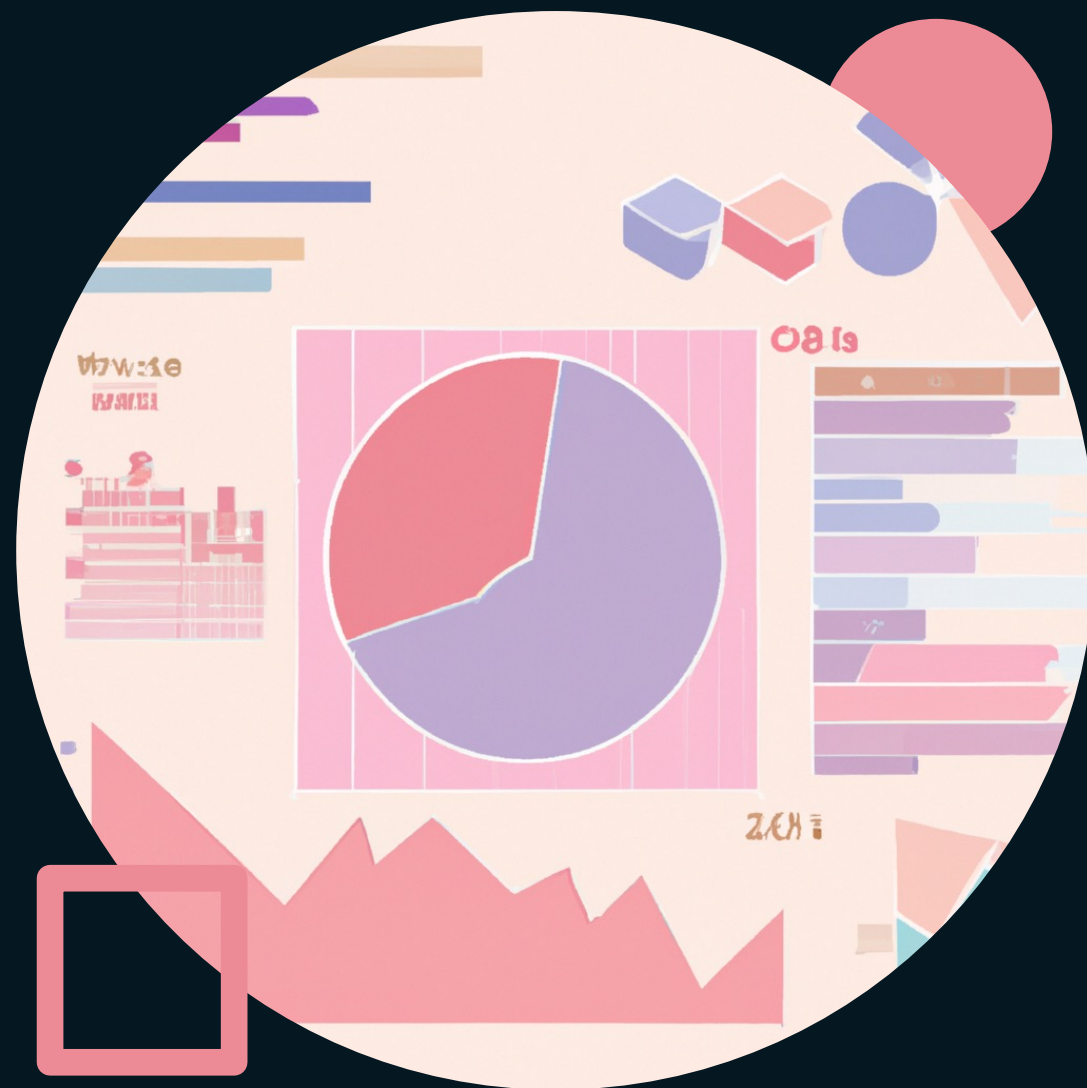


Microsoft Dynamics & Power

USER DAY **2023**

Do more with less

THE POWER OF BI AND POWER BI



WHAT ARE WE TALKING ABOUT?

- **Introduction** – What makes Power BI so powerful?
- **Adoption** - What is the recipe for success with Power BI?
- **Start** - How can you accelerate your adoption of Power BI?
- **Build** - How can we help you deliver?

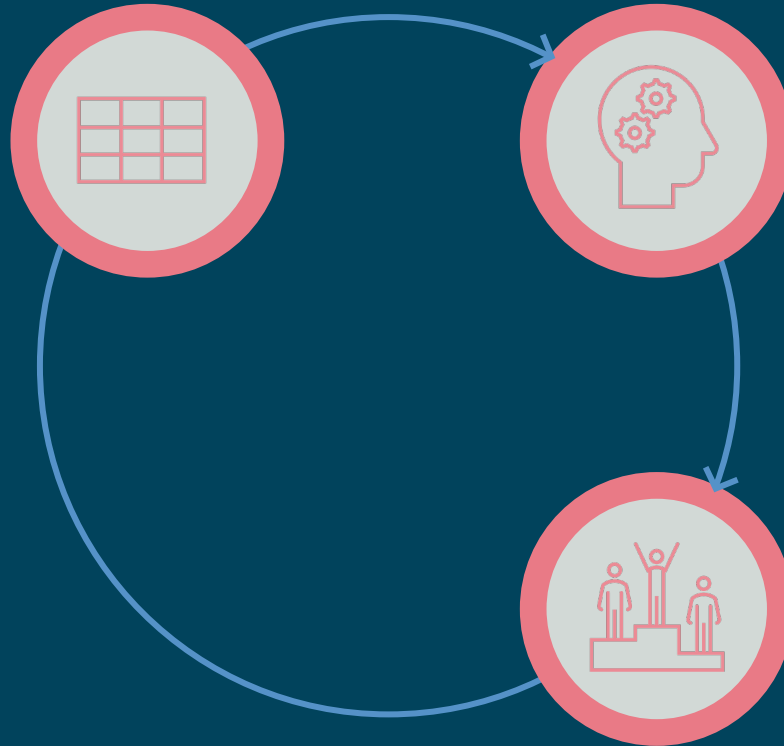


INTRODUCTION

What makes Power BI so powerful?

EVOLVE BEYOND REPORTING

Move beyond
**traditional
reporting**



Into
discovery

Onto
intervention

SALES ANALYSIS



Sales Overview

SELECTED DEPARTMENTS: Department 1, Department 2, Department 3, Department 4, Department 5, Department 6, Department 7

SELECTED FINANCIAL YEARS: FY2023

We are
The Power People

21,203,936
Sales

6,044,672
Margin

28.5%
Margin %

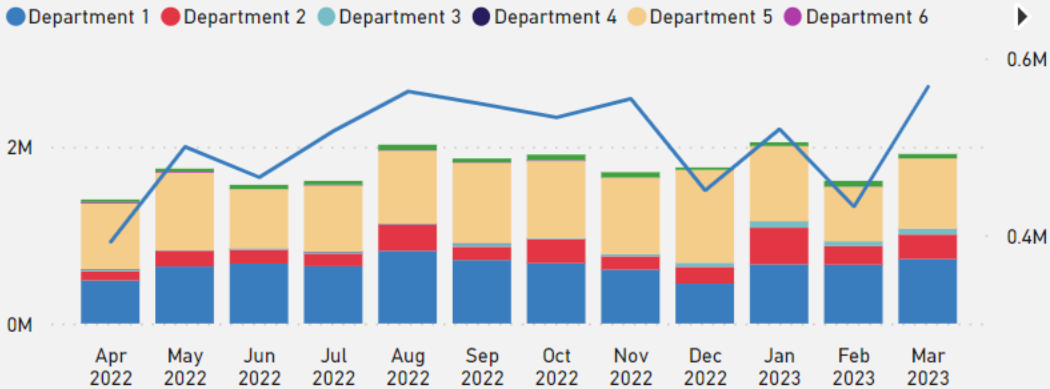
1,106
Customers with Sales

Sales Segment	Customer Count	Sales
Top 20%	222	19,320,428
20-40%	221	1,440,429
40-60%	221	318,117
60-80%	221	106,320
Bottom 20%	221	18,642
Total	1,106	21,203,936

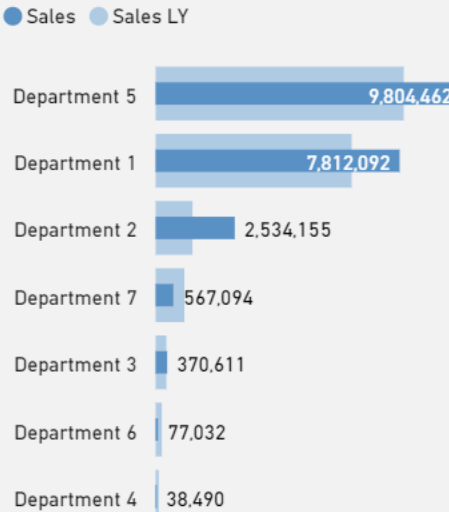
Margin Segment	Customer Count	Margin
>75%	105	74,424
50-75%	370	589,816
35-50%	308	1,855,768
15-35%	229	3,266,700
<15%	94	257,964
Total	1,106	6,044,672

Customer No - Name	Sales	Margin	Margin %	Sales LY Var	Margin LY Var
395 - CUSTOMER 395	1,162,188	260,354	22.4%	209,367 ▲	31,562 ▲
186 - CUSTOMER 186	980,562	62,694	6.4%	295,804 ▲	-24,240 ▼
99 - CUSTOMER 99	711,599	158,129	22.2%	195,212 ▲	20,639 ▲
2228 - CUSTOMER 2228	463,436	147,437	31.8%	363,030 ▲	98,481 ▲
2156 - CUSTOMER 2156	460,966	84,324	18.3%	111,050 ▲	35,259 ▲
933 - CUSTOMER 933	393,273	83,702	21.3%	278,096 ▲	57,809 ▲
2172 - CUSTOMER 2172	391,994	116,777	29.8%	145,725 ▲	51,636 ▲
405 - CUSTOMER 405	382,844	98,546	25.7%	142,303 ▲	24,425 ▲
32 - CUSTOMER 32	347,469	33,069	9.5%	347,469 ▲	33,069 ▲
323 - CUSTOMER 323	320,136	68,924	21.5%	270,376 ▲	54,357 ▲
499 - CUSTOMER 499	311,854	31,383	10.1%	255,706 ▲	18,774 ▲
Total	21,203,936	6,044,672	28.5%	5,552,166 ▲	1,178,386 ▲

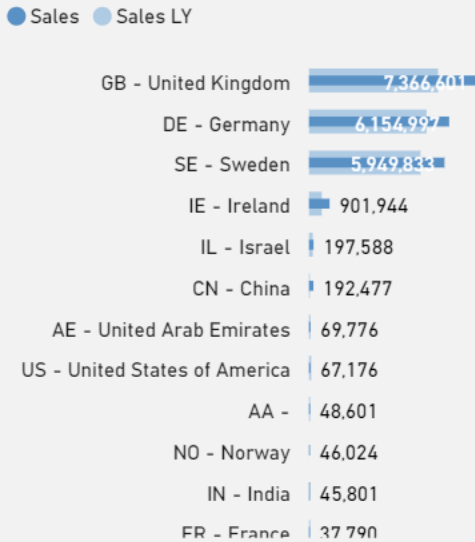
Sales and Margin by Financial Year & Department



