



Template Examples for Budgeting & Reporting

Reporting – Consolidations - Planning – Dashboards – Data Warehouse

A Solver White Paper

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Solver Templates

The forms and reports in this document are templates that Solver has created based on the generic BI360 demo model. These forms and reports represent examples of what many companies and organizations use their budgeting and forecasting processes. The templates below can be used for your organization as well. You can take the templates as a starting point and modify them for your needs or create your own templates using the BI360 report designer. Please contact Solver at info@solverusa.com for any comments or questions.

Budget and Forecast Examples

Revenue Form

The revenue example below allows the end user to enter the annual budget by account number and by product. The form also has the following benefits:

- The prior revenue year actual data is available to the right of the current budget.
- The user can choose from two spread methods in this example: 1) even spread and 2) prior year actual.
- The variance at the bottom is based on the prior year actual and shows the conditional formatting based on traffic lights.
- The form is executed for budget year, company, and budget version.
- Note that the form is locked down and only the yellow cells allow input.

Revenue Budget Entity Description		Entity	Revenue Budget																
Entity: Corporate US		SUS																	
Department: Sales & Marketing		300																	
Budget Scenario: Budget		BUDGE																	
Currency: USD																			
Category: ERP																			
Acct	Product Description	Product Code	Spread Method	Qty	Rate	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Revenue	
40010	Product Revenue																		
	Budgeting and Forecasting Proc	BUD001	Even	140	40,000	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	466,667	5,600,000
	Customizations	CUS001	Actual	40	50,000	154,010	155,566	157,136	160,341	161,964	165,275	165,275	170,393	175,670	173,929	177,477	182,965	182,965	2,000,000
	Dashboard and Scorecard Prod.	DAS001	Even	65	25,000	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	135,417	1,625,000
	Data Warehouse Product	DWA001	Even	65	30,000	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	162,500	1,950,000
	Financial Reporting Product	REP001	Actual	120	35,000	323,420	326,689	329,985	336,717	340,124	347,077	347,077	357,826	368,907	365,250	372,702	384,226	384,226	4,200,000
	Total Product Revenue					1,242,013	1,246,838	1,251,705	1,261,642	1,266,672	1,276,936	1,276,936	1,292,802	1,309,160	1,303,762	1,314,762	1,331,774	15,375,000	
40020	Services Revenue																		
	Consulting Services	SER001	Actual	36,000	200	553,592	570,689	570,689	588,350	588,350	594,260	606,362	600,381	606,432	625,218	644,567	651,111	651,111	7,200,000
	Training Services	SER002	Actual	750	5,000	288,329	297,234	297,234	306,432	306,432	309,510	315,813	312,698	315,850	325,634	335,712	339,120	339,120	3,750,000
	Other Services	SER003	Actual	100	10,000	76,898	79,262	79,262	81,715	81,715	82,536	84,217	83,386	84,227	86,836	89,523	90,432	90,432	1,000,000
	Total Services Revenue					918,809	947,186	947,186	976,497	976,497	986,306	1,006,392	996,466	1,006,509	1,037,688	1,069,802	1,080,663	11,950,000	
40030	Maintenance Revenue																		
	Maintenance	MAI001	Actual	1,250	2,000	204,008	206,114	204,132	206,238	204,256	202,274	202,274	208,591	212,803	212,803	214,909	221,597	221,597	2,500,000
	Total Maintenance Revenue					204,008	206,114	204,132	206,238	204,256	202,274	202,274	208,591	212,803	212,803	214,909	221,597	2,500,000	
40040	Other Revenue																		
	Other	OTH001	Actual	50	25,000	100,960	102,029	100,960	102,029	105,236	105,236	104,167	105,236	106,305	106,305	106,305	105,236	1,250,000	
	Total Other Revenue					100,960	102,029	100,960	102,029	105,236	105,236	104,167	105,236	106,305	106,305	106,305	105,236	1,250,000	
40010	Product Revenue					1,242,013	1,246,838	1,251,705	1,261,642	1,266,672	1,276,936	1,276,936	1,292,802	1,309,160	1,303,762	1,314,762	1,331,774	15,375,000	
40020	Services Revenue					918,809	947,186	947,186	976,497	976,497	986,306	1,006,392	996,466	1,006,509	1,037,688	1,069,802	1,080,663	11,950,000	
40030	Maintenance Revenue					204,008	206,114	204,132	206,238	204,256	202,274	202,274	208,591	212,803	212,803	214,909	221,597	2,500,000	
40040	Other Revenue					100,960	102,029	100,960	102,029	105,236	105,236	104,167	105,236	106,305	106,305	106,305	105,236	1,250,000	
	Total Revenue - Budget					2,465,789	2,502,167	2,503,982	2,546,405	2,552,660	2,570,752	2,589,769	2,603,095	2,634,776	2,660,558	2,705,778	2,739,269	31,075,000	
	Total Revenue - Actual					2,204,000	2,242,700	2,252,100	2,304,100	2,317,500	2,349,400	2,365,700	2,402,000	2,454,900	2,468,400	2,524,500	2,579,900	28,465,200	
	Variance					261,789	259,467	251,882	242,305	235,160	221,352	224,069	201,095	179,876	192,158	181,278	159,369	2,609,800	

Payroll Form

The payroll example below allows the end user to calculate the annual budget for salary and benefits for full-time and part-time employees. Note that the employee information should be added to the BI360 data warehouse ("SODS") (starting salary) prior to the start of the budget process. The form also has the following benefits:

- The prior year actual data is available for comparisons purposes.
- Salaries are evenly spread across the twelve months.
- Users can terminate, add, increases, and include bonuses and overtime.
- The form is executed for budget year, company, department and budget version.
- Note that the form is locked down and only the yellow cells allow input.

- The depreciation is calculated to the right of the capital expenditures (not shown due to space limitations in the screenshot) and is based on the straight line method.
- The form is executed for budget year, company, and budget version.
- Note that the form is locked down and only the yellow cells allow input.

