



## EiB Financial Analytics – Sage 200 Overview

**Excel in Business**

[www.excelinbusiness.com](http://www.excelinbusiness.com)

# Agenda

## ● Financial Reporting

- Sage 200 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

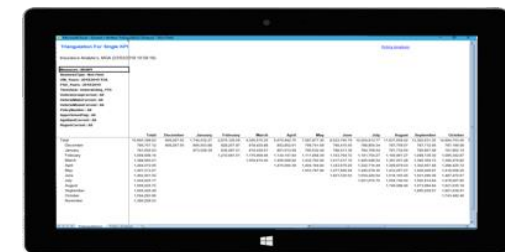
## ● Demonstration

## ● Customer Experiences

- Why Excel in Business

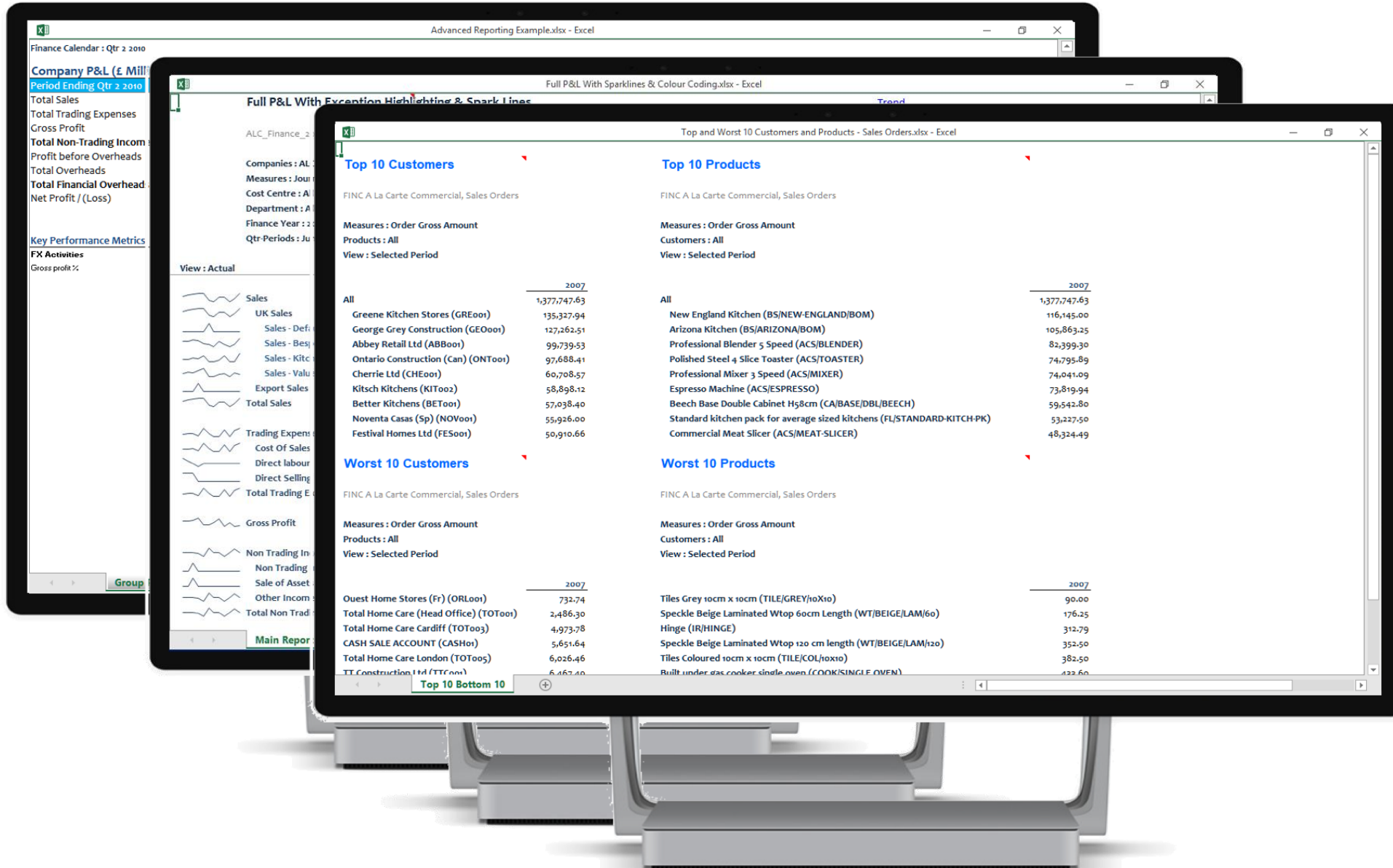
## ● Pricing

## ● Next Steps

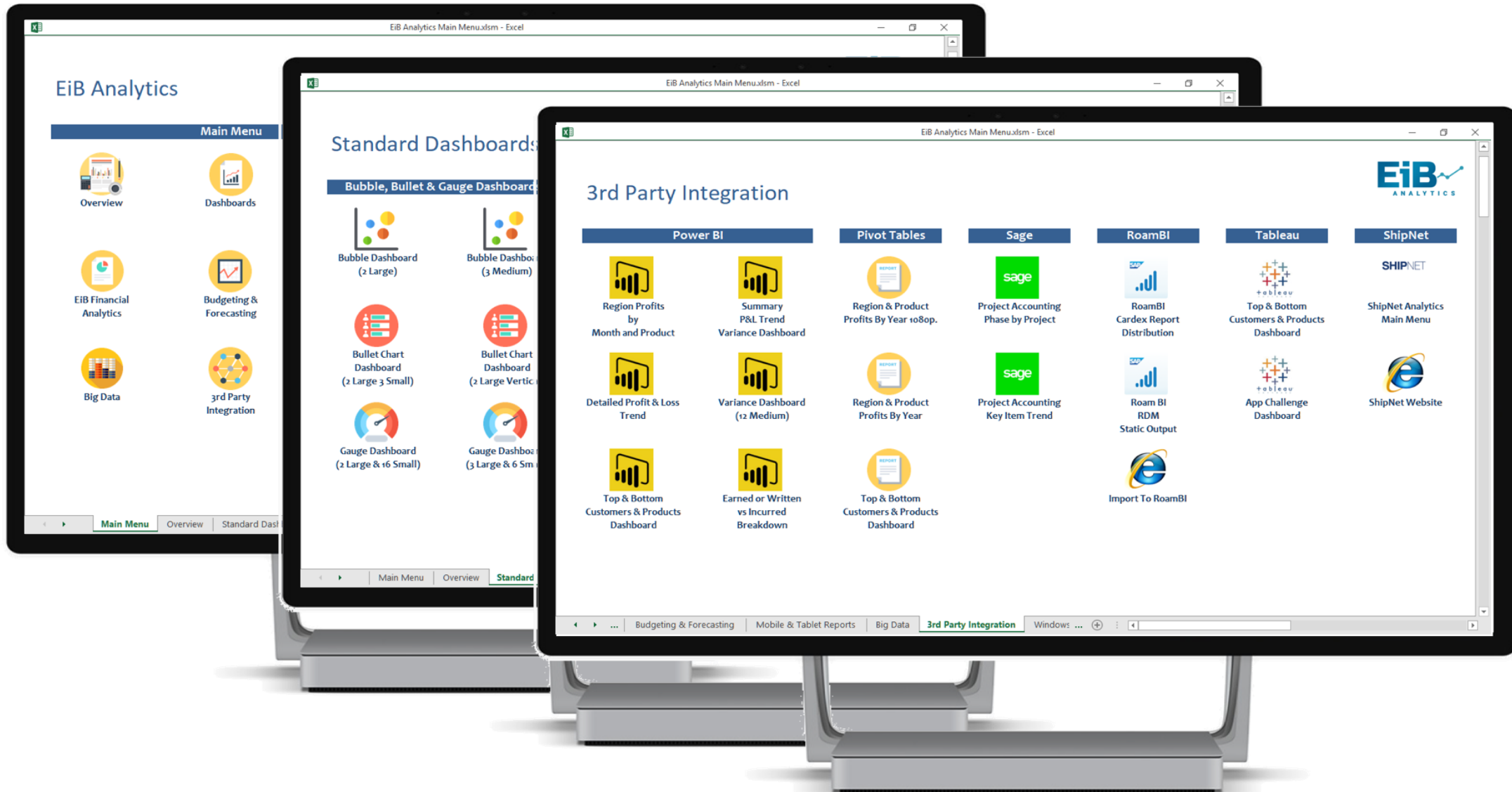


Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
001	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	12000
002	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	24000
003	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	36000
004	4000	4000	4000	4000	4000	4000	4000	4000	4000	4000	4000	4000	48000
005	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	60000
006	6000	6000	6000	6000	6000	6000	6000	6000	6000	6000	6000	6000	72000
007	7000	7000	7000	7000	7000	7000	7000	7000	7000	7000	7000	7000	84000
008	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	96000
009	9000	9000	9000	9000	9000	9000	9000	9000	9000	9000	9000	9000	108000
010	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	120000

