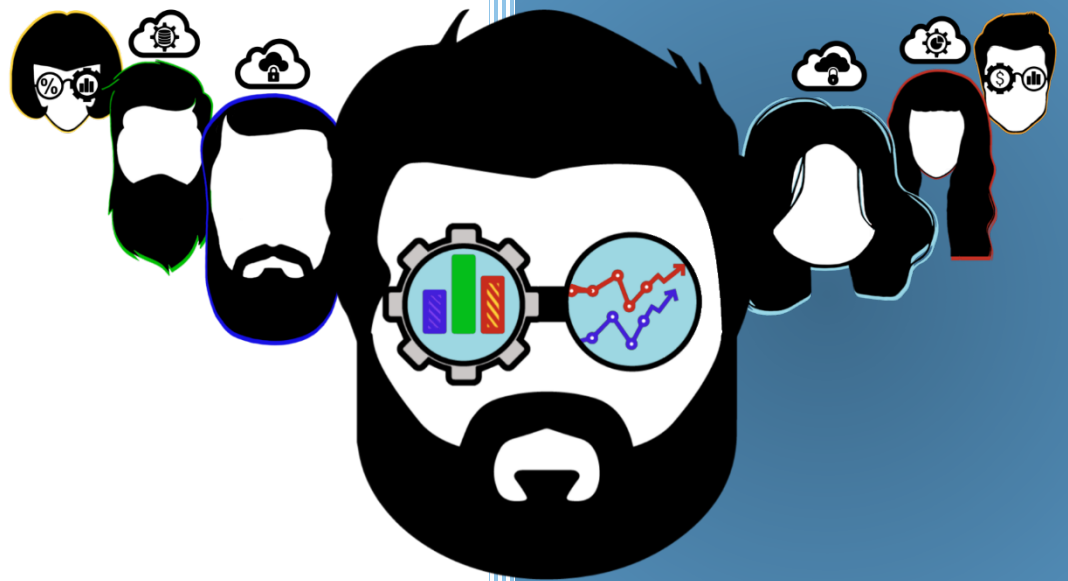


2020

CASE STUDY – Financial Statements



Financial Statements Prep Custom Solution

PROCESS STREAMLINING, CUSTOM APPLICATION, DATA WAREHOUSE AND REPORTS

Project timing: Summer/Fall 2020

Situation:

Client is a global service provider based in northeast Ohio. Timeliness of information is critical and the CEO is demanding. After beginning this effort internally, it quickly became apparent that this is much more than it seems at first and led the internal team to seek outside help. Some of the issues that led to this decision were problems with report refreshing related to disparate data sources spread all over the globe, large data and poor data models which led to unreliable reports, minimal report design experience, and more. To sum it up, the internal team took a swing at seeing how Power BI would fit into their company – after all, they are running a very popular ERP system and they already have reports that they have been using for years.

After the CEO witnessed a preformatted report linked to live data work for him to provide real-time answers to questions, the inevitable happened and he instructed the team - “We need some good Power BI reports”

After approximately 10 weeks, the initial Power BI reporting project was implemented including 10+ reports and templates. The primary objective of this phase was to take what the internal team started and complete the project initiative while delivering nice-looking reports. During this time conversations around the data led to the identified need for a streamlined process to assist in a very time consuming effort at the client – the monthly financial statements preparation process. Our solution is the subject of this white paper.

Current process:

Corporate controller manually exports data from their Navision system for each company (11 companies in total) and bring it into Excel. Here, the controller shapes and formats the data for the customized financial statement presentation that the company uses. The process of exporting the data to review and make notes, make the changes, re-export and complete this process consumed a minimum of 40 hours per month for the corporate controller alone.

Our solution:

Implement a data warehouse to support reporting efforts. This data warehouse updates with the required data from the source system on a daily basis (or more frequently as needed). The source system is composed of multiple geographically-dispersed SQL databases with a similar schema. In the new system, this data is retrieved, combined logically, and stored locally to improve query performance, report reliability, and to aggregate all of the data into a single source/point of truth.

During financial statement preparation, the controller access our custom application, selects the period and the company that they are working on, and they are presented with the financial statements as they appear in the draft status – all within a few seconds.

In the app, the controller is able to make notes and comments as they pertain to the published set of financial statements. When complete, the controller clicks a button to “finalize” these statements and a copy of the financial data and notes are saved to the database for future reference.

Power BI is linked to this system and offers the users an interactive and engaging way to view the monthly financial statements. Keep in mind, the company has already been on the journey to improved reporting for some time by now, and adding the standard monthly financial reports to the available reports is the second phase of this project – the first phase involved financial and operational data and aside from being able to report on items far more easily than ever before, trust in this new method has been built up – making the transition for such critical reports smooth.

On a standardized schedule, the reports are refreshed to show the most recent finalized copy of the statements. Report PDFs are produced using SSRS as paginated reports that are very similar to the original PDF reports from the source system. Power BI reports are refreshed, and according to the predetermined schedule, the applicable report users receive an email notification alerting them that this is available, with a link to the live report as well as a PDF of all report pages similar to what is attached here.

Results:

Application

ReportParams

Please select the report parameters

October ▾
2020 ▾
AFIMAC Canada ▾



AFIMAC Canada MONTHLY STATEMENT OF EARNINGS For the Months Ending: September

| | Budget 2020 | September 2020 Budget to September 2020 Actual | | | | | 2020 YTD Budget to 2020 YTD Actual Comparison | | | | |
|----------------------------|-------------|--|----------|-----------|----------|----------|---|----------|----------|----------|----------|
| | | Budget 20 | % of Rev | Actual 20 | % of Rev | Variance | Budget 20 | % of Rev | 2020 YTD | % of Rev | Variance |
| Revenue | 7650000 | 637500 | %100 | 664729 | %100 | 27229 | 5737500 | %100 | 7550591 | %100 | 1813091 |
| Cost of Sales | 5321001 | 443417 | 0.7 | 463104 | 0.7 | 19687 | 3990750 | 0.7 | 5156185 | 0.68 | 1165435 |
| Gross Profit | 2329000 | 194083 | 0.3 | 201625 | 0.3 | 7542 | 1746750 | 0.3 | 2394406 | 0.32 | 647656 |
| Gross Margin % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| G&A | 1113923 | 95691 | 0.15 | 92152 | 0.14 | -3539 | 832861 | 0.15 | 359479 | 0.05 | -473382 |
| Operating Income | 1215077 | 98392 | 0.15 | 109473 | 0.16 | 11081 | 913889 | 0.16 | 2034927 | 0.27 | 1121039 |
| Operating Income% | | | | | | | | | | | |
| Shared Resource Allocation | -1018364 | -78293 | -0.12 | -80247 | -0.12 | -1955 | -78293 | -0.01 | -80247 | -0.01 | -1955 |
| Other Income (Expense) | -21361 | -368 | 0 | 25 | 0 | 393 | -20257 | 0 | -14888 | 0 | 5369 |
| Currency Exchange | 0 | 0 | 0 | -12286 | -0.02 | -12286 | 0 | 0 | -304019 | -0.04 | -304019 |
| Net Income(Loss) | 175352 | 19732 | 0.03 | 16965 | 0.03 | -2767 | 119210 | 0.02 | 1059413 | 0.14 | 940203 |
| EBITDA | | | | | | | | | | | |


- Total Sales for the month were \$664729 compared to budget of \$637500
- Gross Profit percentage was 30% compared to budget of 30%
- General & Administrative Expense was \$92152 compared to the budget of \$95691.


Add Note

- Net Income for the month was \$17K compared to budget income of \$20K.

Submit

PDF Reports:

| <div>  <div> AFIMAC Canada Income Statement Summary Actual vs Budget for the Period and Year Ended - Division All <small>(Amounts are in CAD)</small> </div> <div> <small>Generated on 12/7/2020</small> </div> </div> | | | | | | | | | |
|---|---------|---------|---------|-------------|-----------|------------|-------------|------------|--|
| Description | Actual | Budget | Cur Var | Cur Var Pct | YTD | Budget YTD | YTDVariance | YTDVar Pct | |
| Gross Revenue | 664,729 | 637,500 | 27,229 | 4% | 7,550,591 | 5,737,500 | 1,813,091 | 32% | |
| Cost of Sales | 463,104 | 443,417 | 19,687 | 4% | 5,156,185 | 3,990,750 | 1,165,435 | 29% | |
| Gross Profit | 201,625 | 194,083 | 7,542 | 4% | 2,394,406 | 1,746,750 | 647,656 | 37% | |
| 407 ETR | 335 | 263 | 72 | 28% | 1,158 | 2,365 | -1,207 | -51% | |
| Accounting Fees | 1,417 | 2,083 | -667 | -32% | 12,750 | 18,750 | -6,000 | -32% | |
| Auto Allowance | 2,354 | 2,550 | -196 | -8% | 22,361 | 22,950 | -589 | -3% | |
| Auto Expense - Parking | | 128 | -128 | -100% | 452 | 1,154 | -701 | -61% | |
| Auto Expense - Rental | | 78 | -78 | -100% | | 701 | -701 | -100% | |
| Auto Expenses - Gas | 112 | 732 | -620 | -85% | 2,178 | 6,587 | -4,409 | -67% | |
| Bad Debt Expense | (67) | 954 | -1,021 | -107% | -569 | 8,586 | -9,155 | -107% | |
| Bank Service Charges | 1,235 | 1,280 | -45 | -4% | 10,314 | 11,522 | -1,208 | -10% | |
| Business Insurance | 5,184 | 6,309 | -1,125 | -18% | 48,951 | 47,778 | 1,174 | 2% | |
| Computer Equip & Supplies | | 14 | -14 | -100% | 1,315 | 127 | 1,188 | 935% | |
| Courier | 1,039 | 6 | 1,033 | 17776% | 7,021 | 52 | 6,968 | 13326% | |
| CPP/QPP | 1,449 | 1,589 | -140 | -9% | 18,242 | 14,158 | 4,085 | 29% | |
| Credit Card Fees | 203 | 359 | -156 | -43% | 1,685 | 3,232 | -1,547 | -48% | |
| Depreciation Expense | 659 | 1,262 | -603 | -48% | 7,012 | 11,534 | -4,522 | -39% | |
| Dues and Subscriptions | 2,846 | 1,493 | 1,353 | 91% | 21,506 | 13,439 | 8,067 | 60% | |
| Education & Training Seminars | (128) | 89 | -217 | -243% | -630 | 804 | -1,434 | -178% | |
| EHT | 1,295 | 831 | 464 | 56% | 10,300 | 7,401 | 2,899 | 39% | |
| EI | 511 | 712 | -201 | -28% | 6,895 | 6,345 | 550 | 9% | |
| Employee Benefits | 1,665 | 1,530 | 135 | 9% | -46,511 | 13,771 | -60,283 | -438% | |
| Employee Recognition M&E 50% | | 4 | -4 | -100% | 73 | 33 | 40 | 121% | |
| Employee Recog Gift Card/Award | 231 | | 231 | 23119% | 417 | | 417 | 41678% | |
| Event | | 3,000 | -3,000 | -100% | | 29,500 | -29,500 | -100% | |
| Legal Expense | | 73 | -73 | -100% | 1,937 | 658 | 1,279 | 194% | |
| Licenses & Permits | 208 | 2,652 | -2,444 | -92% | 13,518 | 23,864 | -10,347 | -43% | |
| Marketing & PR Expense | | 92 | -92 | -100% | 736 | 827 | -92 | -11% | |
| Meals & Entertainment 50% | 238 | 496 | -258 | -52% | 2,284 | 4,463 | -2,179 | -49% | |
| Mileage | | 8 | -8 | -100% | | 72 | -72 | -100% | |
| Miscellaneous Expense | | 143 | -143 | -100% | 1,417 | 1,284 | 133 | 10% | |
| Office Supplies and Expense | 600 | 305 | 295 | 97% | 5,140 | 2,741 | 2,399 | 87% | |
| Online Software fees | 1,529 | 2,217 | -688 | -31% | 14,046 | 19,950 | -5,904 | -30% | |
| Pavroll Service Charges | 1,939 | 2,279 | -341 | -15% | 18,540 | 20,515 | -1,975 | -10% | |

| <div>  <div> AFIMAC Canada MONTHLY STATEMENT OF EARNINGS For the Seven Months Ending September 30, 2020 </div> <div> <small>Generated on 12/7/2020</small> </div> </div> | | | | | | | | | | | |
|--|--|----------|-------|----------|-------|----------|------------------------------------|-------|-----------|-------|-----------|
| | September 2020 Budget vs September 2020 Actual | | | | | | 2020 YTD Budget vs 2020 YTD Actual | | | | |
| | Annual Budget | Budget | % Rev | Actual | % Rev | Var | Budget YTD | % Rev | YTD | % Rev | Var |
| Gross Revenue | 7,650,000 | 637,500 | 100% | 664,729 | 100% | 27,229 | 5,737,500 | 100% | 7,550,591 | 100% | 1,813,091 |
| Cost of Sales | 5,321,001 | 443,417 | 70% | 463,104 | 70% | 19,687 | 3,990,750 | 70% | 5,156,185 | 68% | 1,165,435 |
| Gross Profit | 2,329,000 | 194,083 | 30% | 201,625 | 30% | 7,542 | 1,746,750 | 30% | 2,394,406 | 32% | 647,656 |
| Gross Margin % | 30% | - | 0% | 0 | | | - | 0% | 0 | | |
| Total General & Admin Expense | 1,113,923 | 95,691 | 15% | 92,152 | 14% | (3,539) | 832,861 | 15% | 359,479 | 5% | (473,382) |
| Operating Income | 1,215,077 | 98,392 | 15% | 109,473 | 16% | 11,081 | 913,889 | 16% | 2,034,927 | 27% | 1,121,038 |
| Shared Resource Allocation | (1,018,364) | (78,293) | -12% | (80,247) | -12% | (1,955) | (78,293) | -1% | (80,247) | -1% | (1,955) |
| Other Income/Expense | (21,361) | (368) | 0% | 25 | 0% | 393 | (20,257) | 0% | (14,888) | 0% | 5,369 |
| Currency Exchange | - | - | 0% | (12,286) | -2% | (12,286) | - | 0% | (304,019) | -4% | (304,019) |
| Net Income Before Tax | 175,352 | 19,732 | 3% | 16,965 | 3% | (2,767) | 119,210 | 2% | 1,059,413 | 14% | 940,203 |

Company

XYZ Company

Year

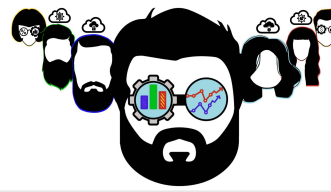
2020

Month

October

Division

All



Monthly Financial Statements

Financial Statements

Statement of Earnings

Income Statement Summary

Income Statement by Division

Key Areas

Revenue

Revenue by Division

Gross Profit

Operating Income

Charts and Graphs

AR Analysis

Cash Flow

Waterfall Graphs

Key Areas

Last Refreshed

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Company

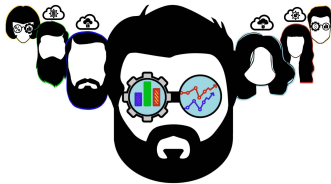
XYZ Company

Year

2020

Month

October



XYZ Company

MONTHLY STATEMENT OF EARNINGS

For the Ten Months Ending October 31, 2020

Current Period

Gross Revenue

711,867✓

Budget YTD: 637,500

(+74,367 +12%)

Gross Profit

225,227✓

Budget YTD: 194,083

(+31,143 +16%)

Operating Income

133,941✓

Budget YTD: 92,848

(+41,093 +44%)

Net Profit

24,792✓

Budget YTD: 10,610

(+14,182 +134%)

| Description | Annual Budget | Budget | % Rev | Actual | % Rev | Variance | Budget YTD | % Rev | Actual YTD | % Rev | Variance YTD |
|-------------------------------|---------------|---------|-------|---------|-------|----------|------------|-------|------------|-------|--------------|
| Gross Revenue | 7,650,000 | 637,500 | 100% | 711,867 | 100% | 74,367 | 6,375,000 | 100% | 8,262,458 | 100% | 1,887,458 |
| Cost of Sales | 5,321,001 | 443,417 | 70% | 486,641 | 68% | 43,224 | 4,434,167 | 70% | 5,642,826 | 68% | 1,208,659 |
| Gross Profit | 2,329,000 | 194,083 | 30% | 225,227 | 32% | 31,143 | 1,940,833 | 30% | 2,619,632 | 32% | 678,799 |
| Total General & Admin Expense | 1,113,923 | 101,236 | 16% | 91,286 | 13% | -9,950 | 934,097 | 16% | 450,764 | 13% | -483,332 |
| Operating Income | 1,215,077 | 92,848 | 15% | 133,941 | 19% | 41,093 | 1,006,736 | 15% | 2,168,868 | 19% | 1,162,132 |
| Shared Resource Allocation | -856,291 | -81,869 | -13% | -76,175 | -11% | 5,695 | -856,291 | -13% | -732,782 | -11% | 123,509 |
| Other Income/Expense | -21,361 | -368 | -0% | -1,011 | -0% | -643 | -20,625 | -0% | -15,899 | -0% | 4,726 |
| Currency Exchange | 0 | 0 | 0% | -31,963 | -4% | -31,963 | 0 | 0% | -335,981 | -4% | -335,981 |
| Net Income Before Tax | 175,352 | 10,610 | 2% | 24,792 | 3% | 14,182 | 129,820 | 2% | 1,084,205 | 3% | 954,385 |

notes

YTD

Gross Revenue

8,262,458✓

Budget YTD: 6,375,000

(+1,887,458 +30%)

Gross Profit

2,619,632✓

Budget YTD: 1,940,833

(+678,799 +35%)

Operating Income

2,168,868✓

Budget YTD: 1,006,736

(+1,162,132 +115%)

Net Profit

1,084,205✓

Budget YTD: 129,820

(+954,385 +735%)