Capital Budget			Capital Expenditures Budget															
Entity:	Corporate US	SUS																
Department:	Sales & Marketing	000																
Budget Scenario:	Opening Balance	OPEN																
Currency:	USD																	
Category:	SIM																	
Account #	Description	Life	Purchase Month	Amount	Quantity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
18100	Building	360																
001	New Wing		MAR	1,275,000	1	0	0	1,275,000	0	0	0	0	0	0	0	0	0	1,275,000
002	Improvements in Building		APR	825,000	1	0	0	0	825,000	0	0	0	0	0	0	0	0	825,000
003	New Furniture		APR	5,000	100	0	0	0	500,000	0	0	0	0	0	0	0	0	500,000
004						0	0	0	0	0	0	0	0	0	0	0	0	0
010						0	0	0	0	0	0	0	0	0	0	0	0	0
Total Building						0	0	1,275,000	1,325,000	0	0	0	0	0	0	0	0	2,600,000
18200	Equipment	120																
001	New Equipment		JAN	90,000	20	1,800,000	0	0	0	0	0	0	0	0	0	0	0	1,800,000
002						0	0	0	0	0	0	0	0	0	0	0	0	0
003						0	0	0	0	0	0	0	0	0	0	0	0	0
004						0	0	0	0	0	0	0	0	0	0	0	0	0
010						0	0	0	0	0	0	0	0	0	0	0	0	0
Total Equipment						1,800,000	0	0	0	0	0	0	0	0	0	0	0	1,800,000
18300	Computer	60																
001	Replace Servers		JUL	40,000	20	0	0	0	0	0	0	800,000	0	0	0	0	0	800,000
002	Upgrade Laptops		SEP	4,000	100	0	0	0	0	0	0	0	400,000	0	0	0	0	400,000
003						0	0	0	0	0	0	0	0	0	0	0	0	0
004						0	0	0	0	0	0	0	0	0	0	0	0	0
010						0	0	0	0	0	0	0	0	0	0	0	0	0
Total Computer						0	0	0	0	0	0	800,000	0	400,000	0	0	0	1,200,000
18100	Building					0	0	1,275,000	1,325,000	0	0	0	0	0	0	0	0	2,618,100
18200	Equipment					1,800,000	0	0	0	0	0	0	0	0	0	0	0	1,818,200
18300	Computer					0	0	0	0	0	0	800,000	0	400,000	0	0	0	1,218,300
Total Capital						1,800,000	0	1,275,000	1,325,000	0	0	800,000	0	400,000	0	0	0	5,600,000
Prior Year Actual Capital						1,142,500	1,159,200	1,192,400	1,195,000	1,216,600	1,242,700	1,272,400	1,262,500	1,255,900	1,285,700	1,316,400	1,335,600	14,876,900
Variance						657,500	-1,159,200	82,600	130,000	-1,216,600	-1,242,700	-472,400	-1,262,500	-855,900	-1,285,700	-1,316,400	-1,335,600	-9,276,900
66010	Depreciation - Building					0	0	3,542	7,222	7,222	7,222	7,222	7,222	7,222	7,222	7,222	7,222	134,552
66030	Depreciation - Equipment					5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	126,030
66040	Depreciation - Computer					0	0	0	0	0	0	2,222	3,333	3,333	3,333	3,333	3,333	83,818
Total Depreciation						5,000	5,000	8,542	12,222	12,222	12,222	14,444	14,444	15,556	15,556	15,556	15,556	146,319
Prior Year Actual Depreciation						197,200	201,000	204,000	206,800	207,800	209,600	211,200	212,600	215,500	218,100	219,300	220,500	2,523,600
Variance						-192,200	-196,000	-195,458	-194,578	-195,578	-197,378	-196,756	-198,156	-199,944	-202,544	-203,744	-204,944	-2,377,281

Other Expenses

The other expenses form example below enables end user to enter the monthly expenses that have not been calculated from the payroll and capital forms. The form also has the following benefits:

- All expenses can be entered using BI360’s budget input screen (“SIM”), which provides functionality such as spreading, text comments and auto increases/decreases.
- The prior year actual data is available for comparisons reason. This is to the right of the form shown below.
- The form is executed for budget year, company, department, and budget version.
- Note that the form is locked down and only the yellow cells allow input.

		B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
2	Other Expenses															
3	Entity: Corporate US															
4	Department: Administration															
5	Budget Scenari Budget	Other Expenses Budget														
6	Currency:															
7	Category:															
9		Budgeted Expenses												2010		
10	Acct Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total		
11	61540 Educational Reimbursemen	303	303	303	300	306	297	306	309	300	306	303	306	3,642		
12	62000 Office Supplies	20,691	21,087	21,285	22,557	22,763	22,763	22,826	23,067	23,100	24,276	24,480	24,038	272,933		
13	62010 Other Supplies	7,400	7,519	7,227	7,373	7,548	7,446	7,446	7,326	7,500	7,700	7,600	7,722	89,807		
14	62020 Printing and Publications	5,304	5,151	5,150	5,253	5,200	5,049	5,406	5,200	5,151	5,406	5,300	5,247	62,817		
15	62030 Postage	2,163	2,100	2,163	2,100	2,142	2,142	2,121	2,142	2,079	2,142	2,121	2,142	25,557		
16	63000 Consulting	3,914	3,914	3,838	3,900	4,017	4,017	4,017	3,939	4,040	4,162	4,242	4,284	48,304		
17	63010 Audit and Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0		
18	63020 Legal	408	412	400	404	408	412	412	396	408	412	412	404	4,888		
19	63030 Recruiting Fees	303	297	309	300	303	297	297	306	309	297	303	309	3,630		
20	63040 Contractual Services	46,247	45,342	45,800	46,206	46,662	47,571	46,600	47,124	48,042	49,062	48,100	49,028	565,784		
21	63050 Equipment Lease and Rent	1,386	1,386	1,386	1,400	1,386	1,442	1,442	1,442	1,386	1,386	1,400	1,414	16,856		
22	63090 IT Professional Services	707	714	700	714	721	707	707	700	707	707	707	714	8,505		
23	64010 Training	3,939	4,040	4,120	4,040	4,100	4,242	4,300	4,532	4,400	4,356	4,545	4,646	51,260		
24	64020 Telephone	4,590	4,646	4,692	4,794	4,752	4,896	4,752	4,851	5,050	5,100	5,150	5,202	58,475		
25	64030 Electricity	12,800	13,184	12,969	13,770	13,802	14,076	14,076	14,039	14,000	14,443	14,454	14,949	166,562		
26	64040 Natural Gas	408	412	408	408	400	412	396	408	396	400	400	412	4,860		
27	64050 Real Estate Taxes	24,378	24,341	24,354	26,162	25,146	26,986	26,159	26,677	26,677	26,433	27,501	26,730	311,544		
28	65010 Insurance	1,111	1,133	1,089	1,089	1,133	1,100	1,089	1,089	1,111	1,089	1,133	1,100	13,266		
29	65020 Interest	6,324	6,464	6,600	6,834	6,901	6,868	6,936	7,000	7,171	7,272	7,300	7,128	82,798		
30	66050 Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0		
31	68040 Repairs and maintenance	700	714	693	714	714	693	714	714	707	721	714	707	8,505		
32	68050 Conference and seminars	1,442	1,386	1,414	1,428	1,400	1,414	1,386	1,400	1,428	1,400	1,386	1,400	16,884		
33	68060 Dues, Licenses and Permits	2,970	2,970	3,090	3,090	3,060	3,090	3,030	3,100	3,100	3,069	3,193	3,131	36,893		
34	68070 Books and Subscriptions	306	303	303	309	297	300	306	297	303	306	303	297	3,630		
35	68080 Travel	5,555	5,600	5,800	5,974	5,757	5,768	5,871	5,974	5,916	5,940	6,200	6,489	70,844		
36	68120 Advertising	707	707	700	721	693	707	721	721	700	693	707	721	8,498		
37	68130 Gift and donations	309	309	297	297	309	297	300	303	309	300	309	309	3,648		
38	68140 Special events	309	297	303	297	306	300	309	297	306	303	309	300	3,636		
39	68150 Bank charges	303	303	306	300	306	300	303	303	297	303	306	300	3,630		
40	68180 Miscellaneous expenses	14,935	14,500	14,355	14,645	14,600	14,900	14,900	14,652	14,900	15,200	15,300	15,504	178,391		
41	68190 Bad Debt Expense	28,325	29,149	28,900	28,908	30,100	31,621	30,393	31,926	31,900	32,219	32,857	33,558	369,856		
42	68200 Taxes	89,200	93,730	93,730	96,614	99,601	98,634	100,631	102,691	97,713	99,700	100,683	106,896	1,179,823		
44	Total Other Expenses	287,437	292,413	292,684	300,901	304,833	308,747	308,152	312,925	309,406	315,123	317,718	325,387	3,675,726		
45	Total Other Expenses Last Year	283,900	288,300	290,200	294,800	300,000	302,900	304,000	308,900	308,300	313,200	315,900	320,700	3,631,100		
47	Total Other Expenses Budget Variance	⇒ (3,537) ⇒	⇒ (4,113) ⇒	⇒ (2,484) ⇒	⇒ (6,101) ⇒	⇒ (4,833) ⇒	⇒ (5,847) ⇒	⇒ (4,152) ⇒	⇒ (4,025) ⇒	⇒ (1,106) ⇒	⇒ (1,923) ⇒	⇒ (1,818) ⇒	⇒ (4,687) ⇒	⇒ (44,626)		

