



# FinancialForce Accounting Basics

Tuesday, January 24, 2023 - 12:00 Noon ET

SPEAKER

**Neeraj Garg**  
COO, AblyPro



# Agenda

- 1. What is Accounting**
- 2. 8 Key Terms of Accounting**
- 3. Why Do We Need FinancialForce Accounting ERP?**
- 4. FinancialForce Accounting (FFA) Objects**
- 5. Next Webinar Preview**

# What is Accounting?

Accounting is the process of tracking and recording financial activity. People and businesses use the principles of accounting to assess their financial health and performance. Accounting is basically the language of business, and it helps us answer questions, such as:



**Who's doing well**



**Who's doing poorly**



**What does well even mean**

# 8 Key Terms of Accounting

## 1 Chart of Accounts

A chart of accounts is a list of all your company's "accounts" together in one place.

## 2 Accounts Payable

Tracks money owed to creditors. Examples include bank loans, unpaid bills, and invoices, debts to suppliers or vendors, etc.

## 3 Accounts Receivable

Tracks the money owed to a person or business by its debtors. It is the functional opposite of accounts payable.

## 4 Balance Sheet

It is a standard financial statement. It specifies the business' current state regarding its assets, liabilities, and owner's equity.



## 5 Income Statement

The income statement, or the statement of profit and loss, is a statement of the incomes and expenses of a company during a period.

## 6 Cash flow

Cash flow (CF) describes the balance of cash that moves into and out of a company during a specified accounting period.

## 7 Trial Balance

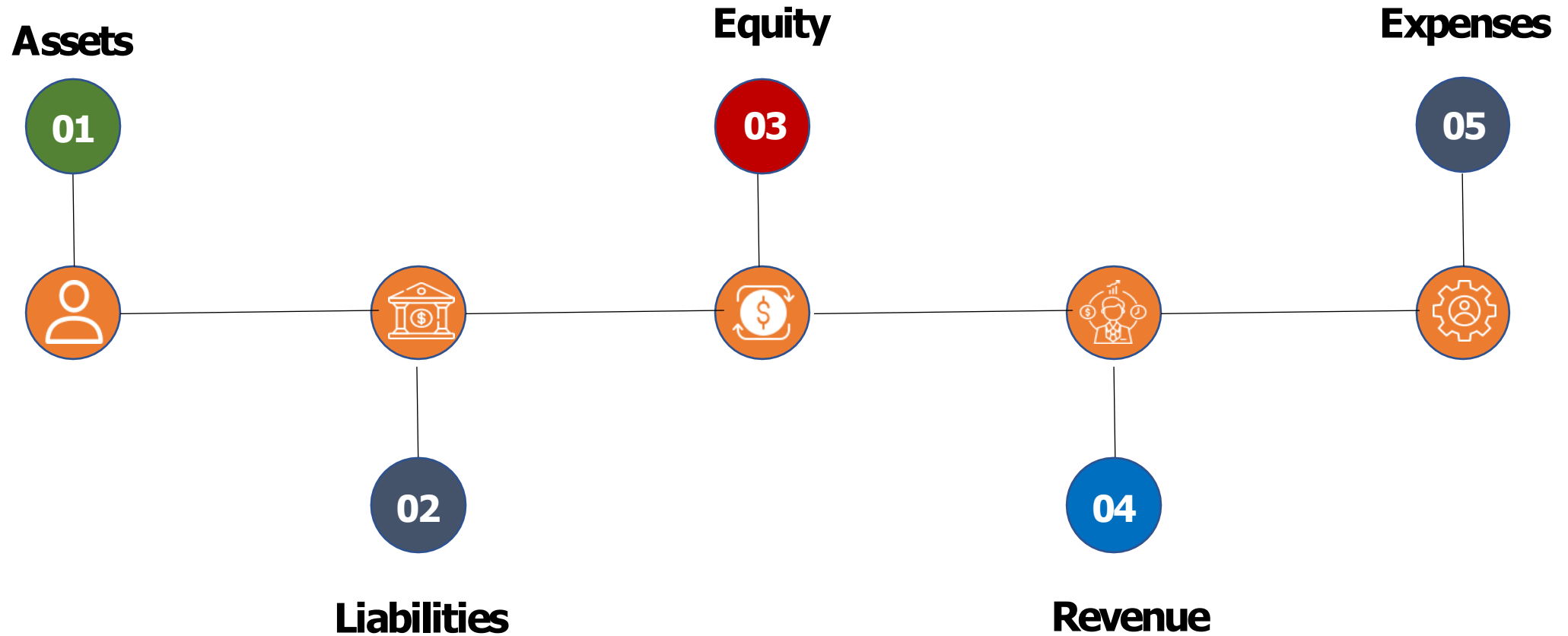
A trial balance is a list of credit entries and debit entries that businesses use to internally audit their double-entry accounting systems.

## 8 Journal

The book in which all financial transactions of a business are recorded

# 1. Chart of Accounts

Chart of Accounts is a list of all your company's "accounts" together in one place. It provides you with a birds-eye view of every area of your business that spends or makes money. The main account types include:



# Chart of Accounts

Number	Account Description	Account Type	Statement
1010	Cash	Assets	Balance Sheet
1020	Accounts Receivable	Assets	Balance Sheet
1040	Lab Equipment	Assets	Balance Sheet
1050	Insurance	Assets	Balance Sheet
1070	Lab Computers	Assets	Balance Sheet
1090	Real Estate	Assets	Balance Sheet
2010	Account Payable	Liabilities	Balance Sheet
2030	Unearned Rent	Liabilities	Balance Sheet
3010	Jason Lee, Equity	Equity	Balance Sheet
3020	Jason Lee, Withdrawals	Equity	Balance Sheet
4010	Fees Earned	Revenues	Income Statement
5010	Wages	Expenses	Income Statement
5020	Rent	Expenses	Income Statement
5040	Utilities	Expenses	Income Statement

**Assets** any resources your company owns that provide value to your company. Ex: land, equipment, cash, or intangible things like patents, trademarks & software.