# Any Data .....



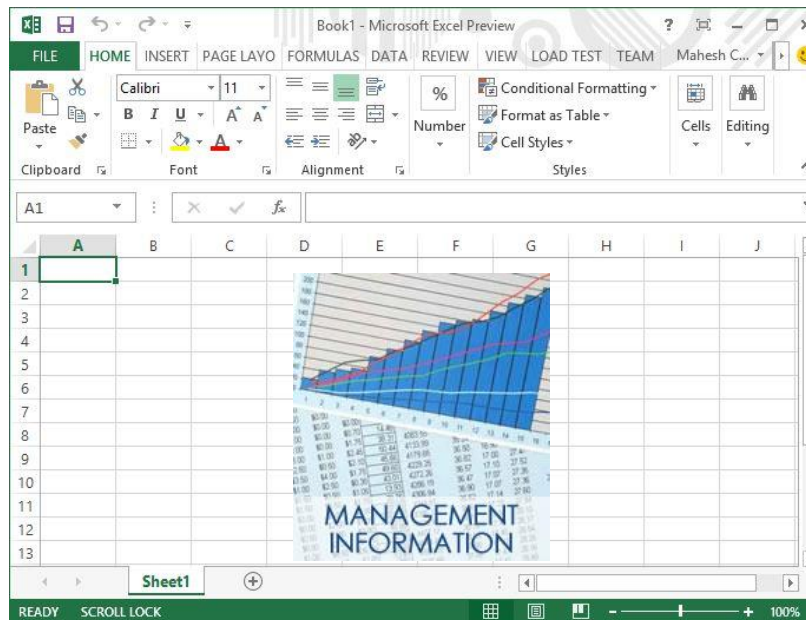
# Packaged As Reporting Apps



# Delivered From Your Tool Of Choice



# 4 Things Certain In Life !



# Financial Reporting Pressures

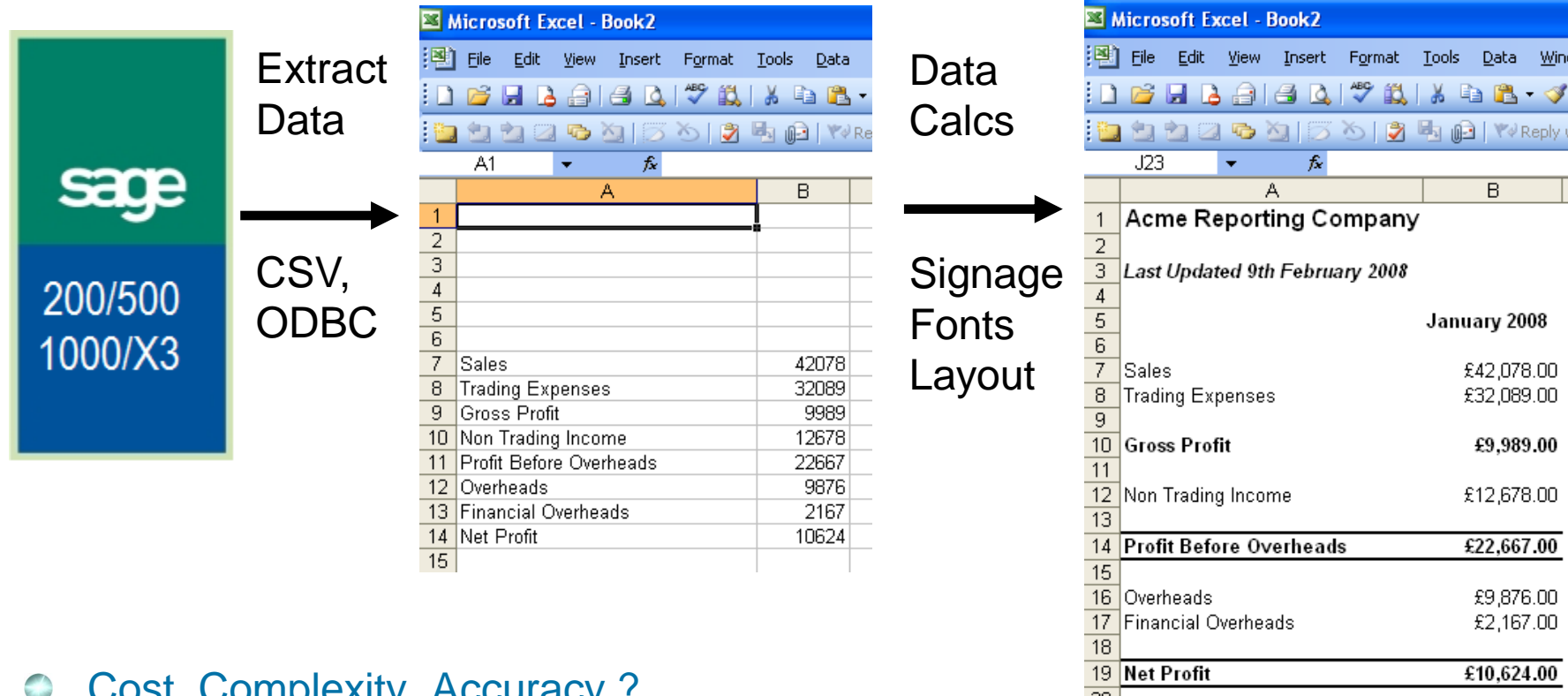
"Any company that is subject to Sarbanes-Oxley, IFRS or similar regulation, which uses spreadsheets for any purpose beyond very limited reporting and does not use spreadsheet management, will be unable to comply with the strictures of those laws,"

"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.

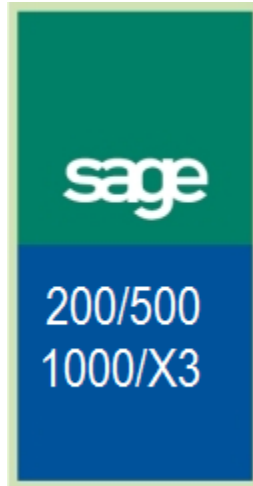
# Typical Reporting Processes



- 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

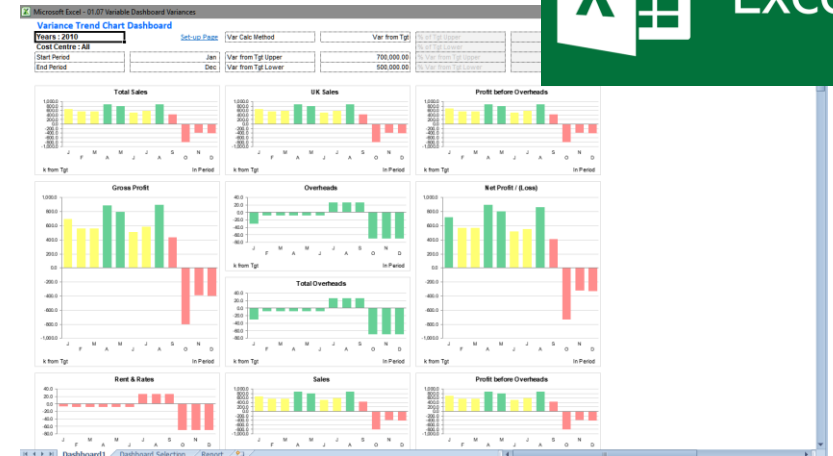
ALC\_Finance\_2011, Finance (04/02/2012 10:49:44)

