Financial Budget (by GL/Period)
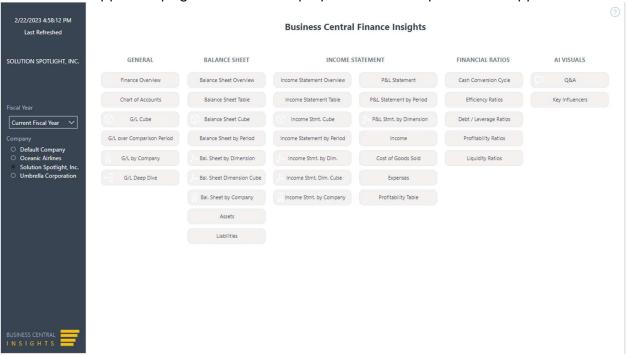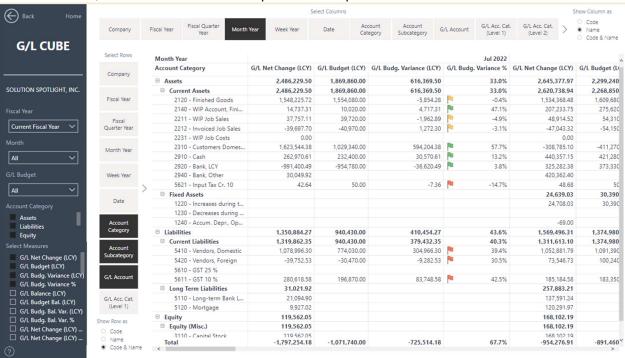
1. Download app 'Business central finance insights'.
2. Register with required details.
3. Choose the data to connect with the app or can be viewed in demo mode with sample data.
4. Click on the app from apps tab – Business central Finance Insights
5. Below app homepage window will display all available reports in this app.

Business Central Finance Insights

Fiscal Year

Current Fiscal Year ⌄

Company
- Default Company
- Oceanic Airlines
- ● Solution Spotlight, Inc.
- Umbrella Corporation

GENERAL	BALANCE SHEET	INCOME STATEMENT		FINANCIAL RATIOS	AI VISUALS
Finance Overview	Balance Sheet Overview	Income Statement Overview	P&L Statement	Cash Conversion Cycle	Q&A
Chart of Accounts	Balance Sheet Table	Income Statement Table	P&L Statement by Period	Efficiency Ratios	Key Influencers
G/L Cube	Balance Sheet Cube	Income Stmt. Cube	P&L Stmt. by Dimension	Debt / Leverage Ratios	
G/L over Comparison Period	Balance Sheet by Period	Income Statement by Period	Income	Profitability Ratios	
G/L by Company	Bal. Sheet by Dimension	Income Stmt. by Dim.	Cost of Goods Sold	Liquidity Ratios	
G/L Deep Dive	Bal. Sheet Dimension Cube	Income Stmt. Dim. Cube	Expenses		
	Bal. Sheet by Company	Income Stmt. by Company	Profitability Table		
	Assets				
	Liabilities				

BUSINESS CENTRAL
INSIGHTS

6. Click 'G/L Cube' button, below report will be opened.

← Back   Home

G/L CUBE

SOLUTION SPOTLIGHT, INC.

Fiscal Year

Current Fiscal Year ⌄

Month

All ⌄

G/L Budget

All ⌄

Account Category
- Assets
- Liabilities
- Equity

Select Measures
- G/L Net Change (LCY)
- G/L Budget (LCY)
- G/L Budg. Variance (LCY)
- G/L Budg. Variance %
- G/L Balance (LCY)
- G/L Budget Bal. (LCY)
- G/L Budg. Bal. Var. (LCY)
- G/L Budg. Bal. Var. %
- G/L Net Change (LCY) ...
- G/L Net Change (LCY) ...

