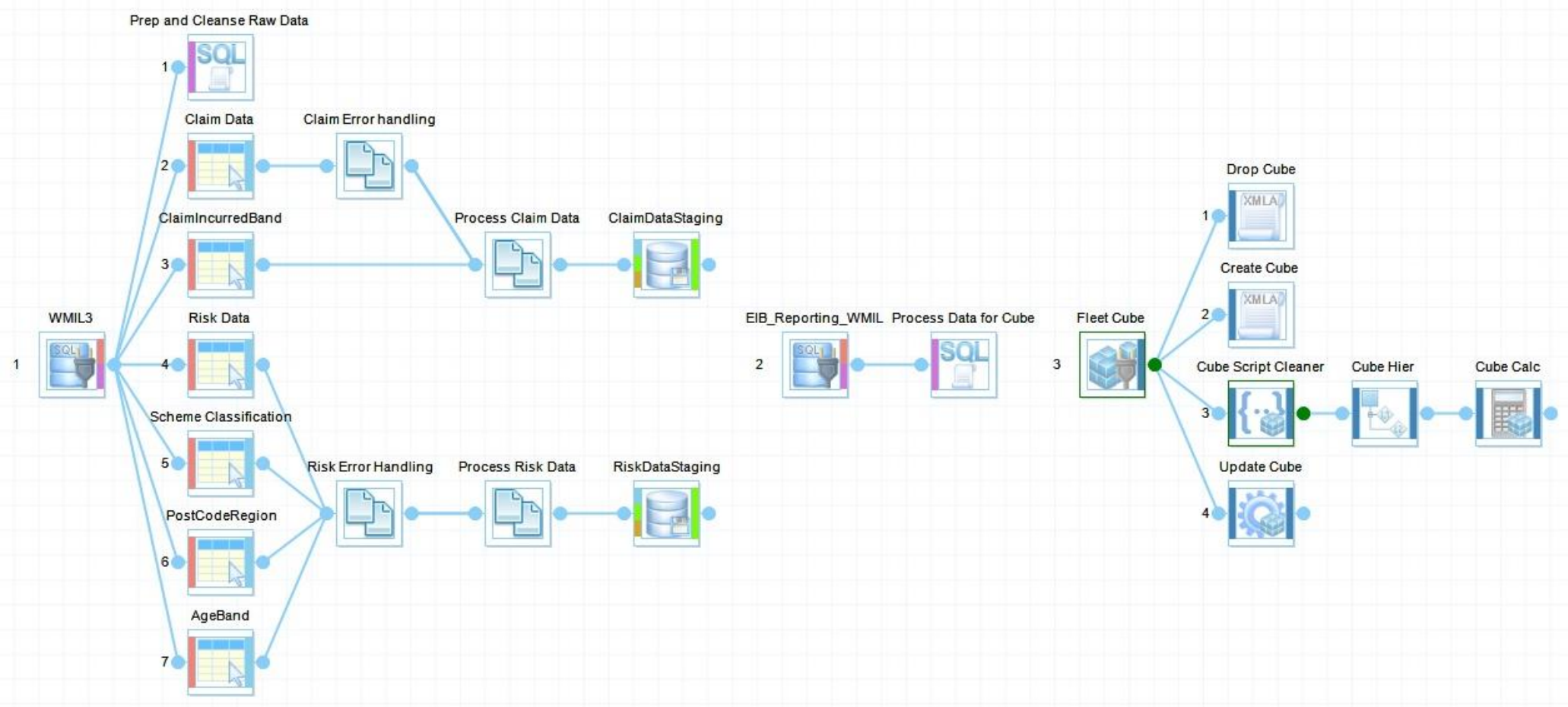
Extract, Load, Transform

Microsoft SQL Server
ORACLE
Back Office Apps

Web Feed Live Data

CSV X
Files

Manual Data



Business Context Driven Dashboards

Microsoft Excel - 01.02 Dashboard Trends

Dashboard Trend Charts - Actual v Target

Cost Centre : All
Measures : Reporting Amount
Department : All

Microsoft Excel - Gauge Dashboard (2 Large & 16 Small)

Detailed Financial KPI Gauge Dashboard

Companies : ALC Consolidated
Cost Centre : All
Department : All
Finance Calendar : Qtr 2 10

Microsoft Excel - 01.06 Act Vs Bud Vs Fcst Asymmetric Report and Chart

Actual v Budget v Forecast Analysis

FINI_2013, Finance (09/04/2014 11:55:30)

Companies : Demo Company
Department : All
Cost Centre : All
Measures : Journal Amount
Finance Year : 2010

Lower Limit %: 40.0%

Chart Period Selection: Jan to Dec

Top Report	Jan Actual	Feb Actual	Mar Actual	Apr Actual	May Actual	Jun Actual	Actual	Aug Budget	Sep Budget	Oct Budget	Nov Budget	Dec Budget
Sales	927,492.51	755,263.63	763,494.91	981,408.88	851,349.13	695,742.36	831,404.70	1,209,228.87	1,071,363.68	679,747.57	195,000.00	198,000.00
Overhead	20,061.42	31,037.24	31,037.24	31,037.24	31,037.24	31,037.24	48,484.04	77,411.70	80,780.58	35,000.00	35,000.00	35,000.00
Net Profit / Loss	914,714.42	724,226.39	732,457.67	950,371.64	820,311.89	664,705.12	782,920.66	1,131,817.17	990,583.09	644,747.57	160,000.00	163,000.00

