

 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

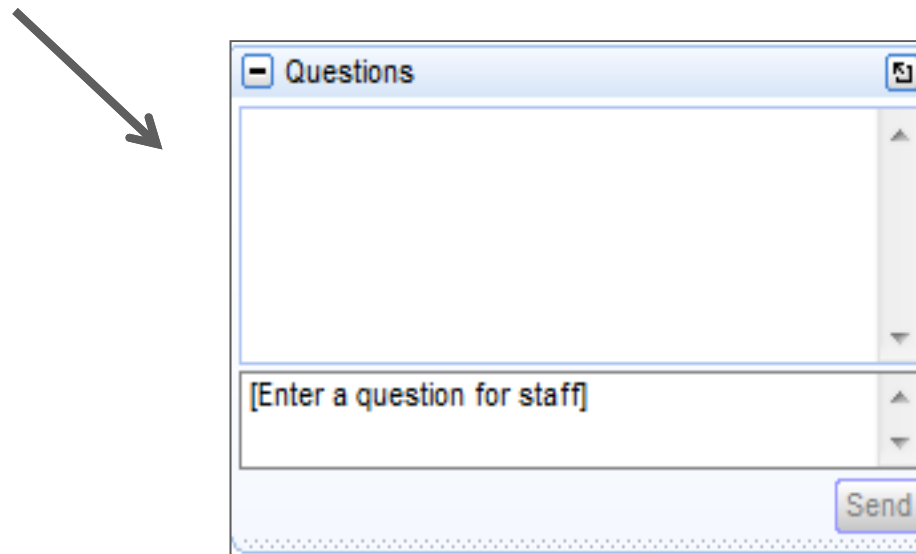
Last week's webinar:



Visit www.netatwork.com to sign-up or request recording

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@Work Overview Solutions



ERP/Accounting System Implementations



CRM System Implementations



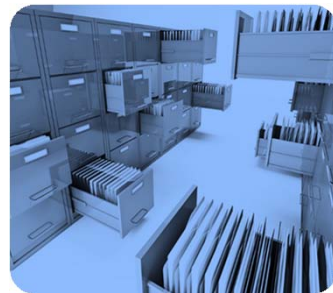
HRMS/Employer System Implementations



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

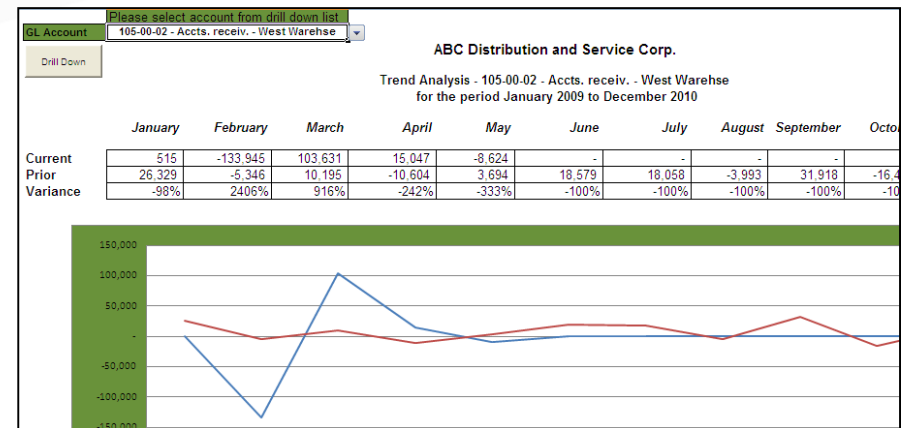
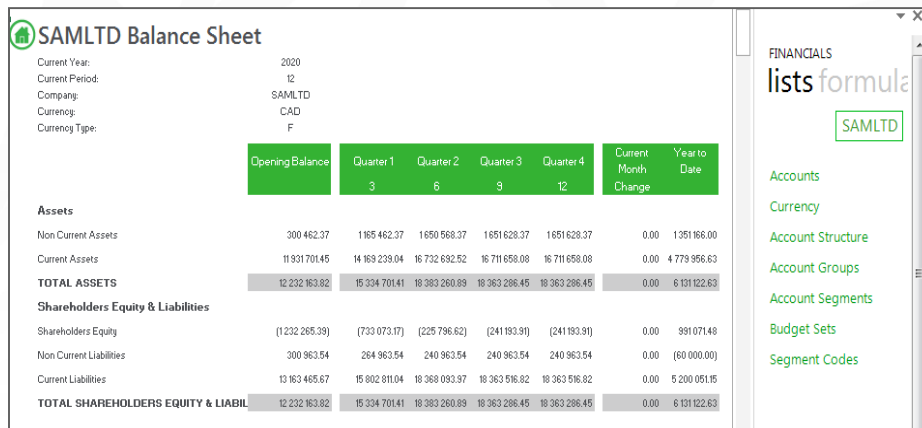
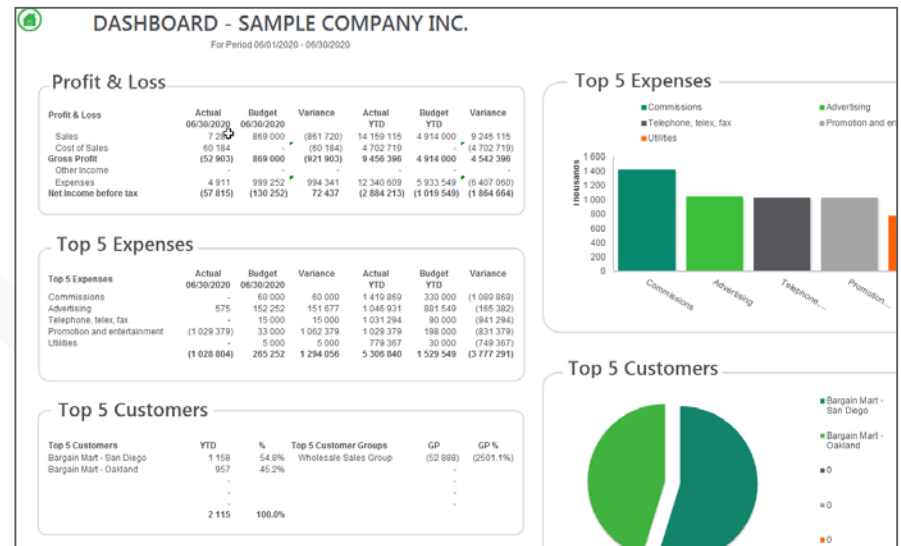
4.0 Closing

