



FinancialForce Reports and Dashboards

Thursday, March 03, 2022 - 1:00 PM ET



SPEAKER

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| COO, AbyPro



Available Offerings from FinancialForce

FM Reporting



Financial statements delivered directly from FFA transaction data

- Balance sheet
- Income Statements
- Profit and Loss Reports
- Trial Balance

FM Analytics



Pre-packaged KPIs, dashboards, and data lenses for financial analysis

- Self service analytics with drill down and 'slice and dice' capabilities
- Revenue, Margin, DSO, Cash and EBITDA and OOTB

PSA Analytics



Actionable Real Time KPIs and Analytics to optimize your service organization

- Leverage pre-built KPIs and metrics
- Billings, Backlog, Utilization and Capacity Analysis OOTB

FM Reporting



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View Dashboards and Reports

- View all your dashboards in this section
- Your reports can be found in lenses

The screenshot displays the Einstein Analytics interface. At the top, there are several tabs: Einstein Analytics Studio, Balance Sheet, Financial Statements Fall '19, PSA Analytics Fall '19, Financial Management, CFO Overview, CFO Profitability D..., CFO Profitability Tr..., Income Statement, and CFO Balance Shee... The main content area is titled 'Financial Statements Fall '19' and includes a search bar and a 'Create' button. Below this, there are two sections: 'Dashboards' and 'Lenses'. The 'Dashboards' section is currently selected and shows a table with columns: Title, Created By, Last Modified By, Last Modified, and Data Refreshed. The 'Lenses' section is also visible below, with its tab highlighted by a red box, and it shows a similar table with columns: Title, Created By, Last Modified By, Last Modified, and Data Refreshed. A red arrow points from the 'Dashboards' section to the first bullet point in the list on the right.

Title	Created By	Last Modified By	Last Modified	Data Refreshed
Balance Sheet	Jaap de Koning	Jaap de Koning	12/11/19, 21:05	12/16/19, 03:15
Income Statement	Jaap de Koning	Jaap de Koning	12/11/19, 21:06	12/16/19, 03:15
Trial Balance	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:15
Transaction List	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:15

Title	Created By	Last Modified By	Last Modified	Data Refreshed
FBBS011 Balance Sheet Year on Year Comparison	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14
FBBS021 Balance Sheet Quarterly	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14
FBBS031 Balance Sheet with Adjustments	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14
FBBS041 Balance Sheet Detailed	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14
FBBS051 Balance Sheet Periodic (Last 12 periods)	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14
FBBS061 Balance Sheet Period Comparison	Jaap de Koning	Jaap de Koning	11/22/19, 17:05	12/16/19, 03:14

Drill Down Balance Sheet

Einstein Analytics Studio | Balance Sheet | Financial State... | PSA Analytics Fall... | Financial Manage... | CFO Overview | CFO Profitability D... | CFO Profitability Tr... | Income Statement | CFO Balance Shee... |

Balance Sheet | MODIFIED | Data updated: Today at 03:15

Summary: FY 2019 Period 012 for Eliminations Company, Merlin Technologies Canada, Merlin Technologies Ltd., Merlin Technologies Pty., Merlin Technologies, Inc.

Drill Selected GLA >

Dual Currency: USD

Section	Account Section Grouping	General Ledger Account Name	YTD	Last YTD	Variance	Variance %
Current Assets	Accounts Receivable	1200 - Accounts Receivable	207,742,361	101,065,803	106,676,558	105.55%
		1205 - Unbilled AR	35,000	0	35,000	100.00%
		1210 - Allowance for doubtful accounts	-313,700	-313,700	0	0.00%
		1250 - Inter-company A/R US owes LTD	1,000	0	1,000	100.00%
		1260 - Inter-company A/R LTD owes US	25,165	8,000	17,165	214.56%
		1480 - Notes receivable, current	254,000	254,000	0	0.00%
		Total Accounts Receivable		207,743,826	101,014,103	106,729,723
Bank and Cash		1010 - Cash in bank- CAD	34,579,057	34,564,200	14,857	0.04%
		1020 - Cash in bank- USD	341,380,588	132,653,602	208,726,986	157.35%
		1025 - Cash in bank- GBP	88,796,434	51,496,373	37,300,061	72.43%
		1027 - Cash in bank- AUD	3,468,956	1,773,711	1,695,245	95.58%
		1030 - Money market mutual funds	13,165,548	13,165,548	0	0.00%
		1040 - Petty cash	26,664	26,664	0	0.00%



- View your balance sheet built in rows and column to deliver the information quickly and easy to drill down.
- You have the ability to drill down directly into transactions.
- Drill down further to view transaction data - available specially on FinancialForce.