Companies: ALC Consolidated

Measures: Journal Amount

Centre:   
 Invest:   
 Year:   
 Mer Co:

	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		200,886.52	184,884.94		143,751.40	354,823.30	2,450,763.40
* Export Sales				401.94									401.94
<b>Total Sales</b>	<b>235,739.00</b>	<b>274,775.60</b>	<b>310,152.82</b>	<b>330,697.76</b>	<b>352,087.52</b>	<b>74,165.06</b>		<b>200,886.52</b>	<b>184,884.94</b>		<b>143,751.40</b>	<b>354,823.30</b>	<b>2,451,165.34</b>
* 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
<b>Total Trading Expenses</b>	<b>159,084.48</b>	<b>174,731.20</b>	<b>197,197.18</b>	<b>57,901.94</b>	<b>450,514.40</b>	<b>178,311.22</b>			<b>387,402.86</b>		<b>353,672.44</b>	<b>488,656.54</b>	<b>2,447,472.28</b>
<b>Gross Profit</b>	<b>76,654.52</b>	<b>100,044.40</b>	<b>112,955.64</b>	<b>272,795.82</b>	<b>(98,426.88)</b>	<b>(104,146.16)</b>		<b>200,886.52</b>	<b>(92,517.92)</b>		<b>(109,921.04)</b>	<b>(33,833.24)</b>	<b>13,693.06</b>
* Non Trading Income			3,787.74										3,787.74
* Non Trading Inc			600.00										600.00
* Bank 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
<b>Total Non Trading Income</b>	<b>(43.84)</b>	<b>(0.02)</b>	<b>4,388.48</b>	<b>(11,974.72)</b>	<b>(65,634.48)</b>	<b>78,856.12</b>	<b>(63.10)</b>	<b>(0.96)</b>	<b>(56,943.08)</b>				<b>8,548.92</b>
<b>Profit before Overheads</b>	<b>76,610.68</b>	<b>100,044.38</b>	<b>117,344.12</b>	<b>260,821.10</b>	<b>(164,581.44)</b>	<b>(25,290.04)</b>	<b>(63.10)</b>						
* Overheads													
* Travel & Exp	482.00	836.00	478.18										