Company

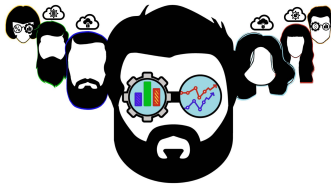
XYZ Company

Year

2020

Month

October



Current Period

Gross Revenue

711,867 637,500
Actual Budget

100%
% Rev

Cost of Sales

486,641 443,417
Actual Budget

70%
% Rev

Gross Profit

225,227 194,083
Actual Budget

30%
% Rev

Total General & Admin Expense

91,286 101,236
Actual Budget

16%
% Rev

Operating Income

133,941 92,848
Actual Budget

15%
% Rev

Shared Resource Allocation

-76,175 -81,869
Actual Budget

-13%
% Rev

XYZ Company

Income Statement Summary

Actual vs Budget for the Period and Year Ended - Division - All
For the Period from October 1, 2020 to October 31, 2020

| Description | Current Period | Budgeted Period | Current Variance | Current % Variance | Year to Date | Budget YTD | YTD Variance | YTD % Variance |
|--------------------------------|----------------|-----------------|------------------|--------------------|--------------|------------|--------------|----------------|
| Gross Revenue | 711,867 | 637,500 | 74,367 | 12% | 8,262,458 | 6,375,000 | 1,887,458 | 30% |
| Cost of Sales | 486,641 | 443,417 | 43,224 | 10% | 5,642,826 | 4,434,167 | 1,208,659 | 27% |
| Gross Profit | 225,227 | 194,083 | 31,143 | 16% | 2,619,632 | 1,940,833 | 678,799 | 35% |
| 407 ETR | 126 | 263 | -137 | -52% | 1,284 | 2,628 | -1,344 | -51% |
| Accounting Fees | 1,417 | 2,083 | -667 | -32% | 14,167 | 20,833 | -6,667 | -32% |
| Auto Allowance | 3,531 | 2,550 | 981 | 38% | 25,892 | 25,500 | 392 | 2% |
| Auto Expense - Parking | 25 | 128 | -103 | -80% | 477 | 1,282 | -805 | -63% |
| Auto Expense - Rental | | 78 | -78 | -100% | | 779 | -779 | -100% |
| Auto Expenses - Gas | 64 | 732 | -668 | -91% | 2,242 | 7,319 | -5,077 | -69% |
| Bad Debt Expense | 229 | 10,954 | -10,725 | -98% | -340 | 19,540 | -19,880 | -102% |
| Bank Service Charges | 1,180 | 1,280 | -100 | -8% | 11,493 | 12,802 | -1,308 | -10% |
| Business Insurance | 5,184 | 5,184 | 0 | 0% | 54,135 | 52,961 | 1,174 | 2% |
| Computer Equip & Supplies | 30 | 14 | 15 | 109% | 1,344 | 141 | 1,203 | 852% |
| Courier | 58 | 6 | 52 | 895% | 7,078 | 58 | 7,020 | 12,083% |
| CPP/QPP | 1,087 | 1,661 | -575 | -35% | 19,329 | 15,819 | 3,510 | 22% |
| Credit Card Fees | 95 | 359 | -264 | -74% | 1,780 | 3,591 | -1,811 | -50% |
| Depreciation Expense | 659 | 1,484 | -825 | -56% | 7,671 | 13,018 | -5,347 | -41% |
| Dues and Subscriptions | 2,458 | 1,493 | 965 | 65% | 23,964 | 14,932 | 9,032 | 60% |
| Education & Training Semin... | | 89 | -89 | -100% | -630 | 893 | -1,523 | -171% |
| EHT | 2,329 | 868 | 1,461 | 168% | 12,629 | 8,269 | 4,360 | 53% |
| EI | 315 | 745 | -430 | -58% | 7,210 | 7,090 | 120 | 2% |
| Employee Benefits | 1,795 | 1,530 | 265 | 17% | -44,716 | 15,302 | -60,018 | -392% |
| Employee Recognition M&E ... | | 4 | -4 | -100% | 73 | 37 | 36 | 99% |
| Empleyee Recog Gift Card/Aw... | | | | | 417 | | 417 | 0% |
| Event | | | | | | 29,500 | -29,500 | -100% |

YTD

Gross Revenue

8,262,458 6,375,000
YTD Budget YTD

100%
% Rev

Cost of Sales

5,642,826 4,434,167
YTD Budget YTD

68%
% Rev

Gross Profit

2,619,632 1,940,833
YTD Budget YTD

32%
% Rev

Total General & Admin Expense

450,764 934,097
YTD Budget YTD

13%
% Rev

Operating Income

2,168,868 1,006,736
YTD Budget YTD

19%
% Rev

Shared Resource Allocation

-732,782 -856,291
YTD Budget YTD

-11%
% Rev



Company

XYZ Company

Year

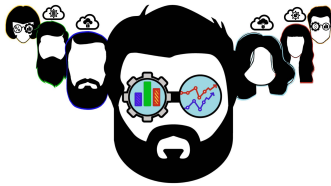
2020

Month

October

Division

All



Current Period

Gross Revenue

637,500

Budget

711,867

Actual

100%

% Rev

74,367

Current Variance

Cost of Sales

443,417

Budget

486,641

Actual

70%

% Rev

43,224

Current Variance

Gross Profit

194,083

Budget

225,227

Actual

30%

% Rev

31,143

Current Variance

Total General & Admin Expense

101,236

Budget

91,286

Actual

16%

% Rev

-9,950

Current Variance

Operating Income

92,848

Budget

133,941

Actual

15%

% Rev

41,093

Current Variance

Shared Resource Allocation

-81,869

Budget

-76,175

Actual

XYZ Company

Income Statement Summary

Actual vs Budget for the Period and Year Ended - Division - All
For the Period from October 1, 2020 to October 31, 2020

| Description | Actual | % of Total | Budget | % of Total | Year to Date | % of Total | Budget YTD | % of Total |
|-------------------------------|---------|------------|---------|------------|--------------|------------|------------|------------|
| Gross Revenue | 711,867 | 100.00% | 637,500 | 100.00% | 8,262,458 | 861.44% | 6,375,000 | 861.44% |
| Cost of Sales | 486,641 | 68.36% | 443,417 | 69.56% | 5,642,826 | 578.93% | 4,434,167 | 578.93% |
| Gross Profit | 225,227 | 31.64% | 194,083 | 30.44% | 2,619,632 | 282.51% | 1,940,833 | 282.51% |
| 407 ETR | 126 | 0.02% | 263 | 0.04% | 1,284 | 0.12% | 2,628 | 0.12% |
| Accounting Fees | 1,417 | 0.20% | 2,083 | 0.33% | 14,167 | 2.19% | 20,833 | 2.19% |
| Auto Allowance | 3,531 | 0.50% | 2,550 | 0.40% | 25,892 | 3.80% | 25,500 | 3.80% |
| Auto Expense - Parking | 25 | 0.00% | 128 | 0.02% | 477 | 0.06% | 1,282 | 0.06% |
| Auto Expense - Rental | | | 78 | 0.01% | | | 779 | |
| Auto Expenses - Gas | 64 | 0.01% | 732 | 0.11% | 2,242 | 0.33% | 7,319 | 0.33% |
| Bad Debt Expense | 229 | 0.03% | 10,954 | 1.72% | -340 | 0.00% | 19,540 | 0.00% |
| Bank Service Charges | 1,180 | 0.17% | 1,280 | 0.20% | 11,493 | 1.61% | 12,802 | 1.61% |
| Business Insurance | 5,184 | 0.73% | 5,184 | 0.81% | 54,135 | 7.71% | 52,961 | 7.71% |
| Computer Equip & Supplies | 30 | 0.00% | 14 | 0.00% | 1,344 | 0.19% | 141 | 0.19% |
| Courier | 58 | 0.01% | 6 | 0.00% | 7,078 | 0.18% | 58 | 0.18% |
| CPP/QPP | 1,087 | 0.15% | 1,661 | 0.26% | 19,329 | 1.09% | 15,819 | 1.09% |
| Credit Card Fees | 95 | 0.01% | 359 | 0.06% | 1,780 | 0.15% | 3,591 | 0.15% |
| Depreciation Expense | 659 | 0.09% | 1,484 | 0.23% | 7,671 | 1.20% | 13,018 | 1.20% |
| Dues and Subscriptions | 2,458 | 0.35% | 1,493 | 0.23% | 23,964 | 2.60% | 14,932 | 2.60% |
| Education & Training Seminars | | | 89 | 0.01% | -630 | | 893 | |
| EHT | 2,329 | 0.33% | 868 | 0.14% | 12,629 | 1.10% | 8,269 | 1.10% |
| EI | 315 | 0.04% | 745 | 0.12% | 7,210 | 0.40% | 7,090 | 0.40% |
| Employee Benefits | 1,795 | 0.25% | 1,530 | 0.24% | -44,716 | 1.01% | 15,302 | 1.01% |
| Employee Recognition M&E 50% | | | 4 | 0.00% | 73 | | 37 | |
| Emplyee Recog Gift Card/Award | | | | | 417 | | | |
| Event | | | | | | | 29,500 | |
| Legal Expense | | | 73 | 0.01% | 1,937 | 0.27% | 731 | 0.27% |

