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Business Technology Solutions

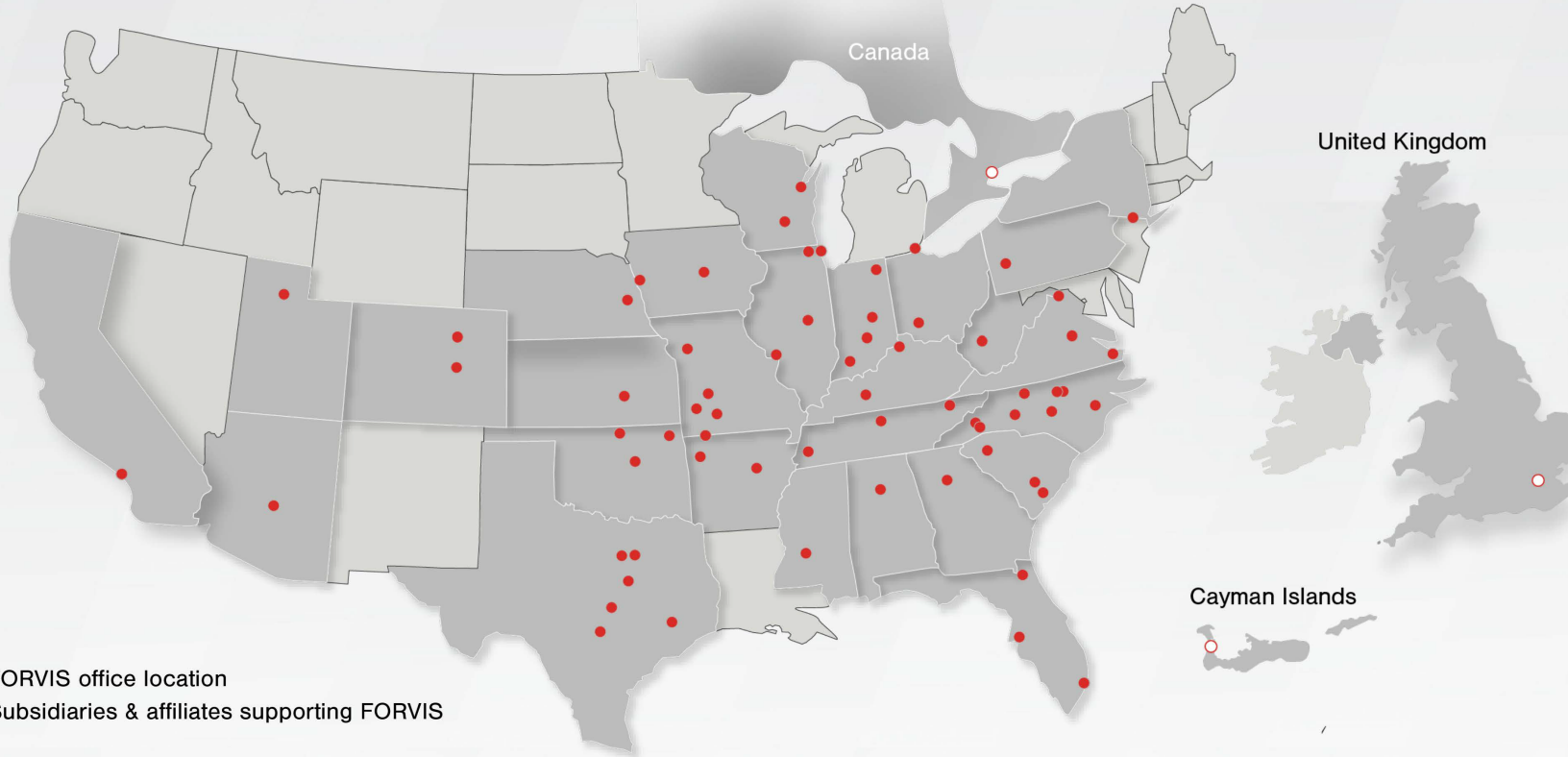
Creating Solver Reports Using Groups & Trees