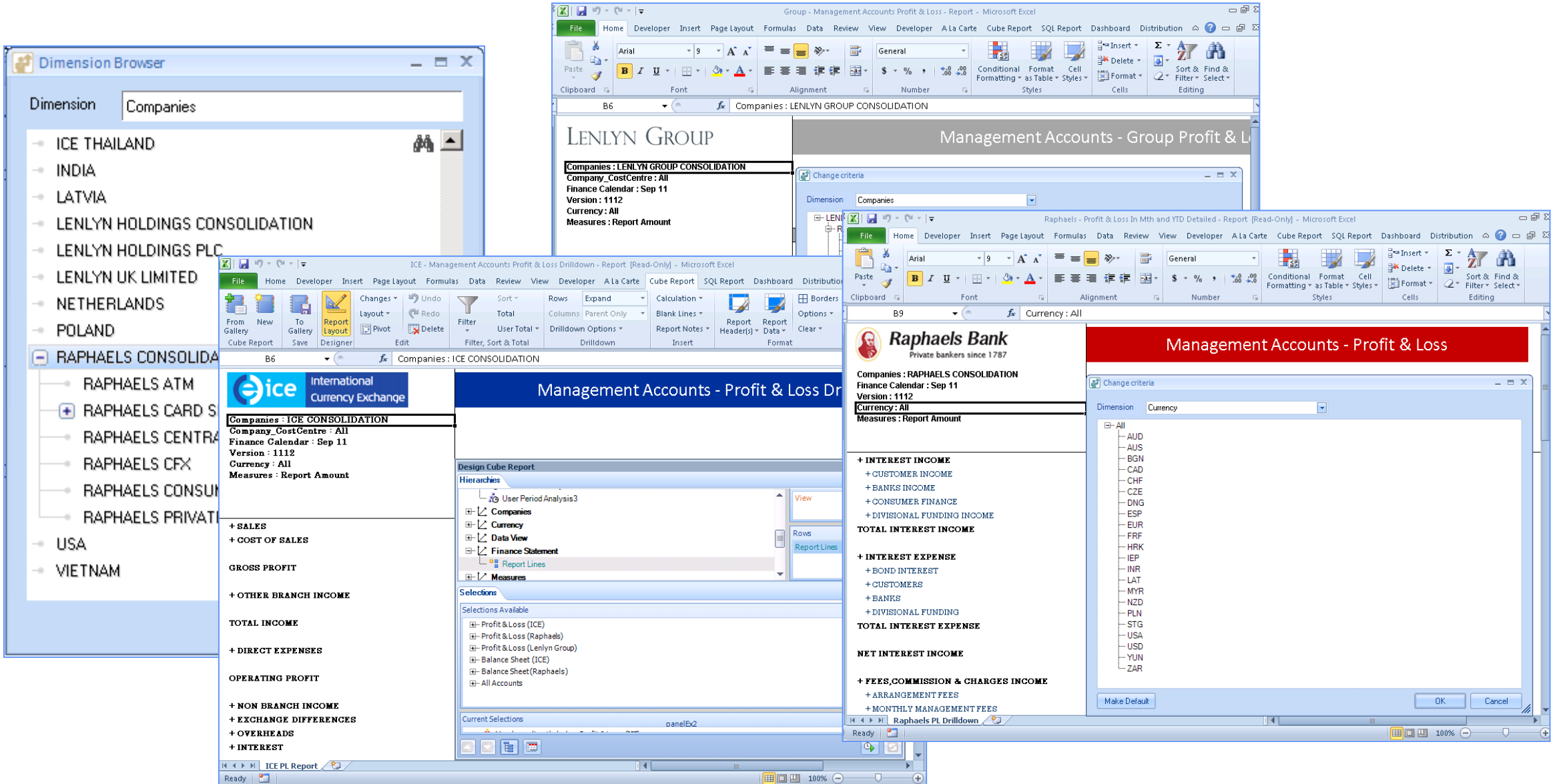


Data

MI Database

Reports & Dashboards

# Handling Real World Sage Financial Reporting



The screenshot displays a complex Excel environment with multiple overlapping windows and panes. The primary window shows a report for 'LENLYN GROUP' with the following details:

- Company: LENLYN GROUP CONSOLIDATION
- Company Cost Centre: All
- Finance Calendar: Sep 11
- Version: 1112
- Currency: All
- Measures: Report Amount

The report title is 'Management Accounts - Group Profit & Loss'. A 'Change criteria' dialog box is open, showing the 'Companies' dimension selected.

Another window shows a report for 'RAPHAELS CONSOLIDATION' with the following details:

- Company: RAPHAELS CONSOLIDATION
- Finance Calendar: Sep 11
- Version: 1112
- Currency: All
- Measures: Report Amount

The report title is 'Management Accounts - Profit & Loss'. A 'Change criteria' dialog box is open, showing the 'Currency' dimension selected.

The background shows a 'Dimension Browser' pane with a tree view of companies including ICE THAILAND, INDIA, LATVIA, LENLYN HOLDINGS CONSOLIDATION, LENLYN HOLDINGS PLC, LENLYN UK LIMITED, NETHERLANDS, POLAND, RAPHAELS CONSOLIDATION, RAPHAELS ATM, RAPHAELS CARD S, RAPHAELS CENTRA, RAPHAELS CFX, RAPHAELS CONSUM, RAPHAELS PRIVAT, USA, and VIETNAM.

Other visible panes include 'Design Cube Report' with hierarchies for Companies, Currency, Data View, and Finance Statement, and a 'Report Lines' pane.

The main report content for Raphaels Bank includes the following sections:

- + INTEREST INCOME**
  - + CUSTOMER INCOME
  - + BANKS INCOME
  - + CONSUMER FINANCE
  - + DIVISIONAL FUNDING INCOME
- TOTAL INTEREST INCOME**
- + INTEREST EXPENSE**
  - + BOND INTEREST
  - + CUSTOMERS
  - + BANKS
  - + DIVISIONAL FUNDING
- TOTAL INTEREST EXPENSE**
- NET INTEREST INCOME**
- + FEES, COMMISSION & CHARGES INCOME**
  - + ARRANGEMENT FEES
  - + MONTHLY MANAGEMENT FEES

The background also shows a 'Management Accounts - Profit & Loss' report for ICE CONSOLIDATION with sections for SALES, COST OF SALES, GROSS PROFIT, OTHER BRANCH INCOME, TOTAL INCOME, DIRECT EXPENSES, OPERATING PROFIT, NON BRANCH INCOME, EXCHANGE DIFFERENCES, OVERHEADS, and INTEREST.

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 %
<b>+ Sales</b>				
+ 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)	
<b>Total Sales</b>	<b>74,165.06</b>	<b>268,083.32</b>	<b>(193,918.26)</b>	
<b>+ Trading Expenses</b>				
+ 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	
<b>Total Trading Expenses</b>	<b>178,311.22</b>	<b>81,516.62</b>	<b>(96,794.60)</b>	
<b>Gross Profit</b>	<b>(104,146.16)</b>	<b>186,566.70</b>	<b>(290,712.86)</b>	
<b>+ Non Trading Income</b>				
+ Non Trading Inc				
+ Sale of Assets				
+ Other Income	78,856.12	(100,000.00)	178,856.12	
<b>Total Non Trading Income</b>	<b>78,856.12</b>	<b>(100,000.00)</b>	<b>178,856.12</b>	
<b>Profit before Overheads</b>	<b>(25,290.04)</b>	<b>86,566.70</b>	<b>(111,856.74)</b>	