YTD

Gross Revenue

8,262,458

YTD

6,375,000

Budget YTD

100%

% Rev

1,887,458

Variance YTD

Cost of Sales

5,642,826

YTD

4,434,167

Budget YTD

68%

% Rev

1,208,659

Variance YTD

Gross Profit

2,619,632

YTD

1,940,833

Budget YTD

32%

% Rev

678,799

Variance YTD

Total General & Admin Expense

450,764

YTD

934,097

Budget YTD

13%

% Rev

-483,332

Variance YTD

Operating Income

2,168,868

YTD

1,006,736

Budget YTD

19%

% Rev

1,162,132

Variance YTD

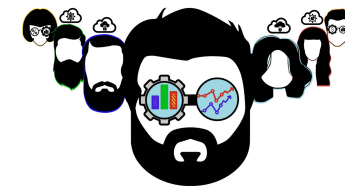
Shared Resource Allocation

-732,782

YTD

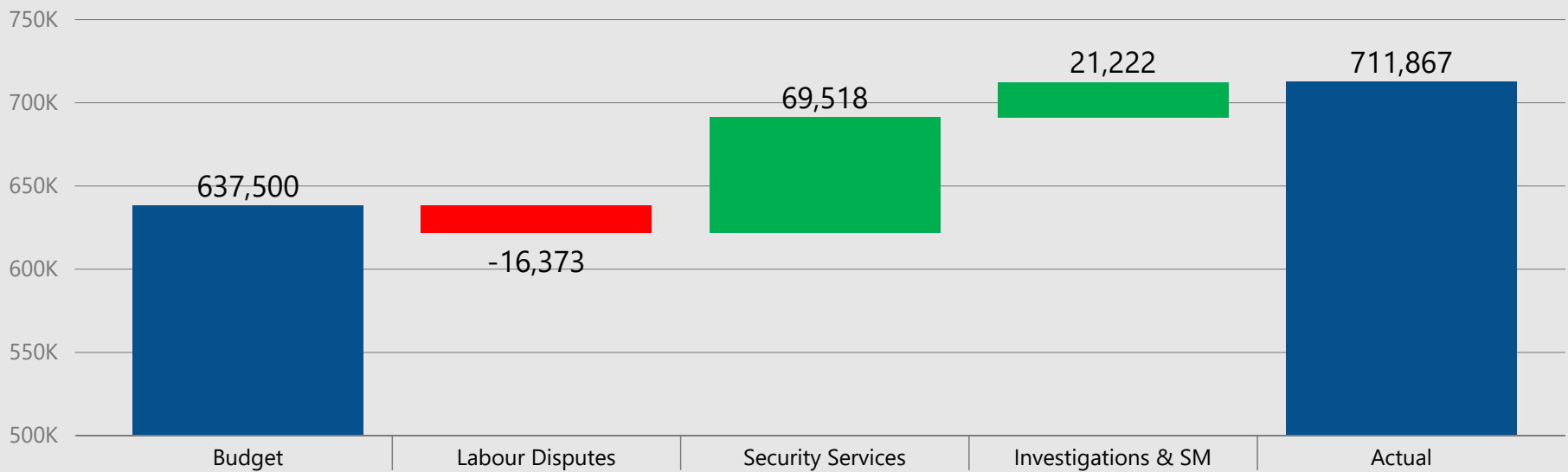
-856,291

Budget YTD



XYZ Company Interactive Graphs For the Ten Months Ending October 31, 2020

Gross Revenue Waterfall Graph for the Month Ending October 31, 2020

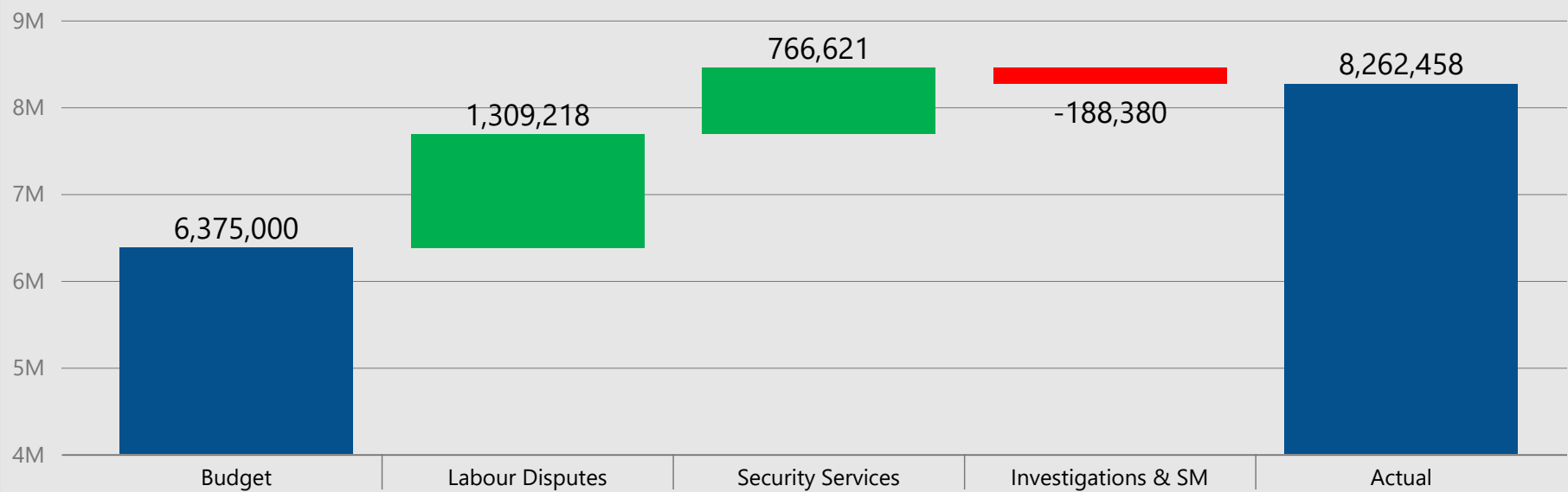


Revenue

Gross Profit

Operating Income

YTD Gross Revenue Waterfall Graph

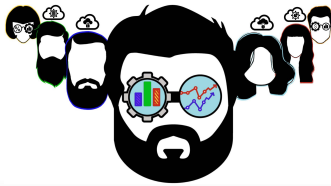


Category

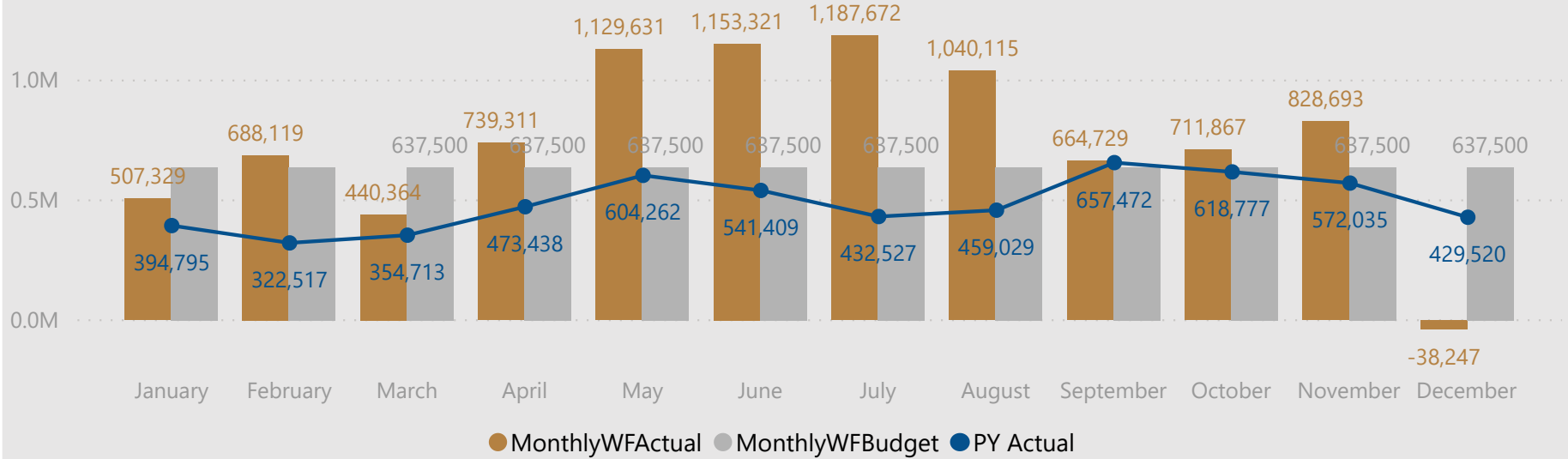
Gross Revenue

Division

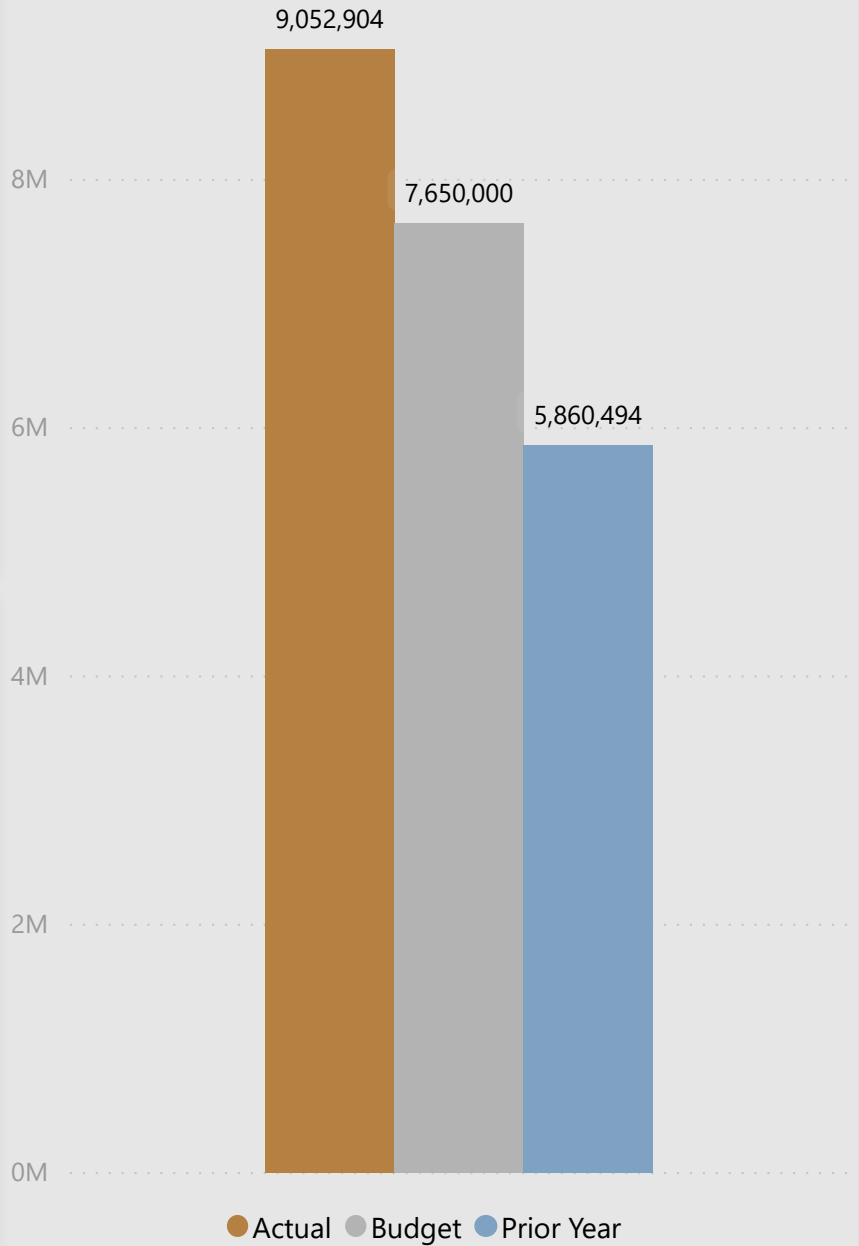
All



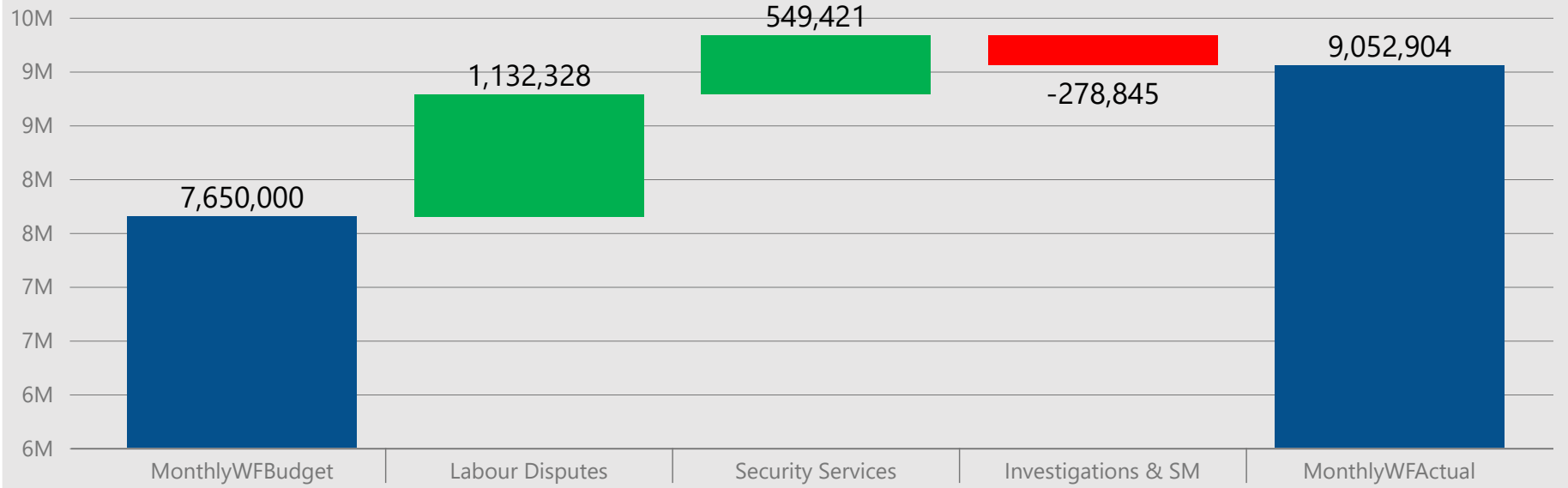
XYZ Company Actual vs Budget - Gross Revenue