November 28, 2023

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- You must respond to at least 3 of the 4 polling questions per CPE hour
- You must be logged in for a minimum of 50 minutes per every CPE hour in order to receive CPE credit

Global Presence & Reach



- FORVIS office location
- Subsidiaries & affiliates supporting FORVIS

Subsidiaries & Affiliates Supporting FORVIS

- FORVIS Capital Advisors, LLC
- FORVIS Wealth Advisors, LLC
- FORVIS Global Advisory Canada ULC**
- FORVIS Global Advisory Ltd. UK**
- TALENT SHIFT, LLC

FORVIS

By the Numbers

Top 10
U.S. Public Accounting Firm *

27
States + Canada, U.K., & **
Cayman Islands

10+
Industries

68
Markets

500+
Partners & Principals

6,000+
Team Members



FORVIS is a member of Praxity™, an international alliance of independent accounting firms that offers multinational clients access to resources around the world.

Business Technology Solutions

FORVIS Business Technology Solutions provides enterprise resource planning (ERP) and customer relationship management (CRM) platform analysis, design, implementation, upgrade, training, and support services.

In addition, our Insights & Automation services include business intelligence (BI) and robotic process automation (RPA) assessments, implementations, and training.



We are an award-winning partner of Solver Global, which itself is highly rated by G2, a leading software marketplace.

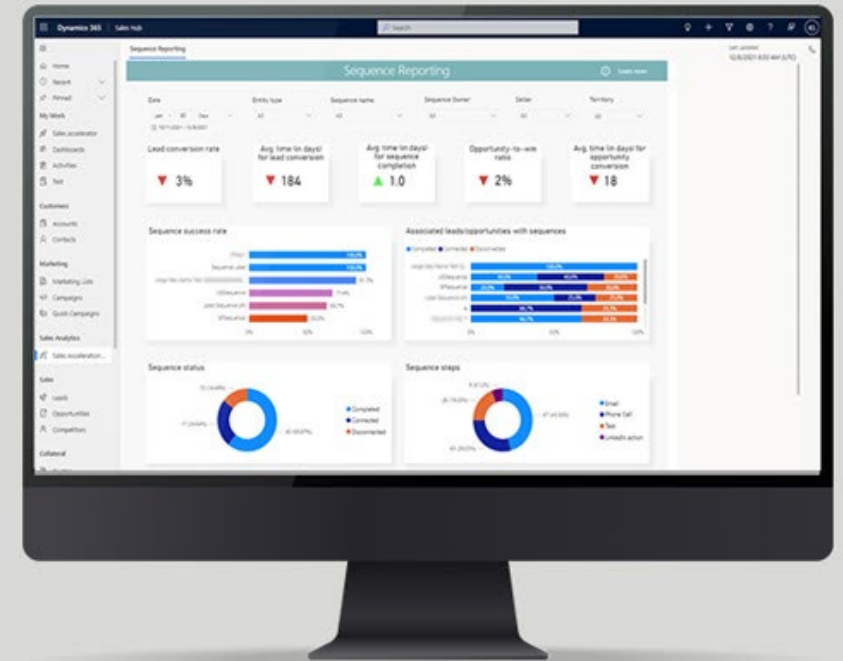
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Microsoft
Partner

Sage Partner

ORACLE
NETSUITE
Solution Provider

salesforce
PARTNER



From sales forecasting to financial reporting,
learn what CRM and ERP technologies can do.