Show Row as
- Code
- Name
- ● Code & Name

Select Columns: Company | Fiscal Year | Fiscal Quarter Year | Month Year | Week Year | Date | Account Category | Account Subcategory | G/L Account | G/L Acc. Cat. (Level 1) | G/L Acc. Cat. (Level 2) | >

Show Column as
- Code
- ● Name
- Code & Name

Select Rows: Company | Fiscal Year | Fiscal Quarter Year | Month Year | Week Year | Date | Account Category | Account Subcategory | G/L Account | G/L Acc. Cat. (Level 1)

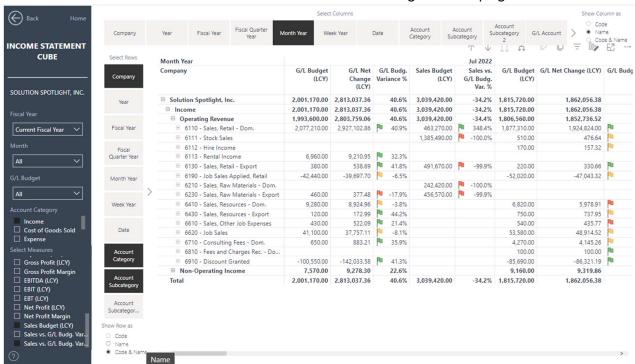| Month Year				Jul 2022		
Account Category	G/L Net Change (LCY)	G/L Budget (LCY)	G/L Budg. Variance (LCY)	G/L Budg. Variance %	G/L Net Change (LCY)	G/L Budget (LC
⊟ Assets	2,486,229.50	1,869,860.00	616,369.50	33.0%	2,645,377.97	2,299,240
⊟ Current Assets	2,486,229.50	1,869,860.00	616,369.50	33.0%	2,620,738.94	2,268,850
2120 - Finished Goods	1,548,225.72	1,554,080.00	-5,854.28 ⚑	-0.4%	1,534,368.48	1,609,680
2140 - WIP Account, Fini...	14,737.31	10,020.00	4,717.31 ⚑	47.1%	207,233.75	275,620
2211 - WIP Job Sales	37,757.11	39,720.00	-1,962.89 ⚑	-4.9%	48,914.52	54,310
2212 - Invoiced Job Sales	-39,697.70	-40,970.00	1,272.30 ⚑	-3.1%	-47,043.32	-54,150
2231 - WIP Job Costs	0.00				0.00	
2310 - Customers Domes...	1,623,544.38	1,029,340.00	594,204.38 ⚑	57.7%	-308,785.10	-411,270
2910 - Cash	262,970.61	232,400.00	30,570.61 ⚑	13.2%	440,357.15	421,280
2920 - Bank, LCY	-991,400.49	-954,780.00	-36,620.49 ⚑	3.8%	325,282.38	373,330
2940 - Bank, Other	30,049.92				420,362.40	
5621 - Input Tax Cr. 10	42.64	50.00	-7.36 ⚑	-14.7%	48.68	50
⊟ Fixed Assets					24,639.03	30,390
1220 - Increases during t...					24,708.03	30,390
1230 - Decreases during ...						
1240 - Accum. Depr., Op...					-69.00	
⊟ Liabilities	1,350,884.27	940,430.00	410,454.27	43.6%	1,569,496.31	1,374,980
⊟ Current Liabilities	1,319,862.35	940,430.00	379,432.35	40.3%	1,311,613.10	1,374,980
5410 - Vendors, Domestic	1,078,996.30	774,030.00	304,966.30 ⚑	39.4%	1,052,881.79	1,091,390
5420 - Vendors, Foreign	-39,752.53	-30,470.00	-9,282.53 ⚑	30.5%	73,546.73	100,240
5610 - GST 25 %						
5611 - GST 10 %	280,618.58	196,870.00	83,748.58 ⚑	42.5%	185,184.58	183,350
⊟ Long Term Liabilities	31,021.92				257,883.21	
5110 - Long-term Bank L...	21,094.90				137,591.24	
5120 - Mortgage	9,927.02				120,291.97	
⊟ Equity	119,562.05				168,102.19	
⊟ Equity (Misc.)	119,562.05				168,102.19	
3110 - Capital Stock	119,562.05				168,102.19	
Total	-1,797,254.18	-1,071,740.00	-725,514.18	67.7%	-954,276.91	-891,460

This report is picking values from G/L budget & actual G/L entries.

The report can be used to see the budget assigned to GL vs. Net change & budget variance in specific period account category etc. There are some other quite useful filters available.

The report can be effectively used to analyze historical overall financial implications of operational decisions & then steer the operations in current or future period as per the set goals in budget.