Power BI Option – Web & Mobile

Measure Comparison

Underwriting Year: All

Cover: All

Age Band: All

NCB Banding: All

Sex: All

Region: All

Broker: All

Product: All

Earned & Written v Incurred Breakdown

Underwriting Year: All

Cover: All

Age Band: All

NCB Banding: All

Sex: All

Region: All

Broker: All

Product: All

Events Summary

Written Gross Net Premium = 38.34M

NetM: 116,391.12

GrossM: 163,536.24

NetPrice: -58.18

GrossPrice: 291.84

Version: Actual

Periods: All

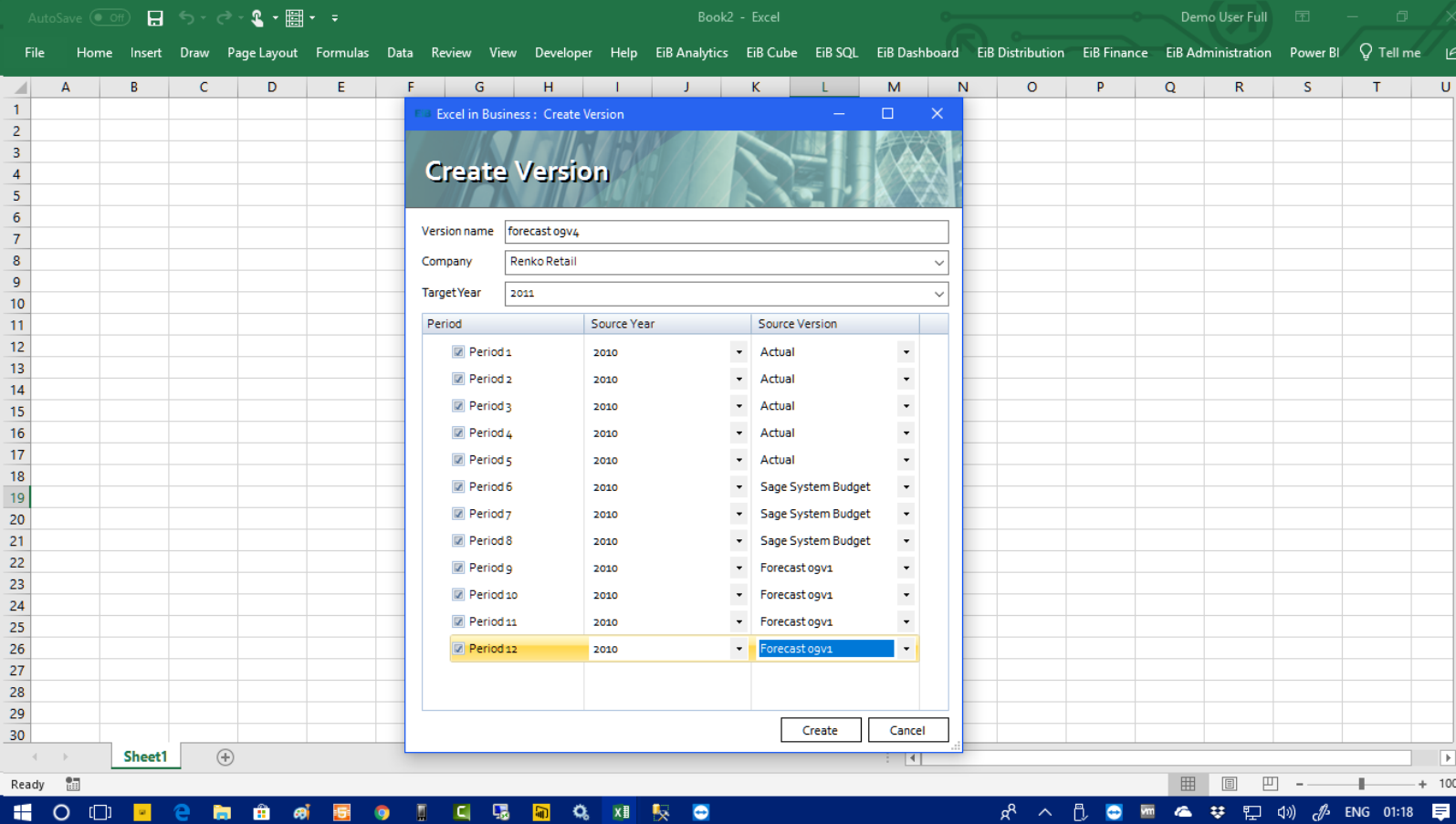
Parent: Profit

NetM by EventManager

NetM by EventName

NetM by EventType

Generating A New Budget / Forecast



Excel in Business : Create Version

Create Version

Version name: forecast ogv4

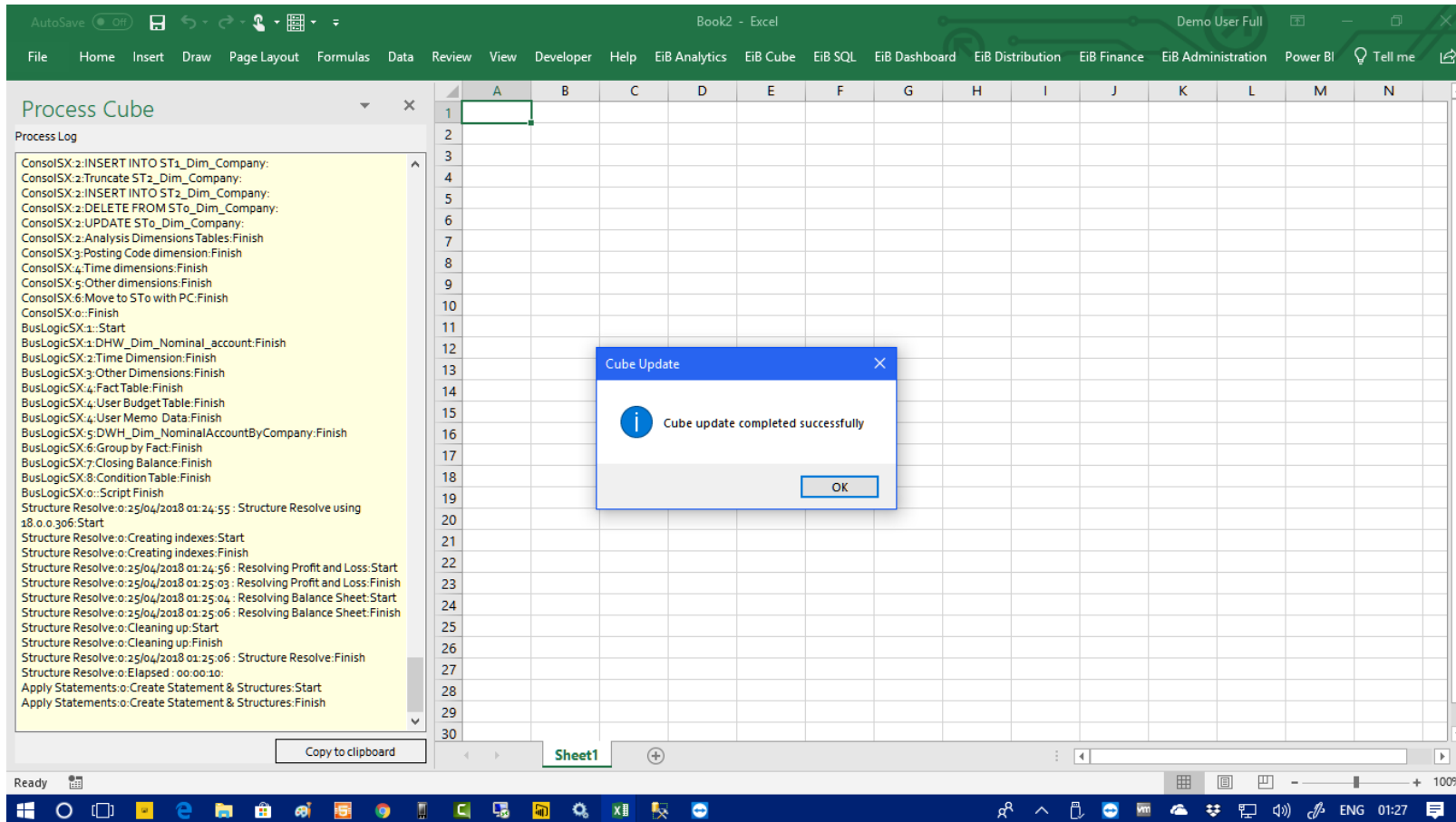
Company: Renko Retail

Target Year: 2011

Period	Source Year	Source Version
<input checked="" type="checkbox"/> Period 1	2010	Actual
<input checked="" type="checkbox"/> Period 2	2010	Actual
<input checked="" type="checkbox"/> Period 3	2010	Actual
<input checked="" type="checkbox"/> Period 4	2010	Actual
<input checked="" type="checkbox"/> Period 5	2010	Actual
<input checked="" type="checkbox"/> Period 6	2010	Sage System Budget
<input checked="" type="checkbox"/> Period 7	2010	Sage System Budget
<input checked="" type="checkbox"/> Period 8	2010	Sage System Budget
<input checked="" type="checkbox"/> Period 9	2010	Forecast ogv1
<input checked="" type="checkbox"/> Period 10	2010	Forecast ogv1
<input checked="" type="checkbox"/> Period 11	2010	Forecast ogv1
<input checked="" type="checkbox"/> Period 12	2010	Forecast ogv1