Presenters



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Creating Solver Reports Using Groups & Trees

November 28, 2023

Objectives

- Explain how row filters are used in Solver
- Describe how to use account attributes to create reports
- Discuss how to use account trees to create reports

Filters & Groups

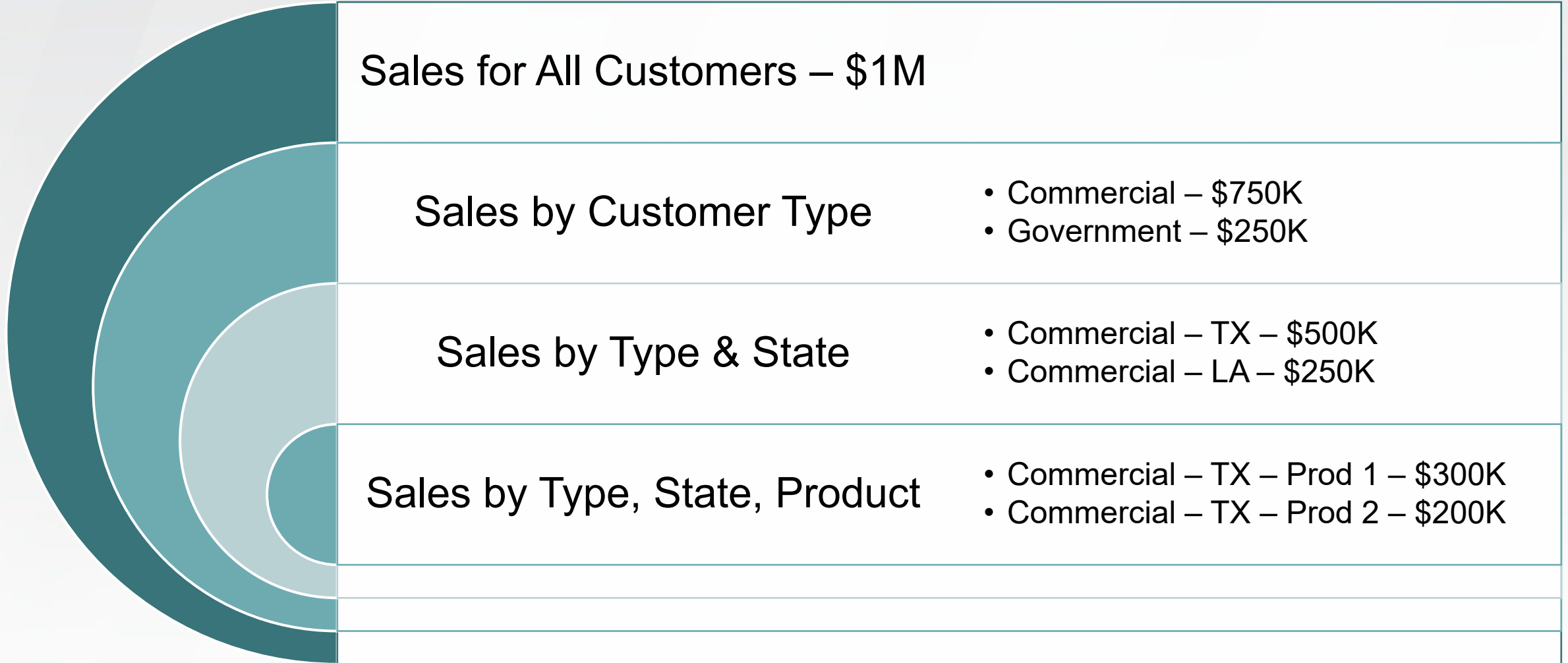
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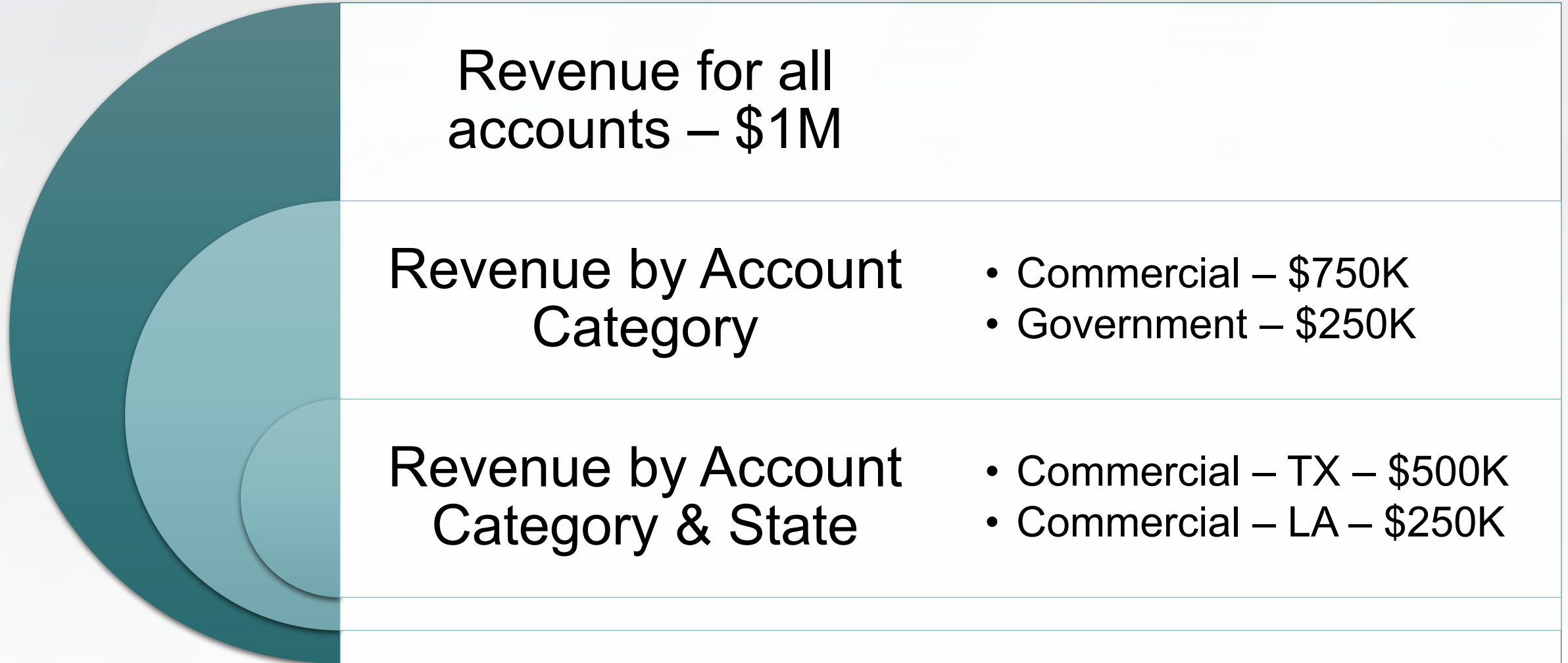
Groups

