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The Power of Flex Reporting

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PERENNIAL SOFTWARE

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Knowledge is Power

Knowledge is power. It’s a phrase we have all heard before. Knowledge comes from education, experience and good information among other things. In business, having and sharing knowledge leads to competitive advantage.

In a nutshell, that’s what Vivid Flex reporting is all about: providing important information at your fingertips so that your company becomes more knowledgeable from top management through the ranks of your staff.

In this presentation, we’ll provide a brief overview of Vivid Flex and the reports that have been developed for SedonaOffice by Astute Financial Consulting. We’ll then take a close look at five of those reports, each one representing a different type or category within Astute’s extensive suite of Flex reports.

What is Vivid Flex

Vivid Flex is a report development tool that works right in Microsoft Excel alongside Vivid CPM. Where CPM accesses general ledger data for financial statement development, Flex is flexible in that it can access any table in the SedonaOffice database or any other ODBC-compliant database for that matter.

Vivid Flex is what Astute Financial Consulting has used to create Astute Reports, a suite of reports designed specifically for the security industry and for SedonaOffice.

The screenshot shows the Microsoft Excel interface for the 'JOBS REPORT PACK' report. The ribbon at the top includes 'Vivid CPM' and 'Vivid Flex' tabs. The main area displays the report settings and filters.

Summary Report Settings		Detail Report Settings	
Company Name	CLC	From Date	1/1/2017
Report Year	2015	Through Date	12/31/2017
Last Month of Report Year	December		
Reporting Period	5		

Report Filters		Refresh Selections
BRANCHES	All Branches	NOT IN (0)
QUEUE/RESULTS JOB TYPES		
RESULTS SYSTEMS		
CUSTOM JOB COST BUCKETS	Subcontractor, Equipment Rental, Permit	
GLOBAL ITEM TYPE	All Item Types	{ss:it:Item_Type_ID NOT IN (0) OR ss:it:Item_Type_ID IS NULL}
GLOBAL JOB TYPE FILTER	All Job Types	NOT IN (0)
Dedicated UDFs	OldRMR, Term, NotUsed3,	
Other UDFs	Check Box 3, Money Label 2,	Check Box 4, Check Box 5, Prevailing Wage Rate

Besides the obvious benefit of working in the familiar Excel environment, Vivid Flex has additional features like:

- **User Input:** Change parameters to quickly get to the information you want to see
- **Linking:** Link (drill-down) from a summary number to supporting detail
- **Formatting:** Create professional looking reports using standard formatting tools
- **Conditional Formatting:** Highlight data with colors and fonts to draw attention
- **Data Connections:** Easily pull data from one or more databases into a report
- **SQL Designer:** Use the GUI designer to create powerful SQL statements
- **Automation:** Automatically produce and deliver reports to various destinations in PDF or Excel format

Astute Reports

Astute Reports from Astute extends the reporting power of SedonaOffice with the following types of reports.

- Scorecard
- Dashboards
 - Sales
 - Operations
 - Financial
- Report Packs
 - RMR
 - Prospects
 - Jobs
 - Service
 - Technicians
 - Cash
 - Accounts Receivable
 - Accounts Payable
 - Inventory
- Tools
 - Deep analysis
 - Work flow support
 - Accounting tasks
 - Inventory control
 - Utilities
- Special Use
 - Bank reporting
 - Cash flow management
 - Commissions management
 - Timesheet entry

Begin with the End in Mind

As with any endeavor, whether it's constructing an office building or preparing for a marathon race, it's good advice to increase the odds of success to "begin with the end in mind".

For a business, this means having a clear vision of where you want to go and how you are going to get there. It also means having mechanisms in place to measure performance against goals and to ensure you stay on track to meet your goals.

With that thought in mind, the first report we're going to look at today is the Company Scorecard, where many key metrics are calculated and compared to targets and benchmarks to make sure your company stays on track.