Forecast Form

The forecast form example below shows YTD actual figures, which are locked and input for the forecast months. The example below is executed for three months of actual and nine months of forecast. The form also has the following benefits:

- All input can be entered using BI360’s input screen (“SIM”), which allows all of the SIM functionality such as spreading and auto increases/decreases.
- The prior year actual data is available for comparisons reason.
- The form is executed for last actual period, company, department, and budget version.
- Note that the form is locked down and only the yellow cells allow input

		ACT 201001	ACT 201002	ACT 201003	FCST 201004	FCST 201005	FCST 201006	FCST 201007	FCST 201008	FCST 201009	FCST 201010	FCST 201011	FCST 201012	TOTAL
Company : SUS														
Department : 300														
Forecast Ver: FORECAST														
Currency : USD														
Account Description														
Revenues														
40010	Product Revenue	1,401,050	1,373,100	1,373,100	1,451,538	1,368,593	1,410,065	1,340,944	1,354,768	1,451,538	1,437,713	1,410,065	1,340,944	16,713,418
40020	Services Revenue	944,300	943,900	953,300	985,053	937,695	985,053	937,695	985,053	956,638	994,525	918,752	947,167	11,489,131
40030	Maintenance Revenue	177,100	178,900	180,700	177,111	186,056	184,267	182,478	187,845	173,533	184,267	182,478	186,056	2,180,791
40040	Other Revenue	88,550	90,400	89,500	88,589	89,483	93,958	87,694	93,958	86,799	90,378	89,483	92,168	1,080,960
Total Revenues		2,611,000	2,586,300	2,596,600	2,702,291	2,581,827	2,673,343	2,548,811	2,621,624	2,668,508	2,706,883	2,600,778	2,566,335	31,464,300
Expenses														
60010	Salaries	240,000	242,400	244,800	235,128	252,096	244,824	249,672	249,672	254,520	239,976	237,552	247,248	2,937,888
60020	Overtime	700	700	700	735	686	707	693	721	721	714	707	679	8,463
60030	Bonuses	8,050	8,200	8,400	8,463	8,381	7,970	8,135	8,381	8,463	8,545	8,463	7,970	99,421
60500	FICA	22,750	23,000	22,800	22,165	23,307	22,393	23,079	22,850	23,307	23,764	22,622	23,536	275,573
60510	Other Fringe Benefits	24,500	23,800	24,300	25,168	23,474	25,168	24,200	23,474	25,168	24,442	23,716	24,926	292,336
68180	Miscellaneous expenses	11,550	11,200	11,300	11,123	11,804	11,123	11,804	11,691	11,464	11,918	11,577	11,237	137,791
68190	Bad Debt Expense	24,500	23,800	23,600	24,686	24,925	23,248	23,248	23,487	24,686	23,967	24,446	23,967	288,560
68200	Taxes													
Total Expenses		625,350	625,400	629,400	623,219	640,389	636,711	638,296	636,339	647,577	628,772	625,546	633,205	7,590,204
Net Profit (Loss)		1,985,650	1,960,900	1,967,200	2,079,072	1,941,438	2,036,632	1,910,515	1,985,285	2,020,931	2,078,111	1,975,232	1,933,130	23,874,096
Headcount														
Total Revenue (Act Last Year)		↓ 2,304,100	↓ 2,317,500	↓ 2,349,400	↓ 2,304,100	↓ 2,317,500	↓ 2,349,400	↓ 2,365,700	↓ 2,402,000	↓ 2,454,900	↓ 2,468,400	↓ 2,524,500	↓ 2,579,900	↑ 11,623,400
Total Revenue (Act + Fcst)		↓ 2,611,000	↓ 2,586,300	↓ 2,596,600	↓ 2,702,291	↓ 2,581,827	↓ 2,673,343	↓ 2,548,811	↓ 2,621,624	↓ 2,668,508	↓ 2,706,883	↓ 2,600,778	↓ 2,566,335	↑ 31,464,300
Profit Margin		76.0%	75.8%	75.8%	76.9%	75.2%	76.2%	75.0%	75.7%	75.7%	76.8%	75.9%	75.3%	75.9%

Year	Total Revenues	Total Expenses
201001	2,611,000	625,350
201002	2,586,300	625,400
201003	2,596,600	629,400
201004	2,702,291	623,219
201005	2,581,827	640,389
201006	2,673,343	636,711
201007	2,548,811	638,296
201008	2,621,624	636,339
201009	2,668,508	647,577
201010	2,706,883	628,772
201011	2,600,778	625,546
201012	2,566,335	633,205

Balance Sheet and Cash Flow Budgeting

Balance Sheet

The balance sheet form brings data in from other forms as well as allowing users to enter assumptions and enter values for each row in the balance sheet. The form also has the following benefits:

- The data entered in here flows through directly to the cash flow report.
- The December ending balance from the prior year is available for comparisons reason.
- The form is executed for company, budget year, and budget version.
- Note that the form is locked down and only the yellow cells allow input.

