

Innova
CONSULTING



The Importance of Financial Analysis
With Implementing *Dimensions*

Today's Presenters



Thomas White

Senior Application Consultant

+1 817-301-4397

twhite@innovia.com



Claude Rustom

Senior Application Consultant

+1 450-954-4633

crustom@innovia.com

Presenter Introductions



Agenda

- ✓ Q&A
- ✓ Introduction to Dimensions
 - ✓ Definition
 - ✓ Configuration
 - ✓ Global vs Shortcut Dimensions
- ✓ Financial Reporting And Analysis View
 - ✓ A Small Chart of Accounts can yield complex analyses
 - ✓ Dimensional analysis can help inform marketing decisions
- ✓ Avoid redundant work

Let's get started!



Q&A

- ✓ Who here currently uses Dimensions in your NAV/Business Central environments?
- ✓ How are you using Dimensions?
 - ✓ How many?
 - ✓ What kinds?





Introduction to Dimensions

- ✓ What are Dimensions?
- ✓ Where can they be set up?
 - ✓ General Ledger Setup
 - ✓ Global vs Shortcut Dimensions



Analysis View

- ✓ Small Chart of Accounts, BIG dimensional possibilities
 - ✓ 1 General Ledger Account
 - ✓ 1 Dimension with many dimension values
 - ✓ Endless analysis by varying levels of detail

Analysis View (Ex1)

- ✓ Example: Global Retailer, Revenue, Geography
 - ✓ G/L Account: Revenue
- ✓ Dimension: Area
 - ✓ Values: Continent, County, Region, State/Province, County, etc.
- ✓ Result: Understanding income generated by very specific region

Analysis View (Ex2)

- ✓ Example: Local fast-food chain, Expense, Product line
 - ✓ G/L Account: Expense, Revenue
 - ✓ Dimension: Product Line
 - ✓ Result: Understanding which product line makes the most money and the cost that goes into it

Account Replacement

- ✓ Use dimensions to track:
 - ✓ Bank Notes
 - ✓ Employee Receivables
 - ✓ Fixed Assets
 - ✓ Employee 401k Loans
 - ✓ Shareholder Distributions
 - ✓ Travel and Entertainment



Dimensions: User-Friendly Tool for Non-Accountants

Financial reports can be daunting to the non-accountant, but vital for many other departments

Historical Results

FINANCIAL STATEMENTS	2012	2013	2014	2015	2016	2017
Income Statement						
Revenue	102,007	110,086	131,345	142,341	150,772	150,371
Cost of Goods Sold (COGS)	39,023	48,004	49,323	52,956	56,770	55,575
Gross Profit	62,984	70,082	82,222	89,387	94,002	95,796
Expenses						
Salaries and Benefits	36,427	22,658	23,872	23,002	25,246	25,933
Rent and Overhead	9,963	10,325	10,067	10,020	11,442	10,000
Depreciation & Amortization	18,500	18,350	17,205	16,544	16,090	15,008
Interest	2,500	2,500	1,500	1,500	1,500	1,500
Total Expenses	67,390	53,833	52,644	51,066	54,278	52,441
Earnings Before Tax	3,594	16,649	29,558	37,822	39,825	43,354
Taxes	110	4,888	8,483	10,308	11,538	12,368
Net Earnings	2,474	11,731	21,075	26,713	28,227	31,346
Balance Sheet						
Assets						
Cash	167,371	101,210	103,716	211,069	239,550	272,530
Accounts Receivable	5,100	5,504	6,567	7,107	7,533	7,807
Inventories	7,885	8,601	8,825	10,531	11,342	11,715
Property & Equipment	45,500	45,350	46,345	38,602	37,821	37,553
Total Assets	226,376	239,065	240,252	267,319	295,351	329,564
Liabilities						
Accounts Payable	3,352	4,800	4,932	5,205	5,671	5,330
Debt	10,000	10,000	10,000	10,000	10,000	10,000
Total Liabilities	53,362	54,800	34,912	35,205	35,671	35,330
Shareholder's Equity						
Equity Capital	170,000	170,000	170,000	170,000	170,000	170,000
Retained Earnings	2,474	34,265	35,340	62,053	55,250	129,827
Shareholder's Equity	172,474	194,265	205,340	232,053	225,250	299,827
Total Liabilities & Shareholder's Equity	226,376	239,065	240,252	267,319	295,351	329,564
Cash Flow Statement						
Operating Cash Flow						
Net Earnings	2,474	11,731	21,075	26,713	28,227	31,346
Plus Depreciation & Amortization	18,500	18,350	17,205	16,544	16,090	15,008
Less Changes in Working Capital	3,003	1,702	775	303	827	975
Cash from Operations	12,311	28,239	37,550	42,354	43,490	47,369
Investing Cash Flow						
Investments in Property & Equipment	15,000	15,000	15,000	15,000	15,000	15,000
Cash from Investing	15,000	15,000	15,000	15,000	15,000	15,000
Financing Cash Flow						
Issuance (Repayment) of debt	-	-	(20,000)	-	-	-
Issuance (Repayment) of equity	170,000	-	-	-	-	-
Cash from Financing	170,000	-	(20,000)	-	-	-
Net Increase (Decrease) in Cash	167,371	101,210	2,555	27,354	28,490	32,369
Opening Cash Balance	-	167,371	101,210	103,716	211,069	239,550
Closing Cash Balance	167,371	101,210	103,716	211,069	239,550	272,530