**Liabilities** are a record of all the debts your company owes. Ex: accounts payable, wages, invoices payable.

**Equity** represent what's left of the business after you subtract all your company's liabilities from its assets.

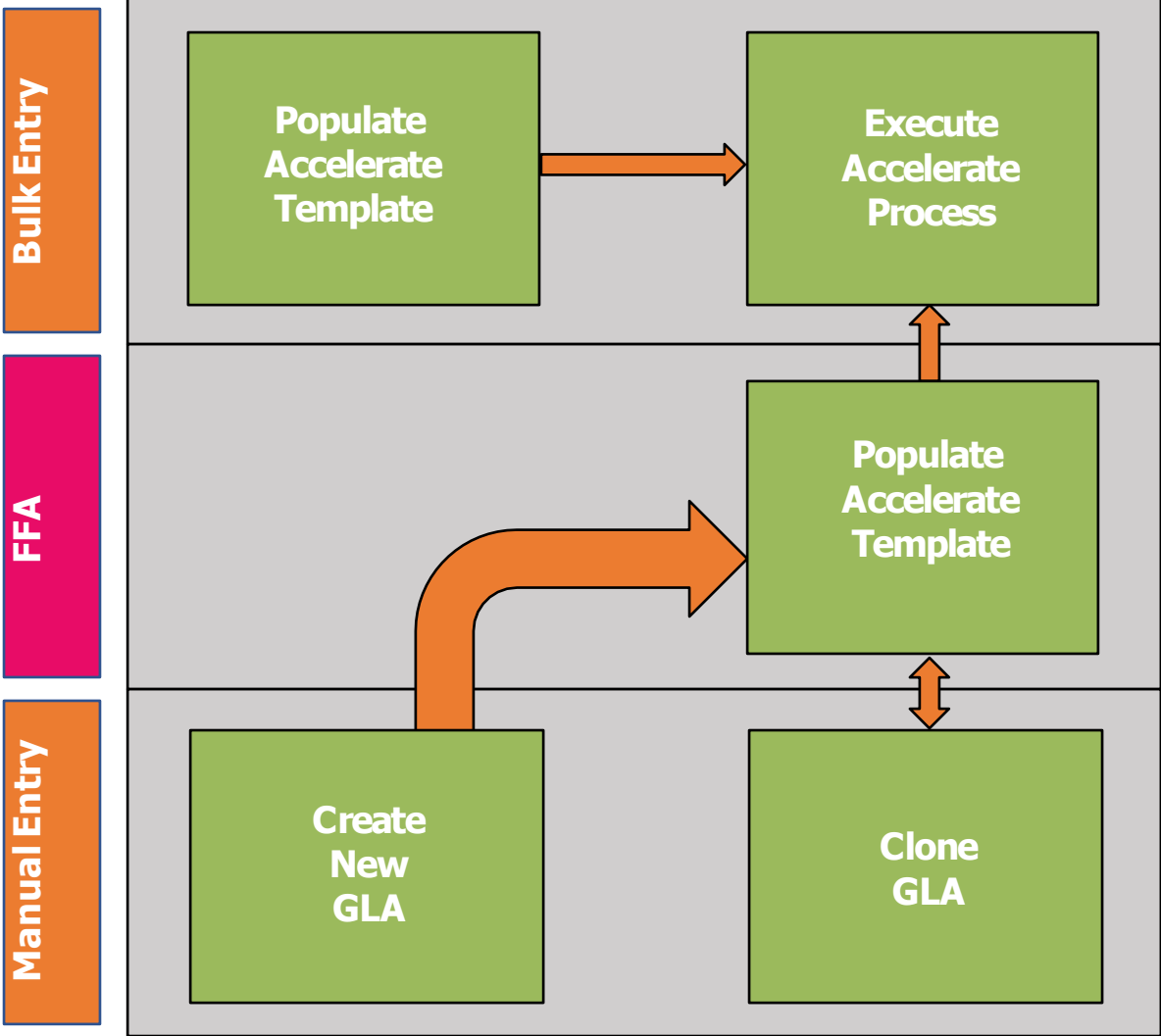
**Revenue** keep track of any income your business brings in from the sale of goods, services or rent.

**Expense** are all the money and resources you spend in the process of generating revenues, i.e., utilities, wages and rent.

The first digit in the account number refers to which of the five major account categories an individual account belongs to—"1" for Assets, "2" for Liabilities, "3" for Equity, etc.

# COA Uploaded in FFA Using Accelerate CLX

The initial Chart of Accounts upload is now handled via the Accelerate CLX tool. Bulk entry is done using an Accelerate template.



# General Ledger Accounts - FFA

General Ledger Accounts  
All Accounts

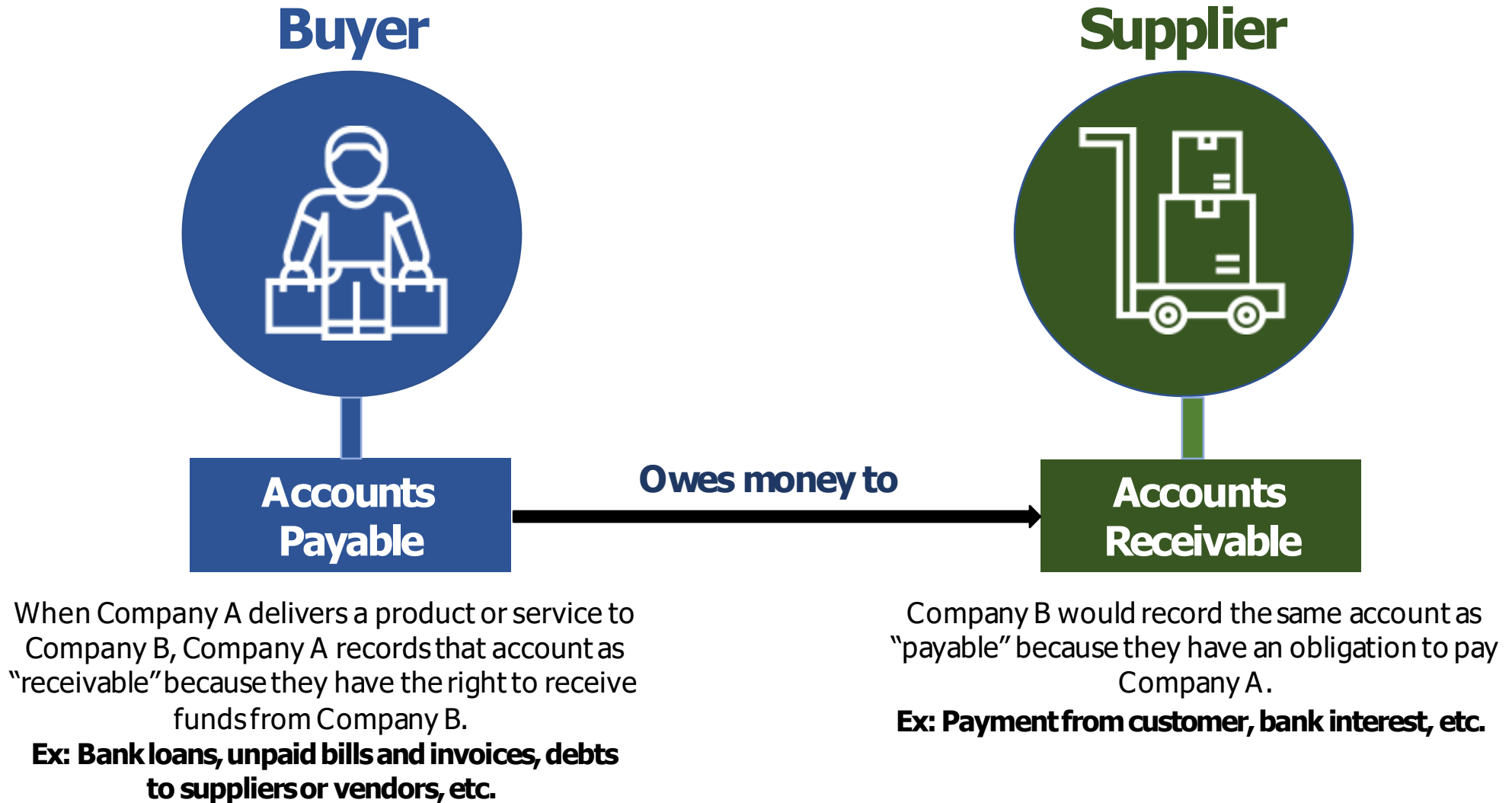
50+ items · Sorted by Trial Balance 1 · Filtered by all general ledger accounts · Updated a few seconds ago