Sales by Department



Sales by Country



5,529,798
Sales

1,525,037
Margin

27.6%
Margin %

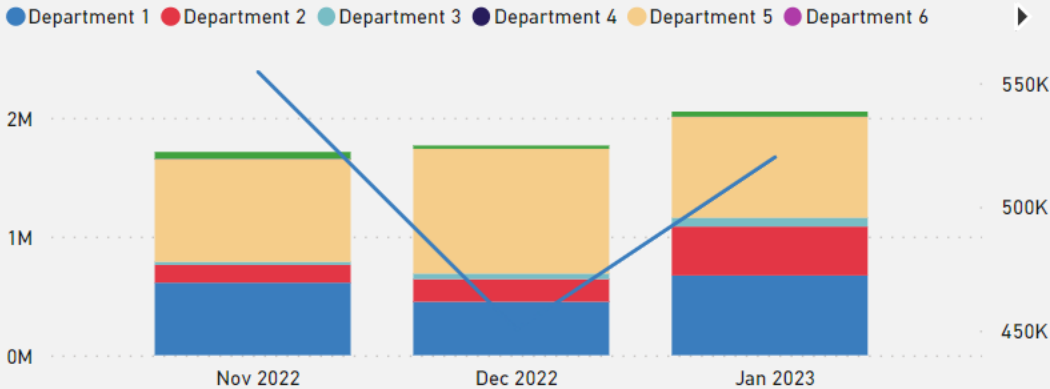
492
Customers with Sales

Sales Segment	Customer Count	Sales
Top 20%	99	4,667,146
20-40%	98	593,653
40-60%	99	191,605
60-80%	98	65,544
Bottom 20%	98	11,850
Total	492	5,529,798

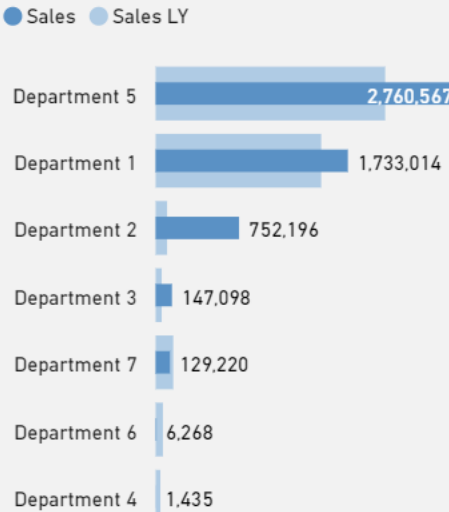
Margin Segment	Customer Count	Margin
> 75%	33	11,592
50-75%	129	183,622
35-50%	169	466,379
15-35%	117	722,526
< 15%	44	140,918
Total	492	1,525,037

Customer No - Name	Sales	Margin	Margin %	Sales LY Var	Margin LY Var
186 - CUSTOMER 186	477,569	48,757	10.2%	436,449	43,107
499 - CUSTOMER 499	295,680	27,245	9.2%	294,424	26,231
394 - CUSTOMER 394	267,905	37,875	14.1%	183,781	20,959
933 - CUSTOMER 933	212,417	56,056	26.4%	194,781	49,607
395 - CUSTOMER 395	204,498	64,603	31.6%	-79,276	2,318
2887 - CUSTOMER 2887	192,477	37,769	19.6%	175,008	34,686
32 - CUSTOMER 32	168,456	32,166	19.1%	168,456	32,166
405 - CUSTOMER 405	141,390	35,610	25.2%	113,640	24,145
481 - CUSTOMER 481	121,445	17,066	14.1%	96,070	14,798
99 - CUSTOMER 99	105,128	24,326	23.1%	-10,427	-5,228
2172 - CUSTOMER 2172	104,914	32,701	31.2%	36,366	18,009
Total	5,529,798	1,525,037	27.6%	2,287,371	548,322

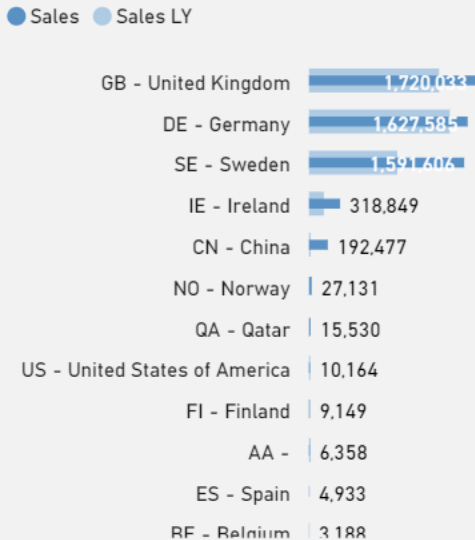
Sales and Margin by Financial Year & Department



Sales by Department



Sales by Country



Sales Overview

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SELECTED FINANCIAL YEARS: FY2023

We are
The Power People

Filters

1,430,167
Sales

151,281
Margin

10.6%
Margin %

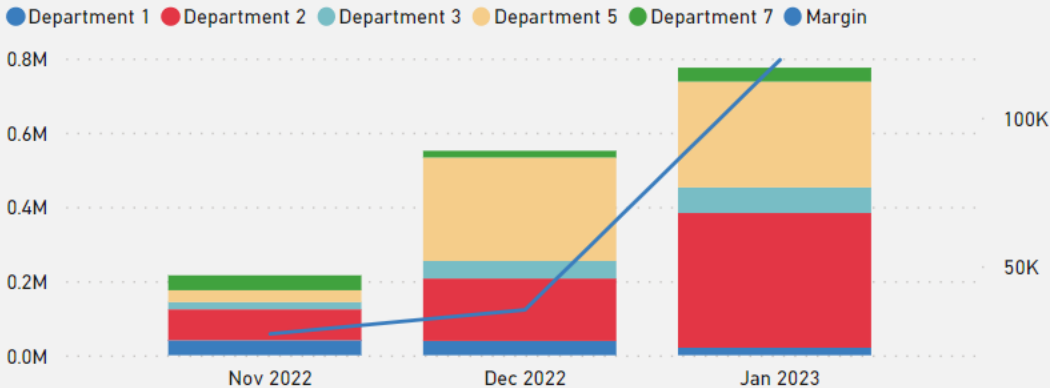
13
Customers with Sales

Sales Segment	Customer Count	Sales
Top 20%	13	1,430,167
20-40%	1	3,761
40-60%	4	5,883
60-80%	5	3,225
Bottom 20%	21	1,398
Total	44	1,444,434

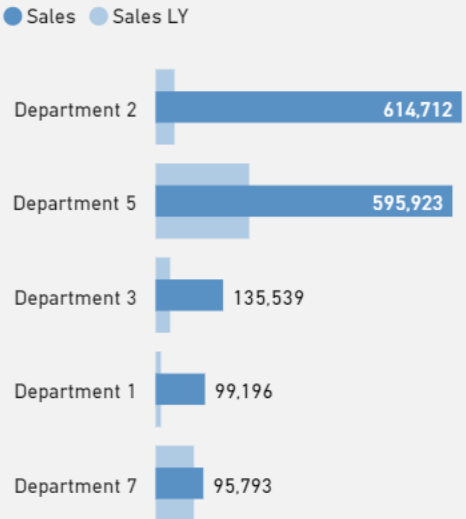
Margin Segment	Customer Count	Margin
50-75%	7	71,430
35-50%	32	291,965
15-35%	47	657,365
<15%	13	151,281
Total	99	1,172,041

Customer No - Name	Sales	Margin	Margin %	Sales LY Var	Margin LY Var
186 - CUSTOMER 186	477,569	48,757	10.2%	436,449 ▲	43,107 ▲
499 - CUSTOMER 499	295,680	27,245	9.2%	294,424 ▲	26,231 ▲
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481 - CUSTOMER 481	121,445	17,066	14.1%	96,070 ▲	14,798 ▲
108 - CUSTOMER 108	58,760	2,472	4.2%	-14,518 ▼	-7,825 ▼
139 - CUSTOMER 139	46,408	6,099	13.1%	38,689 ▲	5,212 ▲
763 - CUSTOMER 763	42,387	2,889	6.8%	-13,893 ▼	-15,659 ▼
226 - CUSTOMER 226	34,722	4,637	13.4%	63 ▲	-8,997 ▼
2215 - CUSTOMER 2215	24,556	2,770	11.3%	24,306 ▲	2,725 ▲
367 - CUSTOMER 367	18,995	1,937	10.2%	-36,392 ▼	-3,346 ▼
2595 - CUSTOMER 2595	16,979	-1,347	-7.9%	16,979 ▲	-1,347 ▼
Total	1,430,167	151,281	10.6%	1,039,248 ▲	73,110 ▲

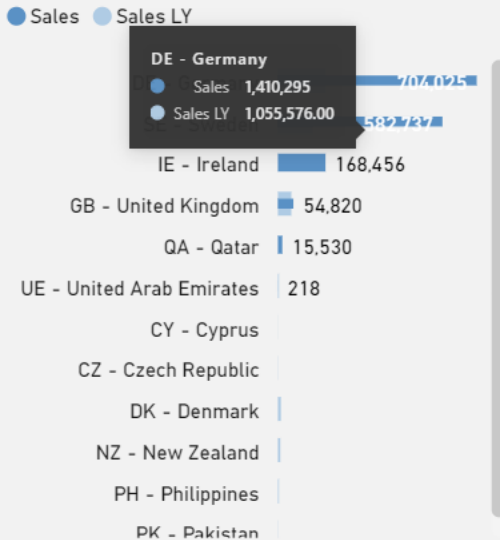
Sales and Margin by Financial Year & Department



Sales by Department



Sales by Country



58,760

Sales

2,472

Margin

4.2%

Margin %

1

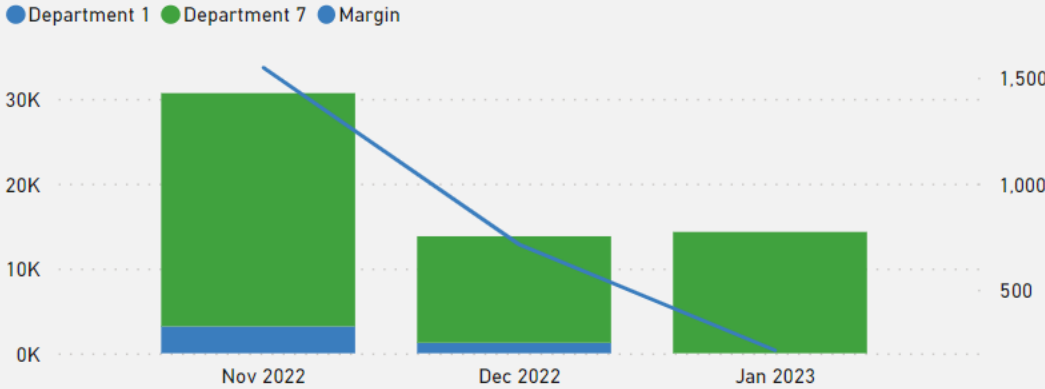
Customers with Sales

Sales Segment	Customer Count	Sales
Top 20%	1	58,760
Total	1	58,760

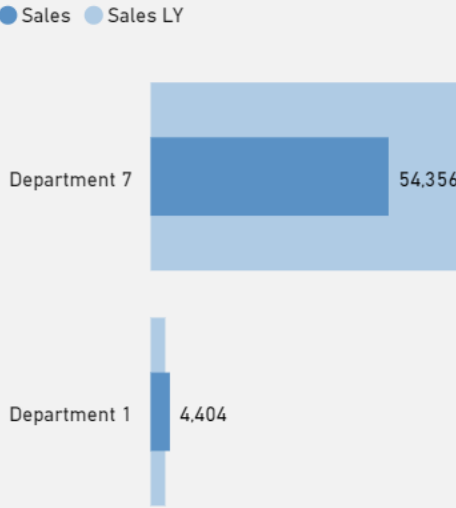
Margin Segment	Customer Count	Margin
<15%	1	2,472
Total	1	2,472