4.1 Additional Resources

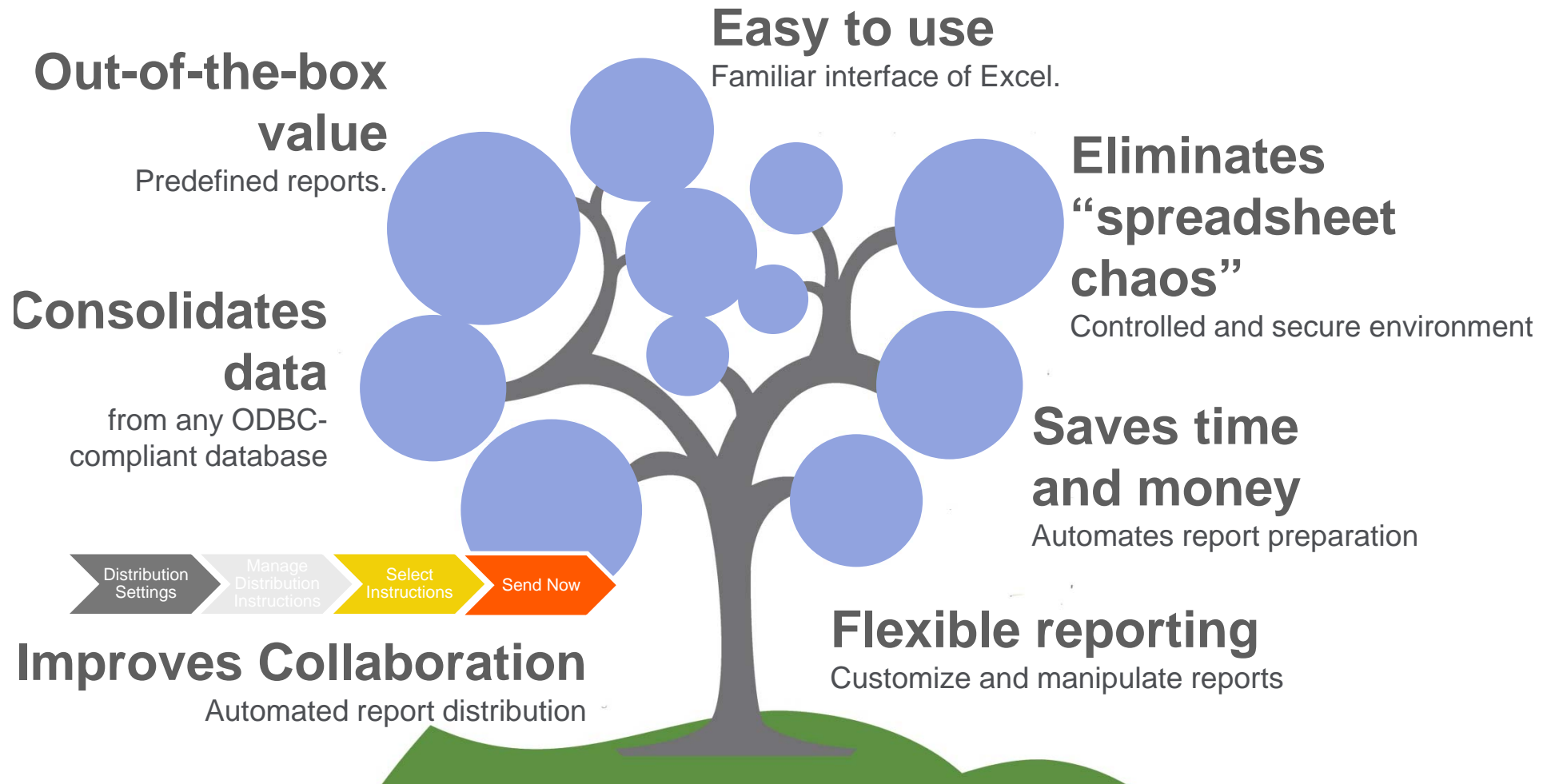


What is Sage Intelligence?