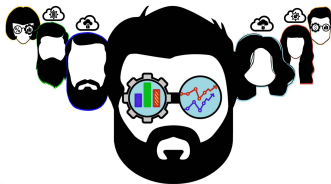


Gross Revenue Totals



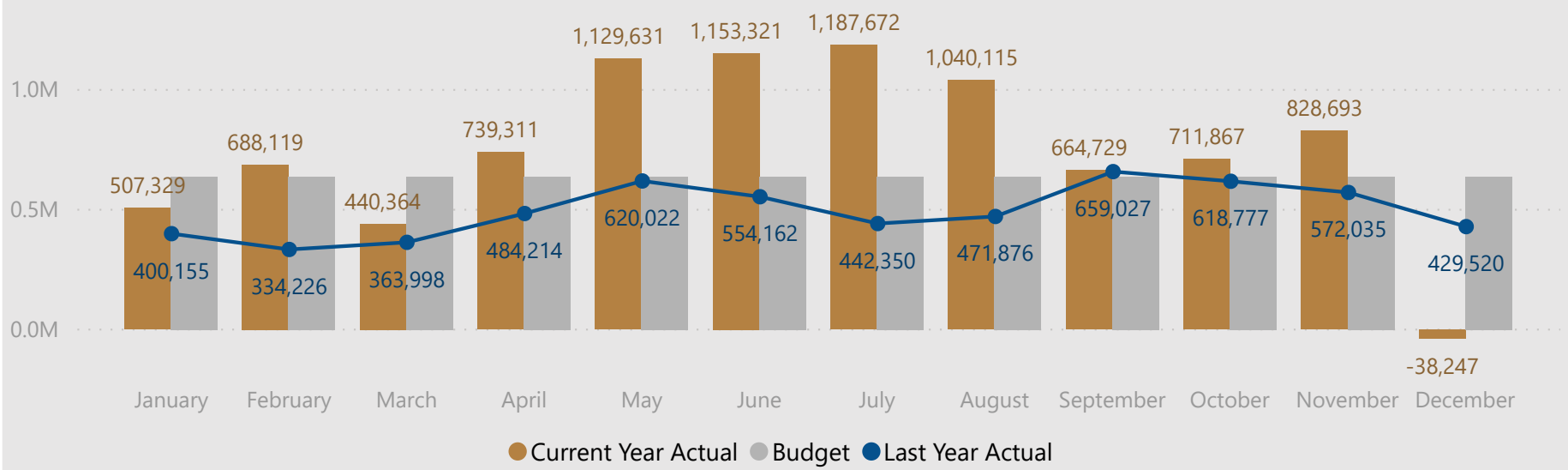
YTD Gross Revenue Waterfall Graph



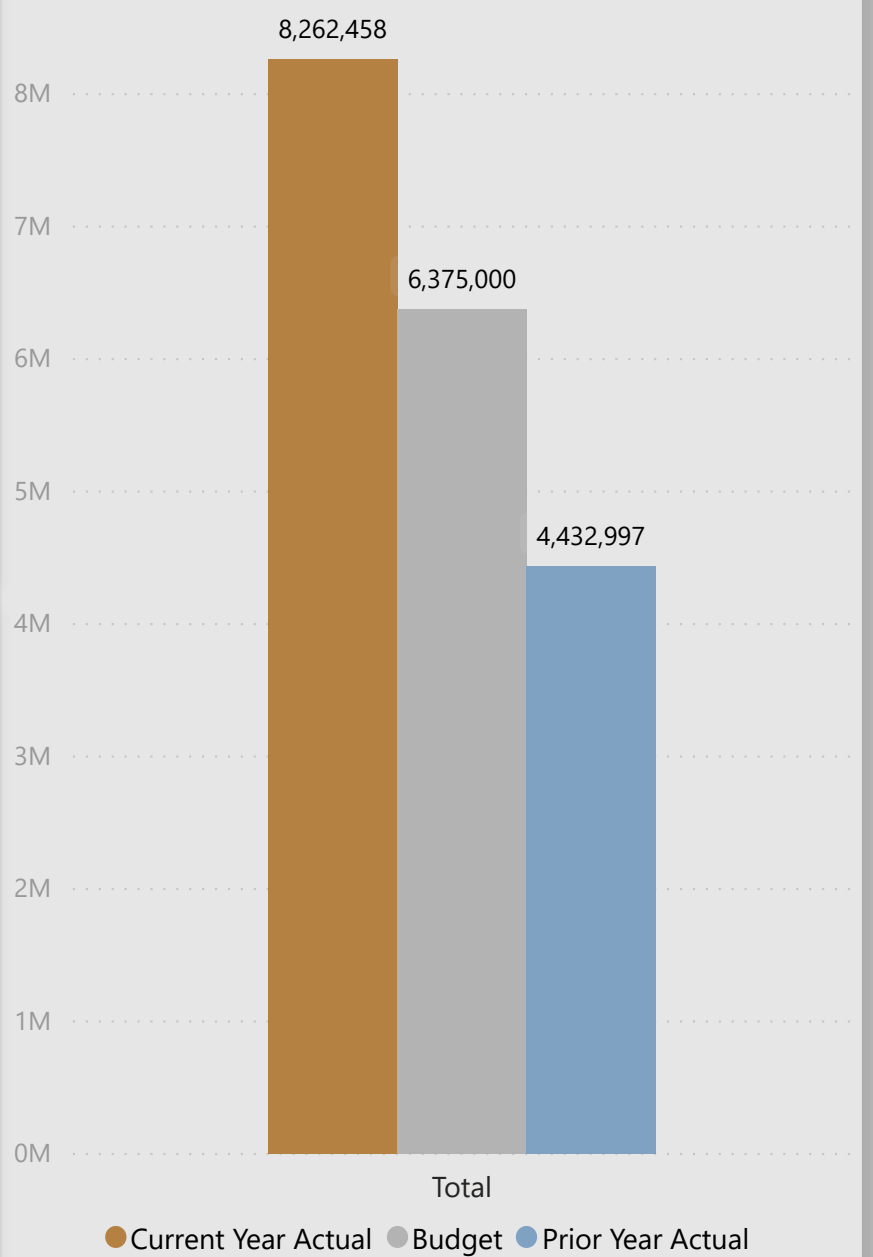


XYZ Company Interactive Graphs For the Ten Months Ending October 31, 2020

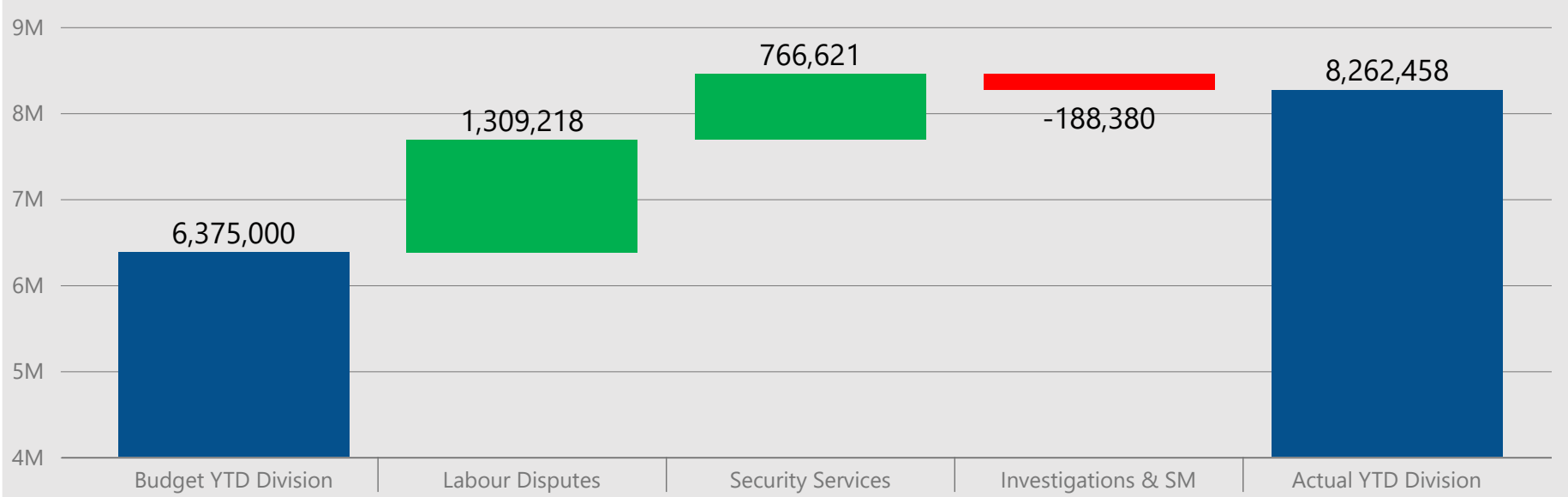
XYZ Company Revenue