Company Scorecard

Purpose

When you adhere to the adage of “begin with the end in mind”, the Company Scorecard is where you’ll begin when it comes to implementing a management reporting system for your security company. This all-encompassing report brings together much of the information and key metrics important to running a successful security business.

Description

The Company Scorecard uses both Vivid CPM and Vivid Flex to pull data from SedonaOffice for trailing 12 months, rolling 12 months and rolling 5 years. Flex is used to pull RMR, labor, job and service information, while CPM is used to pull balance sheet and income statement results.

1	2	A	L	M	AR	AS	AT	AU	AV
1									
2									
3									
4									
5									
6									
18									
91									
131									
314									
367									
408									
497									
597									
606									

ABC Security					
Company Scorecard	Rolling 5 Years				
All Branches	1-Dec	1-Dec	1-Dec	1-Dec	1-Dec
V835.01.000	31-Dec	31-Dec	31-Dec	31-Dec	31-Dec
	2014	2015	2016	2017	2018

+	18	RMR
+	91	RMR Metrics
+	131	Financial Statements
+	314	RMR Creation Cost
+	367	Employees (FTE)
+	408	Financial Metrics
+	497	Operations Metrics
+	597	Other Metrics
+	606	Scorecard

Key metrics are calculated and compared to targets and benchmarks in the Scorecard section to calculate an overall score:

		AR	AS	AT	AU	AV																				
2	ABC Security	<table border="1"> <thead> <tr> <th colspan="5">Rolling 5 Years</th> </tr> <tr> <th>1-Dec</th> <th>1-Dec</th> <th>1-Dec</th> <th>1-Dec</th> <th>1-Dec</th> </tr> <tr> <th>31-Dec</th> <th>31-Dec</th> <th>31-Dec</th> <th>31-Dec</th> <th>31-Dec</th> </tr> <tr> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> </tr> </thead> </table>					Rolling 5 Years					1-Dec	1-Dec	1-Dec	1-Dec	1-Dec	31-Dec	31-Dec	31-Dec	31-Dec	31-Dec	2014	2015	2016	2017	2018
Rolling 5 Years																										
1-Dec	1-Dec						1-Dec	1-Dec	1-Dec																	
31-Dec	31-Dec						31-Dec	31-Dec	31-Dec																	
2014	2015						2016	2017	2018																	
3	Company Scorecard																									
4	All Branches																									
5	1835.01.000																									
6																										
Scorecard																										
Internal Targets																										
Internal Scores																										
625	Internal net RMR growth	-	1	-	1																					
626	Net attrition rate	1	1	1	-																					
627	Creation cost multiple	(1)	(1)	(1)	(1)																					
628	Revenue growth	-	1	-	1																					
629	Installation GP %	-	-	1	1																					
630	Service GP %	1	1	1	1																					
631	Revenue per FTE	1	1	1	1																					
632	Working capital ratio	-	1	1	-																					
633	Return on assets	1	1	1	-																					
634	Sales win %	1	(1)	(1)	1																					
635	On-site productivity %	(1)	-	-	(1)																					
636	Labor cost per hour	1	(1)	(1)	-																					
637	Jobs completed under budget	1	(1)	1	-																					
638	Billed service GP %	-	-	-	(1)																					
639	Service closed within standard	(1)	(1)	-	-																					
640		4	2	4	3																					
Benchmarks																										
Benchmark Scores																										

The scoring method is simple. For each metric, you score 1 if your results exceed your target, you score 0 if the results are within the targeted threshold, and you score -1 if the results are below the targeted threshold.

The Scorecard is designed to accommodate all types of security companies. So, whether you are a traditional alarm company, a mass marketer or a systems integrator, you can measure your performance and ensure you stay on track to meet your goals.