Create Cancel

Processing The Cube As A Finance Admin

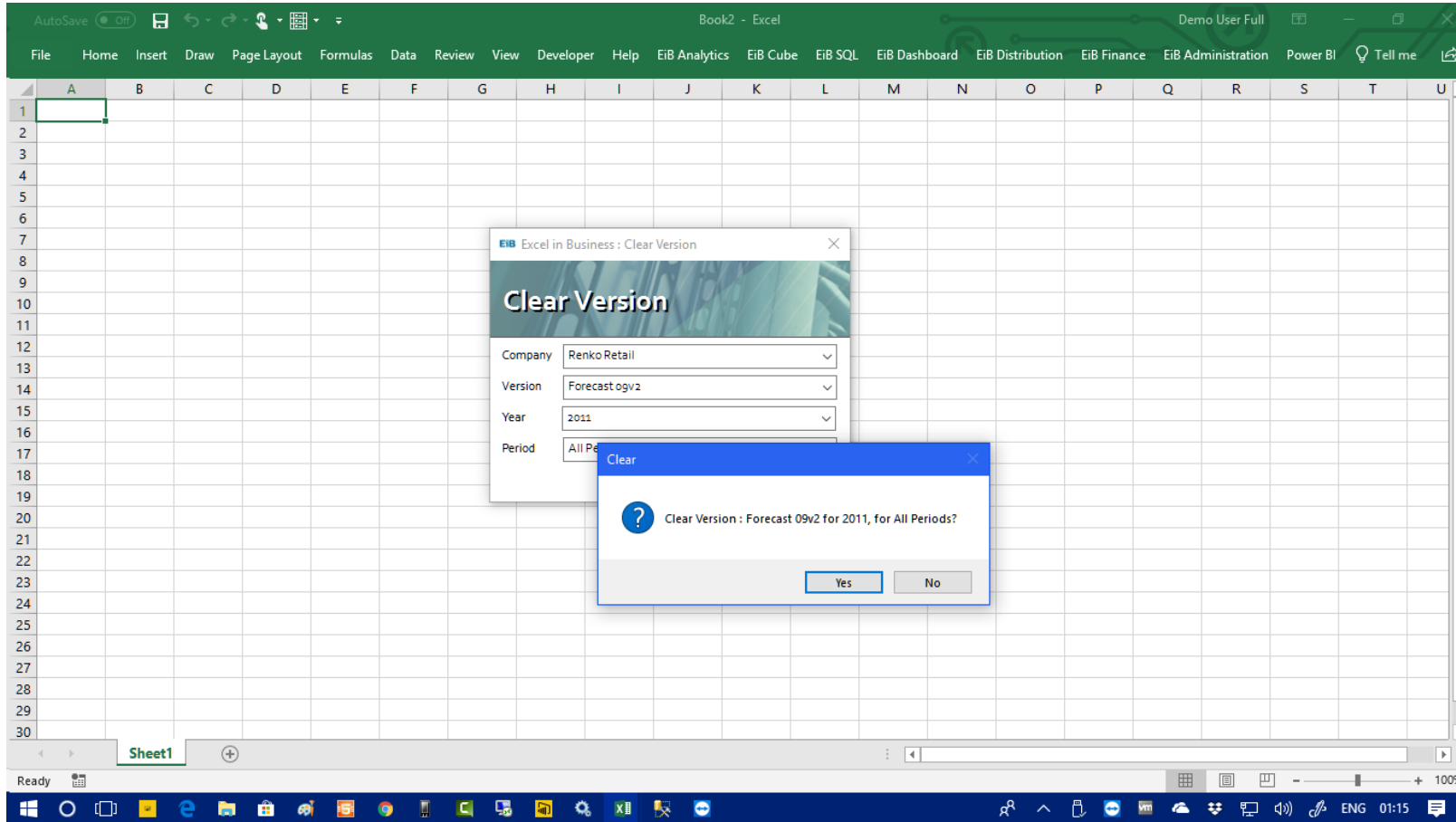


The screenshot displays the Microsoft Excel interface with a custom ribbon. The ribbon includes tabs for File, Home, Insert, Draw, Page Layout, Formulas, Data, Review, View, Developer, Help, EIB Analytics, EIB Cube, EIB SQL, EIB Dashboard, EIB Distribution, EIB Finance, EIB Administration, Power BI, and Tell me. The main window shows a spreadsheet with columns A through N and rows 1 through 30. A 'Process Cube' task pane is open on the left, displaying a 'Process Log' with the following text:

```
ConsolSX:2:INSERT INTO ST1_Dim_Company:
ConsolSX:2:Truncate ST1_Dim_Company:
ConsolSX:2:INSERT INTO ST2_Dim_Company:
ConsolSX:2:DELETE FROM ST0_Dim_Company:
ConsolSX:2:UPDATE ST0_Dim_Company:
ConsolSX:2:Analysis Dimensions Tables:Finish
ConsolSX:3:Posting Code dimension:Finish
ConsolSX:4:Time dimensions:Finish
ConsolSX:5:Other dimensions:Finish
ConsolSX:6:Move to ST0 with PC:Finish
ConsolSX:0:Finish
BusLogicSX:1:Start
BusLogicSX:1:DHW_Dim_Nominal_account:Finish
BusLogicSX:2:Time Dimension:Finish
BusLogicSX:3:Other Dimensions:Finish
BusLogicSX:4:Fact Table:Finish
BusLogicSX:4:User Budget Table:Finish
BusLogicSX:4:User Memo Data:Finish
BusLogicSX:5:DWH_Dim_NominalAccountByCompany:Finish
BusLogicSX:6:Group by Fact:Finish
BusLogicSX:7:Closing Balance:Finish
BusLogicSX:8:Condition Table:Finish
BusLogicSX:0:Script Finish
Structure Resolve:0:25/04/2018 01:24:55 : Structure Resolve using
18.0.0.306 Start
Structure Resolve:0:Creating indexes:Start
Structure Resolve:0:Creating indexes:Finish
Structure Resolve:0:25/04/2018 01:24:56 : Resolving Profit and Loss:Start
Structure Resolve:0:25/04/2018 01:25:03 : Resolving Profit and Loss:Finish
Structure Resolve:0:25/04/2018 01:25:04 : Resolving Balance Sheet:Start
Structure Resolve:0:25/04/2018 01:25:06 : Resolving Balance Sheet:Finish
Structure Resolve:0:Cleaning up:Start
Structure Resolve:0:Cleaning up:Finish
Structure Resolve:0:25/04/2018 01:25:06 : Structure Resolve:Finish
Structure Resolve:0:Elapsed - 00:00:10:
Apply Statements:0:Create Statement & Structures:Start
Apply Statements:0:Create Statement & Structures:Finish
```

A 'Cube Update' dialog box is overlaid on the spreadsheet, displaying the message: 'Cube update completed successfully' with an 'OK' button.

Clearing Existing Budget / Forecast



The screenshot displays the Excel in Business application interface. The main window shows a spreadsheet with columns A through U and rows 1 through 30. A dialog box titled "Excel in Business : Clear Version" is open, featuring a "Clear Version" header and four dropdown menus: "Company" (Renko Retail), "Version" (Forecast ogv2), "Year" (2011), and "Period" (All Periods). A smaller confirmation dialog box is overlaid on top, asking "Clear Version : Forecast 09v2 for 2011, for All Periods?" with "Yes" and "No" buttons. The application's ribbon includes tabs for File, Home, Insert, Draw, Page Layout, Formulas, Data, Review, View, Developer, Help, EIB Analytics, EIB Cube, EIB SQL, EIB Dashboard, EIB Distribution, EIB Finance, EIB Administration, Power BI, and Tell me. The status bar at the bottom indicates "Ready" and "Sheet1".

Budgeting & Forecasting Data Entry Reports

Microsoft Excel - 01.09 Sage 200 Fini Data Entry

Sage 200 Forecast Data Entry Report

FINI_2014_S200, Finance (18/10/2016 09:26:54)

Version : Sage 200 Budget
 Finance Calendar : Mar 10
 Company : C001 - Company 1
 Cost Centre : LON - London
 Department : VAL - Value Added Goods