Description	Account	Dec-2009	TERMS	Jan-2010	Feb-2010	Mar-2010	Apr-2010	May-2010	Jun-2010	Jul-2010	Aug-2010	Sep-2010	Oct-2010	Nov-2010	Dec-2010
ASSETS															
<i>Current Assets</i>															
Cash & Equivalents	10100	12,420,000		12,413,378	12,505,230	12,582,238	12,910,735	13,282,410	14,006,925	14,604,040	15,288,782	15,836,449	16,410,667	17,270,847	18,000,485
Accounts Receivable	11100	459,100	50.00%	1,090,278	1,126,278	1,216,278	1,209,725	1,365,725	1,389,021	1,308,021	1,415,101	1,269,698	1,451,293	1,457,293	1,367,293
Prepaid Expenses	13000	242,800		242,800	242,800	242,800	242,800	242,800	242,800	242,800	242,800	242,800	242,800	242,800	242,800
Other Current Assets	13100	206,500		206,500	206,500	206,500	206,500	206,500	206,500	206,500	206,500	206,500	206,500	206,500	206,500
<i>Total Current Assets</i>		<u>13,328,400</u>		<u>13,952,956</u>	<u>14,080,808</u>	<u>14,247,816</u>	<u>14,569,760</u>	<u>15,097,435</u>	<u>15,845,246</u>	<u>16,361,361</u>	<u>17,153,183</u>	<u>17,555,447</u>	<u>18,311,260</u>	<u>19,177,440</u>	<u>19,817,078</u>
<i>Property & Equipment</i>															
Building	18100	9,878,400		10,278,400	10,363,400	10,613,400	10,613,400	10,613,400	10,613,400	10,683,400	10,683,400	10,773,400	10,773,400	10,773,400	10,813,400
Equipment	18200	3,266,700		3,306,700	3,336,700	3,336,700	3,386,700	3,536,700	3,536,700	3,536,700	3,536,700	3,536,700	3,632,700	3,632,700	3,632,700
Computer	18300	1,731,800		1,751,800	1,751,800	1,751,800	1,771,800	1,796,550	1,796,550	1,796,550	1,796,550	1,796,550	1,796,550	1,796,550	1,796,550
Accumulated Depreciation	18700	(2,462,900)		(2,464,678)	(2,466,942)	(2,469,900)	(2,473,608)	(2,478,979)	(2,484,350)	(2,489,915)	(2,495,481)	(2,501,296)	(2,507,911)	(2,514,526)	(2,521,253)
<i>Net Property & Equipment</i>		<u>12,414,000</u>		<u>12,872,222</u>	<u>12,984,958</u>	<u>13,232,000</u>	<u>13,298,292</u>	<u>13,467,671</u>	<u>13,462,300</u>	<u>13,526,735</u>	<u>13,521,169</u>	<u>13,605,954</u>	<u>13,694,739</u>	<u>13,688,124</u>	<u>13,721,397</u>
Long-Term Account Receivables	16100	1,355,400		1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400	1,355,400
Other Long-Term Receivables	17100	1,278,700		1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700	1,278,700
Goodwill	17300	0		0	0	0	0	0	0	0	0	0	0	0	0
Other Long-Term Assets	19100	5,066,000		5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000	5,066,000
TOTAL ASSETS		<u>33,442,500</u>		<u>34,525,278</u>	<u>34,765,866</u>	<u>35,179,916</u>	<u>35,568,152</u>	<u>36,265,206</u>	<u>37,007,646</u>	<u>37,588,196</u>	<u>38,374,452</u>	<u>38,860,901</u>	<u>39,706,099</u>	<u>40,565,664</u>	<u>41,238,575</u>
LIABILITIES															
<i>Current Liabilities</i>															
Accounts Payable	21100	595,000	75.00%	1,508,330	1,510,913	1,522,776	1,525,316	1,527,239	1,525,091	1,531,205	1,538,219	1,544,185	1,539,608	1,546,237	1,546,310
Current Maturities of Long-Term Debt	23100	10,492,100		10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100	10,492,100
<i>Total Current Liabilities</i>		<u>11,087,100</u>		<u>12,000,430</u>	<u>12,003,013</u>	<u>12,014,876</u>	<u>12,017,416</u>	<u>12,019,339</u>	<u>12,017,191</u>	<u>12,023,305</u>	<u>12,030,319</u>	<u>12,036,285</u>	<u>12,031,708</u>	<u>12,038,337</u>	<u>12,038,410</u>
<i>Long-Term Liabilities</i>															
Long-Term Account Payables	24100	8,954,000		8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000	8,954,000
Other Long-Term Debt	25100	13,083,200		13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200	13,083,200
<i>Total Long-Term Liabilities</i>		<u>22,037,200</u>		<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>	<u>22,037,200</u>
TOTAL LIABILITIES		<u>33,124,300</u>		<u>34,037,630</u>	<u>34,040,213</u>	<u>34,052,076</u>	<u>34,054,616</u>	<u>34,056,539</u>	<u>34,054,391</u>	<u>34,060,505</u>	<u>34,067,519</u>	<u>34,073,485</u>	<u>34,068,908</u>	<u>34,075,537</u>	<u>34,075,610</u>
STOCKHOLDER'S EQUITY															
Retained Earnings	31000	318,200		487,648	725,653	1,127,840	1,513,536	2,208,667	2,953,255	3,527,691	4,306,933	4,787,416	5,637,191	6,490,127	7,162,965
TOTAL STOCKHOLDER'S EQUITY		<u>318,200</u>		<u>487,648</u>	<u>725,653</u>	<u>1,127,840</u>	<u>1,513,536</u>	<u>2,208,667</u>	<u>2,953,255</u>	<u>3,527,691</u>	<u>4,306,933</u>	<u>4,787,416</u>	<u>5,637,191</u>	<u>6,490,127</u>	<u>7,162,965</u>
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY		<u>33,442,500</u>		<u>34,525,278</u>	<u>34,765,866</u>	<u>35,179,916</u>	<u>35,568,152</u>	<u>36,265,206</u>	<u>37,007,646</u>	<u>37,588,196</u>	<u>38,374,452</u>	<u>38,860,901</u>	<u>39,706,099</u>	<u>40,565,664</u>	<u>41,238,575</u>

Cash Flow

The cash flow report is a combination of data from all budget forms. There is no data entry as it is all pulling from the database. The report is run by company, budget year, and budget version.

	Jan-2010	Feb-2010	Mar-2010	Apr-2010	May-2010	Jun-2010	Jul-2010	Aug-2010	Sep-2010	Oct-2010	Nov-2010	Dec-2010
Cash Flow from Operating Activities												
Revenue	2,180,555	2,252,555	2,432,555	2,419,450	2,731,450	2,778,042	2,616,042	2,830,201	2,539,396	2,902,585	2,914,585	2,734,585
Expenses	2,011,107	2,014,550	2,030,368	2,033,754	2,036,319	2,033,454	2,041,606	2,050,959	2,058,913	2,052,810	2,061,649	2,061,747
Net Income	169,448	238,005	402,187	385,696	695,131	744,588	574,435	779,242	480,483	849,775	852,936	672,838
Adjustments to reconcile Net Income to Net Cash Provided by Operating Activities												
Depreciation & Amortization Expense	1,778	2,264	2,958	3,708	5,371	5,371	5,565	5,565	5,815	6,615	6,615	6,726
Other Current Assets	0	0	0	0	0	0	0	0	0	0	0	0
Non-Current Assets	0	0	0	0	0	0	0	0	0	0	0	0
Accounts Receivable	453,891	0	0	0	0	0	5,209	0	0	0	0	0
Accounts Payable	(93,835)	7,137	(2,134)	(9,536)	452	(36,817)	(6,641)	0	0	(1,032)	0	(423)
Prepaid Expenses	0	0	0	0	0	0	0	0	0	0	0	0
Net Cash Provided by Operating Activities	531,282	247,405	403,011	379,868	700,953	713,141	578,569	784,807	486,298	855,359	859,551	679,141
Cash Flows from Investing Activities												
Purchase of Property, Plant, and Equipment	(460,000)	(115,000)	(250,000)	(70,000)	(174,750)	0	(70,000)	0	(90,000)	(96,000)	0	(40,000)
Accumulated Depreciation	(3,556)	(4,528)	(5,917)	(7,417)	(10,742)	(10,742)	(11,131)	(11,131)	(11,631)	(13,231)	(13,231)	(13,453)
Net Cash from Investing Activities	(463,556)	(119,528)	(255,917)	(77,417)	(185,492)	(10,742)	(81,131)	(11,131)	(101,631)	(109,231)	(13,231)	(53,453)
Cash Flows from Financing Activities												
Proceeds from Loans	0	0	0	0	0	0	0	0	0	0	0	0
Net Cash from Financing Activities	0	0	0	0	0	0	0	0	0	0	0	0
Net Increase in Cash	67,726	127,878	147,094	302,452	515,462	702,400	497,438	773,676	384,667	746,128	846,320	625,689
Cash at Beginning of Period	12,420,000	12,487,726	12,615,604	12,762,698	13,065,150	13,580,612	14,283,011	14,780,449	15,554,126	15,938,793	16,684,922	17,531,242
Cash End of Period	12,487,726	12,615,604	12,762,698	13,065,150	13,580,612	14,283,011	14,780,449	15,554,126	15,938,793	16,684,922	17,531,242	18,156,931

Reports

Financial Reports

The report examples below will show the parameters used and a print screen of each report. Note that an entire report may not fit in a single print screen.