Customer No - Name	Sales	Margin	Margin %	Sales LY Var	Margin LY Var
186 - CUSTOMER 186	477,569	48,757	10.2%	436,449	43,107
499 - CUSTOMER 499	295,680	27,245	9.2%	294,424	26,231
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Total	1,430,167	151,281	10.6%	1,039,248	73,110

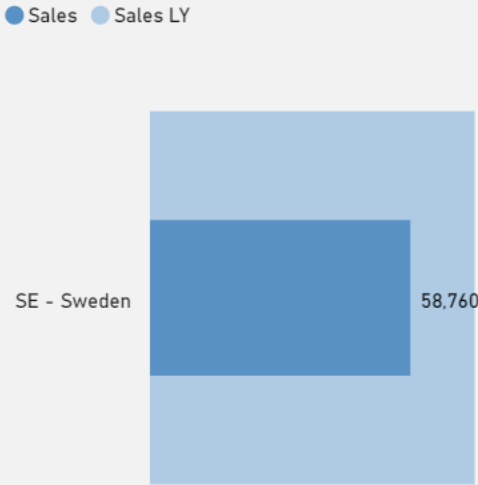
Sales and Margin by Financial Year & Department



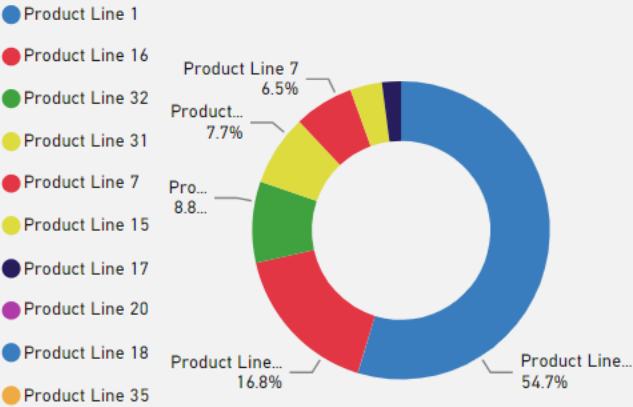
Sales by Department



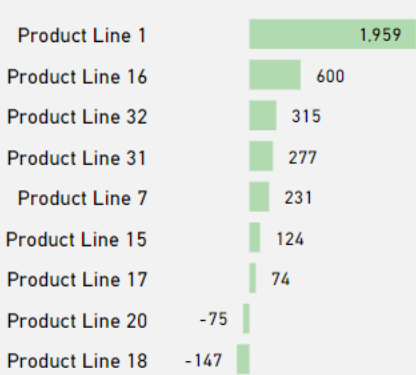
Sales by Country



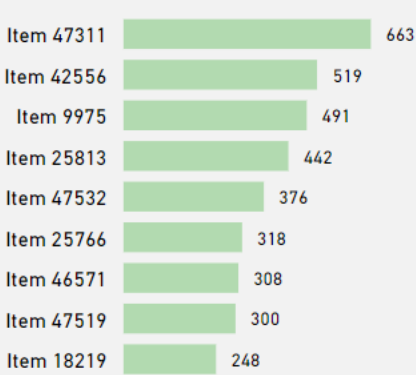
Margin by Product Line



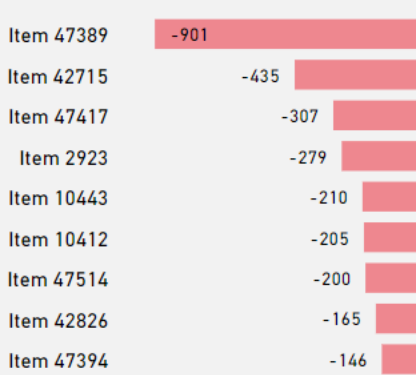
Top 10 Product Lines by Margin



Top 10 Items by Margin



Bottom 10 Items by Margin



Product Group | Item Category Code | Item Name

- Product Line 1
- Product Line 12
- Product Line 15
- Product Line 16
- Product Line 17
- Product Line 18
- Product Line 20
- Product Line 31
- Product Line 32
- Product Line 35

Sales

Sales	Sales LY	Sales LY Var
31,733	11,438	20,295 ▲
2,841	7,410	-4,569 ▼
3,892	209	3,683 ▲
1,956	3,152	-1,196 ▼
692	692	▲
2,480	4,563	-2,083 ▼
1,040	1,740	-700 ▼
4,609	835	3,774 ▲
4,022	2,100	1,922 ▲
3,575	3,575	▲
58,760	32,356	26,404 ▲

Quantity

Qty	Qty LY	Qty LY Var
332	199	133 ▲
38	108	-70 ▼
33	2	31 ▲
34	65	-31 ▼
4	4	▲
5	16	-11 ▼
4	8	-4 ▼
23	12	11 ▲
34	18	16 ▲
5	5	▲
628	574	54 ▲

Margin

Margin	Margin %	Margin LY	Margin LY Var
1,959	6.2%	1,503	456 ▲
-206	-7.2%	1,252	-1,457 ▼
124	3.2%	-42	166 ▲
600	30.7%	744	-144 ▼
74	10.7%	74	▲
-147	-5.9%	401	-548 ▼
-75	-7.2%	239	-314 ▼
277	6.0%	87	190 ▲
315	7.8%	74	241 ▲
-195	-5.5%	-195	▼
2,472	4.2%	4,257	-1,784 ▼

ADOPTION

What is the recipe for success with Power BI?

ADOPTION CHALLENGES

- Microsoft have made it easy for you to pick up Power BI, connect to a source and have a go
- Often you will be trying to replace an entrenched reporting framework and tools
- The largest challenge is people: changing existing behaviours
- To ensure adoption, you need to consider the following underpinning pillars of success

TECHNICAL EXCELLENCE

A Power BI creator should understand the following:

- Star Schema data model
- Roche's Maxim
- The Armory: SQL, Power Query & DAX
- When to use all of the above, and when not to!

TRUST AND VALIDATION

- Often you will be trying to deploy a financial reporting solution or similarly essential content
- These will be being provided already, somehow...
- A Power BI project will fail if the data sourcing, transformations, calculations and final result are not all thoroughly validated
- The first thing users will do is test against their existing reports or exports. If this fails, you may lose your chance

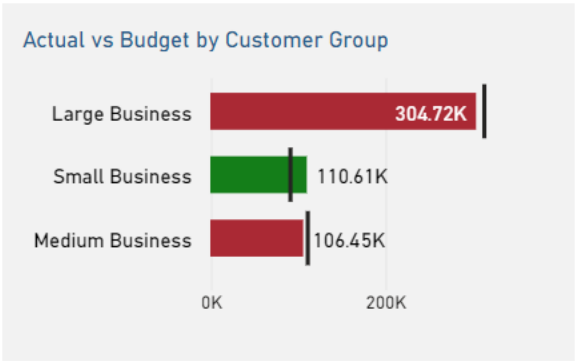
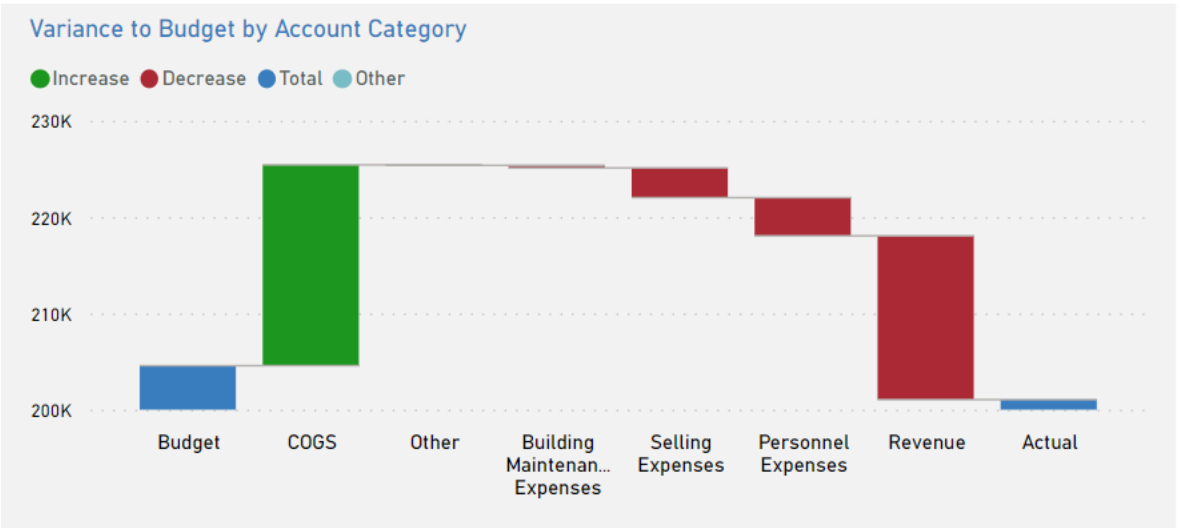
UX

- Connecting to a data source, loading the data and transforming it, is only part of the challenge
- Power BI is a blank canvas. Data engineers are not user interface designers
- Don't underestimate how important this is to ensure your users get what they need, and adopt it

521.78K Gross Profit	3,840 Var to Budget
	7.4% % Var to Budget

41.7% Gross Margin %	41.4% Budgeted Gross Margin %
	0.31 %pt Var to Budget

	Actual	Budget	Var to Budget	% Var to Budget
⊞ Sales of Retail	1,287,106	1,303,745	-16,639	-1.3%
⊞ Sales Discounts	-37,101	-36,734	-367	1.0%
Total Revenue	1,250,005	1,267,011	-17,006	-0.3%
⊞ Cost of Goods Sold	-728,222	-749,068	20,846	-2.8%
⊞ Cost Adjustments	-	-	-	-
Total Cost of Goods Sold	-728,222	-749,068	20,846	-2.8%
GROSS PROFIT	521,783	517,944	3,840	-3.1%
⊞ Selling Expenses	-80,319	-77,228	-3,092	4.0%
⊞ Personnel Expenses	-229,316	-225,353	-3,962	1.8%
⊞ Computer Expenses	-4,030	-3,913	-116	3.0%
⊞ Building Maintenance Expenses	-4,672	-4,411	-261	5.9%
⊞ Administrative Expenses	-2,405	-2,472	67	-2.7%
⊞ Depreciation of Fixed Assets	-	-	-	-
⊞ Other Operating Expenses	-	-	-	-
Operating Expenses	-320,742	-313,377	-7,365	12.0%
OPERATING PROFIT	201,042	204,567	-3,525	8.9%
⊞ Interest Income	-	-	-	-
⊞ Interest Expenses	-	-	-	-
⊞ FX Gains and Losses	-	-	-	-
PBT	201,042	204,567	-3,525	8.9%
⊞ Income Taxes	-	-	-	-
NET PROFIT	201,042	204,567	-3,525	8.9%