Data Entry

You are entering values but have not

Microsoft Excel - 01.02 A La Carte Act v Bud v Fcst

1 2 3 4 5 A

1

2

3

4

5

6

7

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13

14

15

18

21

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72

77

80

Sheet1 Sheet2 Sheet3

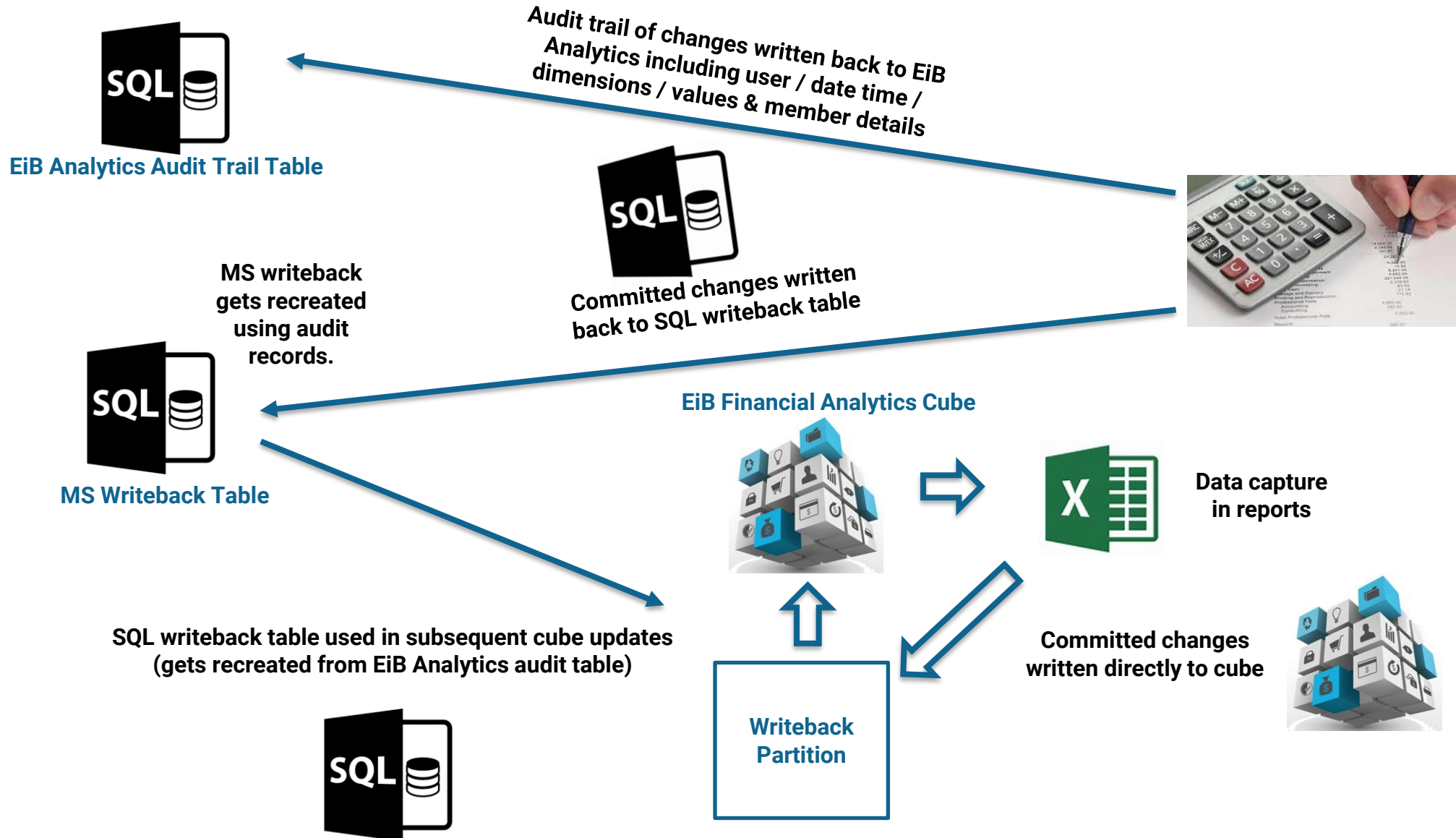
	CP Act Mvt	CP Bud/Fcst Mvt	YTD Act
+ Sales	171,837.41	190,000.00	539,937.19
+ UK Sales	171,837.41	165,000.00	539,937.19
+ Sales Manchester	171,837.41	165,000.00	539,937.19
+ Export Sales	25,000.00		
Total Sales	171,837.41	190,000.00	539,937.19
+ Trading Expenses		45,000.00	
Total Trading Expenses			
Gross Profit	171,837.41	190,000.00	539,937.19
+ Non-Trading Income			
Total Non-Trading Income			
Profit before Overheads	171,837.41	190,000.00	539,937.19
+ Overheads			
Total Overheads			
+ Financial Overheads			
Total Financial Overheads			
Net Profit / (Loss)	171,837.41	190,000.00	539,937.19

FINI_2013, Finance (09/04/2014 11:55:30)

Companies : Demo Company
 Cost Centre : All
 Department : All
 Finance Calendar : Jun 10

	Actuals	Revised Forecast 1	Variance To Forecast	Original Budget	Variance To Budget
Sales	695,742.36	708,415.46	(12,673.10)	1,066,091.04	(370,348.68)
UK Sales	695,742.36	708,415.46	(12,673.10)	1,066,091.04	(370,348.68)
Birmingham	167,743.40	200,000.00	(32,256.60)	290,872.15	(123,128.75)
London	156,877.37	150,000.00	6,877.37	294,327.18	(137,449.81)
Manchester	141,518.75	125,951.69	15,567.06	265,197.25	(123,678.50)
Manchester Retail Outlet	58,079.96	58,067.62	12.34	59,421.12	(1,341.16)
Factory/Warehouse	130,033.95	127,639.64	2,394.31	114,503.11	15,530.84
Scotland Retail Outlet	36,706.16	42,356.37	(5,650.21)	36,604.85	101.31
N/A	4,782.77	4,400.15	382.62	5,165.39	(382.62)
Trading Cost					
Direct labour					
Installation/Design					
Factory/Warehouse					
Direct Selling					
Factory/Warehouse					
Gross Profit	695,742.36	708,415.46	(12,673.10)	1,066,091.04	(370,348.68)
Overhead	31,037.24	26,482.98	(4,554.26)	67,609.05	36,571.81
Rent & Rates	31,037.24	26,482.98	(4,554.26)	67,609.05	36,571.81
Administration	1,250.00	1,100.00	(150.00)	1,375.00	125.00
Birmingham	9,361.70	7,863.83	(1,497.87)	18,957.45	9,595.75
London	12,340.43	10,242.56	(2,097.87)	28,074.47	15,734.04

Budgeting / Forecasting Process



Distributed Budgeting / Forecasting Process

Full Act v Bud v Fcst Period Analysis - Excel

Actual v Budget v Forecast Analysis

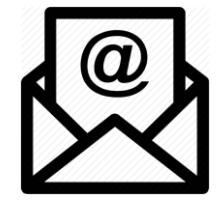
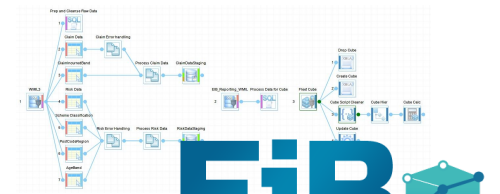
Company: Demco Company
Department: All
Cost Centre: All
Measure: Journal Amount
Finance Year: 2000