Balance Sheet Report

- Parameters: Period and Entity.
- The report will show the current period, prior period, and December (last fiscal period) of the prior year.

	March, 2010	February, 2010	December, 2009
Balance Sheet Report			
Corporate US			
ASSETS			
<i>Current Assets</i>			
Cash & Equivalents	15,558,050	14,498,450	12,420,000
Accounts Receivable	586,300	543,900	459,100
Prepaid Expenses	309,625	287,425	242,800
Other Current Assets	260,500	242,700	206,500
<i>Total Current Assets</i>	<u>16,714,475</u>	<u>15,572,475</u>	<u>13,328,400</u>
<i>Property & Equipment</i>			
Building	12,527,150	11,656,050	9,878,400
Equipment	4,156,425	3,861,925	3,266,700
Computer	2,190,150	2,037,850	1,731,800
Accumulated Depreciation	<u>(3,121,150)</u>	<u>(2,903,350)</u>	<u>(2,462,900)</u>
<i>Net Property & Equipment</i>	<u>15,752,575</u>	<u>14,652,475</u>	<u>12,414,000</u>
Long-Term Account Receivables	1,719,350	1,597,650	1,355,400
Other Long-Term Receivables	1,611,400	1,500,500	1,278,700
Goodwill			
Other Long-Term Assets	6,412,200	5,960,500	5,066,000
TOTAL ASSETS	<u>42,210,000</u>	<u>39,283,600</u>	<u>33,442,500</u>
LIABILITIES			
<i>Current Liabilities</i>			
Accounts Payable	751,000	699,500	595,000
Current Maturities of Long-Term Debt	13,197,450	12,295,750	10,492,100
<i>Total Current Liabilities</i>	<u>13,948,450</u>	<u>12,995,250</u>	<u>11,087,100</u>
<i>Long-Term Liabilities</i>			
Long-Term Account Payables	11,227,000	10,464,300	8,954,000
Other Long-Term Debt	16,457,800	15,325,700	13,083,200
<i>Total Long-Term Liabilities</i>	<u>27,684,800</u>	<u>25,790,000</u>	<u>22,037,200</u>
TOTAL LIABILITIES	<u>41,633,250</u>	<u>38,785,250</u>	<u>33,124,300</u>
STOCKHOLDER'S EQUITY			
Retained Earnings	576,750	498,350	318,200
TOTAL STOCKHOLDER'S EQUITY	<u>576,750</u>	<u>498,350</u>	<u>318,200</u>
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	<u>42,210,000</u>	<u>39,283,600</u>	<u>33,442,500</u>

Cash Flow Report

- Parameters: Period and Entity.
- The report will show the current period and prior period.

	A	B	C	D	E	F
2		Cash Flow Report				
3		Corporate US				
5			March, 2010		February, 2010	
6		Cash Flow from Operating Activities				
7		Net Income	78,400		86,700	
8		Adjustments to reconcile Net Income to Net Cash Provided by Operating Activities				
9		Depreciation & Amortization Expense	(221,400)		(220,000)	
10		Other Current Assets	(17,800)		(18,000)	
11		Non-Current Assets	(684,300)		(679,900)	
12		Accounts Receivable	(42,400)		(42,800)	
13		Accounts Payable	51,500		52,000	
14		Prepaid Expenses	(22,200)		(22,400)	
15		Net Cash Provided by Operating Activities	(858,200)		(844,400)	
16						
17		Cash Flows from Investing Activities				
18		Purchase of Property, Plant, and Equipment	(1,317,900)		(1,325,300)	
19		Accumulated Depreciation	439,200		438,900	
20		Net Cash from Investing Activities	(878,700)		(886,400)	
21						
22		Cash Flows from Financing Activities				
23		Proceeds from Loans	2,796,500		2,783,400	
24		Net Cash from Financing Activities	2,796,500		2,783,400	
25						
26		Net Increase in Cash	1,059,600		1,052,600	
27						
28		Cash at Beginning of Period	14,498,450		13,445,850	
29						
30		Cash End of Period	15,558,050		14,498,450	
31						
32		Check - Cash End of Period from Database	0		0	
33						

Profit and Loss Detail by Department

- Parameters: Period and Entity.
- The report will show the departments across the columns and accounts down the rows. Note that many accounts were hidden due to space limitations in the screenshot.

Account Descriptions	Administration	Finance & Accounting	Sales & Marketing	Human Resources	Purchasing	Total
Revenue						
40010 Product Revenue	0	0	1,401,050	0	0	1,401,050
40020 Services Revenue	0	0	944,300	0	0	944,300
40030 Maintenance Revenue	0	0	177,100	0	0	177,100
40040 Other Revenue	0	0	88,550	0	0	88,550
Total Revenue	0	0	2,611,000	0	0	2,611,000
Departmental Expenses						
60010 Salaries	250,800	168,000	240,000	108,000	108,000	874,800
60020 Overtime	1,050	700	700	350	350	3,150
60030 Bonuses	10,850	6,300	8,050	3,150	3,850	32,200
60500 FICA	30,100	18,200	22,750	9,100	10,850	91,000
60510 Other Fringe Benefits	32,200	19,600	24,500	9,800	11,900	98,000
60520 Pension Expenses	9,800	5,950	7,350	2,800	3,500	29,400
60530 Workers Compensation/Unemploy	11,900	7,350	9,100	3,500	4,200	36,050
61010 Part Time Salaries - Base Salary	101,150	61,250	76,650	30,450	36,750	306,250
61040 Part Time Salaries - Overtime	700	350	700	350	350	2,450
61050 Part Time Salaries - Bonus	700	350	350	350	350	2,100
61500 Part Time - FICA	7,700	4,550	5,950	2,450	2,800	23,450
68080 Travel	6,300	3,850	4,900	1,750	2,100	18,900
68120 Advertising	700	350	700	350	350	2,450
68130 Gift and donations	350	350	350			1,050
68140 Special events	350	350	350			1,050
68150 Bank charges	350	350	350			1,050
68180 Miscellaneous expenses	15,400	9,100	11,550	4,550	5,600	46,200
68190 Bad Debt Expense	32,550	19,600	24,500	9,800	11,900	98,350
68200 Taxes	103,800					103,800
Total Expenses	863,850	475,650	625,350	261,300	291,400	2,517,550
Net Income	(863,850)	(475,650)	1,985,650	(261,300)	(291,400)	93,450

Profit and Loss Detail by Month

- Parameters: Period and Entity.
- The report will show year-to-date periods across the columns and the accounts down the row. The accounts are subtotaled by department.
- Note that many accounts were hidden due to space limitations in the screenshot.

