

# Reference Guide

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#### **About this Document**

This Reference Guide is for use by SedonaOffice customers only. Its purpose is to provide an overview of the content contained within and is to be used for reference purposes only.

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The screenshots in this document reflect version 5.7.31. This document may be updated periodically. Please check our website at <a href="https://www.sedonaoffice.com">www.sedonaoffice.com</a> for the most current version.

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#### **Overview**

SedonaDashboard is a real-time, web-based, data visualization and analysis tool that displays the current status of metrics and key performance indicators within SedonaOffice. Each user can individually design their panel preferences for their dashboard.

This tool can be run outside of SedonaOffice. At the time of installation, SedonaOffice Support will provide a website address where users may remotely log into their dashboards using their SedonaOffice usercode and password. SedonaDashboard can be run from mobile devices and is compatible with Android phones, iPhones and other types of computing devices. The dashboard may be created for viewing on a computer screen in horizontal format. It may also be created in a vertical format for easy viewing on a mobile device.

Charts and graphs may be drilled into to analyze the totals presented. Some panels may also be drilled through to reach an analysis grid where filtering, sorting, additions of columns, mathematical formulas and additional functions may be used to further analyze data. Analysis grids may be exported into Excel, .csv or .pdf formats.

SedonaOffice customers must request the installation of SedonaDashboard from SedonaOffice Support. The system requirements for SedonaDashboard may be found on our website at <a href="http://www.sedonaoffice.com/wp-content/uploads/SedonaDashboard-Analytics-System-Rqmts.pdf">http://www.sedonaoffice.com/wp-content/uploads/SedonaDashboard-Analytics-System-Rqmts.pdf</a>. At the time of installation, customers should be prepared to provide Sedona Support personnel with their targeted goals for monthly, quarterly, and annual RMR sales and jobs so that correct goal gauges may be set.

SedonaDashboard is available for use on SedonaOffice versions 5.7.31 or higher.

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### Which Users Should Be Given Access To SedonaDashboard?

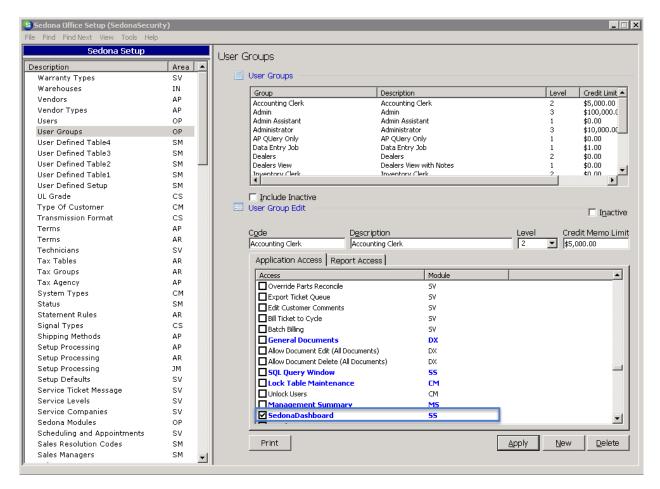
Unlike the main SedonaOffice application, SedonaDashboard does not look at specific functional permissions within the Usergroup table in SedonaSetup to determine what access a user should be given. As long as a user has *one* permission in a module (which could be a very restrictive one such as Customer Tree View Only or only the Chart of Accounts), they will receive unrestricted access to dashboard panels and reports involving those modules seeing information that otherwise would not be available to them through the main SedonaOffice module. SedonaDashboard does not look at Customer Group security, Report access security, or the ability to export data. Users that have been given access limitations in their Usergroups for any of the reasons stated above should not receive access to the SedonaDashboard module.

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#### **Usergroup Table**

Users that need access to SedonaDashboard must be given access to the module within their Usergroup table in SedonaSetup.



Once access to the application has been provided, a new icon will appear on the Application Menu entitled





### **Concepts and Terms**

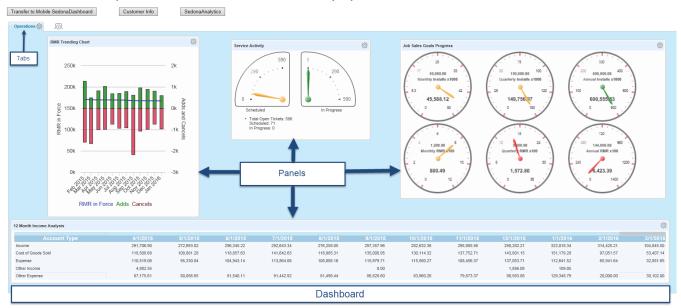
#### **Dashboard, Panels, and Tabs**

The dashboard is a single horizontal screen on which information is placed in the form of panels.