Top Report	Jan Actual	Feb Actual	Mar Actual	Apr Actual	May Actual	Jun Actual	Jul Budget	Aug Budget	Sep Budget	Oct Budget	Nov Budget	Dec Budget
Sales	972,491.91	725,245.61	725,499.91	916,468.88	812,499.11	692,741.36	1,527,726.26	1,229,128.87	1,271,295.48	879,247.57	195,000.00	195,000.00
UK Sales	972,491.91	725,245.61	725,499.91	916,468.88	812,499.11	692,741.36	1,527,726.26	1,229,128.87	1,271,295.48	879,247.57	195,000.00	195,000.00
Birmingham	271,011.49	169,231.01	168,241.01	181,241.01	169,241.01	141,241.01	421,241.01	351,241.01	351,241.01	221,241.01	141,241.01	141,241.01
London	271,011.49	169,231.01	168,241.01	181,241.01	169,241.01	141,241.01	421,241.01	351,241.01	351,241.01	221,241.01	141,241.01	141,241.01
Manchester	430,468.92	386,783.59	387,017.89	554,986.86	473,957.99	410,259.34	685,244.99	626,646.85	668,813.99	436,765.55	303,759.00	303,759.00
Manchester Retail Outlet	430,468.92	386,783.59	387,017.89	554,986.86	473,957.99	410,259.34	685,244.99	626,646.85	668,813.99	436,765.55	303,759.00	303,759.00
Factory/Warehouse	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99
Scottish Retail Outlet	271,011.49	169,231.01	168,241.01	181,241.01	169,241.01	141,241.01	421,241.01	351,241.01	351,241.01	221,241.01	141,241.01	141,241.01
RUK	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99	141,942.99
Trading Cost	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)
Direct labour	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)
Direct selling	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)	(1,241.41)
Gross Profit	971,250.50	724,004.20	724,258.50	915,227.47	811,257.70	691,499.95	1,526,484.85	1,227,887.46	1,269,054.07	878,006.16	193,759.00	193,759.00
Overhead	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00
Rent & Rates	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00	30,000.00
Subsidiary Wages	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)	(1,000.00)
Net Profit before Finance	940,250.50	693,004.20	693,258.50	885,227.47	781,257.70	661,499.95	1,525,484.85	1,226,887.46	1,268,054.07	848,006.16	162,759.00	162,759.00

Report Produced Per Company, Cost Centre, Department 1-n Months Act, n+1-12 Months Fcst



Report Distribution Module (RDM)

Act v Bud v Fcst Analysis - Excel

Offline P&L With Full Drilldown

	Actuals	Revised Forecast	Variance To Forecast	Original Budget	Variance To Budget
Sales	692,741.36	705,499.46	(12,758.10)	1,066,099.04	(373,348.68)
UK Sales	692,741.36	705,499.46	(12,758.10)	1,066,099.04	(373,348.68)
Birmingham	452,241.01	452,241.01	0.00	452,241.01	0.00
London	140,500.35	140,500.35	0.00	140,500.35	0.00
Manchester	100,000.00	112,758.10	(12,758.10)	100,000.00	12,758.10
Manchester Retail Outlet	100,000.00	112,758.10	(12,758.10)	100,000.00	12,758.10
Factory/Warehouse	140,500.35	140,500.35	0.00	140,500.35	0.00
Scottish Retail Outlet	100,000.00	100,000.00	0.00	100,000.00	0.00
RUK	40,000.00	40,000.00	0.00	40,000.00	0.00
Trading Cost					
Direct labour					
Installation/Design					
Factory/Warehouse					
Direct selling					
Factory/Warehouse					
Gross Profit	692,741.36	705,499.46	(12,758.10)	1,066,099.04	(373,348.68)
Overhead	30,000.00	30,000.00	0.00	30,000.00	0.00
Rent & Rates	30,000.00	30,000.00	0.00	30,000.00	0.00
Administration	1,000.00	1,000.00	0.00	1,000.00	0.00
Birmingham	30,000.00	30,000.00	0.00	30,000.00	0.00
London	1,000.00	1,000.00	0.00	1,000.00	0.00

Performance Gauges.xlsx - Microsoft Excel

KPIs Act v Tgt Single Period

FINFA La Carte Finance (07/07/2010 07:31:48)