Search this list...

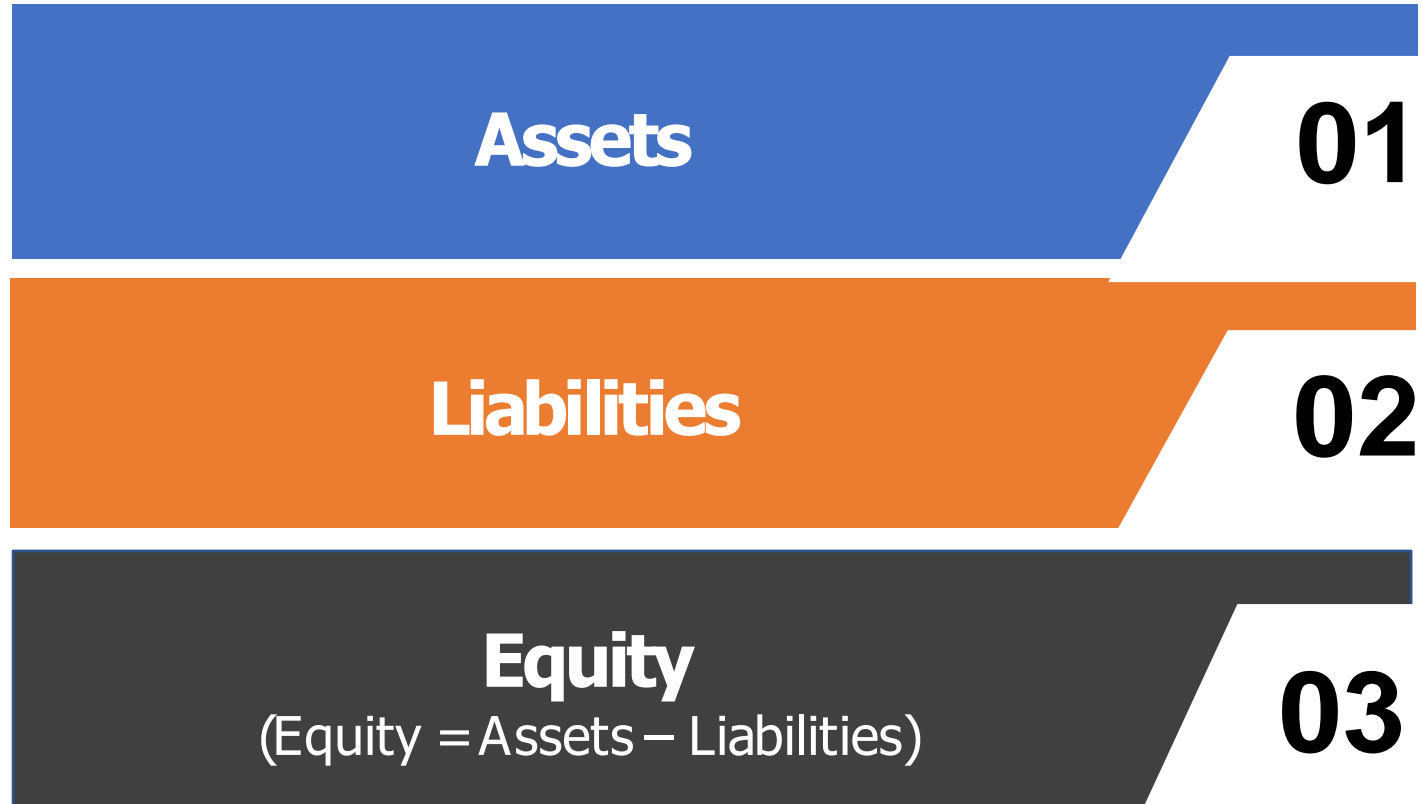
	Name	Reporti...	Type	Chart of Accounts Structu...	Trial Balance 1 ↓	Trial Balance 2	Trial Balance 3
1	2300 - Bank Loan - Long Term	2300	Balance Sheet	French Chart of Accounts	Balance Sheet	Long Term Liabilities	Payable After 1 Year
2	2200 - Deferred Income	2200	Balance Sheet	French Chart of Accounts	Balance Sheet	Current Liabilities	Accruals and Deferred Income
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8	7200 - Income taxes	7200	Profit and Loss	Corporate	Expenses	Interest and Tax	Taxation
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11	6059 - Allocated Expenses	6059	Profit and Loss	Corporate	Expenses	Operating Expenses	Administration Costs
12	9999 - Corporate Suspense	9999	Profit and Loss	Corporate	Expenses	Other Income/Expense	Other Income and Expenses
13	7000 - Interest income	7000	Profit and Loss	Corporate	Expenses	Operating Expenses	Finance Costs
14	6025 - Insurance Expense	6025	Profit and Loss	Corporate	Expenses	Operating Expenses	Administration Costs
15	6055L - Other G&A expenses	6055L	Profit and Loss	Local Chart of Accounts	Expenses	Operating Expenses	Administration Costs
16	8030 - Unrealized Gain/Loss on Currency Exchange	8030	Profit and Loss	Corporate	Expenses	Operating Expenses	Finance Costs
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21	7030 - Realized Gain/Loss on Currency Exchange	7030	Profit and Loss	Corporate	Expenses	Other Income/Expense	Other Income and Expenses