£725,392

Available Inventory

544,392

Projected Inventory Qty

£499,500

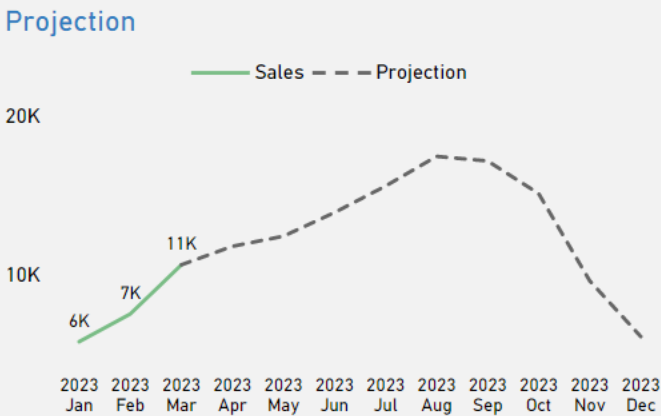
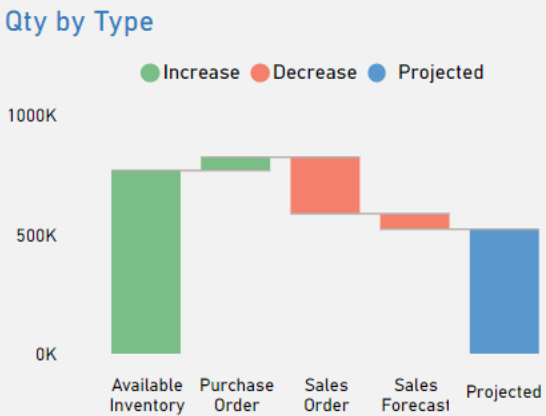
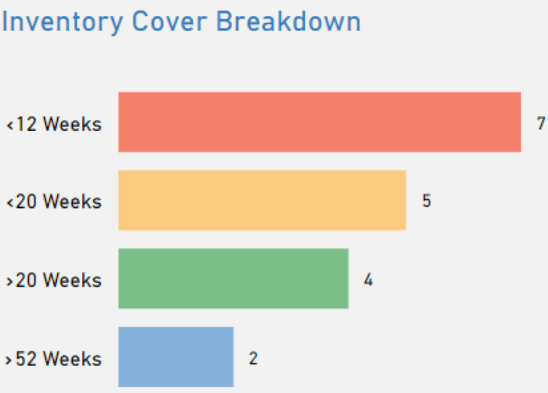
Projected Inventory Value

18,902

Sales (Avg)

16

No of Items



Inventory Position					Projected		Inventory Cover		
Category Sub Category Item	Available Inventory Qty	Purchase Order Qty	Sales Order Qty	Sales Forecast Qty	Projected Inventory Qty	Projected Inventory Value	Sales - 12 Wk Total Qty	Sales - 12 Wk Avg Qty	Cover (weeks)
Home Accessories	266,000	11,400	-51,000	-22,500	334,556	£102,600	80,005	6,667	
Ornaments	148,000	3,300	-45,000	-13,000	193,570	£29,700	49,158	4,096	
Monkey Statuette	59,000	0	-8,500	-2,500	82,950	£0	12,599	1,050	15
Leather Tidy Tray	43,000	0	-1,500	-4,500	73,320	£0	18,267	1,522	8
Silver Candle Holder	46,000	3,300	-35,000	-6,000	37,300	£29,700	18,292	1,524	4
Frames	118,000	8,100	-6,000	-9,500	140,986	£72,900	30,847	2,571	
Silver Picture Frame	55,000	8,100	-4,000	-6,000	114,650	£72,900	16,699	1,392	38
Wooden Picture Frame	63,000	0	-2,000	-3,500	26,336	£0	14,148	1,179	5
Furniture	261,000	32,400	-108,500	-26,250	163,838	£291,600	76,641	6,387	
Tables	114,000	24,000	-26,000	-10,000	124,613	£216,000	35,556	2,963	
Total	767,000	55,500	-236,500	-65,000	544,392	£499,500	226,828	18,902	

Sales Overview

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We are
The Power People

Filters

1,430,167
Sales

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Margin

10.6%
Margin %

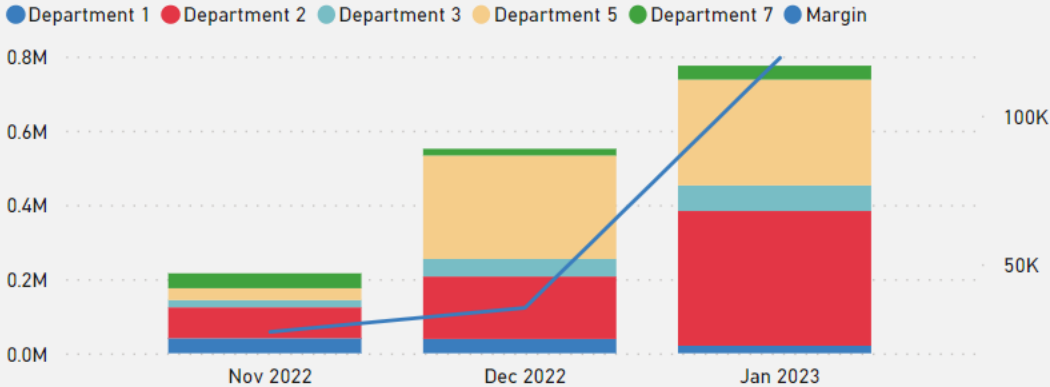
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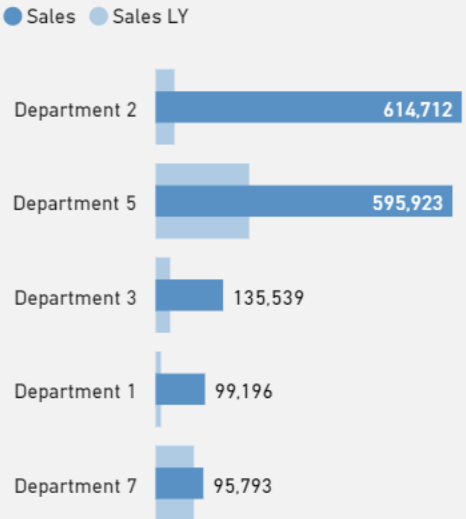
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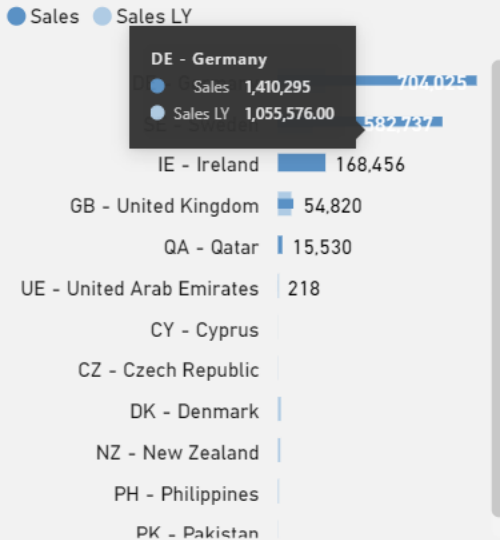
Sales and Margin by Financial Year & Department