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

1 Return to report

2 Transactions for :

3 Rows UK Sales

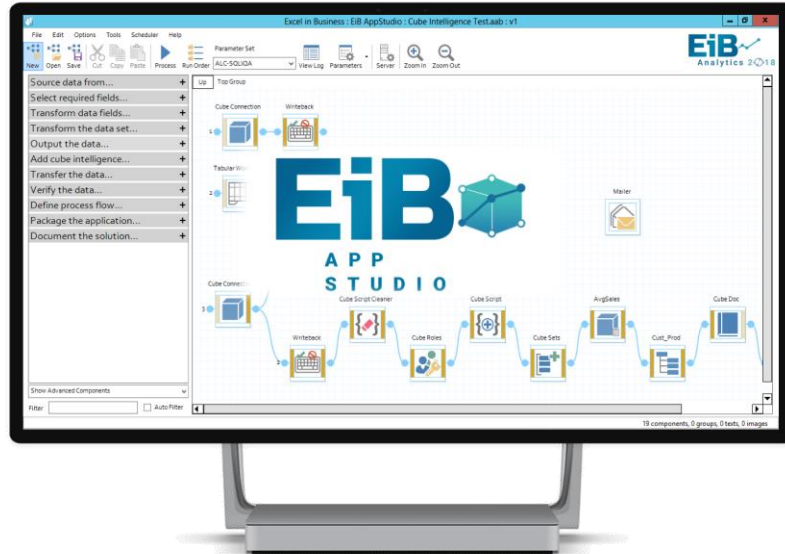
4 Columns Current Period

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

6 Total Value 756,549.50

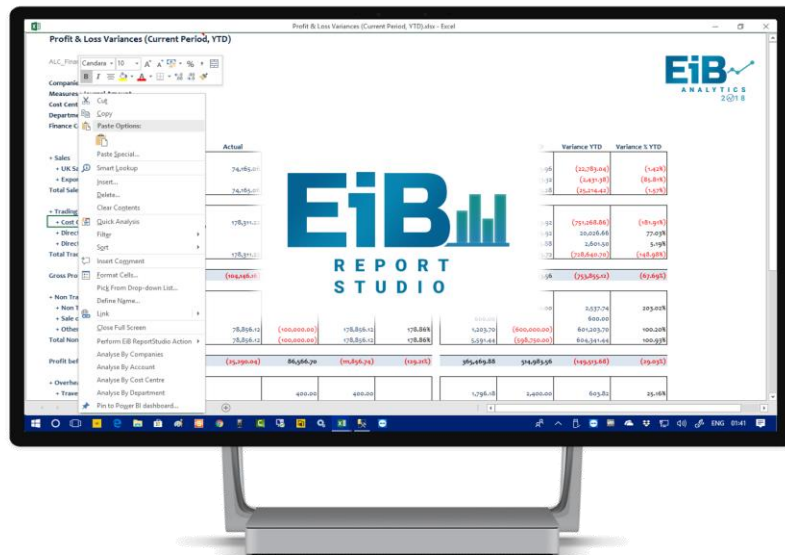
Cost Centre Caption	Department Caption	Account Caption	Nominal Account	Journal Amount	Currency Amount	Report Amount	Currency	Compa
SAL - Factory/Warehouse	VAL - Value Added Goods	31100 - Sales - Bespoke Kitchens	Sales - Value Added	9,202.50	9,202.50	0.00	United Kingdom, Pounds	ALC Co
SAL - Factory/Warehouse	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

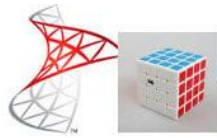


## EiB ReportStudio

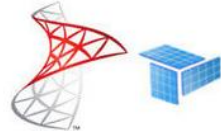
- Excel Reporting Addin
- SQL / Cube / Tabular
- Formatted Reports
- Unstructured Reports
- Dashboards
- Distribution