# 2. Accounts Payable & Receivable



# 4. Balance Sheet



# Balance Sheet Report

[Company Name]	© Corporate Finance Institute®. All rights reserved.				
Balance Sheet					
[USD \$ millions]					
	2014	2015	2016	2017	2018
<b>Assets</b>					
Current assets:					
Cash	167,971	181,210	183,715	211,069	239,550
Accounts Receivable	5,100	5,904	6,567	7,117	7,539
Prepaid expenses	4,806	5,513	5,170	5,998	5,682
Inventory	7,805	9,601	9,825	10,531	11,342
<b>Total current assets</b>	<b>185,682</b>	<b>202,228</b>	<b>205,277</b>	<b>234,715</b>	<b>264,112</b>
Property & Equipment	45,500	42,350	40,145	38,602	37,521
Goodwill	3,580	3,460	3,910	3,870	3,850
<b>Total Assets</b>	<b>234,762</b>	<b>248,038</b>	<b>249,332</b>	<b>277,187</b>	<b>305,483</b>
<b>Liabilities</b>					
Current liabilities:					
Accounts Payable	3,902	4,800	4,912	5,265	5,671
Accrued expenses	1,320	1,541	1,662	1,865	1,899
Unearned revenue	1,540	1,560	1,853	1,952	1,724
<b>Total current liabilities</b>	<b>6,762</b>	<b>7,901</b>	<b>8,427</b>	<b>9,082</b>	<b>9,294</b>
Long-term debt	50,000	50,000	30,000	30,000	30,000
Other long-term liabilities	5,526	5,872	5,565	6,051	5,909
<b>Total Liabilities</b>	<b>62,288</b>	<b>63,773</b>	<b>43,992</b>	<b>45,133</b>	<b>45,203</b>
<b>Shareholder's Equity</b>					
Equity Capital	170,000	170,000	170,000	170,000	170,000
Retained Earnings	2,474	14,265	35,340	62,053	90,280
<b>Shareholder's Equity</b>	<b>172,474</b>	<b>184,265</b>	<b>205,340</b>	<b>232,053</b>	<b>260,280</b>
<b>Total Liabilities &amp; Shareholder's Equity</b>	<b>234,762</b>	<b>248,038</b>	<b>249,332</b>	<b>277,187</b>	<b>305,483</b>
<i>Check</i>	<i>0.000</i>	<i>0.000</i>	<i>0.000</i>	<i>0.000</i>	<i>0.000</i>

**Assets Value**

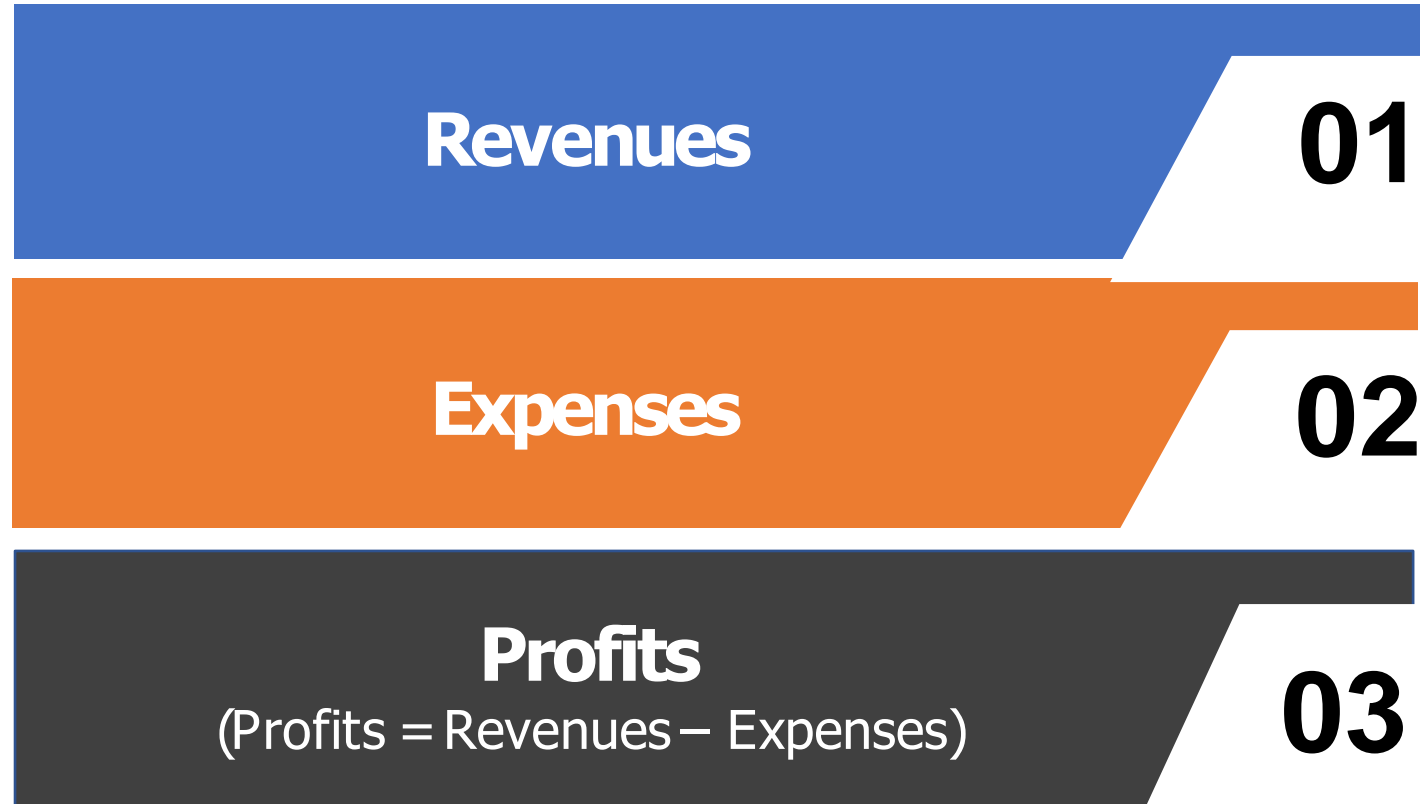
**Liabilities Value**

**Equity**

(Equity = Assets – Liabilities)

# 5. Income Statement

The Income statement displays the company's revenue, costs, gross profit, selling and administrative expenses, other expenses and income, taxes paid, and net profit in a coherent and logical manner.