Account Descriptions	Jan, 2010 Actual	Feb, 2010 Actual	Mar, 2010 Actual	Total
Revenue				
40010 Product Revenue	1,401,050	1,373,100	1,373,100	4,147,250
40020 Services Revenue	944,300	943,900	953,300	2,841,500
40030 Maintenance Revenue	177,100	178,900	180,700	536,700
40040 Other Revenue	88,550	90,400	89,500	268,450
Total Revenue	2,611,000	2,586,300	2,596,600	7,793,900
Departmental Expenses				
61520 Part Time - Pension Expenses	1,050	1,000	1,000	3,050
61530 Part Time - Workers Compensation/U	1,050	1,000	1,000	3,050
61540 Educational Reimbursement	350	400	400	1,150
62000 Office Supplies	8,750	8,700	8,600	26,050
62010 Other Supplies	2,800	2,700	2,700	8,200
62020 Printing and Publications	2,100	2,000	2,000	6,100
64020 Telephone	1,750	1,700	1,700	5,150
64030 Electricity	5,600	5,800	5,900	17,300
64050 Real Estate Taxes	9,800	9,900	10,100	29,800
65010 Insurance	350	300	300	950
65020 Interest	2,800	2,700	2,700	8,200
66010 Depreciation - Building	19,600	19,000	19,000	57,600
66030 Depreciation - Equipment	6,650	6,400	6,400	19,450
68040 Repairs and maintenance	350	300	300	950
68050 Conference and seminars	350	300	300	950
68060 Dues, Licenses and Permits	1,050	1,000	1,000	3,050
68080 Travel	2,100	2,100	2,100	6,300
68120 Advertising	350	300	300	950
68180 Miscellaneous expenses	5,600	5,600	5,600	16,800
68190 Bad Debt Expense	11,900	12,100	12,000	36,000
Total Purchasing	291,400	289,900	292,000	873,300
Total Expenses	2,517,550	2,499,600	2,518,200	7,535,350
Net Income	93,450	86,700	78,400	258,550

Profit and Loss Variance Report

- Parameters: Period and Entity.
- The accounts are grouped by department down the rows.
- Note that two departments were hidden due to space limitations in the screenshot.

Profit and Loss Variance Report						
Corporate US						
Account Descriptions	February, 2010			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue						
40010 Product Revenue	1,373,100		1,373,100	2,774,150		2,774,150
40020 Services Revenue	943,900		943,900	1,888,200		1,888,200
40030 Maintenance Revenue	178,900		178,900	356,000		356,000
40040 Other Revenue	90,400		90,400	178,950		178,950
Total Revenue	2,586,300	0	2,586,300	5,197,300	0	5,197,300
Departmental Expenses						
<i>Administration</i>						
Full Time Salary and Benefits	337,500		(337,500)	684,200		(684,200)
Part Time Salary and Benefits	123,800		(123,800)	246,650		(246,650)
Other Expenses	392,300		(392,300)	786,600		(786,600)
<i>Total Administration</i>	<i>853,600</i>	<i>0</i>	<i>(853,600)</i>	<i>1,717,450</i>	<i>0</i>	<i>(1,717,450)</i>
<i>Finance & Accounting</i>						
Full Time Salary and Benefits	224,300		(224,300)	450,400		(450,400)
Part Time Salary and Benefits	73,500		(73,500)	147,700		(147,700)
Other Expenses	173,700		(173,700)	349,050		(349,050)
<i>Total Finance & Accounting</i>	<i>471,500</i>	<i>0</i>	<i>(471,500)</i>	<i>947,150</i>	<i>0</i>	<i>(947,150)</i>
<i>Sales & Marketing</i>						
Full Time Salary and Benefits	314,500		(314,500)	626,950		(626,950)
Part Time Salary and Benefits	92,500		(92,500)	185,600		(185,600)
Other Expenses	218,400		(218,400)	438,200		(438,200)
<i>Total Sales & Marketing</i>	<i>625,400</i>	<i>0</i>	<i>(625,400)</i>	<i>1,250,750</i>	<i>0</i>	<i>(1,250,750)</i>
Total Expenses	2,499,600	0	(2,499,600)	5,017,150	0	(5,017,150)
Net Income	86,700	0	86,700	180,150	0	180,150

Trial Balance by Month by Entity

- Parameters: Period and Entity.
- Note that all balance sheet accounts, all revenue accounts, and some expense accounts are hidden for purposes of the screenshot.

	A	B	C	D	E	F	G	H	I	J
2				Trial Balance Report						
3				Corporate US						
5				Opening						
6		Account	Account Description	Balance	Jan	Feb	Mar	YTD		
52		63050	Equipment Lease and Rental	0	3,850	3,700	3,700	3,850		
53		63090	IT Professional Services	0	2,100	2,100	2,100	2,100		
54		64010	Training	0	14,000	14,100	14,100	14,000		
55		64020	Telephone	0	15,400	14,900	14,900	15,400		
56		64030	Electricity	0	46,900	46,400	46,600	46,900		
57		64040	Natural Gas	0	350	400	400	350		
58		64050	Real Estate Taxes	0	82,600	80,800	81,600	82,600		
59		65010	Insurance	0	3,150	3,200	3,200	3,150		
60		65020	Interest	0	22,400	22,400	22,700	22,400		
61		66010	Depreciation - Building	0	165,550	164,900	165,600	165,550		
62		66030	Depreciation - Equipment	0	54,950	54,200	54,900	54,950		
63		66040	Depreciation - Computer	0	1,050	900	900	1,050		
64		68040	Repairs and maintenance	0	2,100	1,900	1,900	2,100		
65		68050	Conference and seminars	0	3,850	3,700	3,700	3,850		
66		68060	Dues, Licenses and Permits	0	9,800	9,900	9,900	9,800		
67		68070	Books and Subscriptions	0	350	300	300	350		
68		68080	Travel	0	18,900	18,600	18,600	18,900		
69		68120	Advertising	0	2,450	2,400	2,400	2,450		
70		68130	Gift and donations	0	1,050	1,000	1,000	1,050		
71		68140	Special events	0	1,050	900	900	1,050		
72		68150	Bank charges	0	1,050	900	900	1,050		
73		68180	Miscellaneous expenses	0	46,200	45,600	45,600	46,200		
74		68190	Bad Debt Expense	0	98,350	98,000	98,500	98,350		
75		68200	Taxes	0	103,800	103,800	105,900	103,800		
76			Grand Total	0	0	0	0	0		
77										

Trial Balance by Entity

- Parameters: Period and Entity.
- Note that all balance sheet accounts, all revenue accounts, and some expense accounts are hidden for purposes of the screenshot.