- Groups determine the amount of data to display
- The more information added, the more rows
- Dimension attributes can be added
- Use outlines to hide details

Groups – Customer Sales



Groups – Revenue



The Benefits of Groups

- Control how much data is displayed
- Control how data is displayed
- Groups can be copied for other sections
- Manage blank rows

Report Design With Groups

[Period Start]	Account Descriptions	Actual	Prior Year	Variance	Var %
	Revenue				
	[Account] [Account Description]	#VALUE!	#VALUE!	#VALUE!	0.0%
	Total Revenue	#VALUE!	#VALUE!	#VALUE!	0.0%
	Cost of Goods Sold				
	[Account] [Account Description]	#VALUE!	#VALUE!	#VALUE!	0.0%
	Cost of Goods Sold	#VALUE!	#VALUE!	#VALUE!	0.0%
	Profit Margin	#VALUE!	#VALUE!	#VALUE!	0.0%
	Profit Margin %	0.0%	0.0%	0.0%	0.0%
	Departmental Expenses				
	[Account] [Account Description]	#VALUE!	#VALUE!	#VALUE!	0.0%
	[up Level 1]	0	0	0	0.0%
	Total Expenses	0	0	0	0.0%
	EBITDA	#VALUE!	#VALUE!	#VALUE!	0.0%
	EBITDA %	0.0%	0.0%	0.0%	0.0%
	Other Expenses				
	[Account] [Account Description]	#VALUE!	#VALUE!	#VALUE!	0.0%