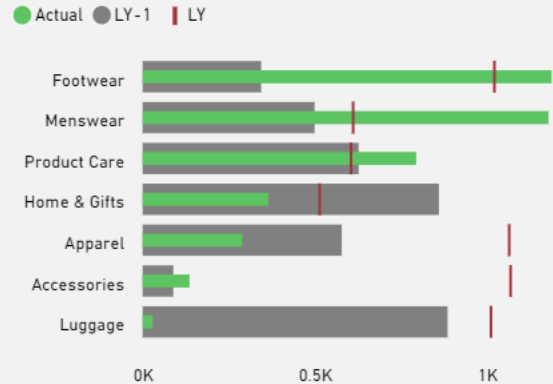
Sales by Department



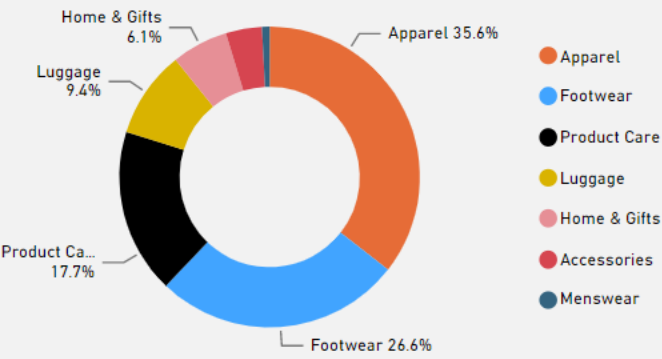
Sales by Country



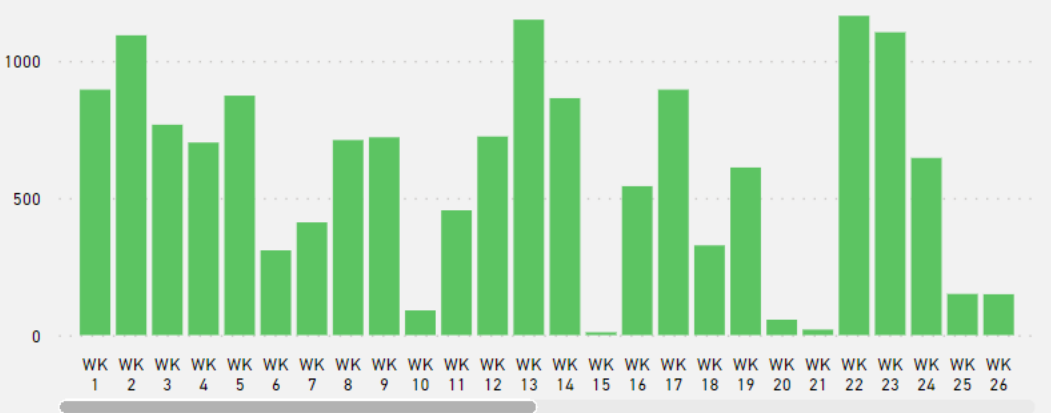
Sales by Category



Sales Mix by Subcategory

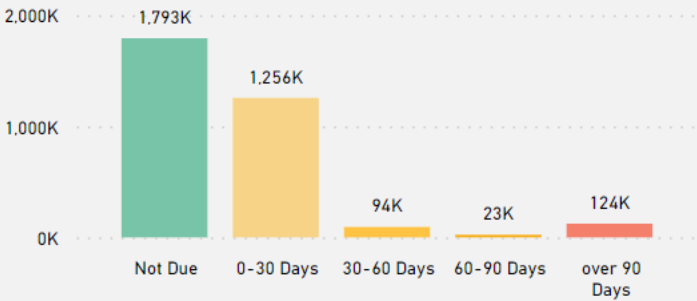


Sales by Week

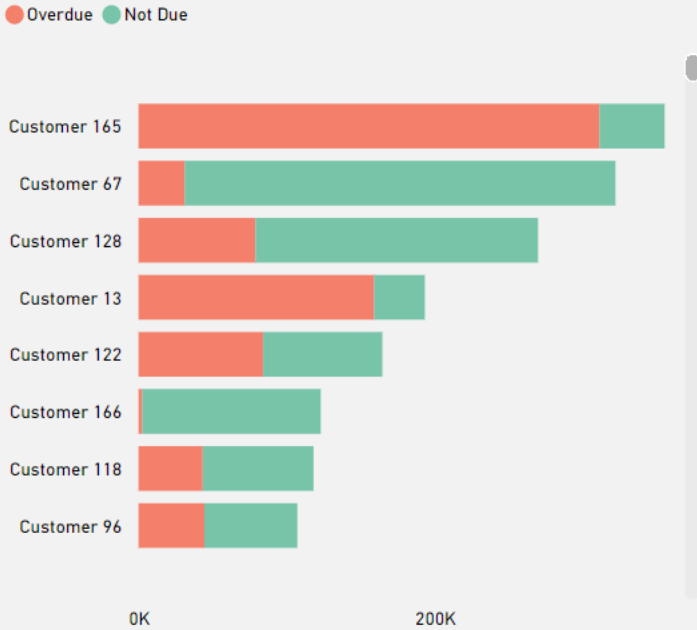


Category Sub Category	SALES WTD				MARGIN WTD			SALES MTD				MARGIN MTD			SALES YTD				MARGIN YTD		
	Actual	v LY %	Mix	Mix v LY	Actual	%	% v LY	Actual	v LY %	Mix	Mix v LY	Actual	%	% v LY	Actual	v LY %	Mix	Mix v LY	Actual	%	% v LY
Apparel	292	-20.9%	55.0%	-1.0%	68	66.0%	6.0%	292	-20.9%	55.0%	-1.0%	68	66.0%	6.0%	292	-20.9%	55.0%	-1.0%	68	66.0%	6.0%
Jersey Tops	581	263.1%	55.0%	-1.0%	196	60.0%	-20.0%	581	263.1%	55.0%	-1.0%	196	60.0%	-20.0%	581	263.1%	55.0%	-1.0%	196	60.0%	-20.0%
Woven Tops	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%
Trousers	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%
Outerwear	1157	1552.9%	27.0%	1.0%	627	55.0%	13.0%	1157	1552.9%	27.0%	1.0%	627	55.0%	13.0%	1157	1552.9%	27.0%	1.0%	627	55.0%	13.0%
Accessories	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%
Knitwear	601	120.1%	6.0%	0.0%	258	57.0%	7.0%	601	120.1%	6.0%	0.0%	258	57.0%	7.0%	601	120.1%	6.0%	0.0%	258	57.0%	7.0%
Luggage	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%
Hard	92	-89.2%	54.0%	1.0%	136	66.0%	-12.0%	92	-89.2%	54.0%	1.0%	136	66.0%	-12.0%	92	-89.2%	54.0%	1.0%	136	66.0%	-12.0%
Travel Accessories	349	101.7%	49.0%	1.0%	620	41.0%	3.0%	349	101.7%	49.0%	1.0%	620	41.0%	3.0%	349	101.7%	49.0%	1.0%	620	41.0%	3.0%
Soft	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%
Total	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%

Ageing Profile



Balance by Customer



Customer	Balance (LCY)	Not Due	Overdue	0-30 Days	30-60 Days	60-90 Days	Over 90 Days
Customer 165	355,362	43,955	311,407	311,407			
Customer 13	193,387	34,238	159,149	159,149			
Customer 20	93,555		93,555	270	6,930	1,170	85,185
Customer 122	164,696	80,529	84,167	84,167			
Customer 128	269,834	190,814	79,020	79,020			
Customer 159	50,067		50,067				50,067
Customer 96	107,240	62,810	44,430	44,430			
Customer 118	118,184	74,806	43,378	38,540	1,757	975	2,106
Customer 69	44,205	3,570	40,635	40,635			
Customer 17	43,201	4,009	39,192	32,631	6,561		
Customer 139	37,847		37,847	37,847			
Customer 7	42,978	5,801	37,177	26,807	10,370		
Customer 116	35,398		35,398	34,507		891	
Customer 67	322,122	290,835	31,287	31,287			
Customer 25	45,238	16,160	29,078	9,152			19,926
Customer 61	55,080	27,147	27,933	1,685	18,126	8,122	
Customer 101	63,509	39,184	24,325	4,531	14,322	5,472	
Customer 89	26,004	2,976	23,028	23,028			
Customer 12	40,785	17,982	22,803	22,803			
Customer 1	21,126		21,126	1,606	18,800	720	
Customer 132	36,206	22,396	13,810	9,598	4,212		
Customer 115	54,676	40,972	13,704	13,704			
Customer 126	24,756	11,254	13,502	13,502			
Customer 59	10,700		10,700	96	10,604		
Customer 116	25,404	15,120	10,284	20,250	0,000		
Total	3,290,084	1,793,086	1,496,998	1,256,080	93,903	23,324	123,691

320,411
Production Recorded

0
Production Recorded Unbilled

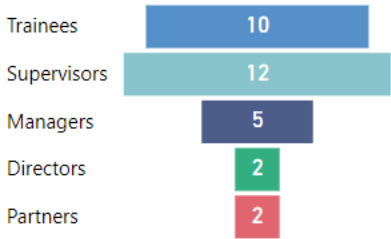
364,881
Production Written to Bills

191,829
Fees Billed

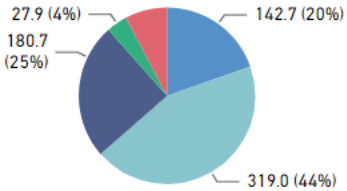
53%
Recovery

Number of Staff Involved

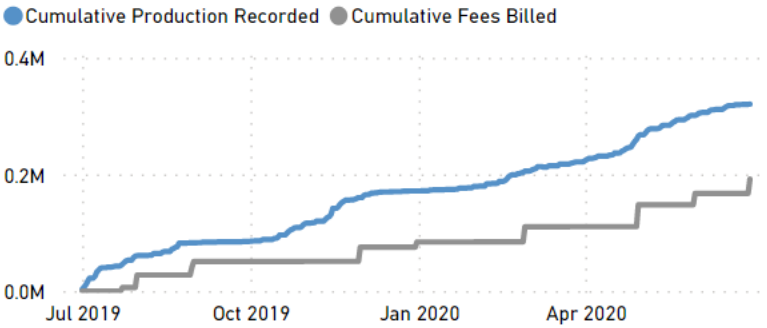
31



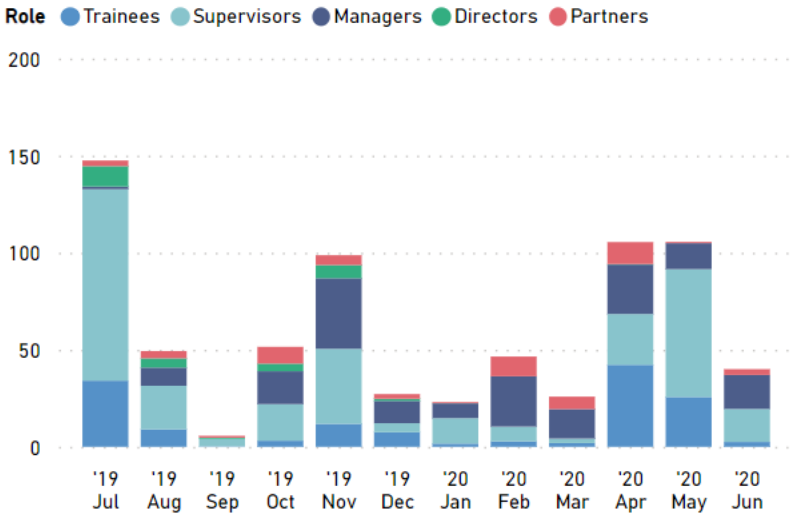
Chargeable Hours Recorded



Cumulative Production Recorded and Fees Billed



Chargeable Hours Recorded in Period by: Role Employee



?

Parent Name - Code	Production Recorded	Production Recorded Unbilled	Production Written to Bills	Fees Billed	Recovery
Parent Client 539	320,411		364,881	191,829	53%
Total	320,411		364,881	191,829	53%

?

Staff Department	Production Recorded	Production Recorded Unbilled	Production Written to Bills	Fees Billed	Recovery
Dept A	233,373		97,738	27,334	28%
Dept D	84,035		46,838	5,019	11%
Managers	57,723		30,460	867	3%
Partners	21,922		13,285	626	5%
Supervisors	2,676		1,987	3,345	168%
Trainees	1,128		855	0	0%
Directors	587		251	181	72%
Dept C	3,002		-2,822	348	-12%
Other			223,127	159,128	71%
Total	320,411		364,881	191,829	53%

START

How can you accelerate your adoption of Power BI?

THE POWER PACK



- A suite of Power BI reports, available off the shelf
- **Finance** – P&L, Balance Sheet and GL Detail
- **Sales** – Customer segmentation and item sales and margin analysis
- **Inventory** – Availability, ageing and cover
- **Credit control** – Accounts receivable & payable

A POWERFUL STARTER PACK

Profit & Loss Statement

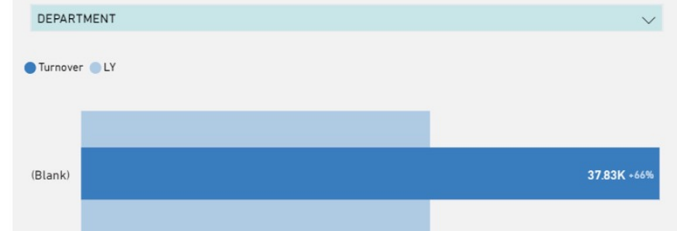
Dimensions

We are
The Power People
A NODE4 COMPANY

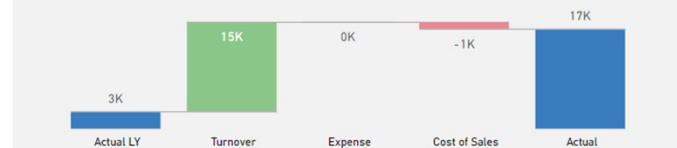
	Actual	Actual LY	Variance	Variance %
Turnover	37,827	22,816	15,011	65.8%
Income	-	-	-	-
Income, Services	-	-	-	-
Income, Product Sales	38,083	23,054	15,029	65.2%
Sales Discounts	(256)	(238)	(18)	7.6%
Job Sales Contra	-	-	-	-
Cost of Sales	(19,134)	(17,979)	(1,155)	6.4%
Labour	-	-	-	-
Materials	(19,134)	(17,979)	(1,155)	6.4%
Jobs Cost	-	-	-	-
Gross Profit	18,693	4,837	13,856	286.5%
Gross Profit %	49.4 %	21.2 %	28.2 %	-
Expense	(2,000)	(2,000)	-	-
Rent Expense	(1,000)	(1,000)	-	-
Advertising Expense	-	-	-	-
Fees Expense	-	-	-	-
Insurance Expense	-	-	-	-
Payroll Expense	-	-	-	-
Salaries Expense	(1,000)	(1,000)	-	-
Repairs and Maintenance Expense	-	-	-	-
Other Income & Expenses	-	-	-	-
Bad Debt Expense	-	-	-	-
Net Profit	16,693	2,837	13,856	488.4%