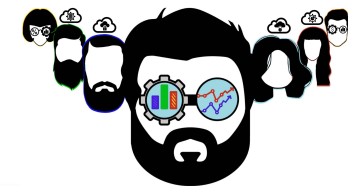


Revenue Totals



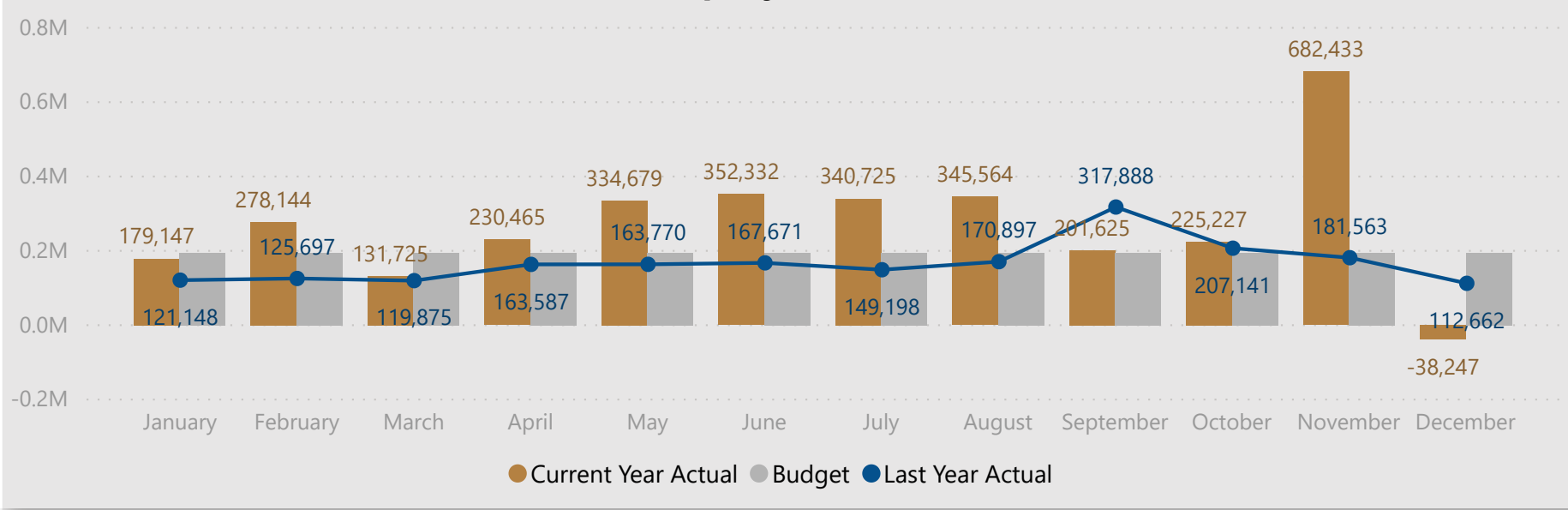
Waterfall Graph - YTD Revenue



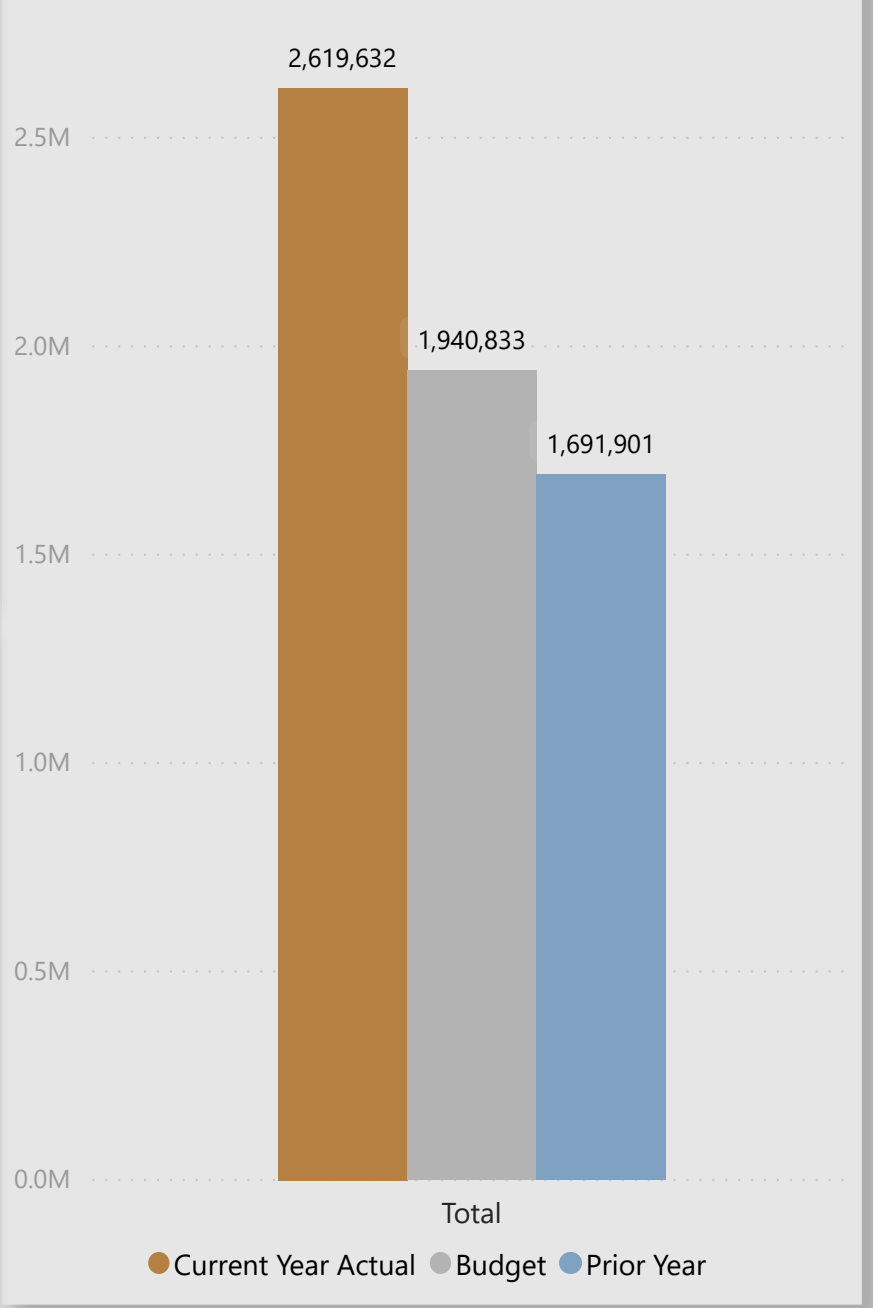


XYZ Company Gross Profit Graphs For the Ten Months Ending October 31, 2020

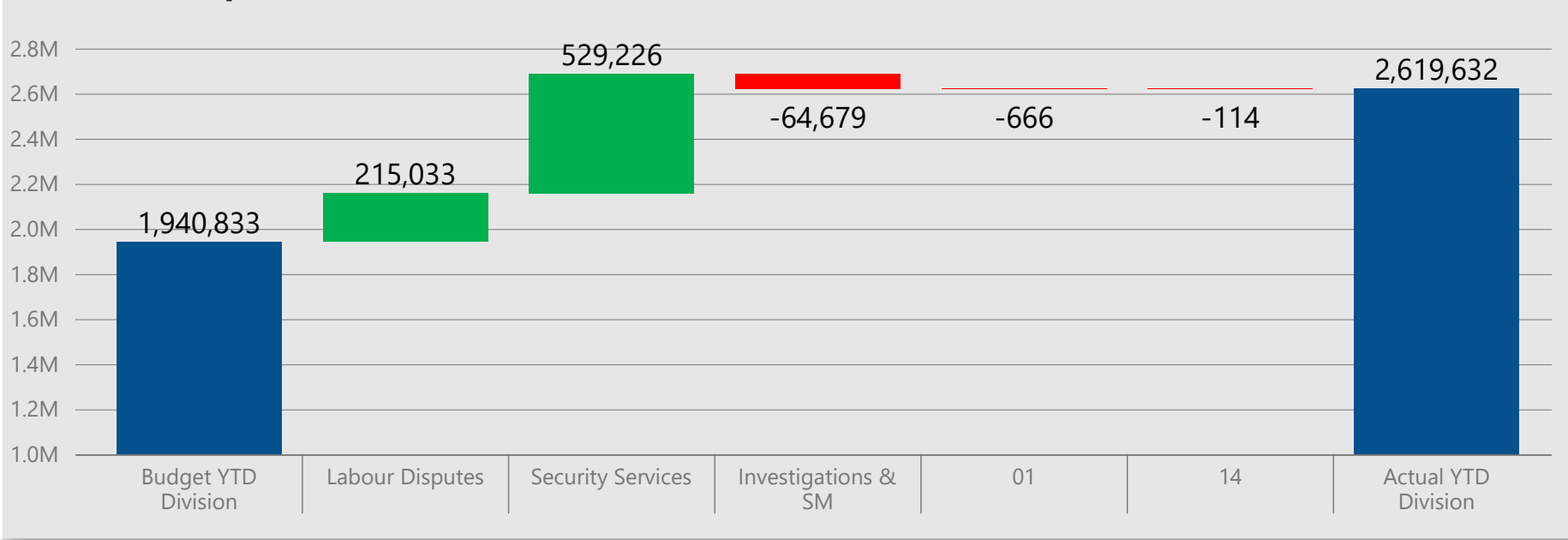
XYZ Company Gross Profit