Sales Budget vs. Financial Budget

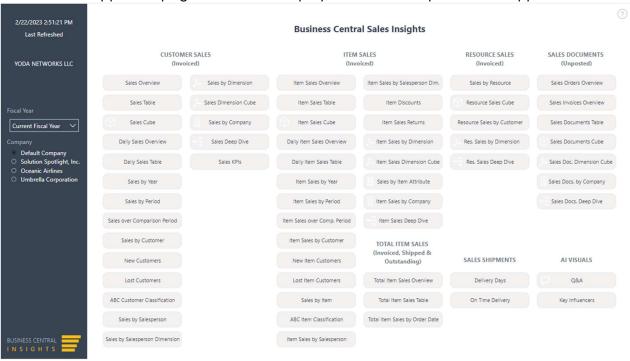1. Click 'Income Statement Cube' button on Finance insights homepage.

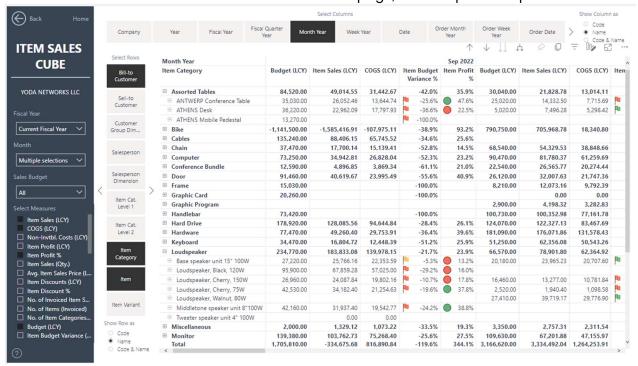This report is picking values from G/L budget, sales budget & actual G/L entries.

The report can be used to compare the G/L budget with Sales budget as well as actual sales, period by period.

The report should be used to analyze the standing of sales budget in overall finance budget & depending on GL setup it can be used to strategize better influx of finance for organization.

Sales Budget vs. revenue - details

1. Download app 'Business central Sales insights'.
2. Register with required details.
3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - <u>Business central Sales Insights</u>
5. Below app homepage window will display all available reports in this app.

6. Click on 'Item Sales cube' button on the homepage, below report will open.

This report compares actual sales with the budget period on period.

Item budget variance flags can be used to determine which items are slow movers or are doing well with sales when compared with forecast & with Item profit side by side will give an idea of profit margins; so that S&OP team together can decide which items should be prioritized to generate more revenue within business constraints – can be conflicting resources/capacity, Raw material availability, stringent working capital, etc.

Budget variance is also a good indicator of Forecast accuracy if the sales are not heavily affected by product availability from SC operations.

The report has ability to drill down to granular details required from strategic view with S&OP.

E.g.

One can drill down to locations & use for SC to determine if a 3PL for stockhold or DC could make sense strategically.

Or

can select filter on variants to check which item variants are contributing more to sales &/or profit & prioritize raw materials accordingly for SC

Or

use item categories (depending on set up, even dimensions) to roughly define which machines/processes in operations are generating more profits & strategize resources/finance accordingly with sales data instead of just operational data on capacity utilization.

There are other granular reports on the homepage which can give different useful information for master planning.
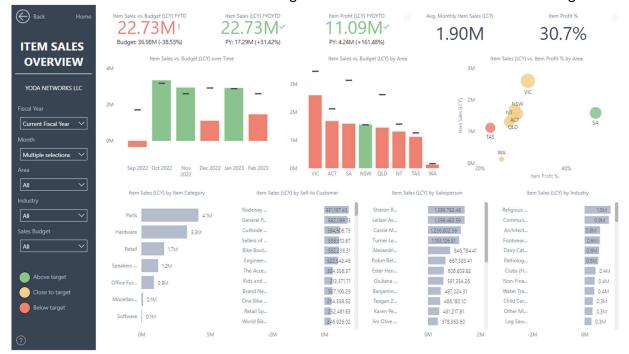
Eg.

Item Sales by period can be used to recognize trends/seasonality in sales or even in customer's ordering pattern & with budget side by side can be used to recognize if forecast considers these trends; if not forecast can be adjusted accordingly.