Panels may depict information visually (charts and graphs) or by text (counts, dollar amounts, etc.).

Folder tabs may be used to organize data by subject matter or to otherwise label different views.

When users define their dashboard, their preferences are automatically saved. Each time a user opens their dashboard, panel information is automatically updated.



Hovering the mouse over a specific area of a chart or graph enables totals to appear in a pop-up window representing the area selected.



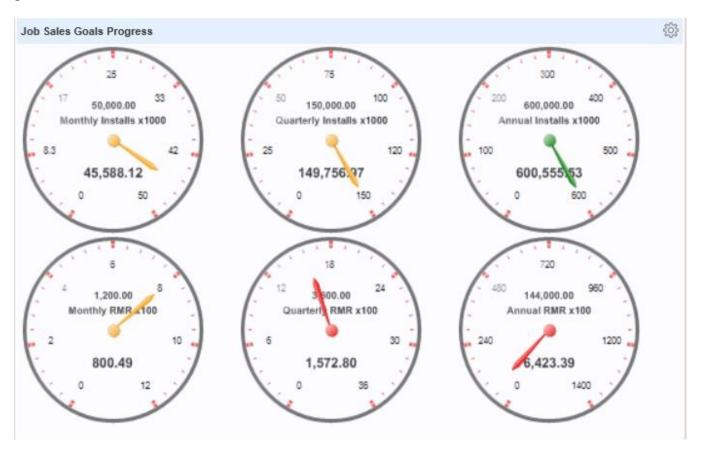
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#### **Gauges**

**Gauges** measure sales performance against a targeted goal. The six gauges below are available through the Job Sales Goal Progress panel. SedonaOffice customers need to provide SedonaOffice Support personnel with their monthly, quarterly and annual sales goals for install dollars and RMR within jobs broken down by monthly, quarterly, and annual dollars. Unless goals are provided, the default for each gauge will be \$1.00.

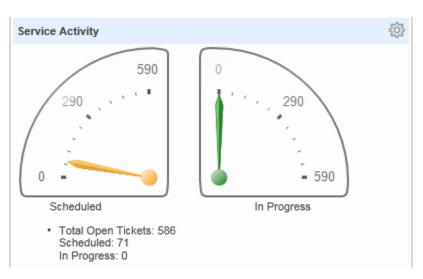
When goals are set behind the scenes, the colors on the needles will represent progress toward those goals. Green indicates that the company has met or exceeded its goal, yellow means that it is more than ½ way to reaching the goal, and red indicates that the company is under ½ way to meeting its goal.



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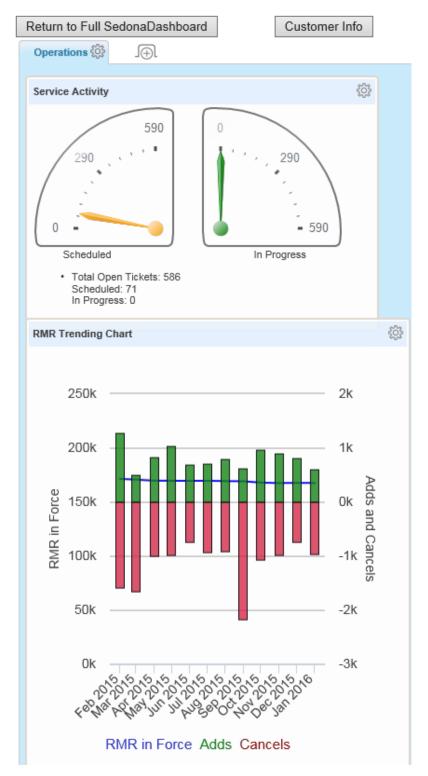
#### **Meters**

**Meters** show performance progress. Unlike gauges, the needles colors do not carry significance. In the example below, the yellow needle indicates that only 71 out of 586 service tickets have been scheduled. The green needle indicates that 0 are in progress. Meters are a great way for management to know when to respond when performance is not as anticipated.