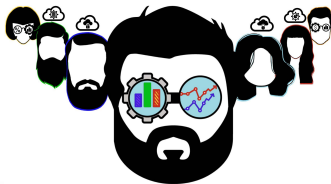


Gross Profit Totals



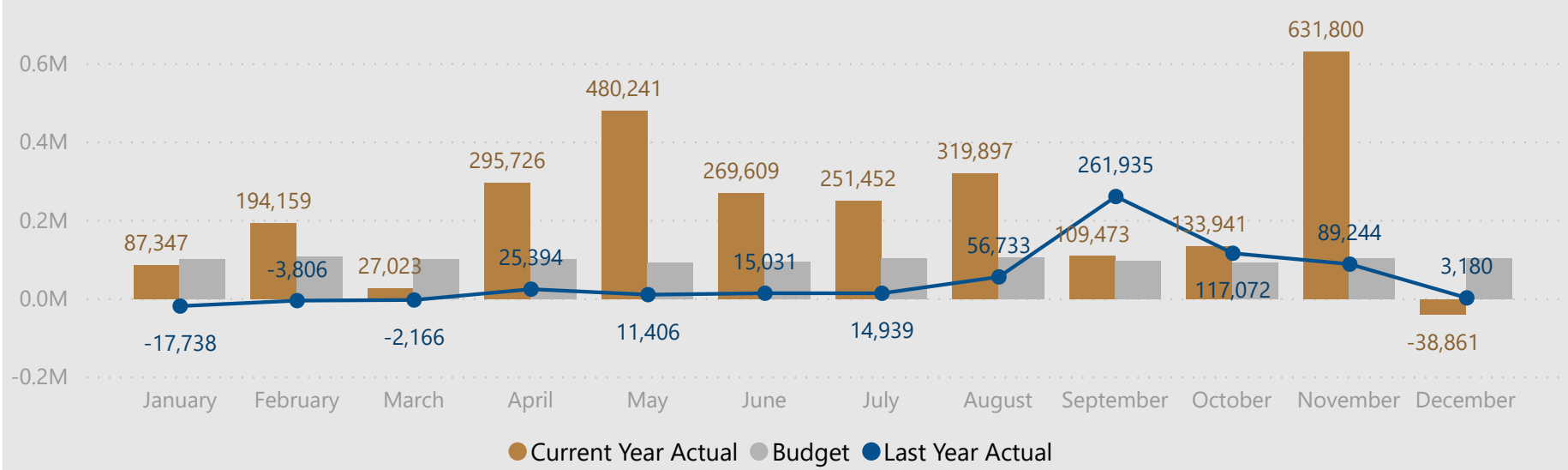
Waterfall Graph - Gross Profit



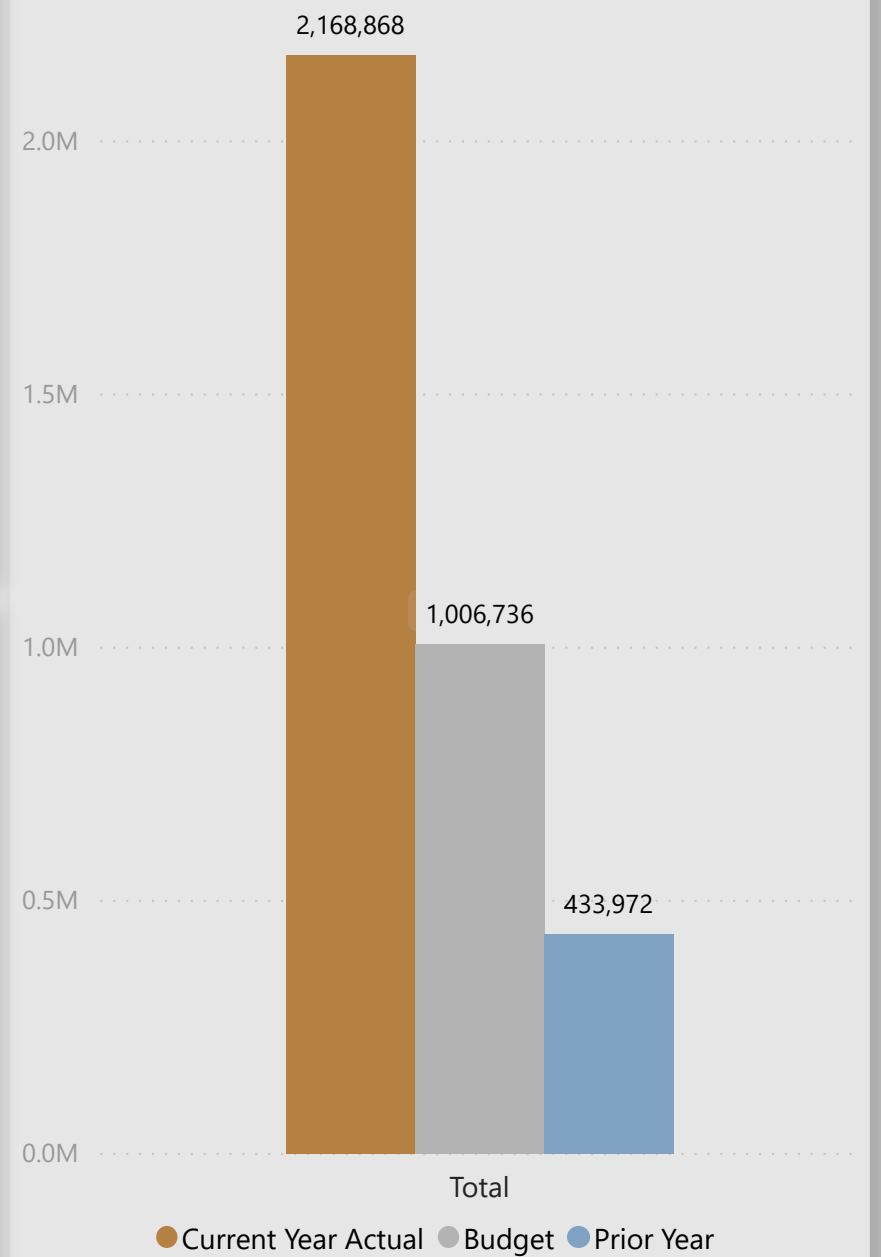


XYZ Company Operating Income Graphs For the Ten Months Ending October 31, 2020

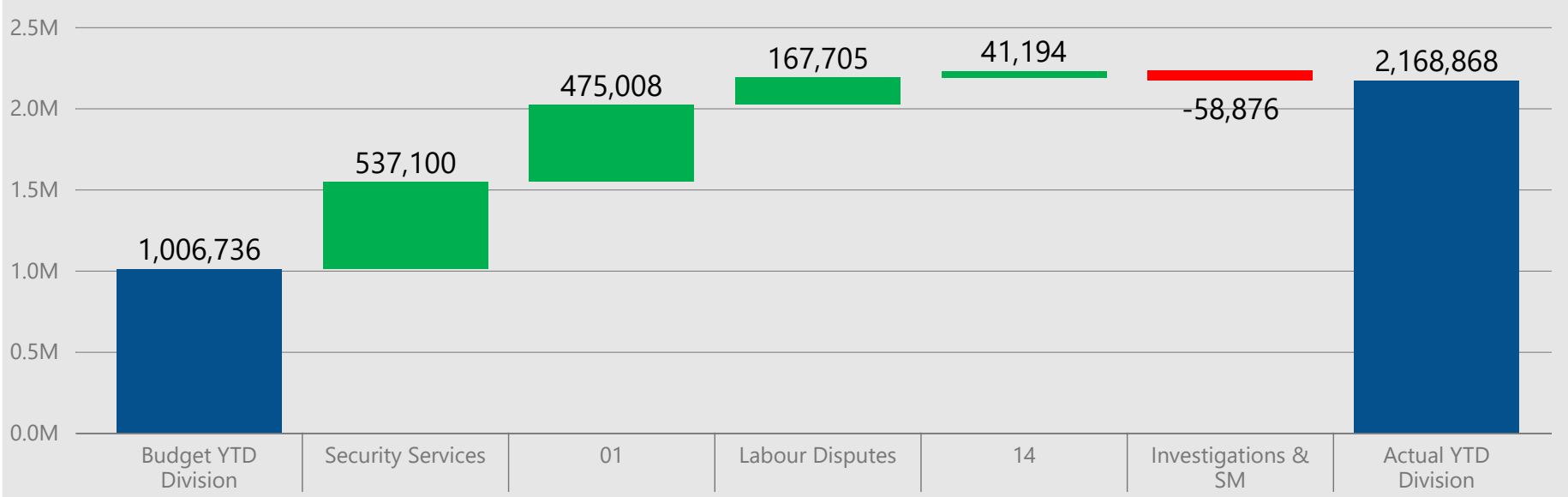
XYZ Company Actual vs Budget - Operating Income