Trial Balance Report January, 2010		HKD	CAD	EUR	USD
Account	Account Description	Corporate Asia	Corporate Canada	Corporate EMEA	Corporate US
63050	Equipment Lease and Rental	6,600.00	1,100.00	990.00	3,850.00
63090	IT Professional Services	3,600.00	600.00	540.00	2,100.00
64010	Training	24,000.00	4,000.00	3,600.00	14,000.00
64020	Telephone	26,400.00	4,400.00	3,960.00	15,400.00
64030	Electricity	80,400.00	13,400.00	12,060.00	46,900.00
64040	Natural Gas	600.00	100.00	90.00	350.00
64050	Real Estate Taxes	141,600.00	23,600.00	21,240.00	82,600.00
65010	Insurance	5,400.00	900.00	810.00	3,150.00
65020	Interest	38,400.00	6,400.00	5,760.00	22,400.00
66010	Depreciation - Building	283,800.00	47,300.00	42,570.00	165,550.00
66030	Depreciation - Equipment	94,200.00	15,700.00	14,130.00	54,950.00
66040	Depreciation - Computer	1,800.00	300.00	270.00	1,050.00
68040	Repairs and maintenance	3,600.00	600.00	540.00	2,100.00
68050	Conference and seminars	6,600.00	1,100.00	990.00	3,850.00
68060	Dues, Licenses and Permits	16,800.00	2,800.00	2,520.00	9,800.00
68070	Books and Subscriptions	600.00	100.00	90.00	350.00
68080	Travel	32,400.00	5,400.00	4,860.00	18,900.00
68120	Advertising	4,200.00	700.00	630.00	2,450.00
68130	Gift and donations	1,800.00	300.00	270.00	1,050.00
68140	Special events	1,800.00	300.00	270.00	1,050.00
68150	Bank charges	1,800.00	300.00	270.00	1,050.00
68180	Miscellaneous expenses	79,200.00	13,200.00	11,880.00	46,200.00
68190	Bad Debt Expense	168,600.00	28,100.00	25,290.00	98,350.00
68200	Taxes	120,800.00	36,800.00	28,120.00	103,800.00
Grand Total		0.00	0.00	0.00	0.00

Sub-Ledger Reports

Accounts Receivable Report

- Parameters: Period and Entity.
- The report shows all customers with all invoices and payments for the month.
- Note that many customers are hidden for purposes of the screenshot.

Accounts Receivable Report						
Corporate US						
January, 2010						
Customer Code	Customer Description	Sales Person	Document ID	Document Date	Amount	
NOVAS0002 Nova Systems, Inc.						
			10120	01/04/10	30,107.00	
			78540	01/19/10	-26,554.00	
PLACE0001 Place & MacDero Associates						
			11120	01/08/10	10,626.00	
			78570	01/20/10	-30,560.00	
PULAS0001 Pulaski Enterprises Inc.						
			11820	01/11/10	21,252.00	
			19280	01/18/10	19,481.00	
			78600	01/21/10	-61,234.00	
RIVER0001 Riverside University						
			13180	01/14/10	23,023.00	
			78630	01/21/10	-44,941.00	
STMAR0001 St. Marys Hospital						
			13550	01/16/10	24,794.00	
			20440	01/25/10	22,137.50	
			78660	01/23/10	-66,468.00	
VANCO0001 Vancouver Resort Hotels						
			18580	01/17/10	-24,500.00	
			19600	01/20/10	12,397.00	
			78690	01/24/10	-12,625.00	
WESTS0001 Westside Cable Service						
			20120	01/23/10	14,168.00	
			78720	01/25/10	-36,795.00	
Grand Total					42,000.00	

Accounts Payable Report

- Parameters: Period and Entity.
- The report shows all vendors with all invoices and payments for the month.
- Note that many vendors are hidden for purposes of the screenshot.

Accounts Payable Report					
Corporate US					
January, 2010					
Vendor	Document ID	Document Date	Comment	Amount	
Shipping Specialists					(3,460.00)
	12390	1/12/2010		(840.00)	
	12410	1/12/2010		(560.00)	
	12430	1/12/2010		(560.00)	
	12450	1/12/2010		(280.00)	
	12470	1/12/2010		(280.00)	
	19760	1/20/2010		(525.00)	
	19770	1/20/2010		(350.00)	
	19780	1/20/2010		(350.00)	
	19790	1/20/2010		(175.00)	
	19800	1/20/2010		(175.00)	
	21030	1/27/2010		(735.00)	
	21050	1/27/2010		(490.00)	
	21070	1/27/2010		(490.00)	
	21090	1/27/2010		(245.00)	
	21110	1/27/2010		(245.00)	
	60015	1/30/2010		2,840.00	
Timely Shipping Service					1,770.00
	60020	1/30/2010		1,770.00	
Training Systems					2,877.00
	60065	1/30/2010		2,877.00	
Vision Advertising Inc.					404.00
	60160	1/30/2010		404.00	
Vista Travel					1,475.00
	60150	1/30/2010		1,475.00	
Grand Total					(52,500.00)

Human Resources/Payroll Report

- Parameters: Period and Entity.
- The report shows all employees with all paychecks for the month. The employees are broken up by full-time salaries, full-time overtime, full-time bonuses, part-time salaries, part-time overtime, and part-time bonuses. The screen shot below shows the part-time employees who received a bonus, overall summary by account, and a pie chart.
- Note that many employees are hidden for purposes of the screenshot.

Payroll Detail Report										
Corporate US										
January, 2010										
Account	Employee	Hire Date	Job Title	Document ID	Date	Hours	Rate	Salary		
Part Time Salaries - Bonus						322.3	6.52	2,100		
	<i>Brett Duke</i>	<i>12/10/97</i>	<i>Contractor</i>			<i>67.5</i>	<i>5.69</i>	<i>387</i>		
				13420	01/15/10	30.8	5.69	175		
				21450	01/30/10	30.8	5.69	175		
	<i>David Laird</i>	<i>06/06/06</i>	<i>Contractor</i>			<i>68.5</i>	<i>10.22</i>	<i>700</i>		
				13390	01/15/10	34.2	10.22	350		
				21420	01/30/10	34.2	10.22	350		
	<i>Dexter Moustakas</i>	<i>04/04/04</i>	<i>Contractor</i>			<i>67.5</i>	<i>5.69</i>	<i>387</i>		
				13400	01/15/10	30.8	5.69	175		
				21430	01/30/10	30.8	5.69	175		
	<i>Russell Cecil</i>	<i>05/03/06</i>	<i>Contractor</i>			<i>76.9</i>	<i>4.55</i>	<i>350</i>		
				13460	01/15/10	38.5	4.55	175		
				21690	01/30/10	38.5	4.55	175		
	<i>Wade Givynn</i>	<i>01/01/01</i>	<i>Contractor</i>			<i>53.8</i>	<i>6.50</i>	<i>350</i>		
				13410	01/15/10	26.9	6.50	175		
				21440	01/30/10	26.9	6.50	175		
Summary by Account										
Salaries								874,800		
Overtime								3,150		
Bonuses								32,200		
Part Time Salaries - Base Salary								306,250		
Part Time Salaries - Overtime								2,450		
Part Time Salaries - Bonus								2,100		
Grand Total								1,220,950		

Summary by Account	
Salaries	874,800
Overtime	3,150
Bonuses	32,200
Part Time Salaries - Base Salary	306,250
Part Time Salaries - Overtime	2,450
Part Time Salaries - Bonus	2,100

Sales Order Report

- Parameters: Period and Entity.
- The report will show all the detail orders by customer. The bottom of the report (shown below) will summarize all sales and also show a pie chart of sales by product.
- Note that many customers/orders are hidden for purposes of the screenshot.