Actual vs LY by Dimension Code



Variance by Account Category

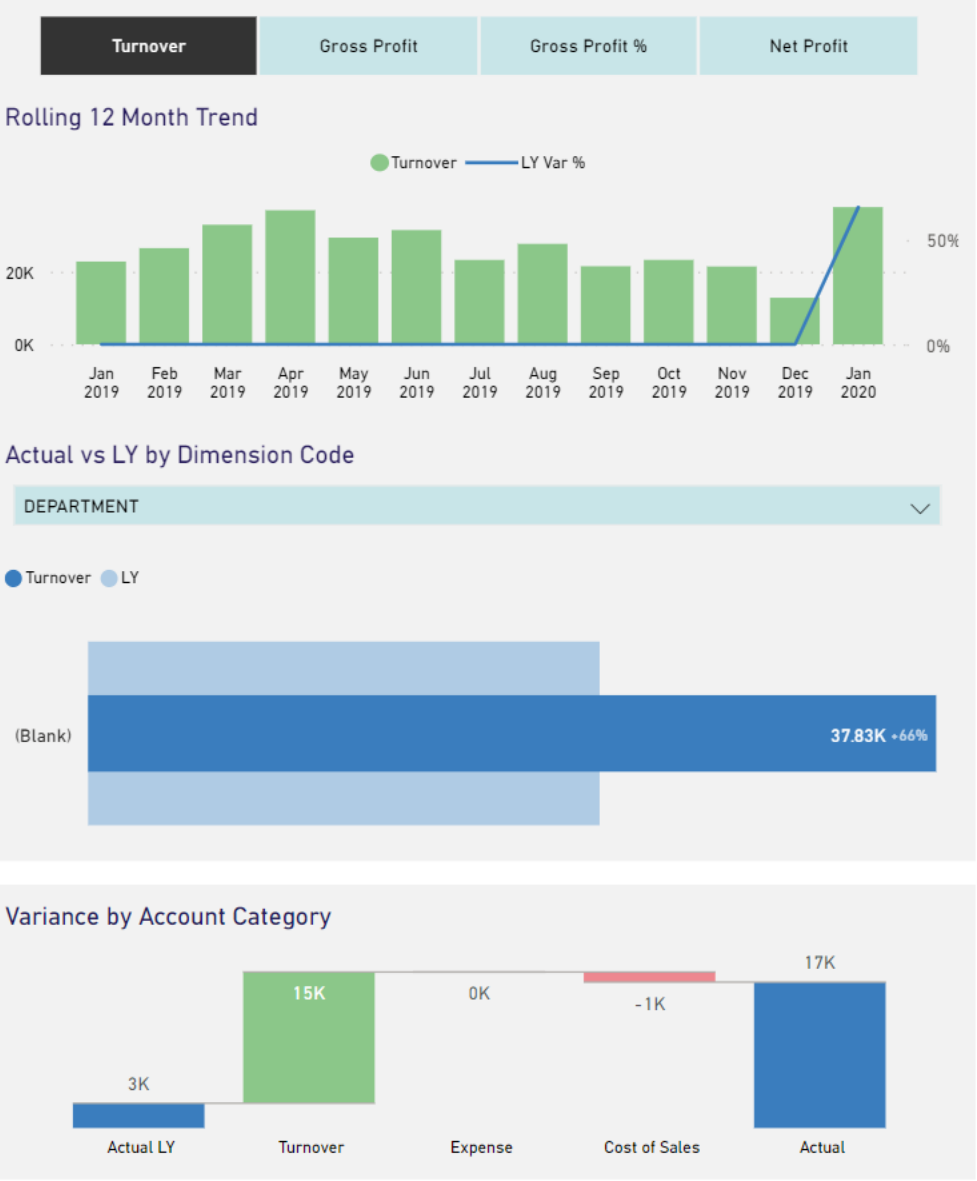


Go back Profit & Loss Statement

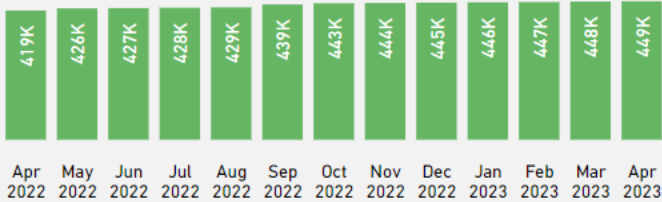
Financial Analysis | Data updated 03/...

128%

	Actual	Actual LY	Variance	Variance %
Turnover	37,827	22,816	15,011	65.8%
Income	-	-	-	-
Income, Services	-	-	-	-
Income, Product Sales	38,083	23,054	15,029	65.2%
Sales Discounts	(256)	(238)	(18)	7.6%
Job Sales Contra	-	-	-	-
Cost of Sales	(19,134)	(17,979)	(1,155)	6.4%
Labour	-	-	-	-
Materials	(19,134)	(17,979)	(1,155)	6.4%
Jobs Cost	-	-	-	-
Gross Profit	18,693	4,837	13,856	286.5%
Gross Profit %	49.4 %	21.2 %	28.2 %	-
Expense	(2,000)	(2,000)	-	-
Rent Expense	(1,000)	(1,000)	-	-
Advertising Expense	-	-	-	-
Fees Expense	-	-	-	-
Insurance Expense	-	-	-	-
Payroll Expense	-	-	-	-
Salaries Expense	(1,000)	(1,000)	-	-
Repairs and Maintenance Expense	-	-	-	-
Other Income & Expenses	-	-	-	-
Bad Debt Expense	-	-	-	-
Net Profit	16,693	2,837	13,856	488.4%



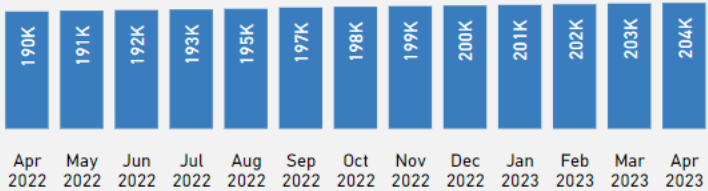
Assets



Liabilities



Net Assets



	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023	Apr 2023
Assets	419,091	426,268	427,268	428,268	429,379	438,993	442,671	443,671	444,671	445,671	446,671	448,186	449,186
Assets	-	-	-	-	-	-	(496)	(496)	(496)	(496)	(496)	(496)	(496)
Fixed Assets	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997	8,997
Liabilities	(228,933)	(234,776)	(234,776)	(234,776)	(234,804)	(242,364)	(244,764)	(244,764)	(244,764)	(244,764)	(244,764)	(244,980)	(244,980)
Current Liabilities	(228,933)	(234,776)	(234,776)	(234,776)	(234,804)	(242,364)	(244,764)	(244,764)	(244,764)	(244,764)	(244,764)	(244,980)	(244,980)
Long Term Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Assets	190,157	191,492	192,492	193,492	194,575	196,629	197,907	198,907	199,907	200,907	201,907	203,206	204,206
Equity	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)	(144,666)
Common Stock	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)
Retained Earnings	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)	(124,666)
Dividends	-	-	-	-	-	-	-	-	-	-	-	-	-
P&L Current Year	(45,492)	(46,827)	(47,827)	(48,827)	(49,909)	(51,963)	(53,241)	(54,241)	(55,241)	(56,241)	(57,241)	(58,540)	(59,540)
Capital and Reserves	(190,157)	(191,492)	(192,492)	(193,492)	(194,575)	(196,629)	(197,907)	(198,907)	(199,907)	(200,907)	(201,907)	(203,206)	(204,206)
Check Balance	-	-	-	-	-	-	-	-	-	-	-	-	-

Posting Date	Document Type	Document No	GL Account No	GL Account Name	Description	Global Dimension 1 Code	Global Dimension 2 Code	Global Dimension 3 Code	Global Dimension 4 Code	Global Dimension 5 Code	Global Dimension 6 Code	Actual
31/01/2020		103171	20100	Cost of Materials	Direct Cost 50000 on 01/31/20							- 1,374.00
26/01/2020		103170	20100	Cost of Materials	Direct Cost 30000 on 01/26/20							- 5,409.90
25/01/2020		103169	20100	Cost of Materials	Direct Cost 20000 on 01/25/20							- 390.00
23/01/2020		103167	20100	Cost of Materials	Direct Cost 30000 on 01/23/20							- 222.40
23/01/2020		103168	20100	Cost of Materials	Direct Cost 40000 on 01/23/20							- 2,041.10
22/01/2020		103166	20100	Cost of Materials	Direct Cost 50000 on 01/22/20							- 1,317.00
20/01/2020		103164	20100	Cost of Materials	Direct Cost 20000 on 01/20/20							- 1,263.30
20/01/2020		103165	20100	Cost of Materials	Direct Cost 10000 on 01/20/20							- 6,060.60
19/01/2020		103163	20100	Cost of Materials	Direct Cost 40000 on 01/19/20							- 195.00
18/01/2020		103162	20100	Cost of Materials	Direct Cost 50000 on 01/18/20							- 192.20
17/01/2020		103161	20100	Cost of Materials	Direct Cost 30000 on 01/17/20							- 97.50
16/01/2020		103160	20100	Cost of Materials	Direct Cost 10000 on 01/16/20							- 390.00
15/01/2020		103159	20100	Cost of Materials	Direct Cost 20000 on 01/15/20							- 83.40
01/01/2020		103158	20100	Cost of Materials	Direct Cost 30000 on 01/01/20							- 97.50
Total												- 19,133.90