Or

Item Sales overview can be used for more granular visual information for all items together.
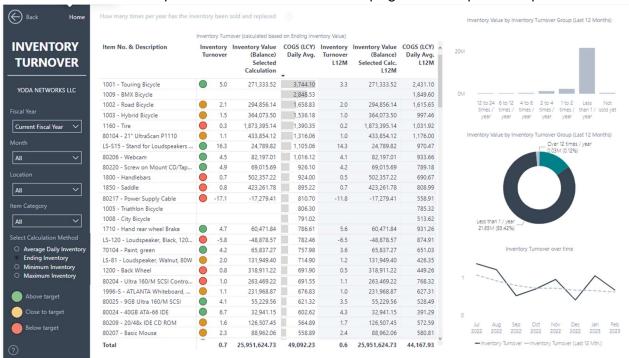

Or Filtering on Item numbers -

Inventory Turns

1. Download app 'Business central Inventory insights'.
2. Register with required details.
3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central inventory Insights
5. Below app homepage window will display all available reports in this app.

6. Click on 'Inventory turnover' button on the homepage, below report will open.

This report signifies overall health of the inventory & how much working capital the inventory is holding up.

The objective should be to minimize the held up working capital thus to increase the inventory turnover.

There are more useful reports on the homepage which can be used by Supply chain & inventory planning team.

Eg. Inventory Cube report could be used to compare budgeted sales qty vs. actual qty, expected transactions & stock on hand periodically.

It can be used to decide planning parameters for items or SKUs by selecting different filters

Vendor Performance

1. Download app 'Business central Purchasing insights'.
2. Register with required details.
3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central Purchasing Insights
5. Below app homepage window will display all available reports in this app.
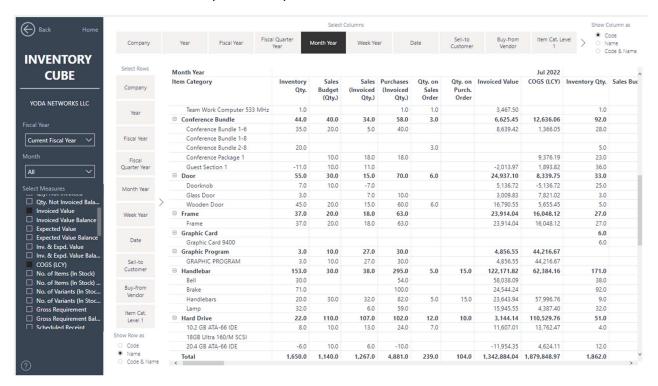

6. Click on 'On-Time receipt' button, below report will open.

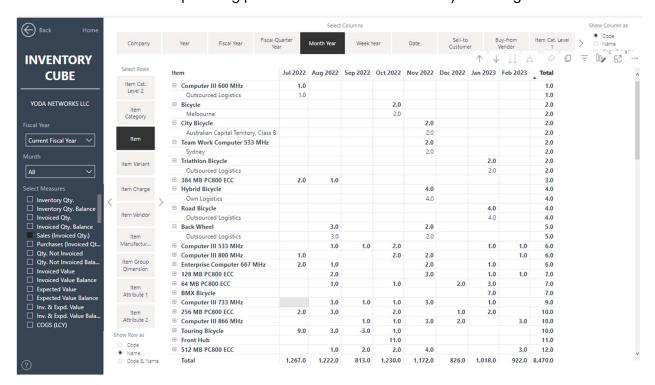The report is an important KPI from Supplier evaluation perspective & a holistic understanding of how much the suppliers are efficient with their deliveries. We can drill down on a particular item to find better performing vendor too.

Apart from this, below report can be used to determine average lead time from specific vendor or on specific Items. Also to determine purchase schedule attainment.