# Open Visual MI Applications Platform

Information On Demand



Multidimensional



Tabular



Power BI



Deployed Anyway



Pivot Tables



tableau

DOCUMENTATION

AUTOMATION

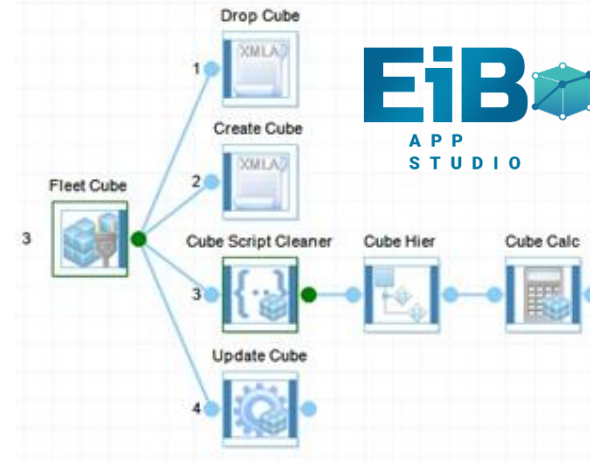
HOSTED OPTION

Cleansed Information Data Warehouse With Reusable Business Logic

Calculations – Time, KPI

Error Handling & Data Quality

Data Acquisition



User Groupings, Data Augmentation

GDPR Data Encryption

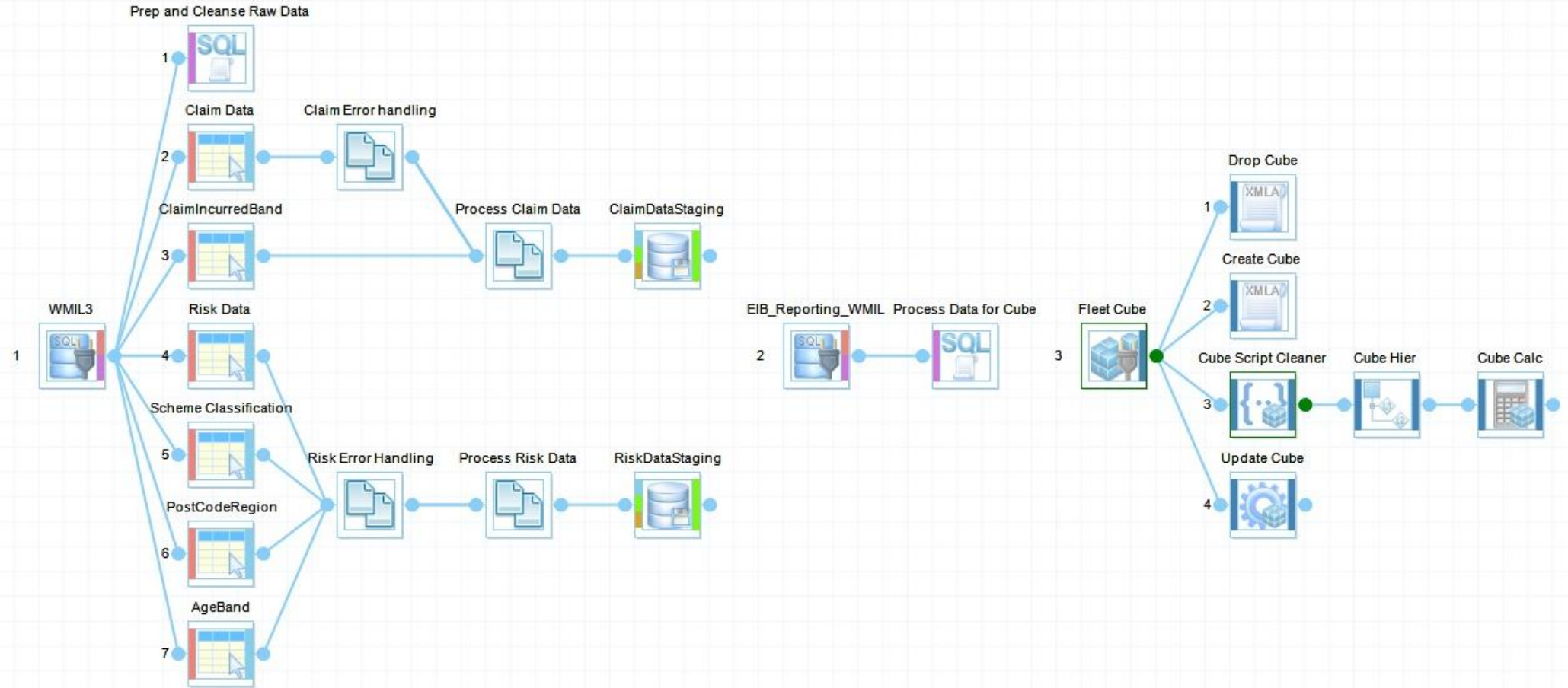
Extract, Load, Transform

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%

Legend: Positive Variance (Green), OK Variance (Yellow), Adverse Variance (Red)

Buttons: Actual, Budget, Forecast, Top Report, Drill Path

Chart Period Selection: Start Period (Jan), End Period (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

Written Gross Net Premium = 38.34M

FILTER

Underwriting Year

Cover

Age Band

NCB Banding

Sex

Region

Broker

Product

WGNI

Earned & Written v Incurred Breakdown

Written Gross Net Premium = 38.34M

FILTER

Underwriting Year

Cover

Age Band

NCB Banding

Sex

Region

Broker

Product

Actual Recovery Total Reserve Total

Events Summary

116,391.12 NetM

163,536.24 GrossM

-58.18 NetPrice

291.84 GrossPrice

Version

Actual

Periods

All

Parent

Profit

NetM by EventManager

NetM by EventName

Parent

Profit

NetM by EventType

Period Summary

Events Summary

P&L Drill

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

1 2 3 4 5

1 A

2 Offline P&L With Full Drilldown

3

4 FINI\_2013, Finance (09/04/2014 11:55:30)

5

6 Companies : Demo Company

7 Cost Centre : All

8 Department : All

9 Finance Calendar : Jun 10

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	CP Act Mvt	CP Bud/Fcst Mvt	YTD Ac
+ Sales	171,837.41	190,000.00	539,937.11
+ UK Sales	171,837.41	165,000.00	539,937.11
+ Sales Manchester	171,837.41	165,000.00	539,937.11
+ Export Sales		25,000.00	
<b>Total Sales</b>	<b>171,837.41</b>	<b>190,000.00</b>	<b>539,937.11</b>
+ Trading Expenses		45,000.00	
Total Trading Expenses			
<b>Gross Profit</b>	<b>171,837.41</b>	<b>190,000.00</b>	<b>539,937.11</b>
+ Non-Trading Income			
Total Non-Trading Income			
<b>Profit before Overheads</b>	<b>171,837.41</b>	<b>190,000.00</b>	<b>539,937.11</b>
+ Overheads			
Total Overheads			
+ Financial Overheads			
Total Financial Overheads			
<b>Net Profit / (Loss)</b>	<b>171,837.41</b>	<b>190,000.00</b>	<b>539,937.11</b>

	Actuals	Revised Forecast 1	Variance To Forecast	Original Budget	Variance To Budget
<b>Sales</b>	<b>695,742.36</b>	<b>708,415.46</b>	<b>(12,673.10)</b>	<b>1,066,091.04</b>	<b>(370,348.68)</b>
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)
<b>Trading Cost</b>					
Direct labour					
Installation/Design					
Factory/Warehouse					
Direct Selling					
Factory/Warehouse					
<b>Gross Profit</b>	<b>695,742.36</b>	<b>708,415.46</b>	<b>(12,673.10)</b>	<b>1,066,091.04</b>	<b>(370,348.68)</b>
<b>Overhead</b>	<b>31,037.24</b>	<b>26,482.98</b>	<b>(4,554.26)</b>	<b>67,609.05</b>	<b>36,571.81</b>
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