# Income Statement Report

## CONSOLIDATED STATEMENTS OF OPERATIONS

(In millions, except number of shares which are reflected in thousands and per share amounts)

	Year Ended December 31,	2017	2016	2015
1 Revenue				
Net sales		\$229,234	\$215,639	\$233,715
2 Costs of Revenue				
Cost of sales		141,048	131,376	140,089
Gross Profit		88,186	84,263	93,626
3 Operating expenses:				
Research and development		11,581	10,045	8,067
Selling, general and administrative		15,261	14,194	14,329
Total operating expenses		26,842	24,239	22,396
Operating income		61,344	60,024	71,230
4 Other Revenue and Expenses				
Other income/(expense), net		2,745	1,348	1,285
Income before provision for income taxes		64,089	61,372	72,515
Provision for income taxes		15,738	15,685	19,121
Net income		48,351	45,687	53,394

**Total Income**

**Total Expenses**

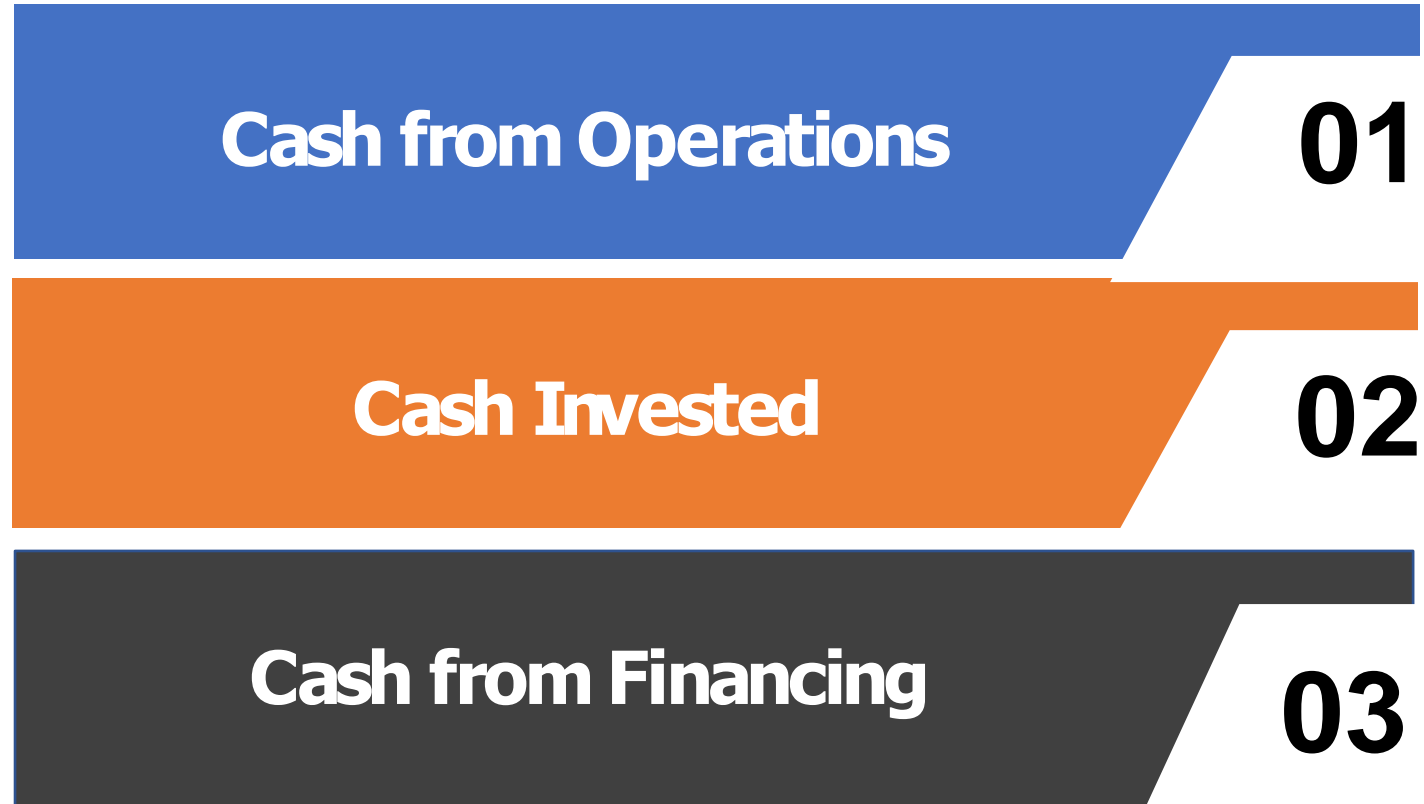
**Profit**

**=**

**Total Income - Expenses**

# 6. Cash Flow Statement

Cash flow statement describes the balance of cash that moves into and out of a company during a specified accounting period.



# Cash Flow Statement

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Startup year

Terminal year

	2016	2017	2018	2019	2020	2021	2022
Balance Sheet Check	OK	OK	OK	OK	OK	OK	OK

## Cash Flow Statement

### Cash from Operations

Net Income	(2,573,040)	(1,340,320)	42,855	925,320	2,086,560	3,706,200	4,303,920
Depreciation	100,000	120,000	140,000	250,000	300,000	420,000	520,000
Changes in non cash working capital							
Accounts Receivable	52,529	23,456	45,022	68,373	72,976	105,363	68,813
Inventory	900,493	154,849	396,740	733,068	766,356	1,084,438	755,260
Accounts Payable	880,708	(111,228)	7,108	69,245	265,394	383,178	256,961
<b>1 Total</b>	<b>(2,545,354)</b>	<b>(1,509,854)</b>	<b>(251,799)</b>	<b>443,124</b>	<b>1,812,621</b>	<b>3,319,576</b>	<b>4,256,808</b>

### Cash Invested

Capital Expenditures	500,000	100,000	100,000	550,000	250,000	1,100,000	600,000
Acquisitions	0	0	0	0	0	0	0
<b>2 Total</b>	<b>500,000</b>	<b>100,000</b>	<b>100,000</b>	<b>550,000</b>	<b>250,000</b>	<b>1,100,000</b>	<b>600,000</b>

### Cash from Financing

Increase (decrease) in Debt	0	0	0	0	0	0	0
Equity Issued (repurchased)	8,000,000	0	0	0	0	0	0
Dividends Paid	0	0	0	0	0	0	0
<b>3 Total</b>	<b>8,000,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

Total Cash	4,954,646	(1,609,854)	(351,799)	(106,876)	1,562,621	2,219,576	3,656,808
Opening balance	0	4,954,646	3,344,792	2,992,993	2,886,117	4,448,738	6,668,315
Increase (Decrease)	4,954,646	(1,609,854)	(351,799)	(106,876)	1,562,621	2,219,576	3,656,808
<b>4 Closing balance</b>	<b>4,954,646</b>	<b>3,344,792</b>	<b>2,992,993</b>	<b>2,886,117</b>	<b>4,448,738</b>	<b>6,668,315</b>	<b>10,325,123</b>

**1- Cash from Operations**

**2 - Cash invested**

**3- Cash from Financing**

**4 - Closing balance**

# 7. Trial Balance

A trial balance is a list of credit entries and debit entries that businesses use to internally audit their double-entry accounting systems.