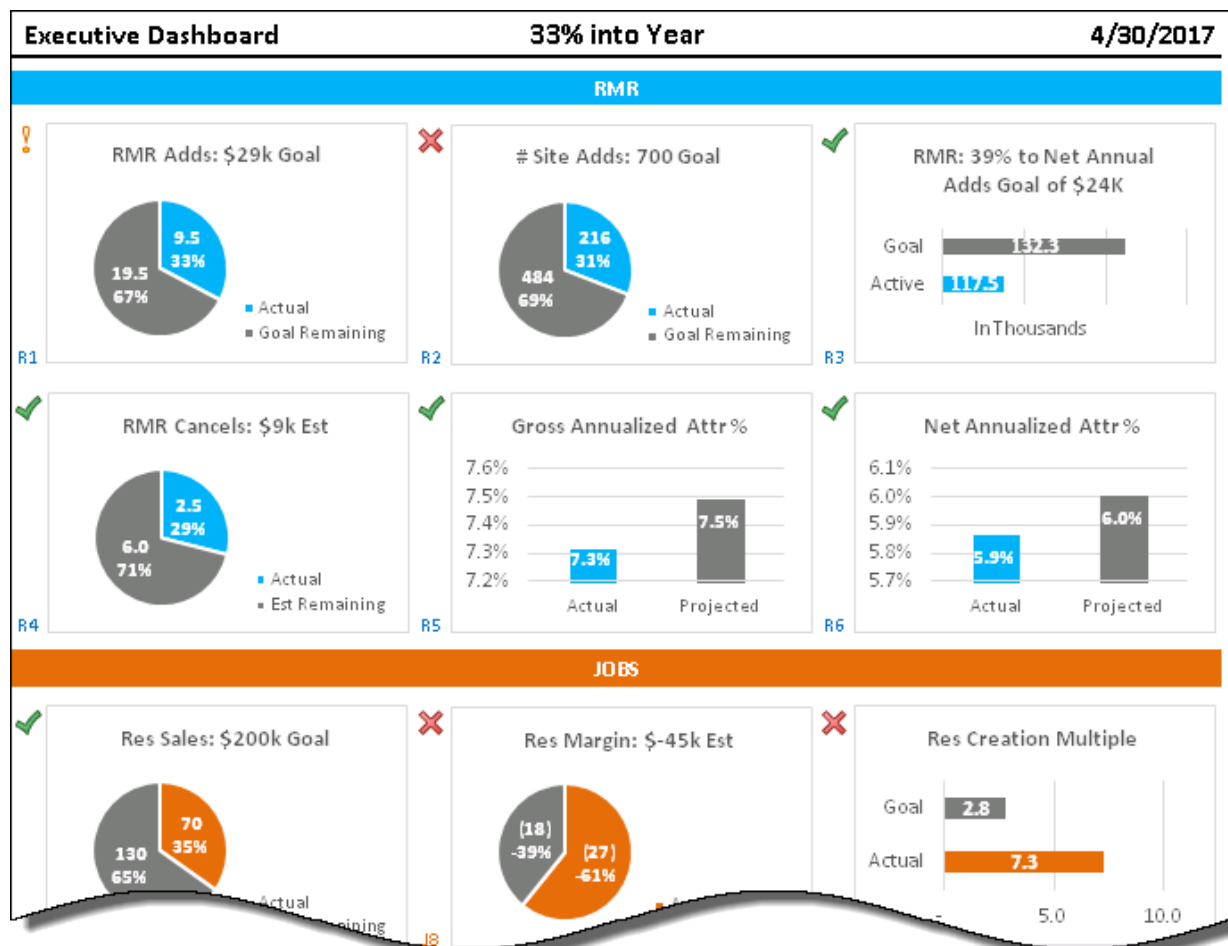
Executive Dashboard

Purpose

The Executive Dashboard is used on a weekly or monthly basis by executive level team members to track company performance against expectations.

Description

The Executive Dashboard tracks sixteen key performance indicators (KPI). It compares actual results to goals or estimates and presents each KPI in a chart with a corresponding symbol. A green checkmark (✓) indicates the company is exceeding its targets, a yellow exclamation point (!) indicates results are within a target threshold, and a red (✗) indicates results are below the target threshold.