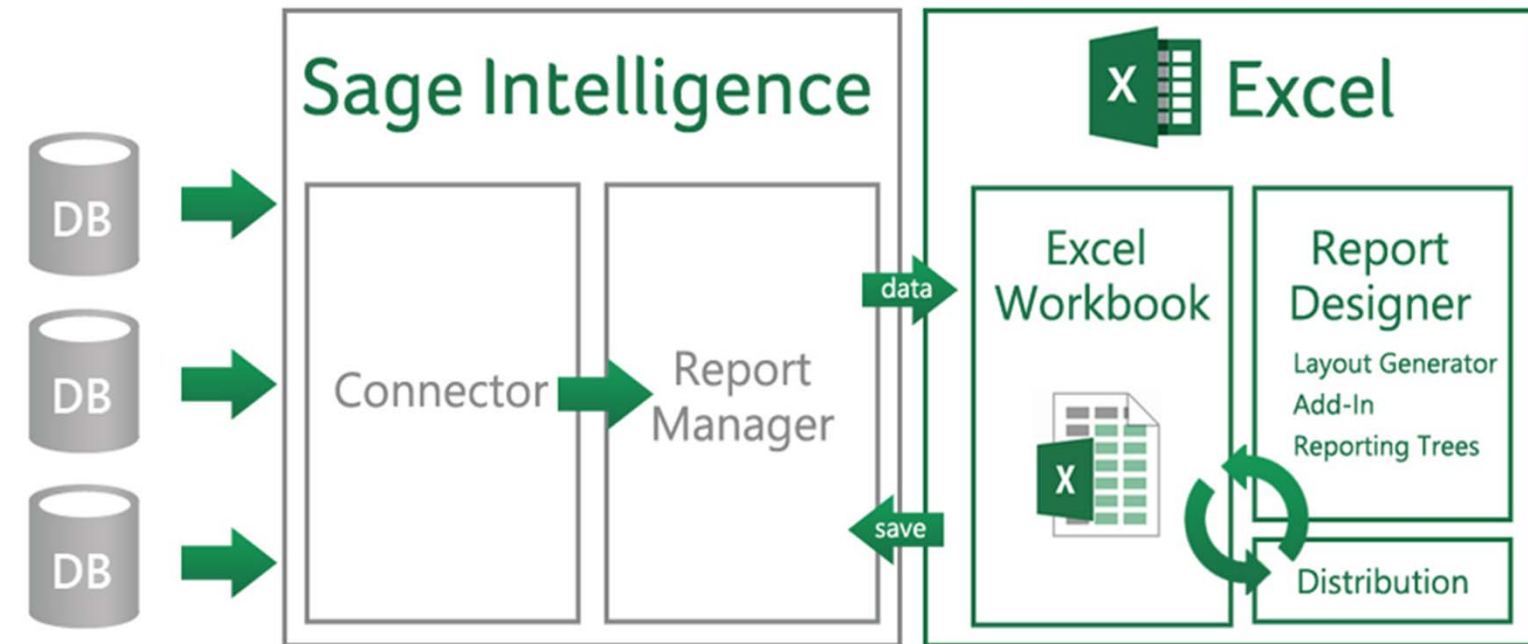
- Excel-based reporting tool with access to All ERP modules and databases
- Multiple company databases
- Easy reporting and analysis through familiar MS Excel
- Includes predefined financial and operational reports with user-level security
- Report from all ERP modules and beyond!



How Sage Intelligence can meet your needs



Sage Intelligence Reporting



● Connect Multiple Data Sources

● Consolidate Data Across Multiple Companies

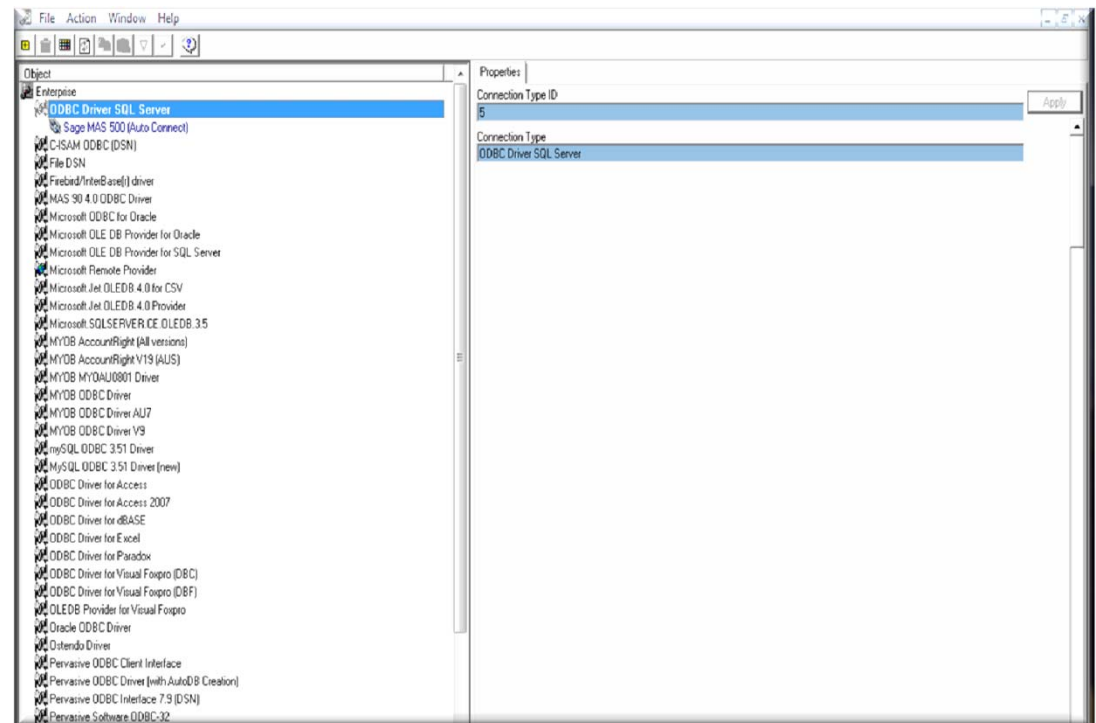
● Organize, Copy, Modify and Set Up Advanced Report Parameters & Filters