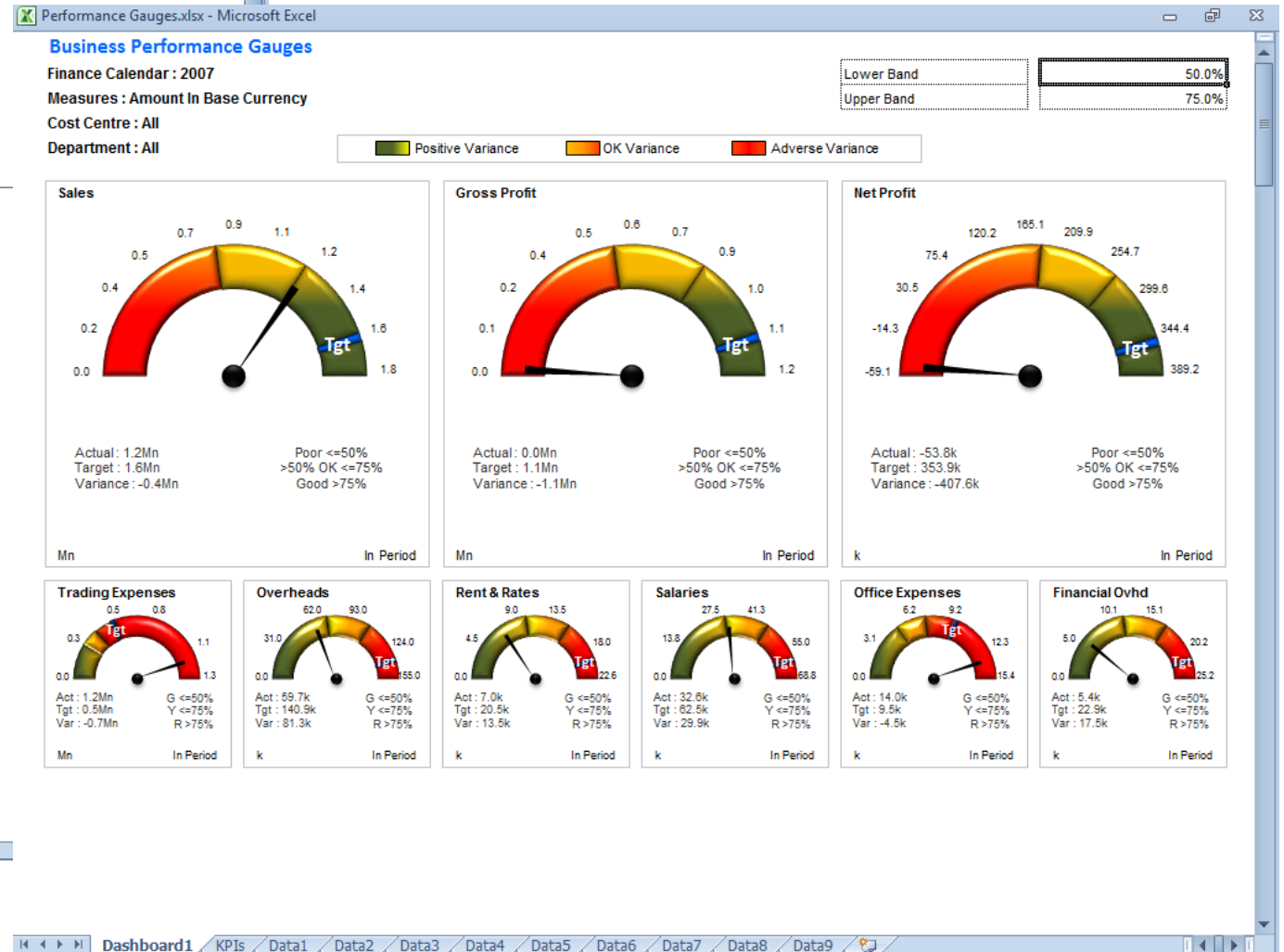
Finance Calendar : 2007

Measures : Amount In Base Currency

Cost Centre : All

Department : All



	Mvt C/P	Bud C/P
Sales	1,230,582.71	1,605,666.68
Total Sales	1,230,582.71	1,605,666.68
Trading Expenses	1,223,736.13	489,100.00
Total Trading Expenses	1,223,736.13	489,100.00
Gross Profit	6,846.58	1,116,566.68
Gross Profit %	0.01	0.70
Non-Trading Income	4,474.30	(598,875.00)
Total Non-Trading Income	4,474.30	(598,875.00)
Profit Before Overheads	11,320.88	517,691.68
Overheads	59,659.55	140,940.00
Rent & Rates	6,994.42	20,500.00
Light & Heat	4,500.33	
Maintenance	12.56	40,840.00
Salaries	32,584.98	62,500.00
Travel & Expenses	898.09	2,400.00
Sales Promotion		
Carriage Out		
Office Expenses	14,012.83	9,500.00
Professional Fees		4,000.00
IT Costs	375.00	1,200.00
General Expenses	281.34	
Total Overheads	59,659.55	140,940.00
Financial Overheads	5,413.11	22,900.00
Total Financial Overheads	5,413.11	22,900.00
Net Profit / (Loss)	(53,751.78)	353,851.68



Why Excel in Business



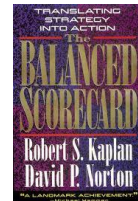
● Performance

- Management Team Genta IPO – \$26M 
- Seed Funding IntelligentApps
- ProClarity (UK) -> Microsoft
- IntelligentApps Trade Sale 

● People

- Over 600 MIS / BI projects
- 15 years R&D, Consultancy
- Small, experienced team

● Product



- First commercial Balanced Scorecard product with David Norton
- 4 Excel based BI / Reporting products
- First Excel Dashboard product

● Pricing

- Simple pricing per annum
- All costs known upfront
- No per user, per server, per author / user complexities
- Virtual services and training minimizes cost

Software Requirements

- Sage 1000
 - Sage on SQL Server 2012/2014/2016/2017

- EiB Financial Analytics
 - SQL Server 2012/2014/2016/2017 Standard Edition
 - SQL Server 2012/2014/2016/2017 Analysis Services
 - 4-8Gb Memory On Server
 - Windows Terminal Services / Citrix (Options)

- PCs
 - Windows 8, Windows 8.1, Windows 10
 - Excel **2013, 2016, 365 Desktop (64 bit best)**
 - 1Gb Memory (2-4 Gb Recommended)

Implementation Approach

- You Ensure Infrastructure Exists
- Software Downloaded To You
- We Work Remotely With You
 - Require SQL Server Analysis Services Installed
 - EiB Installs EiB Financial Analytics
 - 2 x Clients and 1 x Server
 - IT Shown How To Install Further Clients
- You Map Financial Statements
 - We Implement Statements and Test
- Together We Go Through Reports
 - Any customisation work, Forecasting etc



Fasttrack Approach - Implementation

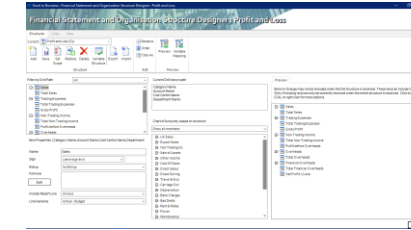
OnPremise



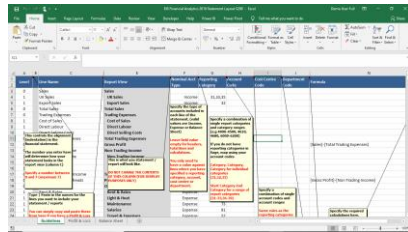
EiB Data Extract



EiB Hosting Platform



Structure Designer



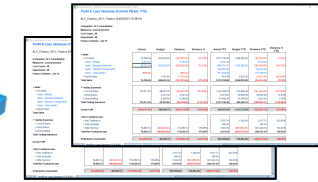
Statement Layout



Menu



Cube



10 x Std Reports



Training



Go Live On Premise

EiB Financial Analytics

Sage 500/1000

● EiB Financial Analytics Software

● Sage 500/1000

- Single Country, Single Company £ 5,995 per annum
- Worldwide, Multi Company £ 11,995 per annum
- **<£1k Per Month For A Worldwide Financial Reporting Application !**