473,703

Sales

3.4%

Sales LY Var %

130,998

Margin

6.4%

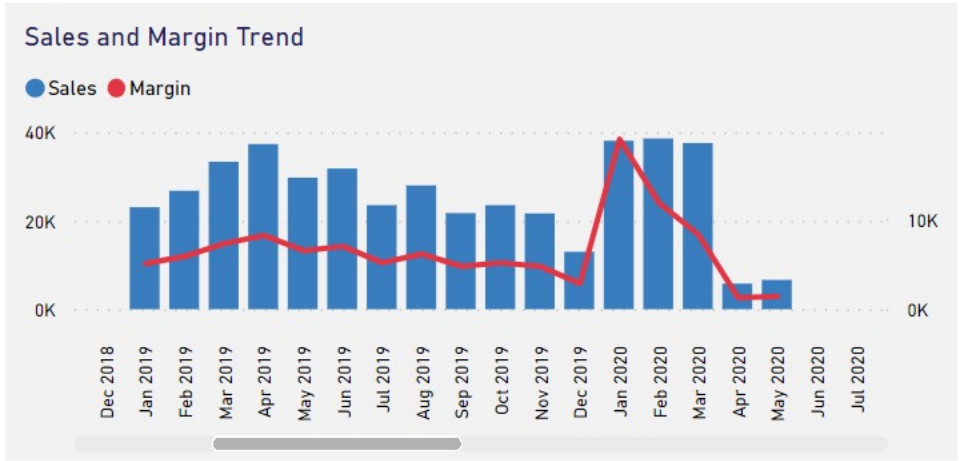
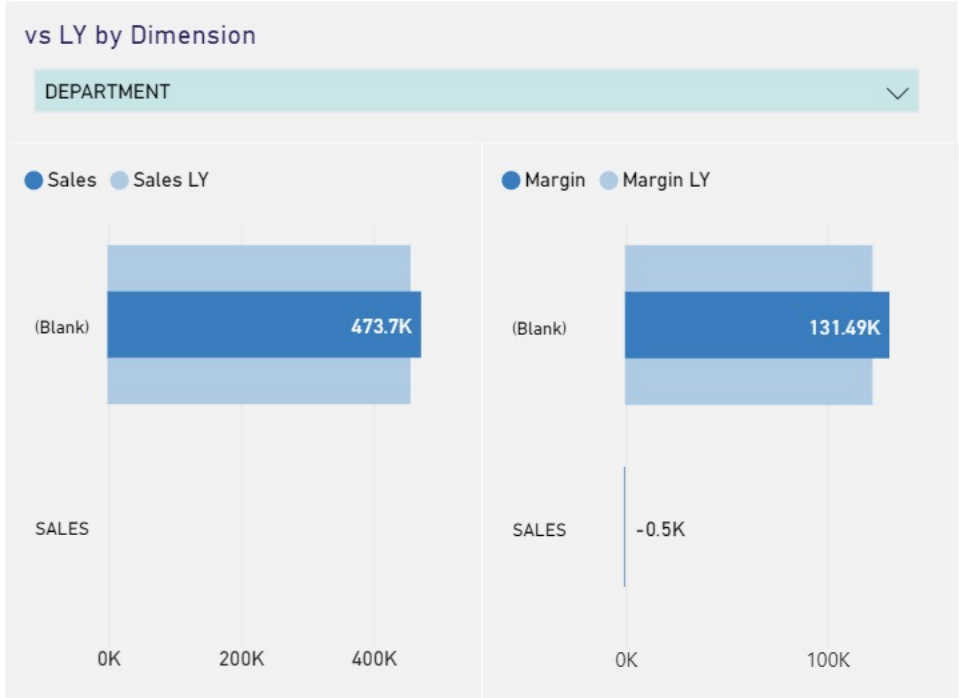
Margin LY Var %

27.7%

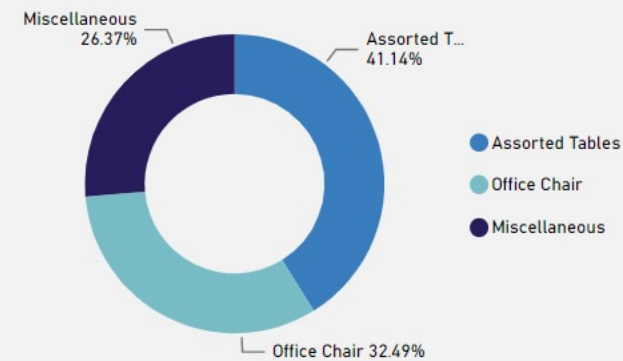
Margin %

Sales Segment	Customers	Sales	Margin Segment	Customers	Margin
Bottom 20%	4	2,695	> 75%	1	24,143
60%-80%	2	28,248	50%-75%		
40%-60%	2	85,810	35%-50%	2	14,722
20%-40%	2	203,936	15%-35%	5	95,646
Top 20%	1	153,014	< 15%	3	-3,513
Total	11	473,703	Total	11	130,998

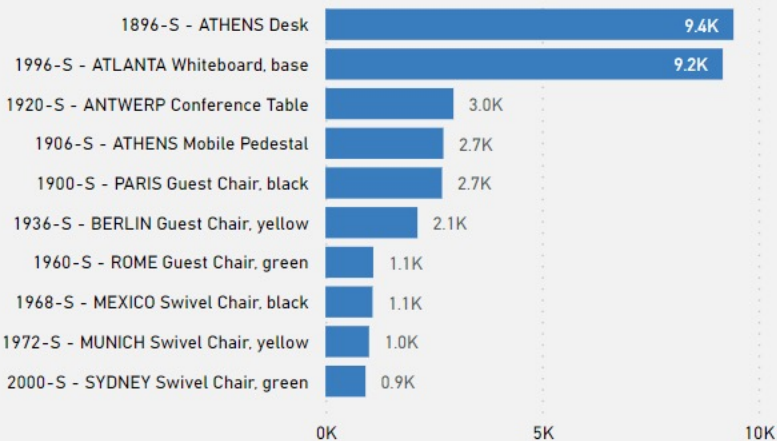
Customer	Sales	Margin	Margin %	Sales LY Var	Margin LY Var	Margin % LY Var
10000 - The Cannon Group PLC	153,014	35,951	23.5%	421	-855	-0.6%
20000 - Trey Research	38,802	13,742	35.4%	0	0	0.0%
30000 - School of Fine Art	144,895	33,669	23.2%	0	0	0.0%
40000 - Alpine Ski House	47,007	12,956	27.6%	0	0	0.0%
50000 - Relecloud	59,042	12,993	22.0%	0	0	0.0%
C00050 - John Smith	3,599	-3,055	-84.9%	1,035	-4,250	-131.5%
C00060 - PineWall Research	24,649	24,143	97.9%	12,000	12,000	1.9%
C00070 - Mary Smith	0	-334		0	0	
C00090 - Gary Warden	0	-124		0	0	
C00220 - Tom Bevan	375	77	20.5%	0	0	0.0%
C00330 - Simons Salon	2,320	980	42.2%	2,320	980	42.2%
Total	473,703	130,998	27.7%	15,776	7,875	0.8%



Margin by Item Category



Top 10 Items by Margin



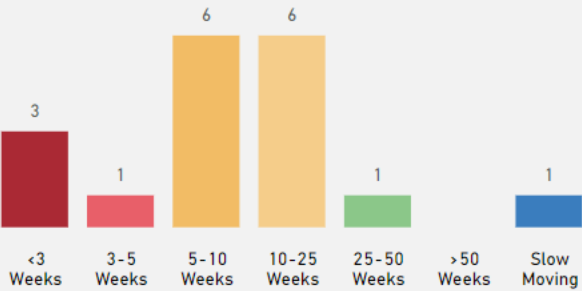
Bottom 10 Items by Margin



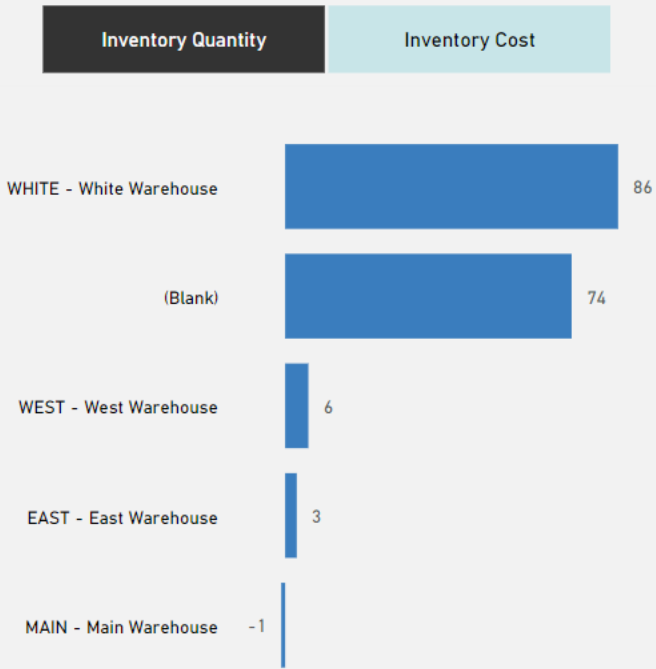
Item Category Item	Sales	Sales LY Var	Sales LY Var %	Quantity	Quantity LY Var	Quantity LY Var %	Margin	Margin %	Margin LY Var	Margin LY Var %
Assorted Tables	68,695	1,001	1.5%	142.00	6.00	4.4%	15,105	22.0%	220	1.5%
1896-S - ATHENS Desk	42,860	-1,948	-4.3%	66.00	-3.00	-4.3%	9,425	22.0%	-428	-4.3%
1920-S - ANTWERP Conference Table	13,453	1,261	10.3%	32.00	3.00	10.3%	2,957	22.0%	277	10.3%
1906-S - ATHENS Mobile Pedestal	12,382	1,688	15.8%	44.00	6.00	15.8%	2,724	22.0%	371	15.8%
Office Chair	54,254	11,874	28.0%	436.00	95.00	27.9%	11,929	22.0%	2,579	27.6%
1900-S - PARIS Guest Chair, black	12,385	6,505	110.6%	99.00	52.00	110.6%	2,692	21.7%	1,395	107.5%
1936-S - BERLIN Guest Chair, yellow	9,633	3,753	63.8%	77.00	30.00	63.8%	2,125	22.1%	828	63.8%
1960-S - ROME Guest Chair, green	5,004	250	5.3%	40.00	2.00	5.3%	1,104	22.1%	55	5.3%
1968-S - MEXICO Swivel Chair, black	4,932	370	8.1%	40.00	3.00	8.1%	1,088	22.1%	82	8.1%
1972-S - MUNICH Swivel Chair, yellow	4,562	-617	-11.9%	37.00	-5.00	-11.9%	1,006	22.1%	-136	-11.9%
2000-S - SYDNEY Swivel Chair, green	4,192	1,110	36.0%	34.00	9.00	36.0%	925	22.1%	245	36.0%
1988-S - SEOUL Guest Chair, red	3,878	500	14.8%	31.00	4.00	14.8%	856	22.1%	110	14.8%
1908-S - LONDON Swivel Chair, blue	3,576	267	7.6%	29.00	2.00	7.6%	789	22.1%	56	7.6%
Total	166,971	16,751	11.2%	689.00	112.00	19.4%	36,718	22.0%	3,652	11.0%



Inventory Weeks Cover



Inventory by Location



Item Category | Item

Office Chair

- 1936-S - BERLIN Guest Chair, yellow
- 2000-S - SYDNEY Swivel Chair, green
- 1908-S - LONDON Swivel Chair, blue
- 1988-S - SEOUL Guest Chair, red
- 1964-S - TOKYO Guest Chair, blue
- 1900-S - PARIS Guest Chair, black
- 1968-S - MEXICO Swivel Chair, black
- 1980-S - MOSCOW Swivel Chair, red
- 1972-S - MUNICH Swivel Chair, yellow
- 1960-S - ROME Guest Chair, green

Assorted Tables

- 1906-S - ATHENS Mobile Pedestal
- 1896-S - ATHENS Desk
- 1920-S - ANTWERP Conference Table

Miscellaneous

- 1996-S - ATLANTA Whiteboard, base
- 1928-S - AMSTERDAM Lamp



- 1953-W - Guest Section 1
- 1965-W - Conference Bundle 2-8
- 1969-W - Conference Package 1

Total

Inventory Position

Inventory Quantity	Inventory Cost
228	22,171
77	7,508
38	3,652
25	2,407
24	2,354
16	1,560
14	1,389
10	961
10	961
9	883
5	498
41	11,725
26	5,729
6	3,044
9	2,952
34	9,116
12	8,486
22	630
-135	4
-47	4
-81	0
-7	0
168	43,016

Inventory Cover

Sales - 12 Wk Total Quantity	Sales - Weekly Average Quantity	Inventory Cover (Weeks)
178	15	
47	4	20
15	1	30
13	1	23
13	1	22
12	1	16
22	2	8
14	1	9
9	1	13
16	1	7
17	1	4
69	6	
20	2	16
33	3	2
16	1	7
51	4	
22	2	7
29	2	9
17	1	
14	1	-40
3	0	-324
315	26	