General Ledger Account Name	Company	Date	Line Description	Doc Currency	Transaction Document Number	Home Currency: USD		Dual Currency: USD	
						Document Value Debit	Document Value Credit	Home Value	Dual Value
1010 - Cash in bank- CAD	Merlin Technologies, Inc.	2019-01-13	Unknown	CAD	CSH000016	15,600	0	14,857	14,857
1010 - Cash in bank- CAD	Merlin Technologies, Inc.	2018-12-31	2013 YTD Actuals	USD	JNL000466	20,519,400	0	20,519,400	20,519,400
1010 - Cash in bank- CAD	Merlin Technologies, Inc.	2017-12-31	2012 YTD Actuals	USD	JNL000469	14,044,800	0	14,044,800	14,044,800
1010 - Cash in bank- CAD						(Mixed Currency)	(Mixed Currency)	34,579,057	34,579,057
Report Total						(Mixed Currency)	(Mixed Currency)	34,579,057	34,579,057

Cash Entry CSH000016

Type	Bank Account	Date	Period
Receipt	Bank of Canada-Checking	13/01/2019	2019/001
Payment Method	Cash Entry Currency	Reference	Description
Cash	CAD		
Bank Charges GLA	Bank Charge	Line Charges	Total Charges
7020 - Bank charges	0.00	0.00	0.00
Transaction	Status		
TRN000511	Complete		

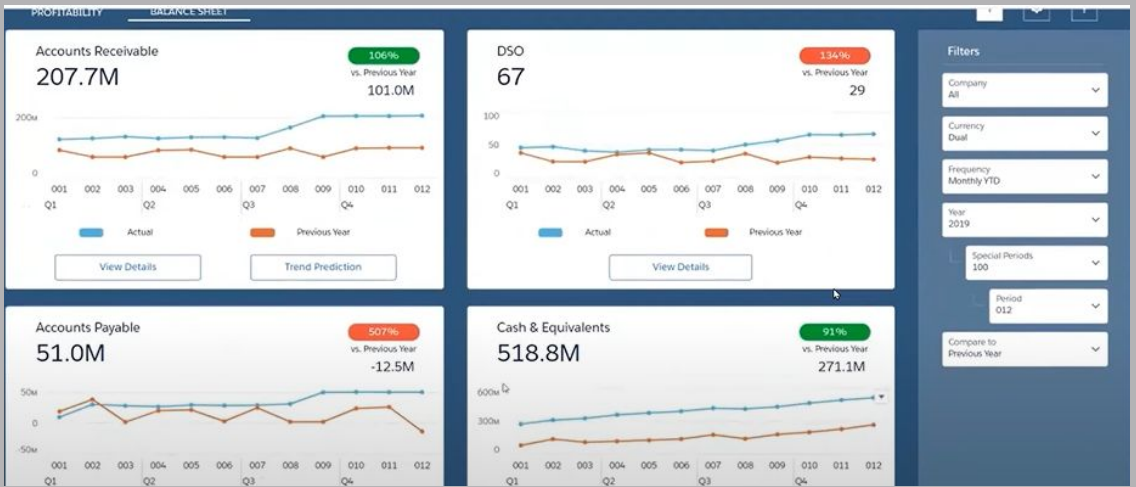
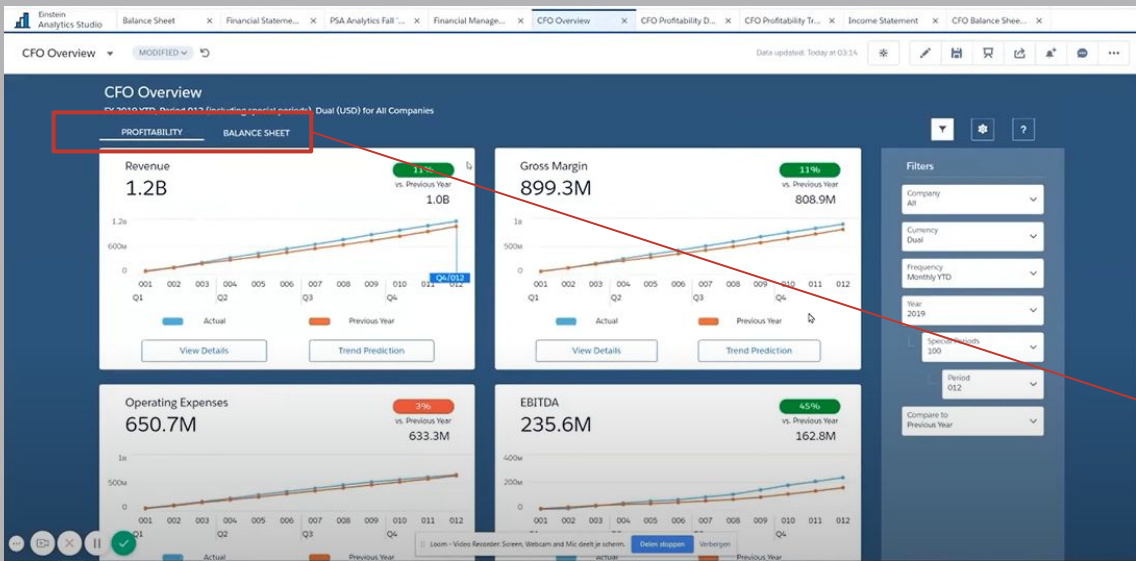
CASH ENTRY LINE ITEMS