Report Packs

Purpose

Flex report packs are typically used by managers and supervisors to keep tabs on how the company is doing within specific areas of responsibilities.

Description

Each report pack has a Settings worksheet where general information, date parameters and company-specific report configuration settings are entered. This information is saved in Flex Data so that it can be easily applied to newly released versions of the report pack.



A report pack has one or more summary reports that provide trend information over weeks, months or years. Users can drill down on summary numbers to supporting detail for further analysis.

Here is a snapshot of the RMR Activity report in the RMR Report Pack.

ABC Security							Fisc
RMR Activity		1-Jan	1-Feb	1-Mar	1-Apr	1-May	1
All Branches		31-Jan	28-Feb	31-Mar	30-Apr	31-May	3
V260.04.012		2017	2017	2017	2017	2017	
Roll-Forward							
Beginning RMR	\$	108,117	114,418	115,599	116,169	117,475	
Installations		2,283	469	764	725	775	
Takeovers		2,107	1,353	751	558	306	
Resigns		125	123	94	173	343	
Other							
<i>RMR added (site activations)</i>		4,515	1,944	1,608	1,455	1,424	
Competition		(73)		(566)	(53)	(89)	
Dissatisfied		(64)					
Financial		(112)		(60)	(172)	(34)	
Moved		(272)	(77)	(234)	(202)	(197)	
Not Using System		(20)	(91)	(155)	(26)		
Sold/Closed Business			(63)	(96)		(54)	
Other			(60)	(63)			
<i>RMR lost (site cancellations)</i>		(542)	(292)	(1,174)	(453)	(374)	
Service additions		266	46	169	305	524	
Service reductions		(26)	(25)	(60)	(26)	(4)	
				(35)	9	(33)	

Toolbox Reports

Purpose

There are over fifty toolbox reports that address specific requirements or needs. Some are used to simplify the accounting process or streamline work flow processes. Others provide deeper analysis than what is available in the dashboards or report packs.

Description

Below is a snapshot of the Contracts Analysis toolbox report. For companies that have service or inspection contracts with customers, this report gives you revenue and cost information over a period to know if the contact has been profitable or not.

ABC Security
Contract Analysis
 6/30/2015 **Renewing on or before**
 6/1/2013 **From Date**
 5/31/2015 **Through Date**

	107	2,558	635	3,193	638	2,556	80%	13
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RI Item Type

Branch_Code	CustNo	Site	RMR	Revenue			Costs	Net	Net %	Hours
				RMR	T&M	Total				
Denver	101777	Capital Cube	31.25	749	310	1,059	251	808	76%	5.02
Denver	101777	Capital Cube	42.50	1,018	-	1,018	138	881	87%	2.75
Fort Collins	101777	Capital Cube	33.00	791	325	1,116	249	867	78%	5.48

ABC Security
Ticket Detail
 6/30/2015 **Renewing on or before**
 6/1/2013 **From Date**
 5/31/2015 **Through Date**

	635	638	(2)	13	0%
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101777 CustNo

Branch_Code	CustNo	Site	Ticket	Billed	Costs	Net	Hours	Net %
Denver	101777	Capital Cube	52208	-	88	(88)	1.75	
Fort Collins	101777	Capital Cube	52206	-	100	(100)	2.00	
Denver	101777	Capital Cube	56065	-	-	-	-	
Fort Collins	101777	Capital Cube	54664	155	-	155	0.50	100%
Fort Collins	101777	Capital Cube	53606	-	50	(50)	1.00	
Denver	101777	Capital Cube	56064	-	25	(25)	0.50	
Fort Collins	101777	Capital Cube	56063	-	49	(49)	0.98	
Denver	101777	Capital Cube	52207	-	75	(75)	1.50	
Denver	101777	Capital Cube	53877	155	38	118	0.75	76%
Denver	101777	Capital Cube	53607	-	50	(50)	1.00	
Denver	101777	Capital Cube	52482	-	25	(25)	0.50	
Denver	101777	Capital Cube	53597	155	38	117	0.77	75%
Fort Collins	101777	Capital Cube	53142	170	50	120	1.00	71%
Denver	101777	Capital Cube	53608	-	50	(50)	1.00	

*** End of Report ***

Special Use Reports

Purpose

Vivid Flex is a powerful tool that can be used to streamline processes and even post transactions back to SedonaOffice. The special use reports have diverse purposes.