Quickly review grant funding requested and approved

Filters: (Delivery Area) Delivery Area = Corporate Services Program

Keyword: All Category: All Delivery Area: Corporate Services Program

Electorate: All LG: All Contract Status: All

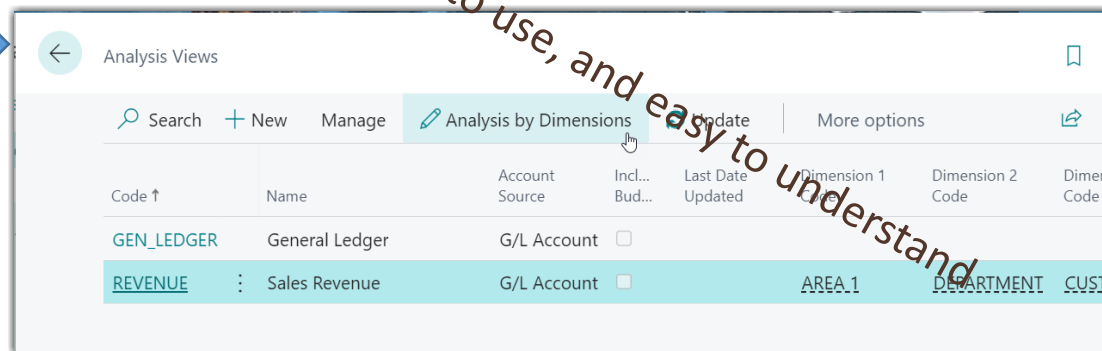
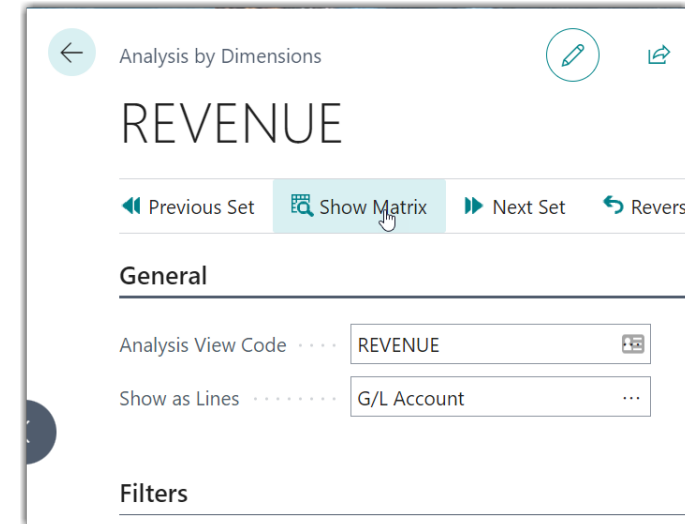
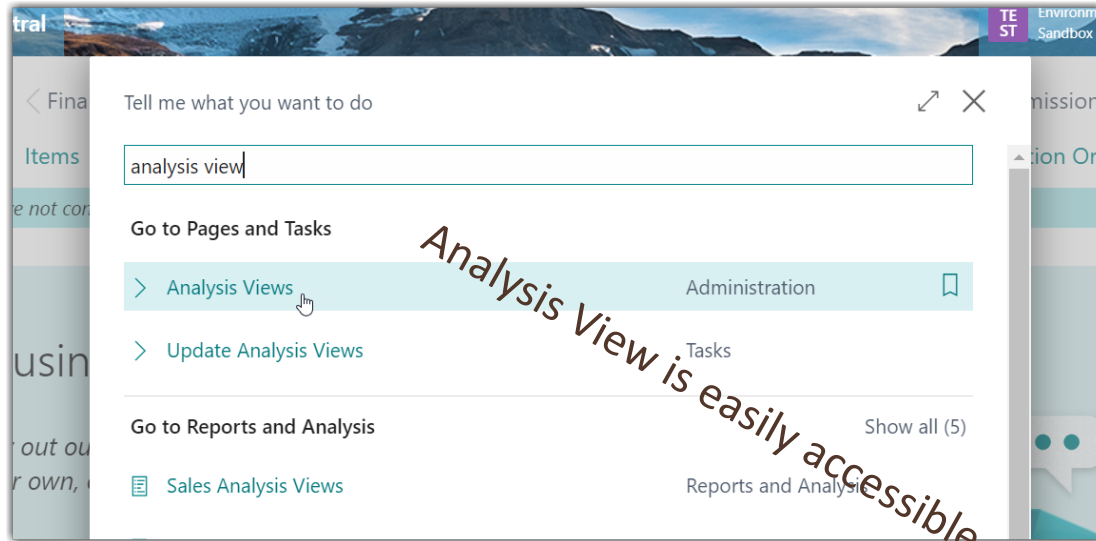
Stage: All Status: All Type: All