ACCOUNT	ACCOUNT REFERENCE	ACCOUNT PAYMENT METHOD	CASH ENTRY VALUE
Prestige Worldwide		Check	15,600.00

FM Analytics



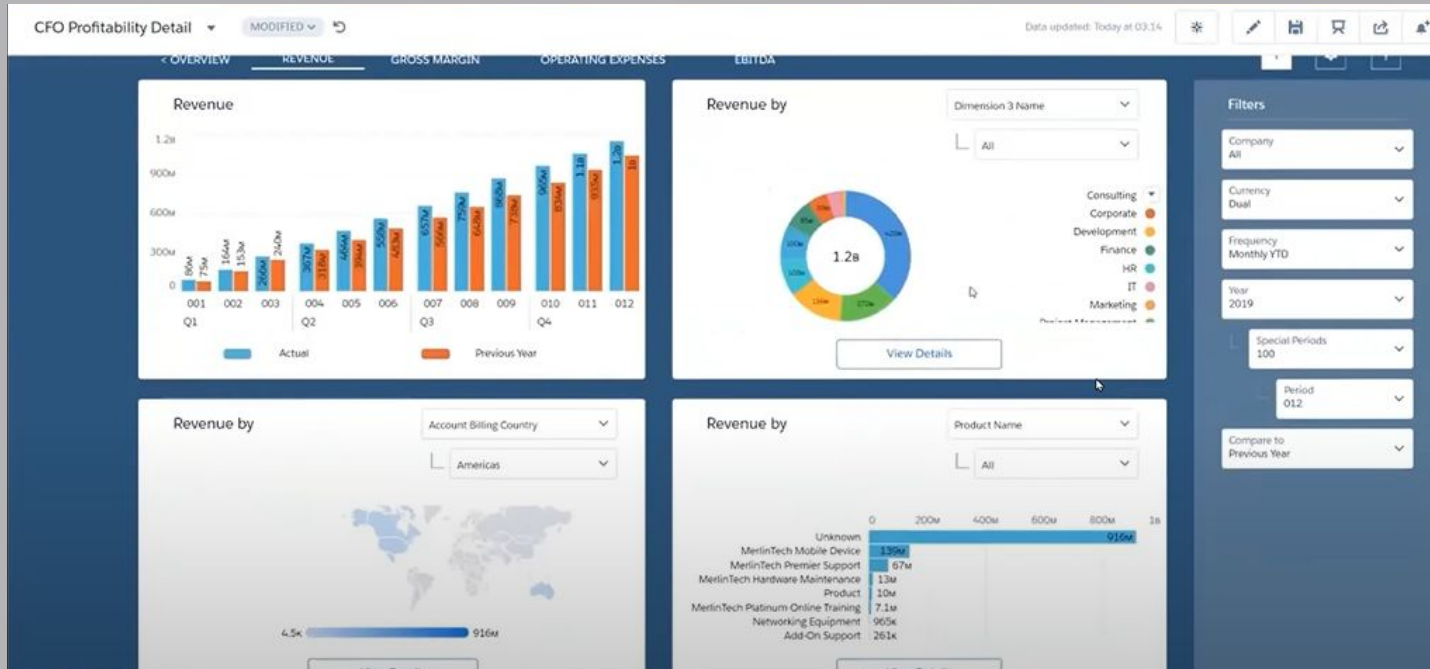
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Get Complete Visibility

- Access to view this dashboards that tracks almost 8 KPIs divided over 2 tabs.
- The 2 tabs are divided into Profitability and Balance Sheet.
- Get single view across entire customer experience - including actuals, expenses, assignments, milestones, resource requests, and backlog
- Further, you can click on view details of each KPI to breakdown the information.