● View, Drill-down, Totally Customize and Save Excel Report back to Report Manager for Future Reuse

● Build Advanced Financial Report Layouts in Excel via a Simple, Intuitive 'Drag and Drop' Designer Interface

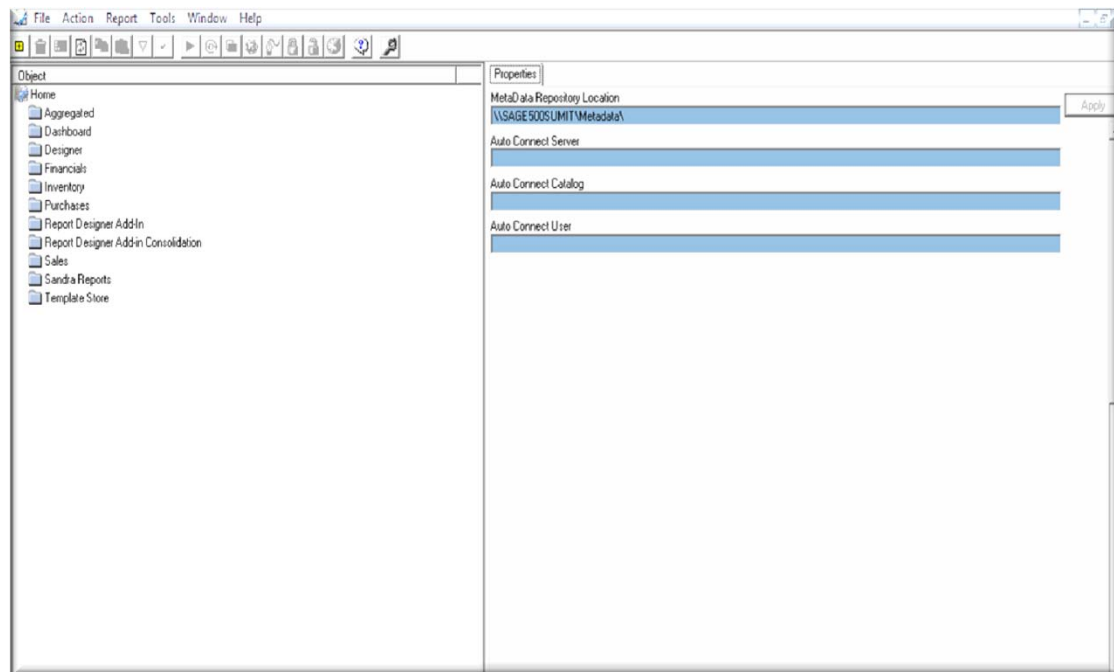
Connector

- 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

Component	Description
 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
 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

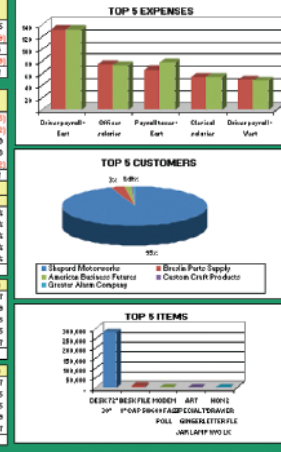
Profit & Loss	Actual May	Budget May	Variance	Actual YTD	Budget YTD	Variance
Sales	225,756	251,000	25,244	2,164,445	1,715,900	448,545
Cost of Sales	264,452	193,700	70,752	896,949	842,400	54,549
Gross Profit	393,218	557,300	(164,082)	1,267,496	873,500	393,996
Expenses	284,392	193,500	90,892	1,085,539	804,800	280,739
Net Income before tax	14,322	28,220	13,898	349,867	129,220	220,647