Rows 38:39

Expanding Limit: 0

Display blank records

Drag fields into area below to group/sort

↑ ↓ Rollup Level 1 Group ▾ ↑ ↓ ✕

Filters Grouping/Sorting Period Aggregation

Report Output With Groups

			September, 2021							
	Account Descriptions	Actual	Prior Year	Variance	Var %	Budget	Variance	Variance		
22										
23										
24	Revenue									
25	40010 Product Revenue	730,880	727,797	3,083	0.4%	725,000	5,880	0.8%		
26	40020 Services Revenue	540,925	422,346	118,578	28.1%	421,463	119,462	28.3%		
27	40030 Maintenance Revenue	59,664	81,610	(21,946)	-26.9%	0	59,664	0.0%		
28	40040 Other Revenue	31,677	39,605	(7,928)	-20.0%	0	31,677	0.0%		
29	40050 Comprehensive Income	0	0	0	0.0%	0	0	0.0%		
31	Total Revenue	1,363,145	1,271,357	91,788	7.2%	1,146,463	216,682	18.9%		
32										
33	Cost of Goods Sold									
34	50010 COGS - Product Sales	254,515	262,877	8,362	3.2%	246,880	(7,635)	-3.1%		
35										
36	Cost of Goods Sold	254,515	262,877	8,362	3.2%	246,880	(7,635)	-3.1%		
37										
38	Profit Margin	1,108,630	1,008,480	100,150	9.9%	899,583	209,047	23.2%		
39	Profit Margin %	81.3%	79.3%	2.0%	2.5%	78.5%	2.9%	3.6%		
40										
41	Departmental Expenses									
42	60010 Full Time - Salary	201,202	251,748	50,546	20.1%	155,967	(45,234)	-29.0%		
43	60020 Full Time - Commission	16,959	17,349	389	2.2%	16,489	(470)	-2.9%		
44	60030 Full Time - Bonus	60,712	57,947	(2,765)	-4.8%	60,088	(624)	-1.0%		
45	61010 Part Time - Salary	23,796	23,693	(103)	-0.4%	24,438	642	2.6%		
46	61040 Part Time - Overtime	5,874	6,011	136	2.3%	5,738	(136)	-2.4%		
47	61050 Part Time - Bonus	8,754	9,236	482	5.2%	8,214	(540)	-6.6%		
48	61500 Payroll Taxes - FICA	41,115	40,348	(767)	-1.9%	40,595	(520)	-1.3%		
49	61510 Payroll Taxes - FUTA	5,841	5,978	137	2.3%	5,862	21	0.4%		
50	61520 Payroll Taxes - SUTA	6,022	5,963	(59)	-1.0%	5,920	(102)	-1.7%		
51	61530 Payroll Taxes - Workers Compensation	5,819	5,584	(235)	-4.2%	5,572	(247)	-4.4%		
52	61540 Benefits	1,175	1,209	34	2.8%	1,148	(27)	-2.3%		

A blackboard with white chalk text. The text is written in three lines: "DON'T", "TELL ME...", and "...SHOW ME!". The background of the slide features a light gray geometric pattern of overlapping triangles and a red decorative shape in the top right corner.

DON'T
TELL ME...
...SHOW ME!

