



#### Live Webinar:

## Sage 100 ERP Financial Reporting The FRx Alternative – Sage ERP Intelligence Reporting

Start Time: 2:00 pm ET

#### Webinar Audio:

You can dial the telephone numbers located on your webinar panel. Or listen in using your microphone or computer speakers.

We will begin shortly.

Technical Difficulties: Call: (805) 617-7000 (Option 1)





## **Today's Presenters**



Howard Finestone, Net@Work Sage 100 ERP - Practice Director



**Mark Eddy**, *Sage Software* Product Specialist - Sage Intelligence



**Sandra Smith**, *Sage Software* Product Specialist and Partner Enablement

Next Week's Webinar: Sage 100 ERP Financial Reporting: The FRx Alternatives

Wednesday, March 26 | 2pm ET

Last week's webinar:

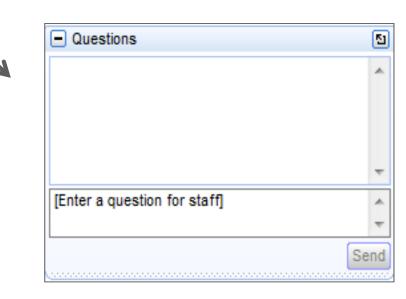
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## **Webinar Details**

- Presentation is roughly 1 hour
- All phone lines are muted
- If anyone has any questions during this webcast
   please type them in your question box located at the bottom of your webinar panel





## Net a Work Overview Solutions



ERP/Accounting System Implementations



CRM System Implementations



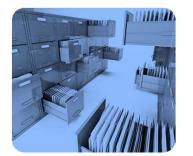
HRMS/Employer System Implementations



Web Development & eCommerce



Mobile Application Development



ECM Implementations

Business Intelligence, Analytics & Reporting

IT Infrastructure, Cloud & Managed Services



Agenda 1.0 Overview 1.1 Components **1.2 How Sage Intelligence Works** 2.0 The Product 2.1 Report Manager 2.2 Standard Reports 2.3 Report Designer 3.0 The Demo 3.1 Report Manager **3.2 Standard Reports** 3.3 Building a Report 3.4 Connector 4.0 Closing 4.1 Additional Resources





Sage 100 ERP

#### What is Sage Intelligence?

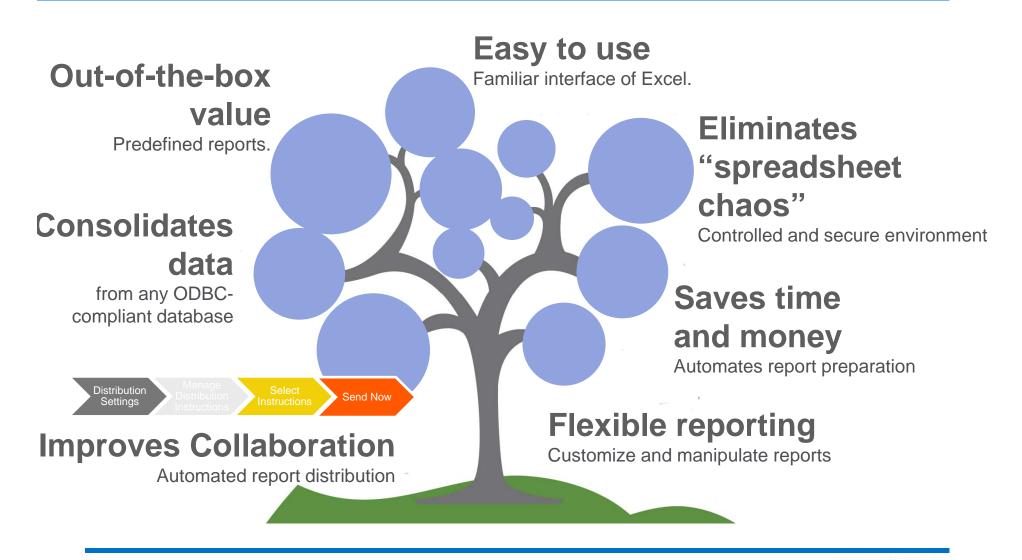
- Excel-based reporting tool with access to All ERP modules and databases Multiple company databases
- Easy reporting and analysis through familiar MS Excel
- Includes predefined financial and operational reports with user-level security
- Report from all ERP modules and beyond!