● EiB Launch Professional Services

● Implementation & Configuration – Sage 500/1000

- Setup Single Company £ 2,995
- **Setup Multi Company** £ 4,995
- Training 2-5 days £ 1,990-4,995
- **Budgeting & Forecasting** £ TBA
- **Additional Work** £ 995 per unit

● Inclusive Of

- **Unlimited Users** – Easy To Budget
- Support & Maintenance
- Product Upgrades

EiB Financial Analytics

Sage 500/1000

OPTIONAL

● EiB AppStudio Software

- Sage 500/1000 Customers

- Single Country

£ 3,995 per annum

- **£ 12,995 per annum for Non Sage Customers**


● EiB Launch Professional Services

- Implementation & Configuration – AppStudio

- Consultancy

£ 995 per day

Sage Case Studies



Automated Analytics. Powerful Insights.


EiB Financial Analytics Case Study

Core Business

Autism Initiatives UK and its subsidiary, First Initiatives are registered charities whose primary aims are to meet the needs of people with Autism, learning disabilities and or mental health problems. Autism Initiatives also assist their families and carers throughout the UK by providing a comprehensive range of services which are person centered, professional and innovative. The organisation currently provides direct support for over 600 individuals in over 80 locations throughout the north of England, Isle of Man, Northern Ireland, Scotland and Ireland.

Reporting Background:

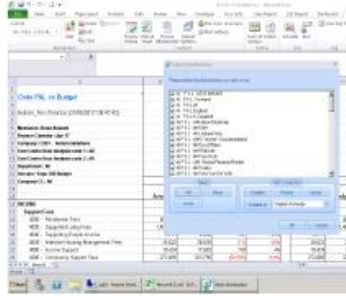
Prior to the implementation of EiB Financial Analytics, the reporting process at Autism Initiatives and First Initiatives was extremely labour and resource intensive. It required the extraction of a detailed Trial Balance from Sage 200 into Excel, and the use of Excel Macros to disseminate the result into over 100 spreadsheets with a variety of links and cross checks to produce reports for each of their Cost Centre Managers.




"I still ask myself, 'How did I manage before, without EiB Financial Analytics'. I would thoroughly recommend that any organisation with multiple Cost or Profit Centres needing a flexible, easy to use Sage 200 reporting solution to take a look at EiB Financial Analytics"

Janice Howard,
Financial Director


Once produced, each set of spreadsheets for each Manager had to be manually saved and then attached to individual e-mails, resulting in this process alone taking up to one day to complete. "Maintaining such a large and complex reporting environment proved a challenge particularly with only one person in the organisation having an in depth understanding of the configuration of our Excel Worksheets", says Janice Howard, Finance Director at Autism Initiatives. "What we required was a solution that would simplify and shorten our process and provide the flexibility of reporting we needed".





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Automated Analytics. Powerful Insights.

EiB Analytics Case Study


Core Business

SIGVARIS Britain LTD are part of a global group of companies, privately owned in Switzerland. They distribute their own manufactured medical compression hosiery to the medical industry, supplying the NHS, private hospitals, specialist clinics, hospices and end-users. Their products are available on prescription, so a large part of their sales is to pharmaceutical wholesalers and pharmacies direct.

Reporting Background:

"Standard reporting in Sage 200 just didn't give us the level of sales reporting that our Business Development Managers needed to truly understand their territories. We wanted a depth of detail, reported by various criteria, on a monthly and year to date basis, and the criteria we needed was not able to be used within the standard reporting nor the Sage BI module of Sage 200.

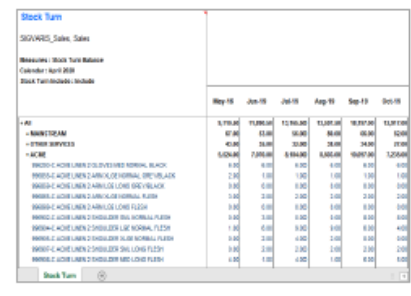
To produce what we needed for our sales team, several reports had to be run within Sage and exported to Excel, after which multiple sorting and V-Lookups had to be carried out to compile several reports to show sales by territory, sales by postcode and sales by customer. This process required a staff member with considerable Excel skills, great attention to detail and accuracy, and above all... a lot of time!"




"The old adage 'time is money' is truly reflected in the speed in which we can now produce all our reports. What used to take a full month, now takes a matter of minutes... truly!"

Jan Briggs
Financial Controller

"It would take at least a full day's work to produce and present the figures in this way. The information then had to be manually emailed to the sales team. Any resulting queries from any of the numbers questioned by the sales team, then had to be thoroughly investigated by tracing the source of the data to explain or justify the report. As the company grew and the sales increased, the sales team needed more and increasingly detailed information to make their business plans and drill down to bottom level information in what is a somewhat complex customer base."





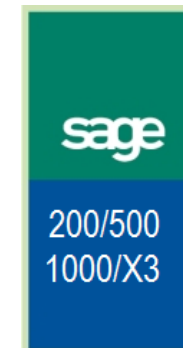
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Summary

● EiB Financial Analytics – Sage 1000

- Complete Management Reporting & Budgeting & Forecasting
- Value
 - Low Cost Entry, Immediate ROI
 - Unlimited Deployment of Software
 - Easy to Grow – Modules and Additional Companies
 - Implementation Fixed Cost – Easy to Budget
- Benefits
 - Automated Reporting Without Usual Costs and Skills Required
 - Information Accuracy
 - Immediacy – Live in Days





EiB Financial Analytics – Sage 1000

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