

# ANALYTICS FOR FINANCE

Drive better productivity and ROI through analytics excellence



## WE DELIVER 360-DEGREE CFO ANALYTICS ON THE MICROSOFT PLATFORM



### xP&A / Integrated Planning

Build inter-connected financial and operations plans in Power BI with minimal IT dependence or intervention



### Boardroom Dashboard

Deliver an interactive 360-degree birds eye view of the business, linking operational drivers to financial outcomes



### Forecasting & Budgeting

Manage revenue and expense projections, budgets and strategic plans with dynamic version management



### Interactive Reporting

Edit, highlight or comment on data, insert derivative calculations, and run what-if simulations



### Scenario Planning

Effectively manage multiple scenario outcomes to maximize value and mitigate risks



### Performance Management

Track periodic actuals vs. budget metrics for elapsed and projected periods just as you do in Excel, right inside Power BI



### Collaborative Planning

Allow multiple users to input projections, consolidate and write back data to offline and cloud destinations

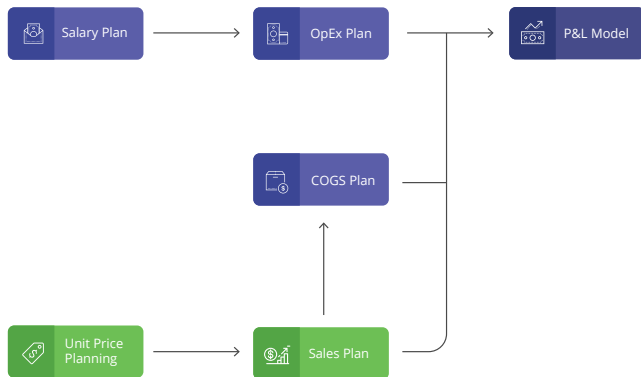


### Financial Statements

Deliver formatted financial reports including P&L statements, balance sheets and cash flow statements

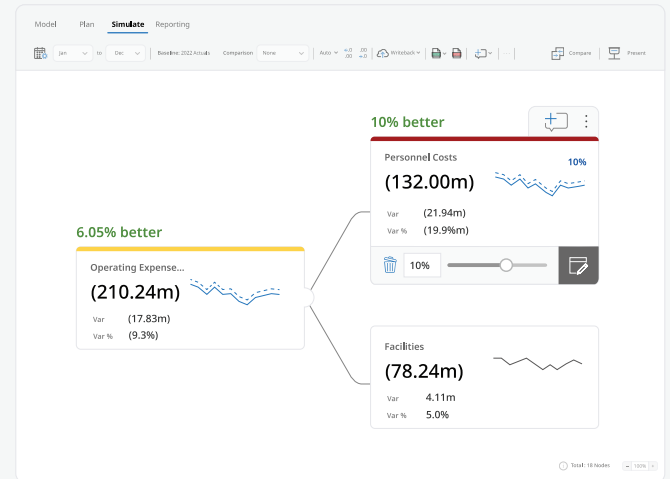
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## Scenario Planning

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	Best case	Expected	Worst case
Net Profit	\$77.1m	\$44.7m	\$51.9m
Net Profit	\$77.1m	\$44.7m	\$51.9m
Revenue	\$411.0m	\$366.0m	\$384.5m
Copper Sold	73,887t	68,531t	68,591t
Copper Price	\$2.55/lb	\$2.42/lb	\$2.54/lb
Mill Throughput	12.35m t	12.26m t	11.79m t
Copper Price	\$0.81/lb	\$0.86/lb	
Grade	1.4%	-1.4%	
Mill Throughput	3.4%		
Change in Stock			

## Collaborative Planning

Allow multiple users to input projections, consolidate and writeback data to offline and cloud destinations

Name	Year 1	Year 2	Year 3	Year 4	Year 5
Operating Income	(235,000)	(226,000)	(160,850)	(172,716)	
Driller Sales	40,000	84,000	441,000	694,375	
Unit Sales	100	200	1,000	1,500	
Unit Prices	400.00	420.00	441.00	463.05	
Unit Costs	250.00	262.50	275.63	288.41	
Fixed Costs	250,000	257,500	265,325	273,182	
Market Share	0.00%	0.15%	0.73%	1.54%	
Market Size	90,000,000	95,000,000	99,500,000	62,500,000	
Fixed Cost CAGR	3%	3%	3%	3%	
Year 1 Fixed Cost	250,000	260,000	270,000	280,000	
Variable Cost CAGR	5%	5%	5%	5%	
Year 1 Variable Cost	250	250	250	250	
Market Size CAGR	10%	10%	10%	10%	