RECEIPT DAYS

YODA NETWORKS LLC

Metric	Value
Actual Receipt Days	14.5
Actual Receipt Days (with Req. Date)	14.5
Requested Receipt Days	14.0
Receipt Days Variance	0.4
Receipt Days Variance %	3.2%

Fiscal Year: Current Fiscal Year
Month: All
Area: All
Industry: All

- Above target
- Close to target
- Below target

Receipt Days over time

	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023
Actual Receipt Days (with Req. Date)	13.9	13.6	14.8	15.0	14.5	15.0	13.8	16.0
Requested Receipt Days	13.4	13.2	14.4	14.4	14.0	14.9	13.5	15.6
Receipt Days Variance	0.5	0.5	0.4	0.6	0.5	0.2	0.3	0.4

Receipt Days Variance by Item Category

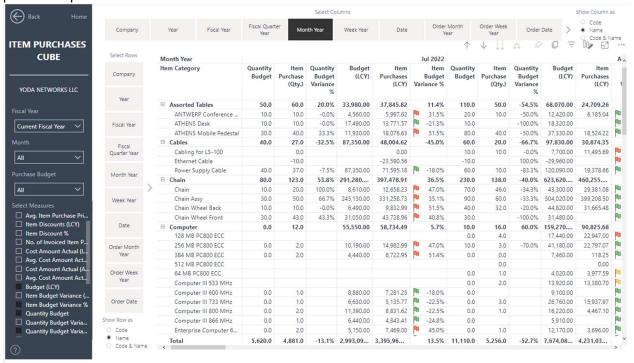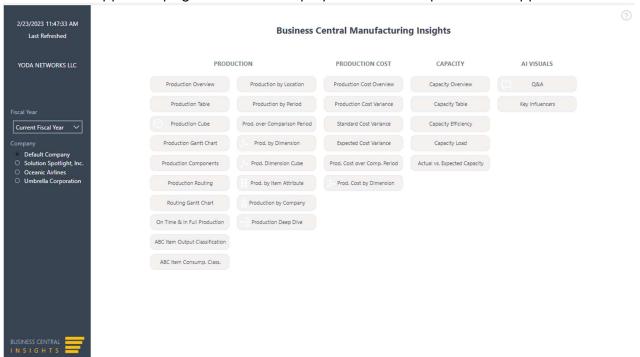| Category	Value
Software	1.4
Office Fur...	0.9
Speakers ...	0.7
Hardware	0.4
Parts	0.4
Miscellan...	0.2
Retail	0.1

Receipt Days Variance by Vendor

Vendor	Value
Parcel Ex...	6.7
Capital Ri...	6.1
Preferred...	5.7
Downhill ...	5.2
Famous B...	5.0
Health Sp...	4.5
A Great B...	4.0
Journey S...	4.0
Sleek Bik...	4.0
Small Bik...	4.0
Fitness D...	3.0
Riding Cy...	3.0

Buy-from Vendor Name & No.	Actual Receipt Days	Actual Receipt Days (with Req. Date)	Requested Receipt Days	Receipt Days Variance
⊟ A Great Bicycle Company - V002...	25.0	25.0	21.0	4.0
⊞ Parts	25.0	25.0	21.0	4.0
⊟ Speakers - SPEAKER	25.0	25.0	21.0	4.0
LS-10PC - Loudspeakers, Whit...	25.0	25.0	21.0	4.0
⊞ Active Life Toys - V00530	17.3	17.3	15.4	1.9
⊞ Affordable Sports Equipment - ...	13.0	13.0	13.0	0.0
⊞ All Seasons Sports Supply - V00...	21.0	21.0	21.0	0.0
⊟ Area Bike Accessories - V00661	14.8	14.8	15.1	-0.3
⊟ Parts	14.8	14.8	15.1	-0.3
1400 - Mudguard front	14.8	14.8	15.1	-0.3
⊞ Atypical Bike Company - V00596	4.0	4.0	4.0	0.0
⊞ Basic Sports Equipment - V00309	29.0	29.0	29.0	0.0
⊞ Beneficial Exercises and Activiti...	18.5	18.5	18.3	0.2
⊟ Bicycle Outfitters - V00623	11.5	11.5	11.8	-0.3
⊟ Office Furniture - FURNITURE	11.5	11.5	11.8	-0.3
1980-S - MOSCOW Swivel Cha...	11.5	11.5	11.8	-0.3
⊞ Bike Products and Accessories - ...	5.8	5.8	4.8	1.0
⊞ Bike Rims Company - V00567	17.8	17.8	15.9	1.9
⊞ Bikes Anyone? - V00652	14.9	14.9	14.6	0.3
⊞ Black Bicycle Company - V00401	16.3	16.3	16.5	-0.3
⊞ Blue Bicycle Company - V00674	12.8	12.8	12.7	0.1
⊞ Blue-Ribbon Bike Company - V0...	14.3	14.3	14.0	0.3
⊞ Bold Bike Accessories - V00220	8.0	8.0	7.7	0.3
⊞ Brown Bicycle Company - V00587	20.0	20.0	18.0	2.0
Total	14.5	14.5	14.0	0.4

Item Purchases Cube report can be used for more detailed analysis of purchase history vs. purchase budget period on period.