Get comprehensive breakdown of each KPI - Revenue

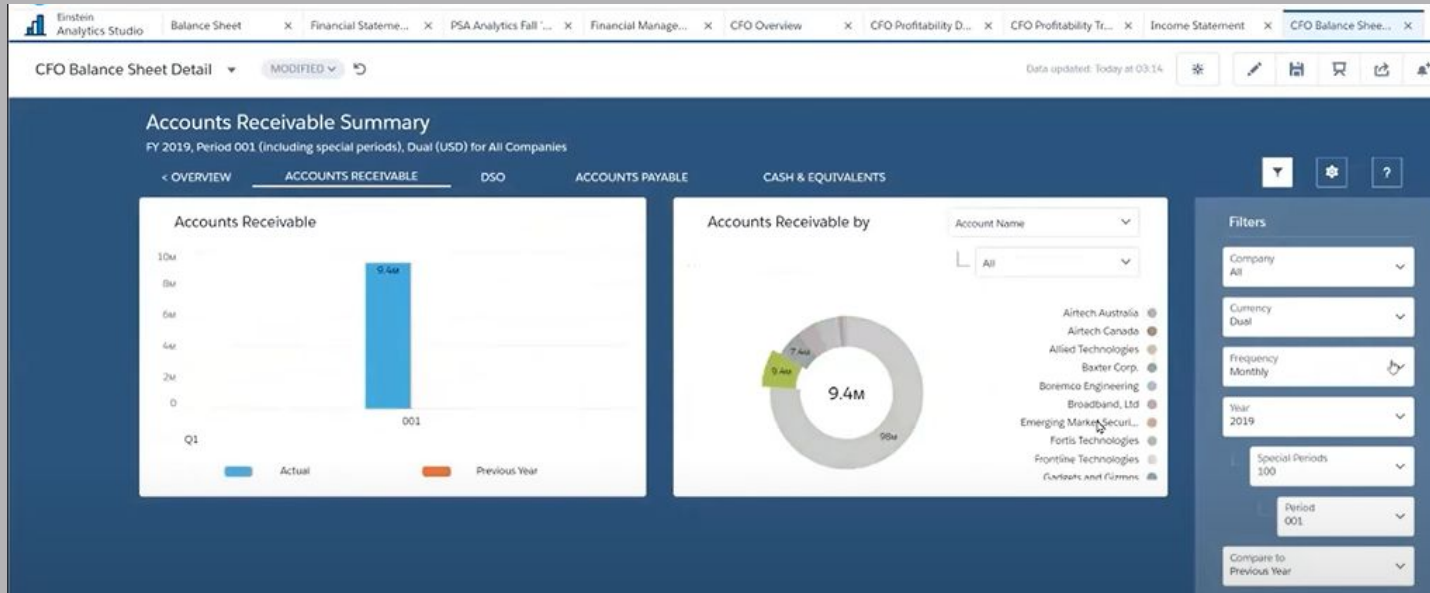


Revenue Trend



- Enables you to view predictions and key metrics based on historical data.
- You can use filters to control the variants on display.

Accounts Receivable Summary



PSA Analytics



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PSA Overview

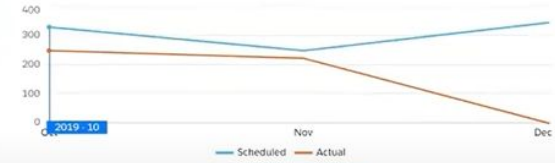
All KPIs and charts display figures for this fiscal quarter.