**It is a systematic recording of business transactions on a given date.**

**Reference number used to identify the particular entry in respective ledger accounts .**

**Tips:** Every time total of the Debit side is should be the same as the total of the credit side in the trial balance.

**A & B Co.**  
**Trial Balance as on 30/04/18**

Particulars	L. F.	Debit Total	Credit Total
Cash a/c		20,000	10,000
Capital a/c		-	25,00,000
Bank a/c		1,85,000	1,50,000
Land and Building A/c		20,00,000	-
Furniture and fixture A/c		2,30,000	-
Office Equipment A/c		1,50,000	-
Purchase A/c		4,50,000	
M/s Ram and Sons. A/c		1,50,000	4,50,000
Freight Inward A/c		8,000	-
Stationary A/c		2,000	-
Mr Parvesh Kumar A/c		85,000	85,000
Sales A/c		-	4,95,000
Miss. Deepika A/c		1,25,000	-
M/s A&B Co. A/c		1,35,000	-
M/s X&Y Co. A/c		1,50,000	-
<b>Total</b>		<b>36,90,000</b>	<b>36,90,000</b>

**Shows the amount by which the respective account is credited in the transaction.**

**Shows the amount by which the respective account is debited in the transaction.**



# 8. Journal Entries

Journal entries are records of all business transactions that are maintained within an organization's accounting system.

The transaction date refers to the actual date on which the transaction has been incurred

Reference number used to identify the particular entry in respective ledger accounts.

Shows the amount by which the respective account is credited in the transaction.

JOURNAL				
Date	Particulars of Business Transactions	Folio	Debit (USD)	Credit (USD)
15-Oct-19	Furniture A/c Dr.		\$1,000.00	
	To Bank A/c Cr.			\$1,000.00
	<b>(Furniture Purchased for Business)</b>			

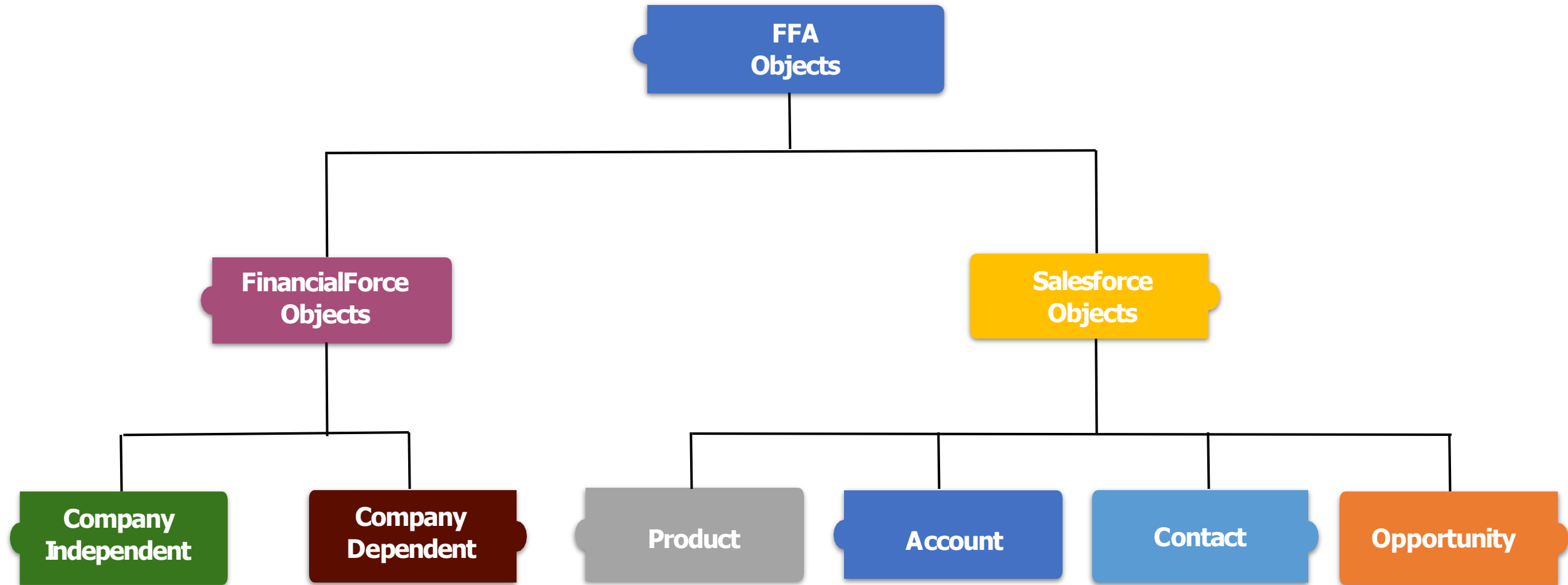
It is a systematic recording of business transactions on a given date. At the bottom of the Journal Entry, we post a brief narration describing the transaction.

Shows the amount by which the respective account is debited in the transaction.

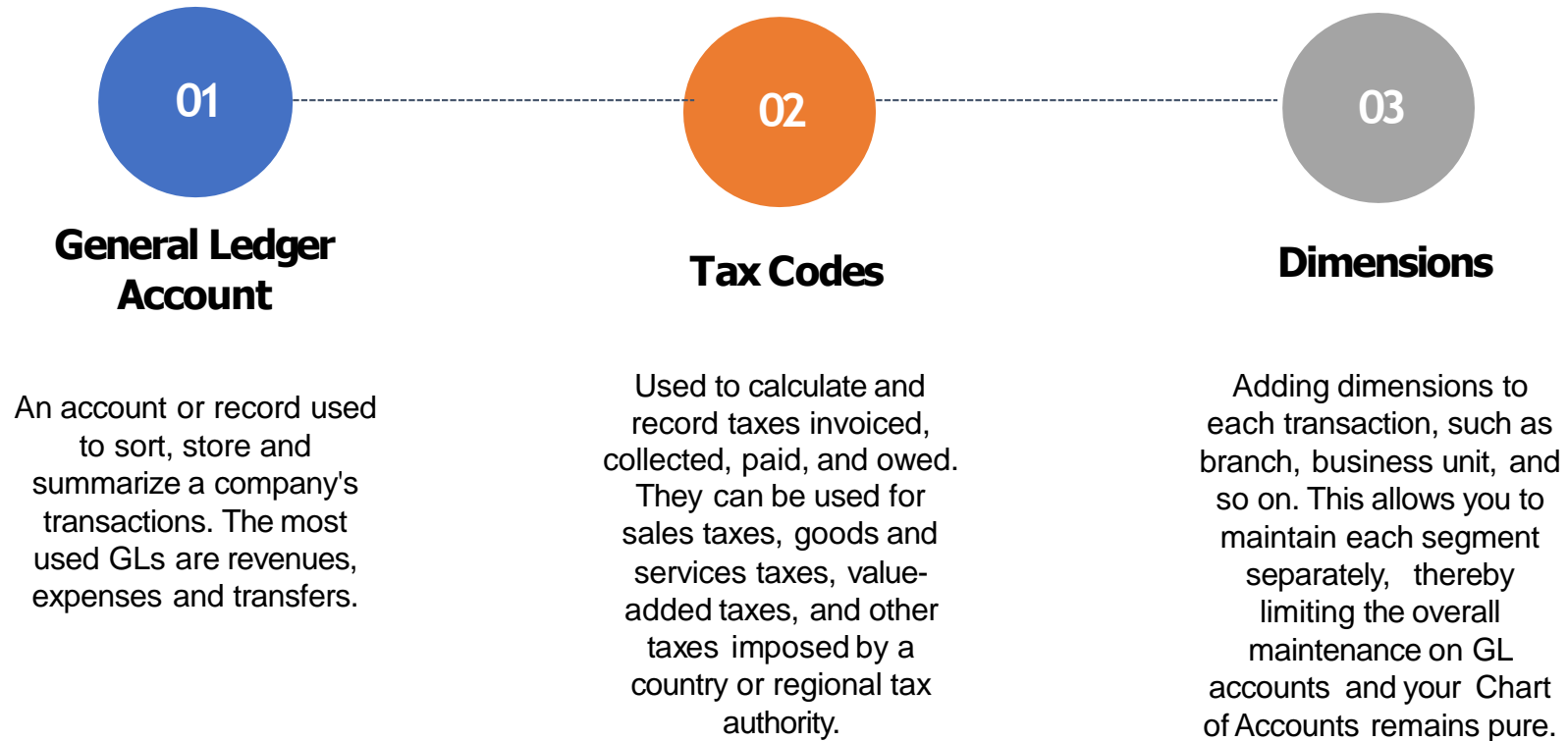
# Why Do We Need FinancialForce Accounting ERP?