Description

The special use reports include:

- **AR-RMR Aging** – age your RMR based on cycle or all AR invoices and choose to exclude zero-value items
- **Bank Compliance Reporting** – a template for calculating whether or not your company is in with bank covenants
- **Cash Flow Forecast** – forecast your cash on a weekly or monthly basis using historical cash activity
- **Commissions Due** - calculates commissions due based on custom payment rules for individual sales reps, posts payments to SedonaOffice, includes payable and payment history reports
- **Service Analysis** - Visual analysis of service causes, resolutions and go-backs metrics
- **Timesheet** - Compiles tech time entered through FSU and emails timesheets to techs using automation

Here is snapshot of the Commissions Due report

Commissions Due
Commissions due relative to customer payments (direct percentage)

END OF REPORT
EDIT SHOW/HIDE

UNGROUP
SHOW DETAIL
RETURN

COPY RECORDS

Branch Group: All Branches
 Employee: Emilio Cruz
 Plan: Plan 1
 As Of: 12/31/2017
 Signature: _____

				<i>Comm Subtotals</i>		<i>Comm Total Payment</i>			
				\$4,932.99	\$1,202.90	\$773.16	\$315.81	\$1,088.97	

Cust Info			RMR Info	Install Info	Comm Info	Comm Due	Payment		Total Payment
Master Job No	Cust No	Name	RMR Sold	Install Sold	Total Comm	R+I Comm Due	RMR Comm Pmt	Install Comm Pmt	Total Comm Pmt
42241	105854	Shirley Berry	29.99	239.55	113.93	113.93	0.00	0.00	0.00
42256	105863	Zonability	21.99	0.00	52.78	0.00	0.00	0.00	0.00
42257	105864	Zoner	49.98	580.00	357.88	328.88	299.88	29.00	328.88
42261	101787	Jason Powell	48.97	1407.00	218.16	218.16	77.46	140.70	218.16
42269	105871	Zoombox	42.98	1091.00	366.98	366.98	257.88	109.10	366.98
42271	105872	Doris Baker	42.99	370.05	294.95	37.01	0.00	37.01	37.01
42278	105875	Walter Bell	38.98	1985.00	432.38	0.00	0.00	0.00	0.00
42289	105878	Sara Fisher	21.99	0.00	52.78	0.00	0.00	0.00	0.00
42301	105883	Annie Frazier	32.99	325.00	230.44	0.00	0.00	0.00	0.00
42320	105585	Vitz	65.00	0.00	390.00	0.00	0.00	0.00	0.00
42321	105585	Vitz	20.00	0.00	120.00	0.00	0.00	0.00	0.00
42337	105893	Janice Stanley	34.99	75.00	209.94	0.00	0.00	0.00	0.00
42340	105894	Zooveo	22.99	0.00	137.94	137.94	137.94	0.00	137.94

Benefits

Contact us to learn more about Vivid Flex and how Astute can help power your security company forward.

- ✓ Empower your users to take control and focus on the information that is important to them
- ✓ Get timely information by enabling your users to run reports when they need to
- ✓ Live information seamlessly refreshes into Excel where the reports get updated in seconds
- ✓ Easily combine the results from multiple queries and sources together to produce more comprehensive reports and provide the complete picture
- ✓ Reduce the number of reports and queries that need to be defined and managed
- ✓ Free up valuable IT resources by creating dynamic reports with which your users can interact
- ✓ Create, update, print, PDF or email multiple reports with a single click
- ✓ Easily deployed with a central area to manage user profiles and connections
- ✓ Intuitively designed interface makes the software a joy to use



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