Round: All

(Round) Round	(Project) Id	(Project) Title	(Project) Stage	(Delivery Agent) Delivery Agent	(Financial Budget) Applicant In-Kind A...	(Financial Budget) Applicant Other Am...	(Financial Budget) Applicant Requeste...	(Financial Budget) Budget Approved -
2017 Common Gran...	Cor-15Cor-2015-0013	Bayside Community...	Stage 2 - In Assess...	Surface Inc	\$0.00	\$0.00	\$500,000.00	\$0.00
2016 Business Servi...	Cor-14Cor-2014-0012	Delivery of a Corpor...	Stage 1 - Processing	Happy Friends	\$6,819.00	\$6,819.00	\$950,000.00	\$0.00
2016 Business Servi...	Cor-16Cor-2016-0001	Reinforce Corporate...	Ineligible	Happy Friends	\$7,409.00	\$7,409.00	\$1,500,000.00	\$0.00
2016 Common Gran...	Cor-15Cor-2015-0010	Daffodil House Project	Eligible	United Nations	\$4,815.00	\$4,815.00	\$1,100,000.00	\$1,100,000.00
2016 Business Servi...	Cor-16Cor-2016-0002	Corporate Takeover 1	Stage 1 - Processing	United Nations	\$9,350.00	\$7,500.00	\$7,486.00	\$0.00
2017 Common Gran...	Cor-15Cor-2015-0014	Cleveland Disabled...	Eligible	K&L Coda	\$6,619.00	\$6,619.00	\$200,000.00	\$200,000.00
2016 Business Servi...	Cor-16Cor-2016-0008	Provision of Human...	Stage 1 - Processing	Ace Automotive	\$6,792.00	\$6,792.00	\$180,685.00	\$0.00
2017 Common Gran...	Cor-15Cor-2015-0001	Emore Animal Reh...	Eligible	Tactix	\$7,420.00	\$7,420.00	\$500,000.00	\$500,000.00
2017 Common Gran...	Cor-15Cor-2015-0008	Dr Pet Brigade	Eligible	Tactix	\$7,486.00	\$7,486.00	\$846,230.00	\$846,000.00
2017 Common Gran...	Cor-15Cor-2015-0000	Meals for Mates	Eligible	Ace Automotive	\$7,002.00	\$7,002.00	\$1,000,000.00	\$850,000.00
2016 Business Servi...	Cor-16Cor-2016-0009	Profiting Queenen...	Eligible	Tactix	\$7,320.00	\$7,320.00	\$700,000.00	\$700,000.00
2016 Business Servi...	Cor-16Cor-2016-0004	SSL Corporate Gra...	Eligible	Tactix	\$7,481.00	\$5,636.00	\$150,000.00	\$150,000.00
2017 Common Gran...	Cor-15Cor-2015-0012	New Start in Port Do...	Ineligible	Darren Farr	\$5,070.00	\$4,090.00	\$250,000.00	\$0.00
2017 Common Gran...	Cor-15Cor-2015-0011	Mackay Animal The...	Ineligible	John Calnan	\$6,300.00	\$6,300.00	\$2,000.00	\$0.00
2016 Business Servi...	Cor-16Cor-2016-0007	Services to conduct...	Stage 2 - In Assess...	Erasmus College	\$5,040.00	\$5,040.00	\$1,750,000.00	\$0.00
2017 Common Gran...	Cor-15Cor-2015-0003	Scott Street Commu...	Stage 2 - In Assess...	Erasmus College	\$6,820.00	\$6,670.00	\$300,000.00	\$0.00



Dimensions: User-Friendly Tool for Non-Accountants



Analysis View is easily accessible, easy to use, and easy to understand



Customer Testimonial

- ✓ Rachel Putnam (VP Of Finance) Bestway USA
- ✓ Wendell Schmidt (Financial Controller) Country Maid



Any Questions?



Thanks for Joining Us



Please Use the Code to Access Your Survey