Bill Rate

239.3

Actual, USD/Hour



View Details

Billings

6.5M

Scheduled, USD

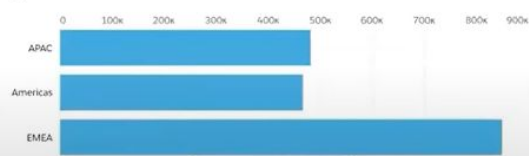
vs. 1.9M
Actual, USD

View Details

Backlog

1.8M

USD



View Details

Total Utilization

67.2%



View Details

Forecasts

671.7K

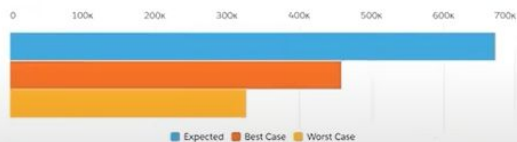
Expected, USD

458.4K

Best Case, USD

327.0K

Worst Case, USD



View Details

Remaining Capacity

23.5%



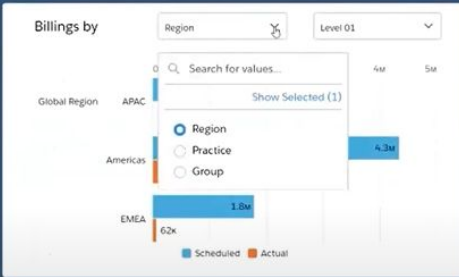
View Details

PSA Overview Dashboard

- In PSA Overview Dashboard you can view 6 major KPIs:
 - Bill rate
 - Billings
 - Backlog
 - Total Utilization
 - Forecast
 - Remaining Capacity

Billings

Use the global filters to select the date range you want to display data for



Actual Billings (USD) 1.9M

Scheduled Billings (USD) 6.5M

Billings by Month



Filters

- EVA Time Period Type: Month
- Date: this fiscal quarter
- Type: All
- Region: All
- Practice: All
- Group: All
- Account: All
- Project Name: All