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Dimensions & Attributes

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Dimensions

- Grouping, Summarizing, Sorting, Analyzing
- Minimize data storage
- Indexed for speed

Dimensions – Examples

Accounts

Departments

Customers

Vendors

Employees

Items

FORV/S

Attributes

- Additional columns in Dimension
- Describe the dimension
- Examples: Customer State, Account Category, Item Type

Dimension

Code	Description	Alias	Active	Source	sub Category	category	account Type	direct Posting
10100	Checking account		<input checked="" type="checkbox"/>		Cash	Assets	Posting	<input checked="" type="checkbox"/>
10300	Petty Cash		<input checked="" type="checkbox"/>		Cash	Assets	Posting	<input checked="" type="checkbox"/>
10400	Accounts Receivable		<input checked="" type="checkbox"/>		Accounts Receivable	Assets	Posting	<input checked="" type="checkbox"/>
10500	Prepaid Rent		<input checked="" type="checkbox"/>		Prepaid Expenses	Assets	Posting	<input checked="" type="checkbox"/>
105555	Saving account		<input checked="" type="checkbox"/>		Cash	Assets	Posting	<input checked="" type="checkbox"/>
10600	Prepaid Insurance		<input checked="" type="checkbox"/>		Prepaid Expenses	Assets	Posting	<input checked="" type="checkbox"/>
10700	Inventory		<input checked="" type="checkbox"/>		Inventory	Assets	Posting	<input checked="" type="checkbox"/>
10800	Equipment		<input checked="" type="checkbox"/>		Equipment	Assets	Posting	<input checked="" type="checkbox"/>
10900	Accumulated Deprec...		<input checked="" type="checkbox"/>		Accumulated Deprec...	Assets	Posting	<input checked="" type="checkbox"/>
10910	WIP Job Sales		<input checked="" type="checkbox"/>		Assets	Assets	Posting	<input checked="" type="checkbox"/>
10920	Invoiced Job Sales		<input checked="" type="checkbox"/>		Assets	Assets	Posting	<input checked="" type="checkbox"/>
10940	Accrued Job Costs		<input checked="" type="checkbox"/>		Assets	Assets	Posting	<input checked="" type="checkbox"/>
10950	WIP Job Costs		<input checked="" type="checkbox"/>		Assets	Assets	Posting	<input checked="" type="checkbox"/>
20100	Accounts Payable		<input checked="" type="checkbox"/>		Current Liabilities	Liabilities	Posting	<input checked="" type="checkbox"/>
20200	Purchase Discounts		<input checked="" type="checkbox"/>		Current Liabilities	Liabilities	Posting	<input type="checkbox"/>
20300	Purchase Returns & ...		<input checked="" type="checkbox"/>		Current Liabilities	Liabilities	Posting	<input type="checkbox"/>
20400	Deferred Revenue		<input checked="" type="checkbox"/>		Current Liabilities	Liabilities	Posting	<input type="checkbox"/>

A blackboard with white chalk text. The text is arranged in three lines: "DON'T", "TELL ME...", and "...SHOW ME!". The background of the blackboard is dark and textured, with some faint, illegible markings. The text is written in a casual, hand-drawn style.

DON'T
TELL ME...
...SHOW ME!

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Trees

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Trees

- Provide hierarchy to dimensions
- Used for rows & columns
- Report rows

Classical Tree Usage

TREE: GEOGRAPHY

EXPAND ALL

- ▼ CONSOL - Consolidated Tree Node
 - ▼ GTAS - Asian Region
 - SAS - Corporate Asia
 - SEM - Corporate EMEA
 - ▼ GTWH - Western Hemisphere
 - SPC - Southern Products
 - SCA - Corporate Canada
 - SUS - Corporate US
 - SWC - Southwest Company

TREE: SAMPLE DEPT

EXPAND ALL

- ▼ SUM - Summary
 - ▼ CST - Cost Centers
 - 000 - Balance Sheet
 - 100 - Administration
 - 200 - Finance & Accounting
 - 400 - Human Resources
 - ▼ PRO - Profit Centers
 - 300 - Sales & Marketing
 - 500 - Professional Services
 - 760 - Internet Sales