# EiB Financial Analytics Demonstration

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



Dashboard1 KPIs Data1 Data2 Data3 Data4 Data5 Data6 Data7 Data8 Data9



# Why Excel in Business



## ● Performance

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

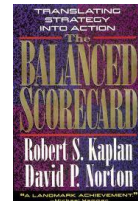


## ● People

- 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 200
  - Sage on SQL Server 2012R2/2014/2016/2017
- EiB Financial Analytics
  - SQL Server 2014/2016/2017/2019 Standard Edition
  - SQL Server 2014/2016/2017/2019 Analysis Services
  - 4-8Gb Memory On Server
  - Windows Terminal Services / Citrix (Preferred Options)
- PCs
  - Windows 7, Windows 8, Windows 8.1, Windows 10
  - Excel **2016, 2019, 365 Desktop**
  - 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

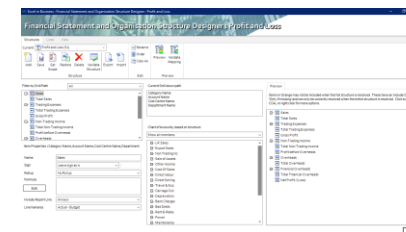
## OnPremise



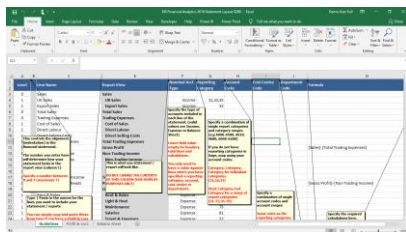
EiB Data Extract



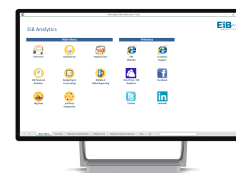
## EiB Hosting Platform



Structure Designer



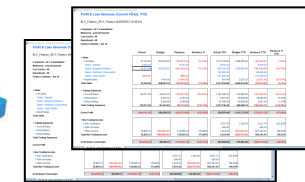
Statement Layout



Menu



Cube



10 x Std Reports



Training



Go Live On Premise

# EiB Financial Analytics – Sage 200

- Core Platform £ **995** per annum
- Plus Per Module £ **995** per annum
  - Financial Reporting
  - Cross Company Reporting
  - Dashboard Reporting
  - Report Distribution
  - SQL Reporting
  - Budgeting & Forecasting
  - Currency Conversion Module
- Full Suite (All Modules *Inc Platform* Single Co) £ **3,995** per annum
- Additional Sage Companies £ **495** per annum
  - Per each additional company
- Unlimited Sage Companies £ **2,995** per annum
- Includes
  - ***Unlimited User Deployment***
  - Support & Maintenance



# Minimum Cost Example

● Core Platform	£ 995 *
● Financial Reporting Software	£ 995 *
● Software Installation & Configuration	£ 1,990
● 1 Day Web Based Training	£ 995

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● <b>TOTAL</b>	<b>£ 4,975</b>
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*\* Annual Recurring Cost & Single Co*

# EiB Financial Analytics Sage 200

## OPTIONAL FOR OTHER DATA SOURCES

### ● EiB AppStudio Software

- Sage 200 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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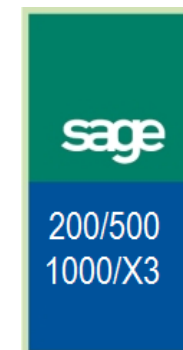


Stock Turn	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15
SIGVARIS Sales, Sales						
Measures: Stock Turn Balance						
Category: SIGVARIS						
Stock Turn (Include): Include						
AV	5,170.00	11,880.00	13,190.00	12,087.00	10,797.00	12,077.00
+ SAUNTS/DAN	47.00	12.00	30.00	30.00	34.00	27.00
+ OTHER SERVICES	4.00	30.00	30.00	30.00	34.00	27.00
+ K/RE	5,024.00	7,888.00	8,860.00	8,007.00	10,079.00	12,050.00
BRNO-C-KOZ-LINER-2-DIVISIVE-NORMAL-BLACK	0.00	0.00	0.00	0.00	0.00	0.00
BRNO-C-KOZ-LINER-2-ARJUL-GE-NORMAL-BRE-VLADK	2.00	0.00	1.00	1.00	1.00	1.00
BRNO-C-KOZ-LINER-2-ARJUL-GE-LINE-BRE-VLADK	3.00	0.00	0.00	0.00	0.00	0.00
BRNO-C-KOZ-LINER-2-ARJUL-GE-NORMAL-FLESH	3.00	2.00	2.00	2.00	2.00	2.00
BRNO-C-KOZ-LINER-2-ARJUL-GE-LINE-FLESH	3.00	0.00	0.00	0.00	0.00	0.00
BRNO-C-KOZ-LINER-2-SHIELDER-BL-NORMAL-FLESH	2.00	2.00	2.00	2.00	2.00	2.00
BRNO-C-KOZ-LINER-2-SHIELDER-LK-NORMAL-FLESH	1.00	0.00	0.00	0.00	0.00	0.00
BRNO-C-KOZ-LINER-2-SHIELDER-BL-NORMAL-FLESH	3.00	2.00	2.00	2.00	2.00	2.00
BRNO-C-KOZ-LINER-2-SHIELDER-BL-LINE-FLESH	3.00	2.00	2.00	2.00	2.00	2.00
BRNO-C-KOZ-LINER-2-SHIELDER-BL-LINE-FLESH	0.00	1.00	0.00	1.00	0.00	0.00

# Summary

## ● EiB Financial Analytics – Sage 200

- 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
  - ***Saves Money & Precious Resource Without The Risk***





## EiB Financial Analytics – Sage 200 Overview

**Excel in Business**

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