Billings

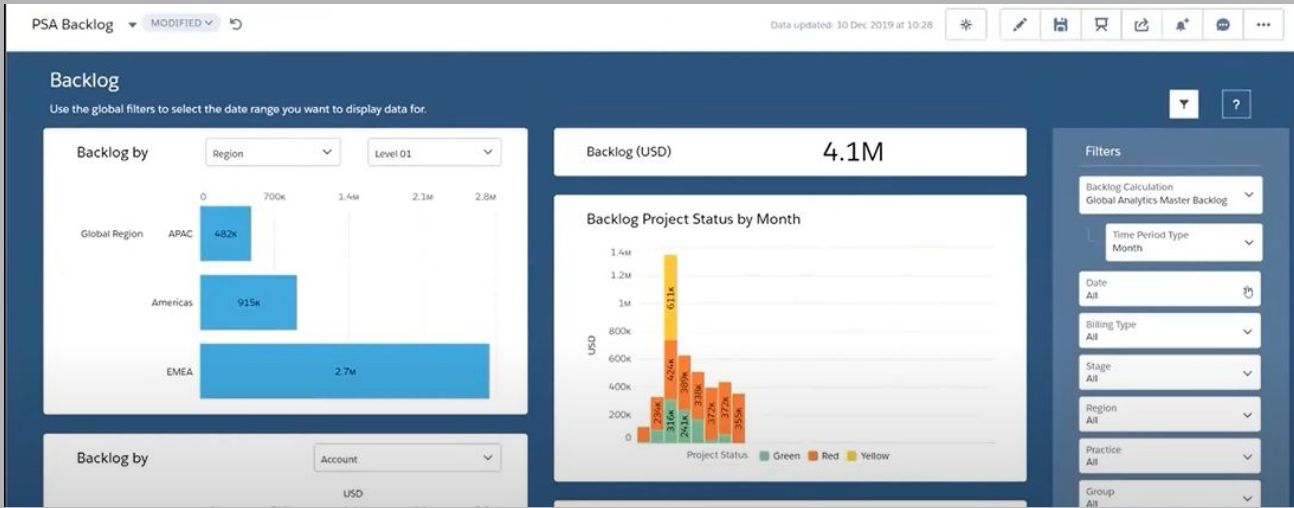


Bill Rate by Month



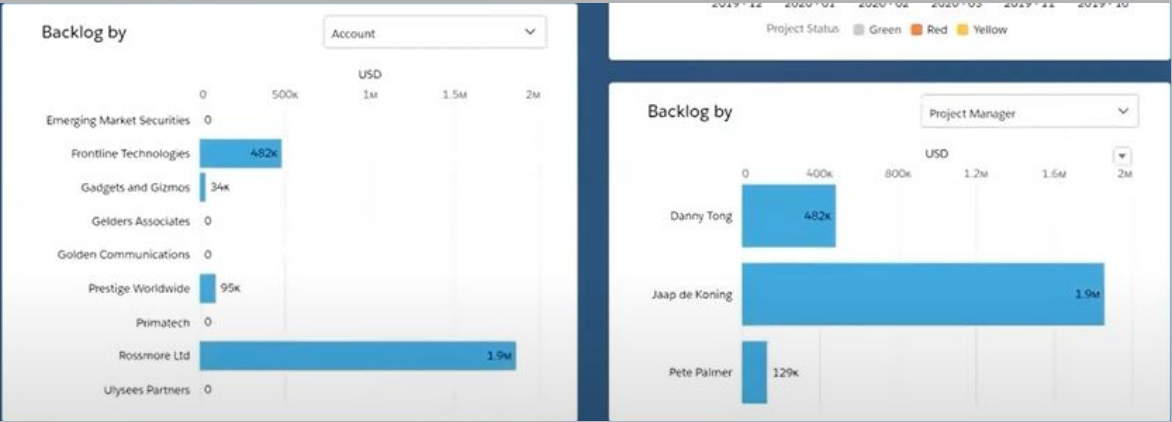
Billings

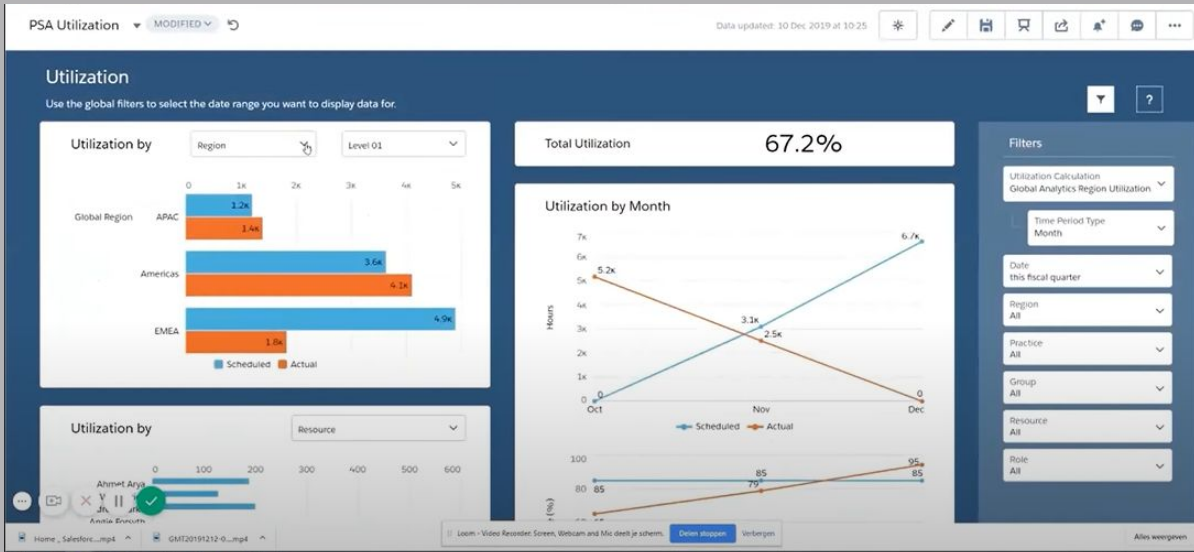
- Click on VIEW DETAILS to view a detailed breakdown of the billings KPI.
- Use this filter to control what you want to view
- There are different dimensions you can analyse the data by - account owner, region, month and rate



Backlog

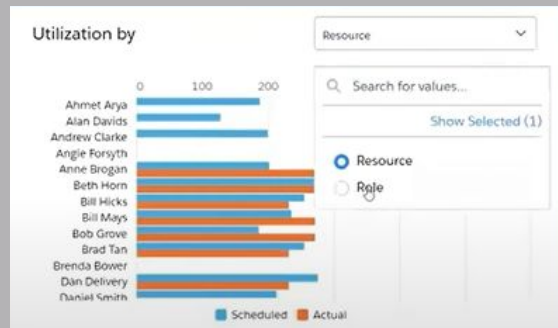
- Breakdown Backlogs based on dimensions like time, region and account holders





Utilization

- Switch to utilization to view PSA from utilization standpoint
- See who are the most utilized people and from which group
- This can be used to understand the resources and people you need to hire that have the skills you currently need



Expand Business with Unparalleled Insights

Dashboards and fine-tuned data reports to keep your operations running **lean, consistent,** and **predictive**



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