# Performance Management Analytics



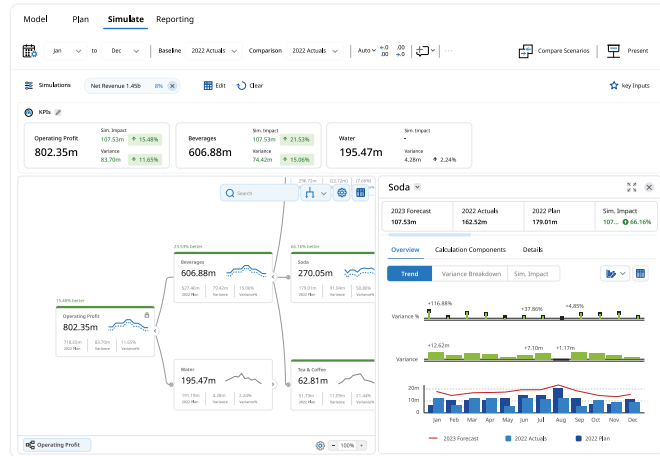
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## Financial Statements

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amazon info river CONSOLIDATED STATEMENT OF OPERATIONS					
Year	2019	2018	YoY-2018	2017	YoY-2017
Net product sales	160,408	141,915	18,493	118,573	23,342
Net service sales	120,114	90,972	29,142	56,293	31,679
Total net sales	280,522	232,887	47,635	177,866	55,021
Operating expenses:					
Cost of sales	165,536	139,156	26,380	111,934	27,222
Fulfillment	40,232	34,027	6,205	25,249	8,778
Technology and content	35,931	28,837	7,094	22,620	6,217
Marketing	18,878	13,814	5,064	10,069	3,745
General and administrative	5,203	4,336	867	3,674	662
Other operating expense (income), net	201	296	(95)	214	82
Total operating expenses	265,881	229,466	36,415	173,760	46,706
Operating income	14,641	12,421	2,120	4,106	8,315
Interest income	832	440	392	202	238
Interest expense	(1,600)	(1,417)	(183)	(648)	(569)
Other income (expense), net	203	(183)	386	346	(529)
Total non-operating income (expense)	(565)	(1,160)	595	(300)	(860)
Income before income taxes	13,076	11,261	2,715	3,806	7,455
Provision for income taxes	(2,374)	(1,197)	(1,177)	(780)	(428)
Equity-method investment activity, net of tax	(14)	9	(23)	(4)	13
Net income	11,588	10,073	1,515	3,023	7,040
Basic earnings per share	23	21	3	6	14
Diluted earnings per share	23	20	3	6	14
Weighted-average shares used in computation of earnings per share:					
Basic	494	487	7	480	7
Diluted	504	500	4	493	7
Total records: 29					

## Performance Management

Track periodic actuals vs. budget metrics for elapsed and projected periods just as you do in Excel, right inside Power BI

Quarter	Q1				Q2				Q3				Q4			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
All	818	847	847	888	852	888	852	888	829	829	853	856				
Audio	54.8	52.2	57.5	55.7	22.9	21.8	27.0	25.7	52.3	58.8	53.5	39.7				
Bluetooth	82.2	88.7	28.3	19.4	15.9	14.3	12.6	12.8	16.9	16.1	17.6	21.1				
Headphones	22.6	21.6	17.2	16.4	7.8	7.5	14.3	13.6	15.4	14.6	15.9	18.7				
Accessory/charging Per	44.9	42.7	19.1	18.2	31.9	29.5	28.4	27.1	28.1	26.8	31.1	37.1				
Cell phones	38.4	29.8	14.6	13.9	28.6	19.7	23.8	22.9	15.1	14.3	17.5	21.8				
Smart phones & PDA's																
Touch Screen Phones	14.5	13.8	4.5	4.3	18.4	9.9	5.4	5.2	13.1	12.4	13.6	15.3				
Computers	481.3	548.1	299.3	374.8	241.9	293.4	223.7	261.8	254.7	253.3	196.2	355.9				
Desktops	28.8	137.2	19.7	39.8	15.5	75.9	15.3	62.3	18.6	58.5	15.3	18.9				
Laptops	152.5	123.8	162.9	131.3	120.1	96.8	182.2	82.4	185.8	84.7	84.9	163.9				
Monitors	18.1	159.5	9.2	76.4	6.6	54.8	8.1	67.2	4.8	48.4	5.3	9.2				
Projectors & Screens	281.9	137.3	187.6	73.2	99.7	67.8	180.2	68.1	114.3	77.6	90.6	164.8				
Games and Toys	7.8	7.4	1.9	1.8	3.5	3.3	3.8	3.4	3.5	3.3	3.2	6.3				
Board Games	9.2	8.2	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.1	6.8				
Download Games	7.6	7.2	1.8	1.7	3.4	3.2	3.3	3.2	3.3	3.1	3.1	6.2				
Home Appliances	188.3	77.9	54.9	45.8	36.3	29.8	43.1	32.3	48.9	37.4	58.6	91.9				
Coffee Machines	7.8	9.5	11.5	13.8	1.8	2.2	1.1	1.3	2.5	3.8	4.3	9.6				
Lamps	29.1	21.4	13.9	9.6	24.8	20.4	12.1	9.7	15.1	12.2	18.4	21.9				
Washers & Dryers	63.4	45.8	31.5	22.3	9.6	6.6	29.9	21.2	31.3	22.2	44.8	61.5				
TV and Video	228.4	218.5	134.2	127.8	116.9	111.4	126.0	128.0	81.7	77.8	138.2	124.8				
Televisions	229.4	218.5	134.2	127.8	116.9	111.4	126.0	128.0	81.7	77.8	138.2	124.8				