# FFA Objects



# FFA Objects - Company Independent



# General Ledger Accounts - FFA

General Ledger Accounts  
All Accounts

New Import Change Owner Printable View

50+ items · Sorted by Trial Balance 1 · Filtered by all general ledger accounts · Updated a few seconds ago

Search this list...

	Name	Reporti...	Type	Chart of Accounts Structu...	Trial Balance 1 ↓	Trial Balance 2	Trial Balance 3
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7	8000 - Extraordinary item	8000	Profit and Loss	Corporate	Expenses	Other Income/Expense	Other Income and Expenses
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# Tax Codes

Accounting Tax Codes  
**Texas Tax Codes**

5 items · Sorted by Tax Code · Filtered by all accounting tax codes · Tax Group · Updated 3 minutes ago

New Import Change Owner Printable View

Search this list...

	Tax Code ↓	Description	General Ledger Account	Tax Group	Currency	Tax Box	Net Box
1	STATE-TX	Texas State Tax	2195 - Sales tax payable	TX	USD - U.S. Dollar		
2	COUNTY-TRAVIS-TX	Travis County Sales Tax	2195 - Sales tax payable	TX	USD - U.S. Dollar		
3	COUNTY-ELLIS-TX	Ellis County Sales Tax	2195 - Sales tax payable	TX	USD - U.S. Dollar		
4	CITY-MIDLOTHIAN-TX	Midlothian City Sales Tax	2195 - Sales tax payable	TX	USD - U.S. Dollar		
5	CITY-AUSTIN-TX	Austin City Sales Tax	2195 - Sales tax payable	TX	USD - U.S. Dollar		

Tax Codes



Accounting Tax Code  
**STATE-TX**

Edit Delete Clone Change Owner

Tax Code: STATE-TX  
Description: Texas State Tax  
General Ledger Account: 2195 - Sales tax payable  
Tax Group: TX  
Currency: USD - U.S. Dollar

Owner: Ollie Operations  
Tax Box:  
Net Box:

Accounting Tax Rates (2)

57	Start Date:	6/22/2020
	Rate:	6.250
58	Start Date:	1/1/2021
	Rate:	6.500

Notes & Attachments (0)

Accounting Tax Code History (1)

Date: 6/22/2020, 11:40 AM  
Field: Created.  
User: Ollie Operations  
Original Value:  
New Value:

Start Date

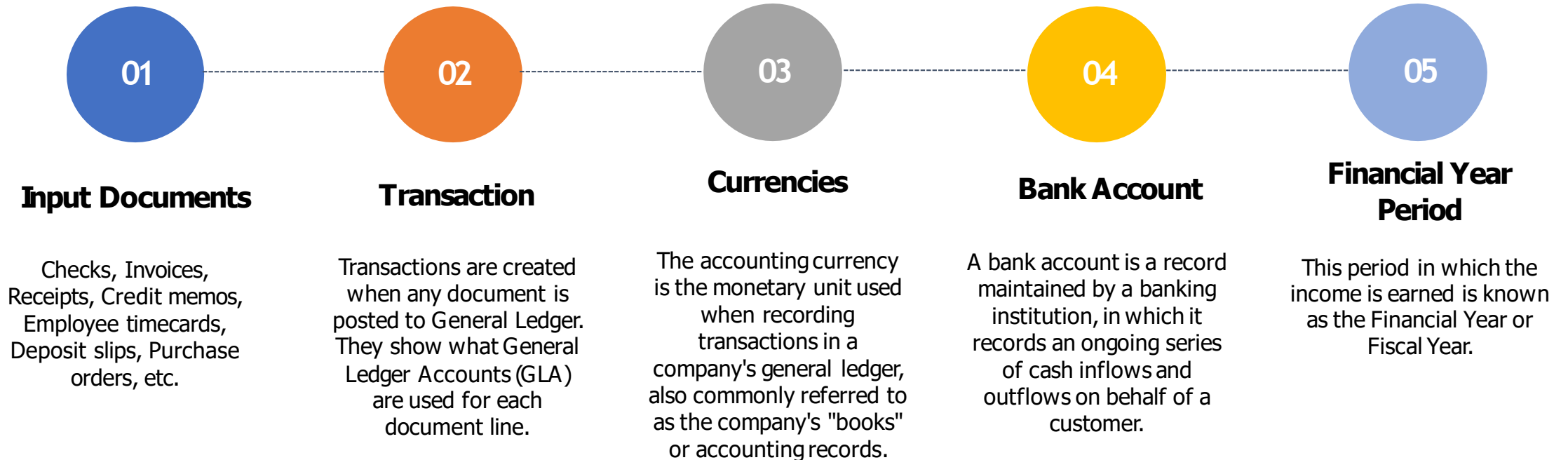
# Dimensions

General Ledger Account
4000 – Sales - Product
4100 – Sales - Subscription
4200 – Sales - Service
1640– Furniture and Fixtures
6200 – Salaries and Wages
6010– Office Supplies