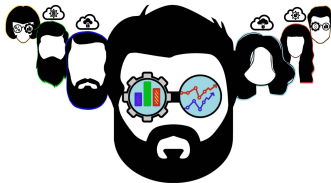


Operating Income Totals



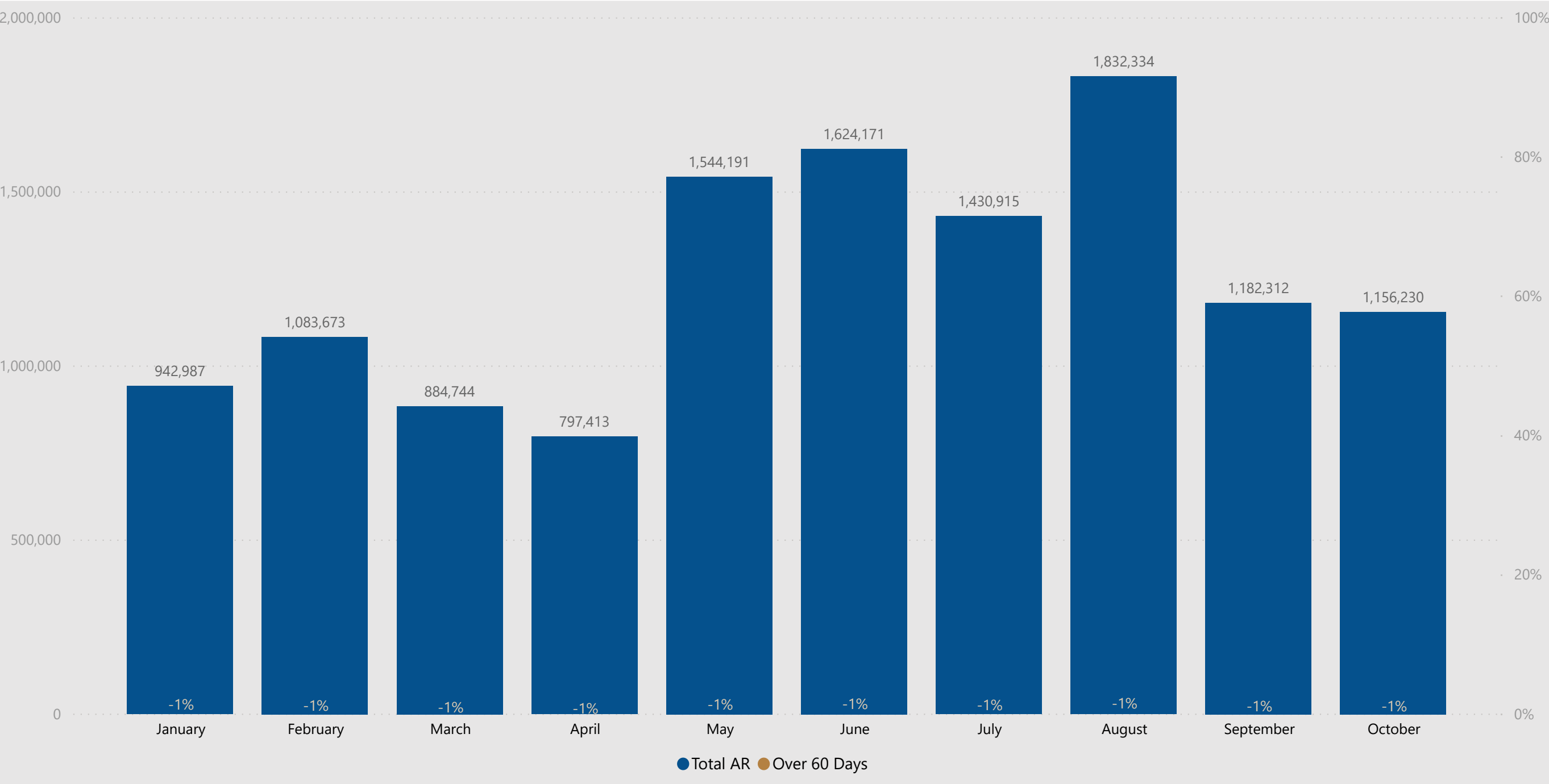
Waterfall Graph - Operating Income

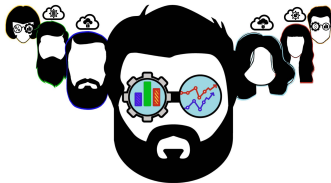




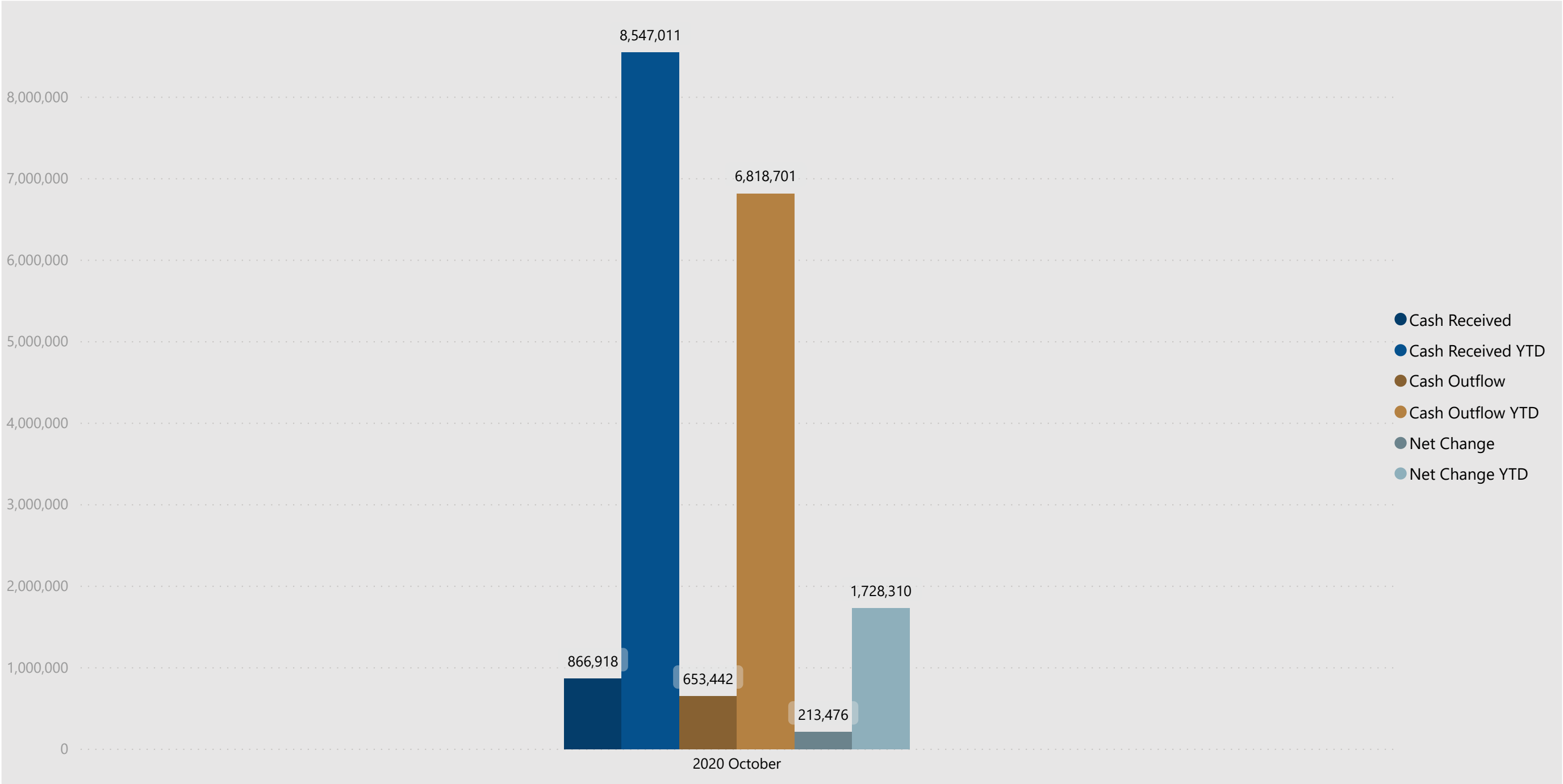
XYZ Company

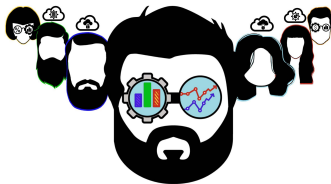
AR Analysis & % over 60 Days





XYZ Company
Cash Flow For the Ten Months Ending October 31, 2020





XYZ Company

Revenue by Division Graphs For the Ten Months Ending October 31, 2020

XYZ Company Revenue by Division Totals

Division ● Investigations & SM ● Labour Disputes ● Security Services



0M 1M 2M 3M 4M 5M 6M 7M 8M 9M

XYZ Company Revenue by Division