ITEM PURCHASES CUBE

YODA NETWORKS LLC

Fiscal Year: Current Fiscal Year
Month: All
Purchase Budget: All

Select Measures:
- Avg. Item Purchase Pri...
- Item Discounts (LCY)
- Item Discount %
- No. of Invoiced Item P...
- Cost Amount Actual (L...
- Avg. Cost Amount Act...
- Cost Amount Actual (A...
- Avg. Cost Amount Act...
- Budget (LCY)
- Item Budget Variance (...
- Item Budget Variance %
- Quantity Budget
- Quantity Budget Varia...
- Quantity Budget Varia...

Select Columns: Company, Year, Fiscal Year, Fiscal Quarter Year, **Month Year**, Week Year, Date, Order Month Year, Order Week Year, Order Date

Show Column as: Name

Month Year / Item Category	Quantity Budget (Qty.)	Item Purchase (Qty.)	Quantity Budget Variance %	Budget (LCY)	Item Purchases (LCY)	Item Budget Variance %	Quantity Budget	Item Purchase (Qty.)	Quantity Budget Variance %	Budget (LCY)	Item Purchases (LCY)
									Jul 2022		
⊟ Assorted Tables	50.0	60.0	20.0%	33,980.00	37,845.82	11.4%	110.0	50.0	-54.5%	68,070.00	24,709.26
ANTWERP Conference ...	10.0	10.0	-0.0%	4,560.00	5,997.62	31.5%	20.0	10.0	-50.0%	12,420.00	6,185.04
ATHENS Desk	10.0	10.0	-0.0%	17,490.00	13,771.57	-21.3%	10.0		-100.0%	18,320.00	
ATHENS Mobile Pedestal	30.0	40.0	33.3%	11,930.00	18,076.63	51.5%	80.0	40.0	-50.0%	37,330.00	18,524.22
⊟ Cables	40.0	27.0	-32.5%	87,350.00	48,004.62	-45.0%	60.0	20.0	-66.7%	97,830.00	30,874.35
Cabling for LS-100		0.0			0.00		10.0	10.0	-0.0%	7,700.00	11,495.69
Ethernet Cable		-10.0			-23,590.56		-10.0		100.0%	-29,960.00	
Power Supply Cable	40.0	37.0	-7.5%	87,350.00	71,595.18	-18.0%	60.0	10.0	-83.3%	120,090.00	19,378.66
⊟ Chain	80.0	123.0	53.8%	291,280....	397,478.91	36.5%	230.0	138.0	-40.0%	623,620....	460,255....
Chain	10.0	20.0	100.0%	8,610.00	12,658.23	47.0%	70.0	46.0	-34.3%	43,300.00	29,381.08
Chain Assy	30.0	50.0	66.7%	245,130.00	331,258.73	35.1%	90.0	60.0	-33.3%	504,020.00	399,208.50
Chain Wheel Back	10.0	10.0	-0.0%	6,490.00	9,832.99	51.5%	40.0	32.0	-20.0%	44,820.00	31,665.48
Chain Wheel Front	30.0	43.0	43.3%	31,050.00	43,728.96	40.8%	30.0		-100.0%	31,480.00	
⊟ Computer	0.0	12.0		55,550.00	58,734.49	5.7%	10.0	16.0	60.0%	159,270....	90,825.68
128 MB PC800 ECC							0.0	4.0		17,440.00	22,947.00
256 MB PC800 ECC	0.0	2.0		10,190.00	14,982.99	47.0%	10.0	3.0	-70.0%	41,180.00	22,797.07
384 MB PC800 ECC	0.0	2.0		4,440.00	6,722.95	51.4%	0.0	0.0		7,460.00	118.25
512 MB PC800 ECC							0.0	0.0			0.00
64 MB PC800 ECC							0.0	1.0		4,020.00	3,977.59
Computer III 533 MHz							0.0	2.0		13,920.00	13,380.70
Computer III 600 MHz	0.0	1.0		8,880.00	7,281.25	-18.0%	0.0			9,100.00	
Computer III 733 MHz	0.0	1.0		6,630.00	5,135.77	-22.5%	0.0	3.0		26,760.00	15,937.97
Computer III 800 MHz	0.0	2.0		11,390.00	8,831.62	-22.5%	0.0	1.0		16,220.00	4,467.10
Computer III 866 MHz	0.0	1.0		6,440.00	4,843.41	-24.8%	0.0			5,910.00	
Enterprise Computer 6...	0.0	2.0		5,150.00	7,469.00	45.0%	0.0	1.0		12,170.00	3,696.00
Total	5,620.0	4,881.0	-13.1%	2,993,09...	3,395,96...	13.5%	11,110.0	5,256.0	-52.7%	7,674,08...	4,231,03...