Dimension 1 Location	Dimension 2 Industry / Department
Berlin	<b>Government</b>
London	<b>Healthcare</b>
Paris	<b>Retail</b>
San Francisco	<b>Sales</b>
San Francisco	<b>R&amp;D</b>
San Francisco	<b>HR</b>

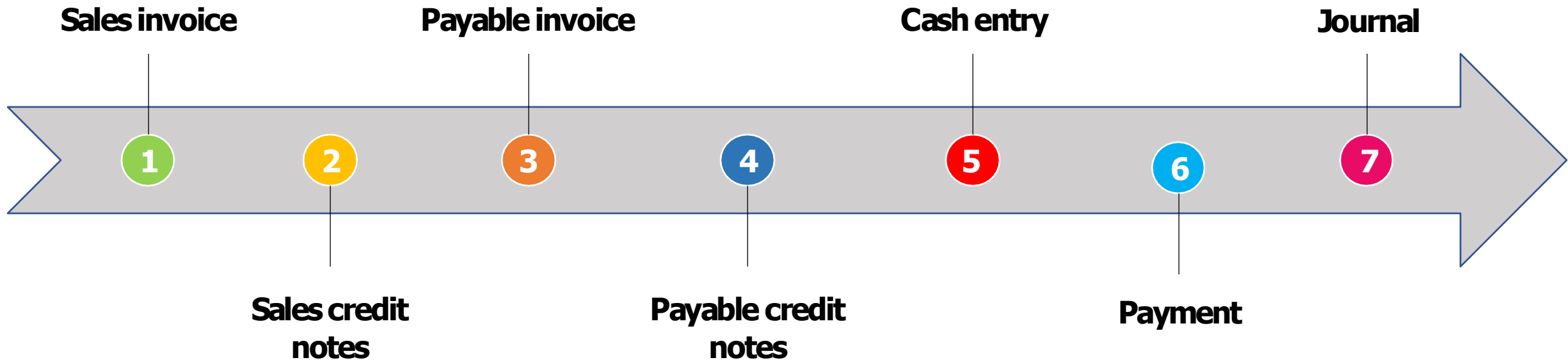
# FFA Objects - Company Dependent





# Input Documents

These are the 7 FFA documents that you are most likely to see:



# Transactions

**Transaction**  
**TRN000163**

Account: [Income Clearing Best](#)    Company: [Discovery 100 Inc. \(20\)](#)    Transaction Type: Purchase Invoice    Document Number: PIN000107    Period: [2014/012](#)    Transaction Date: 03/12/2014

---

**CAD 0.00**    **CAD 0.00**    **CAD 1,364.66**    **CAD 1,364.66**  
Account Outstanding Total    Document Outstanding Total    Home Debits    Home Credits

---

**Details**    Line Items    Related

Transaction Number: <b>1</b> TRN000163	<b>3</b>	Home Debits 1,364.66
Transaction Date: <b>2</b> 03/12/2014		Home Credits -1,364.66 <b>4</b>
Period: <a href="#">2014/012</a>		Home Value Total 0.00
Transaction Type: Purchase Invoice		Dual Debits 1,501.13
Document Number: PIN000107		Dual Credits -1,501.13
Vendor Document Number: LD Products Discovery Wo		Dual Value Total 0.00
Owner: <a href="#">FF - Group 100 Inc.</a>		MatchType
Document Description: Expenses accrued during the Discovery Workshop trip for LD Products.		
Document Reference:		
Document Reference 2:		
Company: <a href="#">Discovery 100 Inc. (20)</a>		
Income Schedule Group:		
Invoice Group:		
Currency: CAD - Canadian Dollar		
Created By: <a href="#">FFAdmin</a> / 10/01/2015 9:29 PM		Last Modified By: <a href="#">FFAdmin</a> / 24/12/2015 6:10 AM

---


**Account Line Summary**

Account Total -1,501.13	Document Total -1,501.13
Account Outstanding Total 0.00	Document Outstanding Total 0.00
Account: <a href="#">Income Clearing Best</a>	

1. Transaction Number
2. Transaction Date
3. Total Debit Amount
4. Total Credit Amount







# Currencies

Accounting Currencies

All ▾ 

15 items • Sorted by Company • Filtered by all accounting currencies • Updated a few seconds ago


New Import Change Owner Printable View

Search this list...      

	<input type="checkbox"/> Company ↑	ISO Code	<b>1</b> Home	<b>2</b> Dual	Decimal Places	
1	<input type="checkbox"/> Merlin Technologies Canada	CAD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	2	▾
2	<input type="checkbox"/> Merlin Technologies Canada	USD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	2	▾
3	<input type="checkbox"/> Merlin Technologies Canada	AUD	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
4	<input type="checkbox"/> Merlin Technologies Canada	EUR	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
5	<input type="checkbox"/> Merlin Technologies Canada	GBP	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
6	<input type="checkbox"/> Merlin Technologies Inc USA	USD	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2	▾
7	<input type="checkbox"/> Merlin Technologies Inc USA	GBP	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
8	<input type="checkbox"/> Merlin Technologies Inc USA	AUD	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
9	<input type="checkbox"/> Merlin Technologies Inc USA	CAD	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
10	<input type="checkbox"/> Merlin Technologies Inc USA	EUR	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
11	<input type="checkbox"/> Merlin Technologies Ltd UK	GBP	<input checked="" type="checkbox"/>	<input type="checkbox"/>	2	▾
12	<input type="checkbox"/> Merlin Technologies Ltd UK	USD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	2	▾
13	<input type="checkbox"/> Merlin Technologies Ltd UK	AUD	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
14	<input type="checkbox"/> Merlin Technologies Ltd UK	CAD	<input type="checkbox"/>	<input type="checkbox"/>	2	▾
15	<input type="checkbox"/> Merlin Technologies Ltd UK	EUR	<input type="checkbox"/>	<input type="checkbox"/>	2	▾

- 1. Home Currency** - The main working currency of a company.
- 2. Dual Currency** - The reporting currency for a company.

# Bank Accounts

 Bank Account  
**Bank of America - Checking**

### Details

Bank Account Name	Bank of America - Checking	Street	100 North Tryon Street
Reporting Code	BOA-CK	City	Charlotte
Bank Name	Bank of America, N.A.	State/Province	North Carolina
Account Name	Merlin Technologies Inc USA - Checking	Country	USA
Account Number	387916187	Zip/Postal Code	28202
Sort Code		Phone	(980) 355-3561
SWIFT Number	BOFAUS3N	Fax	(980) 355-3555
IBAN		Email	person@example.com
Direct Debit Originator Reference		Owner	FF Merlin Technologies Inc USA
Bank Account Currency	USD		

∨ Conga Templates

Check Template ⓘ  
CMT-00008

∨ Bank Account Analysis



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