Sales Order Detail							
Corporate US							
January, 2010							
Customer	Product	Sales Person	Document ID	Document Date	Quantity	Rate	Price
<i>Fulaski Enterprises Inc.</i>							
	Maintenance		11820	011110	2	40,733	40,733
	Other		19280	011810	1	19,481	19,481
<i>Riverside University</i>							
	Maintenance		13180	011410	1	23,023	23,023
<i>St. Marys Hospital</i>							
	Maintenance		13550	011610	2	46,932	46,932
	Other		20440	012510	1	22,138	22,138
<i>Vancouver Resort Hotels</i>							
	Maintenance		19600	012010	1	12,397	12,397
<i>Westside Cable Service</i>							
	Maintenance		20120	012310	1	14,168	14,168
Grand Total					3,872	674	2,611,000
Summary by Product							
	Budgeting and Forecasting Product				48	67,500	360,000
	Customizations				9	160,550	160,550
	Dashboard and Scorecard Product				42	36,000	168,000
	Data Warehouse Product				9	225,000	225,000
	Maintenance				7	136,367	136,367
	Other				4	88,550	88,550
	Financial Reporting Product				65	67,500	487,500
	Consulting Services				3,101	1,935	666,715
	Training Services				577	31,817	139,547
	Other Services				10	178,771	178,771

Sales

- Budgeting and Forecasting Product
- Customizations
- Dashboard and Scorecard Product
- Data Warehouse Product
- Maintenance

Modeling

Profitability Break-back Modeling

The Breakback Simulation allows an organization to, quickly and accurately enter a new net income target and then the model will automatically calculate the revenues and expenses in order to reach that profit. Another option is to freeze (enter 0%) or increase/decrease individual target revenue/expense accounts. Each time an account is frozen, increased, or decreased, and then all the other rows will automatically and proportionally adjust so that Net Profit still remains at the target that was entered. There are three options on the Breakback for the profit and loss: 1) use current year actual plus forecast to calculate full year budget, 2) calculate the annualized net income based on the actual year-to-date to calculate a forecast, or 3) use the year-to-date actual plus forecast to create a new forecast. Below is a sample of the third type (note that many rows are hidden due to the size of the file):

Acct Code	Account Description	Dept	BUDGET		Forecast 2010	Increase/ (Decrease)	What If Scenario	April	May	June	July	August	September	October	November	December	Total Forecast
			Forecast	Forecast				Forecast	Forecast	Forecast	Forecast	Forecast	Forecast				
63040	Contractual Services	500	51,950	152,830	204,780		35,791	-1,795	-1,795	-1,795	-1,795	-1,795	-1,795	-1,795	-1,795	-1,795	35,791
63050	Equipment Lease and Rental	500	950	2,760	3,710		648	-34	-34	-34	-34	-34	-34	-34	-34	-34	648
63090	IT Professional Services	500	950	2,760	3,710		648	-34	-34	-34	-34	-34	-34	-34	-34	-34	648
64010	Training	500	5,150	15,600	20,750		3,627	-169	-169	-169	-169	-169	-169	-169	-169	-169	3,627
64020	Telephone	500	5,150	14,970	20,120		3,517	-181	-181	-181	-181	-181	-181	-181	-181	-181	3,517
64030	Electricity	500	17,300	49,450	66,750		11,666	-626	-626	-626	-626	-626	-626	-626	-626	-626	11,666
64040	Natural Gas	500	0		0		0	0	0	0	0	0	0	0	0	0	0
64050	Real Estate Taxes	500	29,800	87,980	117,780		20,585	-1,024	-1,024	-1,024	-1,024	-1,024	-1,024	-1,024	-1,024	-1,024	20,585
65010	Insurance	500	950	2,820	3,770		659	-32	-32	-32	-32	-32	-32	-32	-32	-32	659
65020	Interest	500	8,200	23,320	31,520		5,509	-299	-299	-299	-299	-299	-299	-299	-299	-299	5,509
66010	Depreciation - Building	500	57,600	1,125	58,725		10,264	-5,260	-5,260	-5,260	-5,260	-5,260	-5,260	-5,260	-5,260	-5,260	10,264
66030	Depreciation - Equipment	500	19,450	3,750	23,200		4,055	-1,711	-1,711	-1,711	-1,711	-1,711	-1,711	-1,711	-1,711	-1,711	4,055
66040	Depreciation - Computer	500	0		0		0	0	0	0	0	0	0	0	0	0	0
66050	Amortization	500	0		0		0	0	0	0	0	0	0	0	0	0	0
68040	Repairs and maintenance	500	950	2,790	3,740		654	-33	-33	-33	-33	-33	-33	-33	-33	-33	654
68050	Conference and seminars	500	950	2,820	3,770		659	-32	-32	-32	-32	-32	-32	-32	-32	-32	659
68060	Dues, Licenses and Permits	500	3,050	9,030	12,080		2,111	-104	-104	-104	-104	-104	-104	-104	-104	-104	2,111
68070	Books and Subscriptions	500	0		0		0	0	0	0	0	0	0	0	0	0	0
68080	Travel	500	6,300	20,220	26,520		4,635	-185	-185	-185	-185	-185	-185	-185	-185	-185	4,635
68120	Advertising	500	950	2,810	3,760		657	-33	-33	-33	-33	-33	-33	-33	-33	-33	657
68130	Gift and donations	500	0		0		0	0	0	0	0	0	0	0	0	0	0
68140	Special events	500	0		0		0	0	0	0	0	0	0	0	0	0	0
68150	Bank charges	500	0		0		0	0	0	0	0	0	0	0	0	0	0
68180	Miscellaneous expenses	500	16,800	47,420	64,220		11,224	-620	-620	-620	-620	-620	-620	-620	-620	-620	11,224
68190	Bad Debt Expense	500	36,000	102,620	138,620		24,228	-1,308	-1,308	-1,308	-1,308	-1,308	-1,308	-1,308	-1,308	-1,308	24,228
68200	Taxes	500	0		0		0	0	0	0	0	0	0	0	0	0	0
	<i>Total Purchasing</i>		<i>873,300</i>	<i>2,138,256</i>	<i>3,011,556</i>		<i>N/A</i>	<i>526,356</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>-38,549</i>	<i>526,356</i>
	Total Expenses		7,535,350	18,431,212	25,966,562		N/A	4,538,402	-332,994	-332,994	-332,994	-332,994	-332,994	-332,994	-332,994	-332,994	4,538,402
NETINC	Net Income	300	258,550	6,035,123	6,293,673		1,100,000	1,100,000	93,494	93,494	93,494	93,494	93,494	93,494	93,494	93,494	1,100,000

Additional Resources

Solver Support Center

The Solver Support Center (support.solverusa.com) is the centralized location for users to learn more about the BI360 Suite. From opening and managing your support tickets to reading knowledgebase articles about the product, the Solver Support Center has everything a user will need.

Users may contact Solver Support if they have questions about the BI360 Suite. One of our technical support consultants will gladly assist you.

Users can access the Solver Knowledgebase for more information about the entire BI360 Suite. From user guides, white papers, training manuals and much more, the Solver Support Center has everything a user will need to get started with the application.

Solver Forum

The Solver Forum (solverusa.com/forum) is a great resource for users to ask questions about the software. Other users or one of the many Solver employees frequently check the boards and can quickly answer your questions.

Solver Feedback

Solver invites customers to participate in providing feature requests for future versions of BI360 on a site just for user feedback, feedback.solverusa.com. On the Solver Feedback site, users may suggest features for updates and upgrades to BI360 – and/or vote on existing feature submissions from fellow customers to really push for feature(s) that would make BI360 even more powerful, dynamic, and intuitive.