61,902

Balance Overdue

37.9%

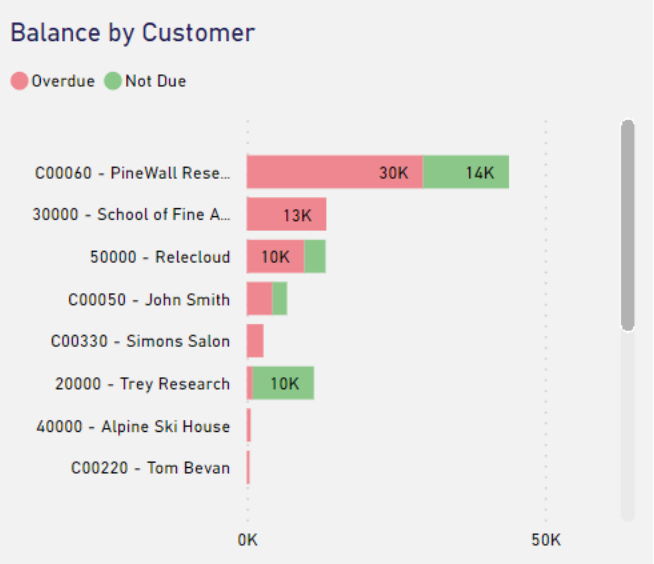
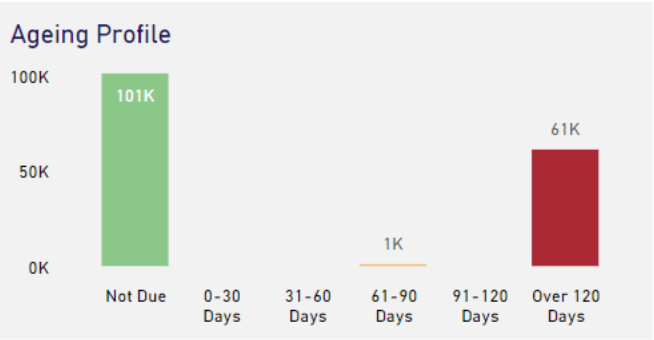
Balance Overdue %

9

Overdue Customers

60.0%

Overdue Customers %



**Values displayed are in LCY

Customer	Balance	Not Due	Overdue	Overdue %	0-30 Days	31-60 Days	61-90 Days	91-120 Days	> 120 Days
C00060 - PineWall Research	43,979	14,400	29,579	67.3%					29,579
30000 - School of Fine Art	13,331		13,331	100.0%					13,331
50000 - Relecloud	13,206	3,539	9,667	73.2%					9,667
C00050 - John Smith	6,741	2,423	4,319	64.1%			644		3,674
C00330 - Simons Salon	2,784		2,784	100.0%					2,784
20000 - Trey Research	11,254	10,266	988	8.8%					988
40000 - Alpine Ski House	649		649	100.0%					649
C00220 - Tom Bevan	450		450	100.0%					450
10000 - The Cannon Group PLC	56,338	56,203	135	0.2%					135
C00130 - Trey Research	3,247	3,247							
C00140 - 3PL - Pallets	95	95							
C00210 - Garolla Coalville	2,448	2,448							
C00380 - City Electrical Factors - Head Office	3,577	3,577							
C00420 - Costco Wholesale UK Ltd	1,850	1,850							
C00450 - Inverarity Morton	3,226	3,226							
Total	163,176	101,273	61,902	37.9%			644		61,258

Customer Ledger Entries

Go Back

Dimensions



** Values displayed are in LCY

Entry No	Customer	Salesperson	Document Date	Due Date	Document Type	Document No	Description	Balance	Not Due	Overdue
3748	C00060 - PineWall Research	Andre Verster	01/10/2023	01/11/2023	Invoice	103229	Order 101048	14,400	14,400	
3719	C00060 - PineWall Research	Andre Verster	01/10/2022	01/11/2022	Invoice	103228	Order 101046	14,400		14,400
3690	C00060 - PineWall Research	Andre Verster	25/10/2021	25/11/2021	Invoice	103227	Order 101045	14,400		14,400
3657	C00060 - PineWall Research	Andre Verster	25/10/2021	25/11/2021	Invoice	103226	Order 101044	779		779
Total								43,979	14,400	29,579

163,783

Balance Overdue

19.2%

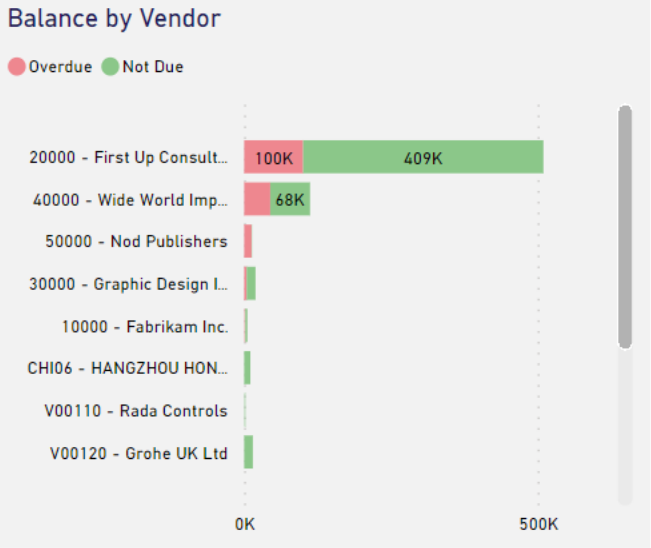
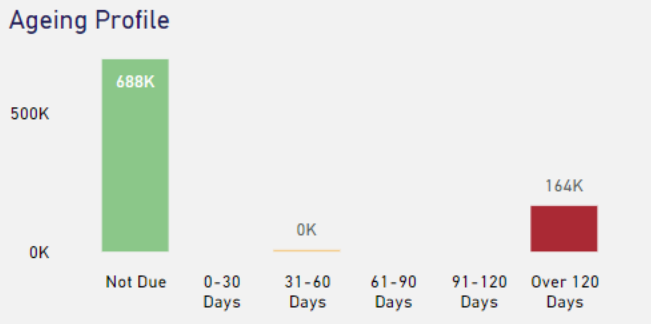
Balance Overdue %

5

Overdue Vendors

38.5%

Overdue Vendors %



**Values displayed are in LCY

Vendor	Balance	Not Due	Overdue	Overdue %	0-30 Days	31-60 Days	61-90 Days	91-120 Days	>120 Days
20000 - First Up Consultants	509,663	409,237	100,426	19.7%					100,426
40000 - Wide World Importers	112,129	67,744	44,385	39.6%					44,385
50000 - Nod Publishers	13,409	720	12,689	94.6%					12,689
30000 - Graphic Design Institute	19,274	15,000	4,274	22.2%					4,274
10000 - Fabrikam Inc.	5,434	3,425	2,009	37.0%		109			1,901
CHI06 - HANGZHOU HONGSHI ELECTRICAL	10,482	10,482							
V00110 - Rada Controls	1,882	1,882							
V00120 - Grohe UK Ltd	14,721	14,721							
V00130 - Vitra UK Ltd	601	601							
V00160 - China Imports	1,179	1,179							
V00170 - Freight Foward International Ltd	1,356	1,356							
V00180 - HM Revenue & Customs	18,036	18,036							
V00260 - British Gas Business	144,000	144,000							
Total	852,165	688,382	163,783	19.2%		109			163,674

BUILD

How can we help you deliver?

SERVICES

- We support our customers with everything from ad-hoc consultancy to enterprise scale data warehousing and analytics
- This includes strategic review services, to document your as-is and make recommendations for your strategy
- The following gives you an idea of how you can engage

MENU

Typical engagement Order of Magnitudes (OOMs)

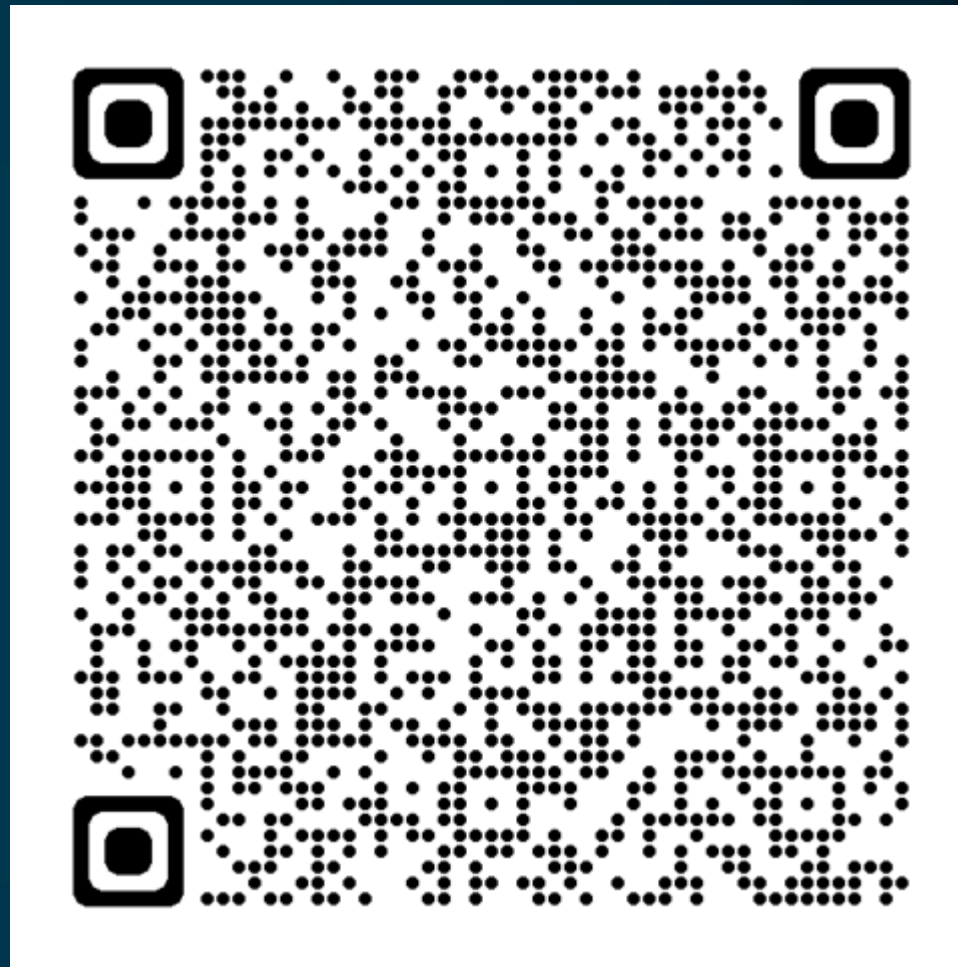
- Ad-hoc consultancy (1–3 days)
- Basic Power BI “Sprint” report build (5–7 days)
- Bespoke requirement – Power BI Lens (20–25 days)
- BC/NAV data warehouse (Jet Analytics or Azure) + Power BI lenses (35–200 days)
 - BUT starter out of box installation of Jet Analytics and 6 cubes, only 3 days



QUESTIONS?

- Reuben Barry – Practice Lead
- Colin Fisher – Senior Engagement Manager
- Your wonderful Engagement Manager

THANK YOU



Scan for wait lists