Show Row as: Name

This information can be useful in determining any higher-level strategic needs for financial provisions going beyond budgeted value & direction for SC to concentrate efforts on reducing the costs.

Production Planning & Control

1. Download app 'Business central manufacturing insights'.
2. Register with required details.
3. Choose the data to connect with the app or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central manufacturing Insights
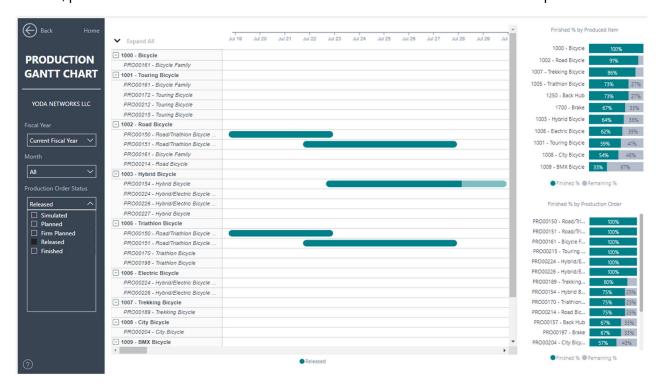5. Below app homepage window will display all available reports in this app.

6. Click on 'On time & in full production' button & open below report.

The report is really important to measure performance of the production department & how it is doing against planned orders. There are various cost filters available which might be useful to identify broader location of the constraint that can be drilled down to pinpoint.

Further, production Gantt chart can be used to visualize the schedule & filter as per status of the order.

Routing Gantt chart can be used for visualizing capacity &/or capacity utilized as per status of production order.

There are other detailed reports for determining various indicators for steering production control.

Shipping & Delivery Performance

1. Click on the app from apps tab - <u>Business central sales Insights</u>
2. Below app homepage window will display all available reports in this app.

3. Select 'On time Delivery' button to open below report.

This report is %Fill rate, it could be used as an indicator for accuracy of production planning & overall supply chain planning. When this indicator is not doing well it's a sign that sales, supply chain & production are not going hand-in-hand & need a better S&OP coordination.

Delivery Days report is an indicator of how well overall operations perform in terms of 'promised delivery lead time' to customers. Together with on-time delivery report & in combination with other detailed reports

it can be used in multiple ways – to decide where to increase safety stocks for Finished goods, where to deploy more resources to increase capacity & production, or how much 'Safety lead time' to be added on the item card if it's not possible to improve delivery time to protect customer orders from being late.

It can be used with cash conversion cycle from finance insights to spot the problem areas in operations.

Goal is to minimize CCC as much possible.

Bottom line – S&OP is collective consideration of various constraints in the business together, for a set time horizon. Thereby, directing the decision making towards formulating a Sales plan to drive Supply chain & Production plans all unified & subordinating to produce optimum quantities for items that will get sold as per the best market knowledge available at the time, for converting materials into cash sooner. Thus, help rotating the working capital while maintaining optimal margins in business. It is a joint task for Marketing, Sales, Supply chain, Production, Shipping & Finance department together, involving various leaders.