Profit & Loss							- Top 5 Expense	s
Profit & Loss Sales Cost of Sales Gross Profit Other Income	Actual 06/30/2020 7 28 60 184 (52 903)	869 000	Variance (861 720) (60 184) (921 903)	Actual YTD 14 159 115 4 702 719 9 456 396	4 914 000	Variance 9 245 115 (4 702 719) 4 542 396	Commissions Telephone, tel Utilites 1 400	■ Advertising ex, fax ■ Promotion and
Top 5 Expense	4 911 (57 815)	999 252 (130 252)	994 341 72 437	12 340 609 (2 884 213)	(1 019 549)	(6 407 060) (1 864 664)	1000 100 1000 1	
Top 5 Expenses Commissions Advertising	Actual 06/30/2020 - 575	Budget 06/30/2020 60 000 152 252 15 000 33 000	Variance 60 000 151 677 15 000 1 052 379	Actual YTD 1 419 869 1 046 931 1 031 294 1 029 379	Budget YTD 330 000 881 549 90 000 198 000	Variance (1 089 869) (165 382) (941 294) (831 379)	Commissions	Anna Anna Annaise
Telephone, telex, fax Promotion and entertainment	(1029379)							
	(1 029 379) (1 028 804)	5 000	5 000 1 294 056	779 367 5 306 840	30 000 1 529 549	(749 367) (3 777 291)	_ Top 5 Custome	rs
Promotion and entertainment	(1 028 804)	5 000					Top 5 Custome	∎Bargain Mart - San Diego
Promotion and extertainment Utilities Top 5 Customers Bargain Mart - San Diego	(1 028 804)	5 000 265 252		5 306 840 er Groups			Top 5 Custome	■ Bargain Mart San Diego ■ Bargain Mart Oakland
Top 5 Customers	(1 028 804) ners YTD 1 158	5 000 265 252 % 54.8%	1 294 056 Top 5 Custome	5 306 840 er Groups	1 529 549 GP	(3777 291) GP %	Top 5 Custome	<ul> <li>Bargain Mart</li> <li>San Diego</li> <li>Bargain Mart</li> </ul>

SAMLTD Balance Shee	2020							FINANCIALS	Drill Down			<u>_</u>	AB	C Distributi	on and Servic	e Corp.			
Current Period: Company:	12 SAMLTD							lists formula		1					2 - Accts. receiv ary 2009 to Dec		hse		
Currency: Currency Type:	CAD F							SAMLTD		January	February	March	April	May	June	July	August S	eptember	Oc
	Opening Balance	Quarter 1 1 3	Quarter 2 6	Quarter 3 9	Quarter 4 12		Yearto Date	Accounts	Current Prior Variance	515 26,329 -98%	-133,945 -5,346 2406%	103,631 10,195 916%	15,047 -10,604 -242%	-8,624 3,694 -333%	- 18,579 -100%	18,058 -100%	-3,993 -100%	31,918 -100%	-16
Assets								Currency	, and the second		210070	01010	21270	00070	100.00	10070	10070	100.00	
Non Current Assets	300 462.37	1165 462.37	1650 568.37	1651628.37	1651628.37	0.00	1 351 166.00	Account Structure		150.000									
Current Assets	11 931 701.45	14 169 239.04 1	6 732 692.52	16 711 658.08	16 711 658.08	0.00 4	779 956.63	Account Groups											
TOTAL ASSETS	12 232 163.82	15 334 701.41 1	8 383 260.89	18 363 286.45	18 363 286.45	0.00	6 131 122.63			100,000		$\wedge$							
Shareholders Equity & Liabilities								Account Segments		50,000		_/	$\overline{}$					~	
Shareholders Equity	(1232 265.39)	(733 073.17)	(225 796.62)	(241 193.91)	(241 193.91)	0.00	991 071.48	Budget Sets				1	$\searrow$				$\checkmark$		<
Non Current Liabilities	300 963.54	264 963.54	240 963.54	240 963.54	240 963.54	0.00	(60 000.00)	Segment Codes		-50,000									~
Current Liabilities	13 163 465.67	15 802 811.04 1	8 368 093.97	18 363 516.82	18 363 516.82	0.00	5 200 051.15					/							
TOTAL SHAREHOLDERS EQUITY & LIABIL	12 232 163.82	15 334 701.41 1	8 383 260.89	18 363 286.45	18 363 286.45	0.00	6 131 122.63			-100,000	$\rightarrow$								