Top 5 Expense	Actual May	Budget May	Variance	Actual YTD	Budget YTD	Variance
Other payroll - Est	21,963	26,300	(4,337)	132,055	131,900	155
Other salaries	15,000	14,300	700	74,562	72,200	2,362
Payroll taxes - Est	4,301	5,300	999	66,271	72,500	5,229
Other salaries	13,216	11,900	1,316	54,030	54,300	270
Other payroll - Vest	11,341	3,200	8,141	43,692	45,600	(1,908)
	66,821	76,300	(9,479)	371,142	359,500	11,642

Period:	January 2010 to May 2010				
Top 5 Customers	YTD	%	Top 5 Customer Groups	GP	GP %
Shaped Motorworks	265,500	34.0%	A2	2,400	62.0%
Bacula Parts Supply	9,200	1.0%	B(bak)	360	6.0%
America Business Furncs	3,870	1.3%	A1	148	7.7%
Custom Craft Products	1,601	0.5%	A3	83	0.8%
Greiner Avion Company	286	0.2%	A3	5	0.7%
	293,557	100.0%			

Top 5 Item	YTD	%	Top 5 Item Categories	Quantity	Price YTD
DESK 12" X 30"	283,500	35.2%	WORKSTATION FURN & ACCE	331	286,267
DESK FILE 4" CAP 30	9,983	3.1%	FLEXIBLE DESKS & ACCESS	479	3,643
WOODEN HOOK FAST PCL	1,909	0.3%	DATA COMMUNICATIONS	1	1,909
ART SPECIALTY GINGER JAR LAMP	1,601	0.5%	PRINTER SUPPLIES & ACCESS	5	325
BOX 2 DRAWER LETTERFILE W/D LK	1,436	0.5%	CABLES & ACCESSORIES	36	37
	297,609	100.0%			

Bottom 5 Item	YTD	%	Bottom 5 Item Categories	Quantity	Price YTD
DESK FILE 5 1/2" CAP 30	24	1.3%	CABLES & ACCESSORIES	36	37
DESK FILE 5 1/4" CAP 30	28	12.0%	PRINTER SUPPLIES & ACCESS	5	325
RJ-45 WIRE AND CABLE M FT	87	38.2%	DATA COMMUNICATIONS	1	1,909
UNIVERSAL 1 1/4" IEEE1394 DDK	61	23.2%	FLEXIBLE DESKS & ACCESS	479	3,643
ART SPECIALTY EMP CANDLE LAMP	120	41.1%	WORKSTATION FURN & ACCE	331	286,267
	316	100.0%			