TREE: REGIONS

EXPAND ALL

- ▼ SUMMARY - Summary of Customers
 - ▶ US - US Customers
 - ▼ NONUS - Non-US Customers
 - ▶ ASIA - Asian Customers
 - ▶ EUROPE - European Customers
 - ▶ OTHER - Other Customers

Account Tree Usage

TREE: INCOME STATEMENT

EXPAND ALL

- ▼ TOP - Top of Tree
 - ▼ REV - Revenue
 - ▼ REV01 - Product, Service, and Maintenance Revenue
 - 40010 - Product Revenue
 - 40020 - Services Revenue
 - 40030 - Maintenance Revenue
 - 40040 - Other Revenue
 - ▶ REV02 - Intercompany Revenue
 - ▶ COGS - Cost of Goods Sold
 - ▶ EXP - Expenses
 - ▶ OIE - Other Income/Expense

TREE: BALANCE SHEET

EXPAND ALL

- ▼ TOP - Top of Tree
 - ▼ ASSET - Total Assets
 - ▼ CA - Current Assets
 - ▼ CA01 - Cash & Equivalents
 - 10100 - CASH IN BANK
 - ▶ CA02 - Accounts Receivable
 - ▶ CA03 - Prepaid Expenses
 - ▶ CA04 - Other Current Assets
 - ▶ PPE - Plant, Property, and Equipment
 - ▶ OA - Other Assets
 - ▶ LIAB - Liabilities
 - ▶ EQ - Equity

Tree in a Report

- Summarizes data
- Creates separate tabs
- Based on dimensions
- Uses security

Report parameters ^

CHOOSE PERIOD: 202103

CHOOSE SCENARIO: 'BUD'

CHOOSE ENTITY: Consolidated Tree ^

RUN

Last run: a month ago

Account Descriptions				Variance
Revenue				
40010	Product Revenue			83,344
40020	Services Revenue	2,013,350	2,565,500	(552,150)
40030	Maintenance Revenue	403,734	319,085	84,649
40040	Other Revenue	236,926	199,625	37,301
	Total Revenue	6,716,318	7,063,174	(346,856)
Cost of Sales				
50010	COGS - Product Sales	1,899,106	1,544,791	354,315
	Total Cost of Sales	1,899,106	1,544,791	354,315
	Gross Profit	4,817,212	5,518,384	(701,171)
	Gross Profit Margin	71.7%	78.1%	202.2%
Departmental Expenses				
<i>Administration</i>				
	Salaries and Benefits	825,629	844,313	18,684
	Sales and Marketing	937,232	918,247	(18,985)
	Travel and Entertainment	5,823	5,676	(147)
	Professional Fees	45,561	45,089	(472)

Consolidated Tree Node (CONSOL) | Corporate US (SUS) | Manufacturing (LBMN) | Corporate Asia (SAS) | Dist ...

Tree in a Report

- Can control the amount of detail displayed
- Different levels can be selected during report design

Income Statement

	1/31/2021
Revenue	
Product, Service, and Maintenance Revenue	
Product Revenue	843,763
Services Revenue	450,808
Maintenance Revenue	75,856
Other Revenue	42,274
<hr/>	
Total Revenue	1,412,700
Cost of Goods Sold	
COGS - Product Sales	281,476
<hr/>	
Total Cost of Goods Sold	281,476
<hr/>	
Gross Profit	1,131,224
Gross Profit %	80%
Expenses	
Salaries and Benefits	
Full Time - Salary	238,744
Full Time - Commission	17,574
Full Time - Bonus	58,003
Part Time - Salary	23,863
Part Time - Overtime	5,574
Part Time - Bonus	8,957

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DON'T
TELL ME...
...SHOW ME!

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What's Next

Solver CPM: A Year in Review

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WEBINAR

**Solver CPM:
A Year in Review**

Thursday, December 14 • 10–11 a.m. ET

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Questions?

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