# How Sage Intelligence can meet your needs

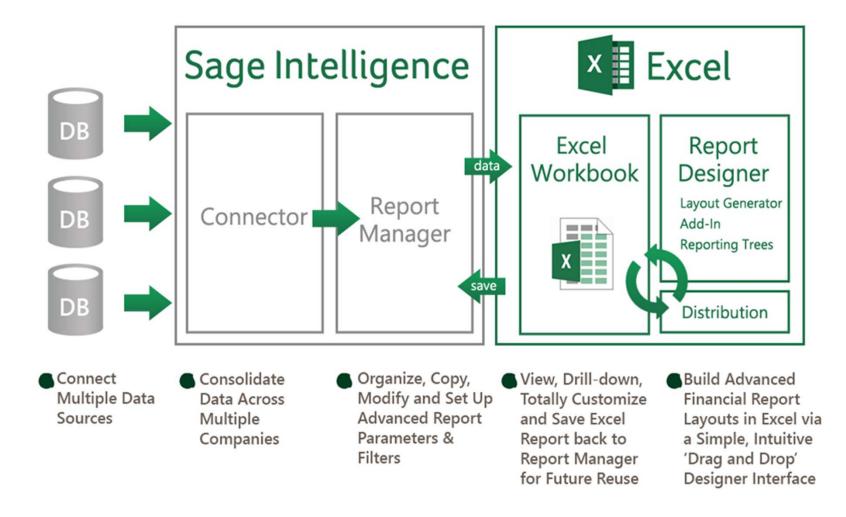


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Sage 100 ERP



## Sage Intelligence Reporting



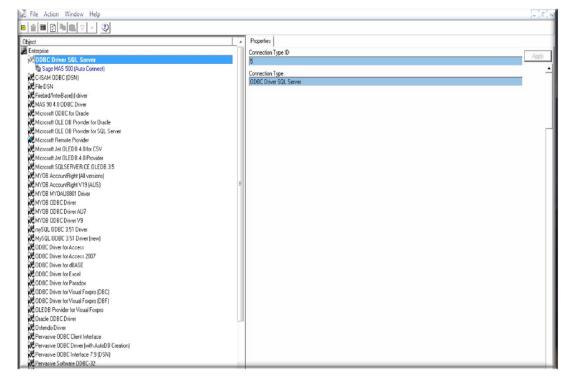
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Sage 100 ERP



#### Connector

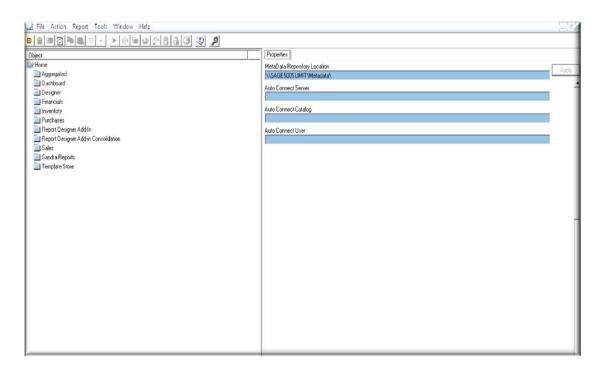
- Connections to Sage ERP Database
- Containers store expressions, fields from which to report
- Ability to connect to other, ODBC-Compliant databases
  - CRM
  - SQL
  - Access
  - Excel
  - And more!





#### **Report Manager**

- Authoring tool for report layouts
- Store and organize your reports in easy to manage folders
- Set up and view report properties, parameters, filters, aggregate filters





## Sage Intelligence: Components

Compo	onent	Description
P	Connector	Connect to additional data bases
	Report Manager	Author (modify and create) reports Report Designer: Author financial reports with drag and drop
	Report Viewer	View authored reports – no editing
R_/	License Manager	Manages module licenses
	Security Manager	Defines security for reports/users



#### **Standard Reports**

- Dashboard Analysis
- Customer Sales
- Inventory Status
- Vendor Purchase
- Financial and Consolidated Financial
- Financial Trend Analysis
- GL Transaction Details
- Financial Designer and Consolidated Financial Report Designer