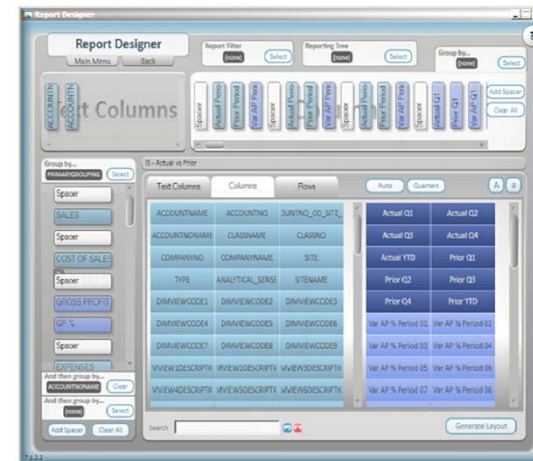
sage Consolidated Financial Reports

1- Actual / Budget / Variance / Blank 1-12, Qtrs & YTD / Annual Budget	Income Statement	
2- Actual / Prior / Blank 1-12, Qtrs & YTD / Annual Prior	Income Statement	Balance Sheet
3- Actual / Budget / Prior / Blank 1-12 & YTD / Annual Budget & Prior	Income Statement	
4- Actual 1-12, Qtrs & YTD	Income Statement	Balance Sheet
5- Actual 1-12 / Blank / Budget 1-12 & YTD / Annual Budget	Income Statement	
6- Actual 1-12 / Blank / Prior 1-12 & YTD / Annual Prior	Income Statement	Balance Sheet
7- Actual 1-12 / Blank / Budget 1-12 / Blank / Prior 1-12 & YTD & Annual Budget / Annual Prior	Income Statement	
8- Actual / Budget / Variance / Blank - Current Month & YTD / Annual Budget	Income Statement	
9- Actual / Budget / Prior / Blank - Current Month & YTD & Annual Budget / Annual Prior	Income Statement	
10- Annual Prior / Blank / Actual Current month / Blank / Actual YTD		Balance Sheet
11- Actual Current month / Blank / Actual YTD / Annual Prior	Income Statement	
12- Actuals YTD Comparison Last 5 Years	Income Statement	

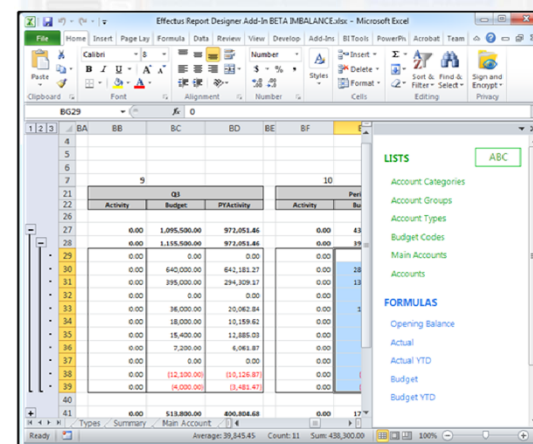
Report Designer – How do you want to design?

1. 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



Task Pane



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

	2010		2009		Variance
	Current Month	Year to Date	Current Month	Year to Date	
Revenue					
40000 Desk Sales	640,103.08	2,371,254.61	2,868,412.94	2,868,412.94	(2,228,309.86)
40200 Chair Sales	426,735.40	1,580,836.42	1,912,275.28	1,912,275.28	(1,485,539.88)
40300 Lighting Sales	113,796.11	1,021,556.37	509,940.08	509,940.08	(396,143.97)
40400 Ergonomics Sales	108,817.53	655,047.82	573,682.59	573,682.59	(464,865.06)
40600 Accessories Sales	71,122.55	263,472.72	318,712.55	318,712.55	(247,590.00)
40700 Miscellaneous Sales	0.00	0.00	0.00	0.00	0.00
40800 Repair Sales	42,673.54	158,083.64	191,227.53	191,227.53	(148,553.99)
40900 Returns & Allowances	0.00	0.00	0.00	0.00	0.00
41800 Interest Income	0.00	0.00	0.00	0.00	0.00
42000 Other Income	0.00	0.00	0.00	0.00	0.00
45000 Discounts Allowed	0.00	0.00	0.00	0.00	0.00
Total Revenue	1,403,248.21	6,050,251.58	6,374,250.97	6,374,250.97	(4,971,002.76)
Cost of Sales					
50000 Cost of Sales Desks	347,575.97	1,267,591.27	1,147,365.18	1,147,365.18	(799,789.21)
50200 Cost of Sales Chairs	231,717.32	858,394.18	860,523.88	860,523.88	(628,806.56)
50300 Cost of Sales Lighting	141,663.26	608,777.09	382,455.06	382,455.06	(240,791.80)
50400 Cost of Sales Ergonomics	34,555.32	322,558.39	430,261.94	430,261.94	(395,706.62)
50600 Cost of Sales Accessories	18,433.02	153,078.14	223,098.78	223,098.78	(204,665.76)
50700 COS Special Items	0.00	0.00	0.00	0.00	0.00
50800 Cost of Sales Repairs	14,951.57	72,656.62	95,613.77	95,613.77	(80,662.20)
57000 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...

Net@Work
sage



Any Questions?

Thank You For Attending!

For additional information, please contact:

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