## Interactive Reporting

Edit, highlight or comment on data, insert derivative calculations, and run what-if simulations

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Row	Column	Column	Column	Column	Column	Column	Column	Column	Column	Column	Column	Column	Column	Column
2020 Actuals, 2021 Actuals by Region, Sub Region, Category, Sub Category, Quarter														
Quarter	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Region	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals	2020 Actuals
All	264.37	116.38	133.77	118.88	133.89	116.46	147.14	116.46	133.77	116.38	133.77	118.88	133.77	116.38
United States	156.19	145.17	187.16	143.16	188.18	143.16	141.18	141.18	188.18	143.16	188.18	143.16	188.18	143.16
East	68.16	145.15	74.42	143.15	74.38	143.15	56.15	143.15	74.38	143.15	74.38	143.15	74.38	143.15
Europe	48.16	145.15	52.38	143.16	49.32	143.16	17.39	143.16	49.32	143.16	49.32	143.16	49.32	143.16
Asia	29.88	145.15	15.88	143.16	22.38	143.16	17.39	143.16	22.38	143.16	22.38	143.16	22.38	143.16
South America	15.95	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
North America	5.76	145.15	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16
Europe	19.92	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
Asia	15.95	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
South America	5.76	145.15	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16
North America	19.92	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
Europe	48.16	145.15	45.96	143.16	45.96	143.16	45.96	143.16	45.96	143.16	45.96	143.16	45.96	143.16
Asia	26.85	145.15	36.73	143.16	36.73	143.16	36.73	143.16	36.73	143.16	36.73	143.16	36.73	143.16
South America	12.84	145.15	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16
North America	19.19	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
Europe	5.12	145.15	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16	7.96	143.16
Asia	11.46	145.15	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16	15.88	143.16
South America	12.84	145.15	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16	14.87	143.16
North America	1.84	145.15	1.84	143.16	1.84	143.16	1.84	143.16	1.84	143.16	1.84	143.16	1.84	143.16
Europe	28.27	145.15	45.28	143.16	45.28	143.16	45.28	143.16	45.28	143.16	45.28	143.16	45.28	143.16
Asia	28.85	145.15	34.35	143.16	34.35	143.16	34.35	143.16	34.35	143.16	34.35	143.16	34.35	143.16
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# What our products offer



## No-code Architecture

Empower business users to build and enrich reports without having to write code



## Independence from IT

Migrate from legacy products that require IT involvement and administration



## Collaboration

Avoid review meetings & deliver faster go-to-market by having cell-level conversations in Power BI



## Data writeback

Perform seamless writeback to online & cloud destinations and facilitate integration with other applications

## “ See why users love our products

“ValQ for Power BI could turn an incredibly complicated process with a lot of variables into something you can visualize on a screen. I was surprised at the speed of the calculations, and you got an immediate idea on the impact of the change you were looking to potentially implement.”

**Andrew Gundrum**

Director, Financial Data & Analytics



“ValQ has played a major role by allowing us to engage in real-time analytics to make better-informed business decisions, thereby increasing our operational efficiency and customer retention.”

**Jeremy Johnson**

TLD Logistics



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