Profit & Loss	Actual	Budget	Variance	Actual	Budget	Variance				
	May	May		YTD	YTD		TOP 5 EX	PENSES		
Salez Cost of Salez	723,766 364,452	357,000 169,100	366,766	2,164,415 996,949	1,775,900 842,400	388,5%				
Gress Prefit	359,314	187,300	171,414	1,167,466	\$33,500	233,366				
Expended	284,392	153,580	(125,412)	818,599	804,280	(14,319)				
Net income before tax	74,322	28,320	46,002	348,867	129,220	219,647				
Top 5 Expenses	Actual	Budget May	Variance	Actual	Budget TTD	Variance				
Driver pogroll - East	31,363	26,700	(4,663)	13-2,035	131,300	(135)	Diversival: Office Parel	Iterary Clarical Driver payroll*		
Officer exlation	15,000	16,800	(200)	14,552	T3,200	(1,362)		art salariar Vart		
Payroll taxes - East	14,301	15,700	793	66,271	77,500	11,220				
Clerical salaries Driver post off - Vest	10,215	11,100	(2,115)	54,332 43,852	54,300 46,400	500	TOP 5 CUS	TOMERS		
bind parties a car	86,421	78,100	(8,321)	3TT.143	385,300	8,757	24 8481			
	2010 to Ma	y 2010						20 0000		
Top 5 Gustomers	283,500	8	Top 5 Custon	ter Groups	GP 2,400	GP 2				
Shepard Motorworks Breatin Parts Supply	263,900	54.85	A2 (bhak)		2,400	62.6% 0.%				
American Bazinazo Fotorez	3,810	134	A1		148	7.7%				
Certon Cruft Producto	1,601	\$2.0	AG		83	0.8%	22			
Greater Alarm Company	316 233,150	0.35	A9		5	3.7%	Shapard Motorworks	Brolin Parto Sapoly		
Tan S Bund			Top 5 Bar Co	teneties	Benetity	Brice VTP	American Basisaso Fetures Greater Alarm Company	Brealin Parto Supply Caston Craft Products		
Top 5 Rems DESK 12" X 30"	283,500	\$ 35.23	Top 5 Ren Ca WORKSTATIO	N FURN & ACCE	Busatity 331	Price YTD 286,567	- diceas visite competit			
DESK FILE 8" CAP 50	3,163	3.12	FLEXIBLE DIS	IS& ACCESS.	479	3,643				
MODEM 3600 PAST POLL	1,885	0.1%	DATA COMM		1	1,895		ITEMS		
ART SPECIALTY GINGER JAR LAMP HON 2 DRAWER LETTER FLE WID LK	1,601	0.5%	PRINTER SUP CABLES & AC	PLIES & ADDESS CESSORIES	5	825 57	313,600			
THE DRIVEN LETTER FLE WITCH	297,605	100.02	UNDEED & AC	CONTRACTOR OF THE OWNER	*	2(	200,000			
Bottom 5 Items	YTD		Botton 5 Ites	Categorier	Quantity	Price YTD	55,660			
DESK FILE 3 1/2" CAP 50	24	155	CABLES & AC	CESSORIES	76	57	D.00	/		
DESK FILE 5 M4" CAP 50	38	12.04	PRINTER SUP	PLIES & ACCESS	5	825	DESK72 DESKFILE	SHORE ART HONE		
RJ-114 WIRE MOD CABLE 14 FT UNIVERSAL 5 WF SSDD FLEX DDK	57 67	18.25 21.25	DATA COMM PLEXIBLE DIS	UNICATIONS	413	1,895 3,64.3	20" I*CAP 586	INFAMPECIAL TORANER		
ART SPECIALTY EMP CANDLE LAMP	130	61.12	WORKSTATIO	N FUEN & ACCE	331	286,967		POLL GINGERLETTERFLE		
	316	100.02								
520	2		Fine	Consol	100000					
say	9		Fina	Consol Incial F	100000					
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	/ Blank		& YTD /	Annual B	Report	inc	ome Statement	Balance Sheet		
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Sage 100 ERP

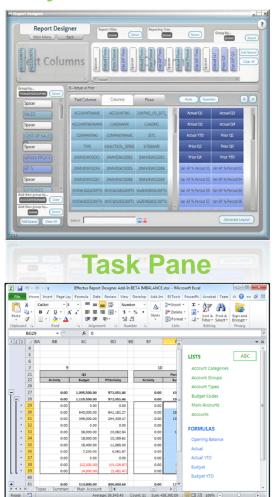


Sage 100 ERP

#### Report Designer – How do you want to design?

- For novice Excel users the Layout Generator is easy to use and automates the design of report layouts quickly and accurately
- 2. For intermediate Excel users the Task Pane is a 100% Excel experience and offers maximum control and flexibility over report layouts

#### **Layout Generator**





#### Use the Report Designer Add-in When...

- Your GL accounts change frequently
- Your reporting requirements change frequently, requiring you to tweak report designs and logic often
- You need to be able to create and control complex Financial Reports which suit your unique business needs
- You want to have full control over the design of your reports
- You need to easily do multi-year (3 years and more) and multi-budget reporting



#### How Report Designer Add-In Works Within Excel

#### Lists

- Sage ERP General Ledger
   data
- Create rows of a report

#### Formulas

- Calculated balances and fields based on parameters
- Defining Columns of a report
- Trees
- Reporting Trees for account segmentation
- One tree for multiple reports

4	Α	В	C	D	E	F	G	H	I. I.	<b>A</b>	
1	ABX Income Statement										
_			lists formul	as trees							
2	$\smile$	Current Period:	05							_	
3		Reporting Unit:	ABX ALL CITI	ES>AMERIC	AN	CITIES					A
4			20	10		20	09		Vari	Account Categories	
5			Current Month	Year to Date	] [	Current Month	Year to Date		Current Month	Account Groups	
6		Revenue			11					Account Types	
74	0000	Desk Sales	640,103.08	2,371,254.61		2,868,412.94	2,868,412.94		(2,228,309.86)	Budget Codes	
8 4	0200	Chair Sales	426,735.40	1,580,836.42		1,912,275.28	1,912,275.28		(1,485,539.88)		
94	0300	Lighting Sales	113,796.11	1,021,556.37		509,940.08	509,940.08		(396,143.97)	Main Accounts	
.0 4	0400	Ergonomics Sales	108,817.53	655,047.82		573,682.59	573,682.59		(464,865.06)	Accounts	
11 4	0600	Accessories Sales	71,122.55	263,472.72		318,712.55	318,712.55		(247,590.00)		
L2 4	0700	Miscellaneous Sales	0.00	0.00		0.00	0.00		0.00		
13 4	0800	Repair Sales	42,673.54	158,083.64		191,227.53	191,227.53		(148,553.99)		
L4 4	0900	Returns & Allowances	0.00	0.00		0.00	0.00		0.00		
15 4	1800	Interest Income	0.00	0.00		0.00	0.00		0.00		
l6 4	2000	Other Income	0.00	0.00		0.00	0.00		0.00		
L7 4	5000	Discounts Allowed	0.00	0.00		0.00	0.00		0.00		
18		Total Revenue	1,403,248.21	6,050,251.58		6,374,250.97	6,374,250.97		(4,971,002.76)		
19											
20		Cost of Sales									
21 5	0000	Cost of Sales Desks	347,575.97	1,267,591.27		1,147,365.18	1,147,365.18		(799,789.21)		
2 5	0200	Cost of Sales Chairs	231,717.32	858,394.18		860,523.88	860,523.88		(628,806.56)		
23 5	0300	Cost of Sales Lighting	141,663.26	608,777.09		382,455.06	382,455.06		(240,791.80)		
24 5	0400	Cost of Sales Ergonomics	34,555.32	322,558.39		430,261.94	430,261.94		(395,706.62)		
25 5	0600	Cost of Sales Accessories	18,433.02	153,078.14		223,098.78	223,098.78		(204,665.76)		
26 5	0700	COS Special Items	0.00	0.00		0.00	0.00		0.00		
27 5	0800	Cost of Sales Repairs	14,951.57	72,656.62		95,613.77	95,613.77		(80,662.20)		
_	7000	Cost of Sales Salaries and Wages	50,000.00	250,000.00		285,000.00	285,000.00		(235,000.00)		

Let's take a look at Sage Intelligence Reporting...





## Any Questions?

#### **Thank You For Attending!**

For additional information, please contact:

Howard Finestone, Net@Work Sage 100 ERP Practice Director (800) 719-3307 x 3104 hfinestone@netatwork.com

Next Week's Webinar: Sage 100 ERP Financial Reporting: The FRx Alternatives



Last week's webinar:

renovo*fyi* 

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