#### **Mobile Dashboard**



The regular dashboard is designed to appear in a horizontal format. Users may elect to arrange their panels in a vertical format for easier viewing on cell phones and other mobile devices. Creating the dashboard design for mobile devices is accomplished through the Transfer to Mobile

Dashboard button. Users may return to the full dashboard at any time by clicking on the Return to Full SedonaDashboard button

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#### **Drill Down**

Users can drill down into chart data by clicking on a specific area to further analyze the information. .



The chart will re-open in a new window offering filtering options to further granulate the data. Depending upon the subject matter of the panel, filters such as branches, types of invoices, range of dates, etc. will be provided.

#### **RMR** Trending



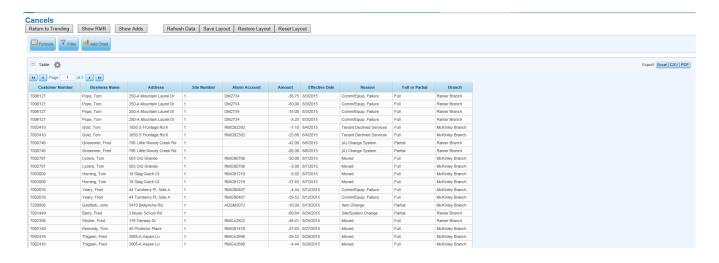
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Depnding upon the subject of the panel, further drill-down may lead to an analysis grid. The list of panel definitions in this reference guide include information on whether an Analysis Grid is available for each panel.

#### **Analysis Grid**

An **analysis grid** enables the creation of new columns with custom calculations, ability to hide/sort columns, filter data, add new groupings, add charts, and peform aggregations using advanced functions. Analysis grids are a powerful tool. Analysis grids may be exported to Excel, .csv, or .pdf format.

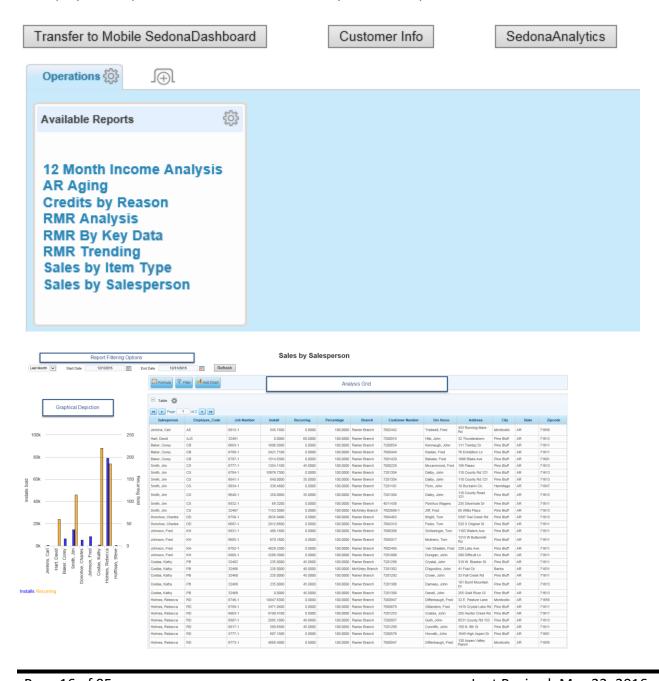


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#### **Reports**

Several of the dashboard panels are also available in the form of a **report**. The advantages of a report over a panel is saving space on the dashboard as well as the ability to immediately drill down into filtered data. When a report is selected, a new window will open containing the graphical depiction (if available) and the ability to immediately drill into the data. Some reports display the graph and a list of customers making up the totals while others go immediately to an analysis grid. The *list of reports* may be displayed as a panel on the dashboard to easily launch a report.



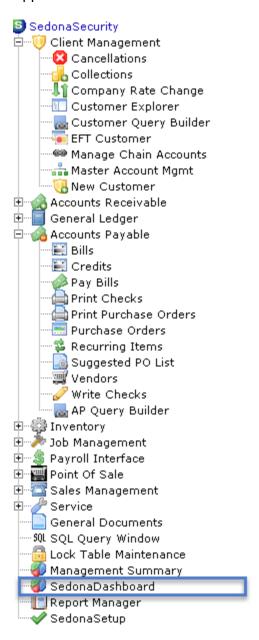


Unlike panels, reports can also contain **hotspots** where data appears in dark blue indicating that it can be drilled into further:



# Launching SedonaDashboard Within SedonaOffice

SedonaDashboard may be launched by-clicking on the icon for SedonaDashboard from the Main Application Menu Tree. SedonaDashboard will take up to one minute to initially load.



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#### Remotely

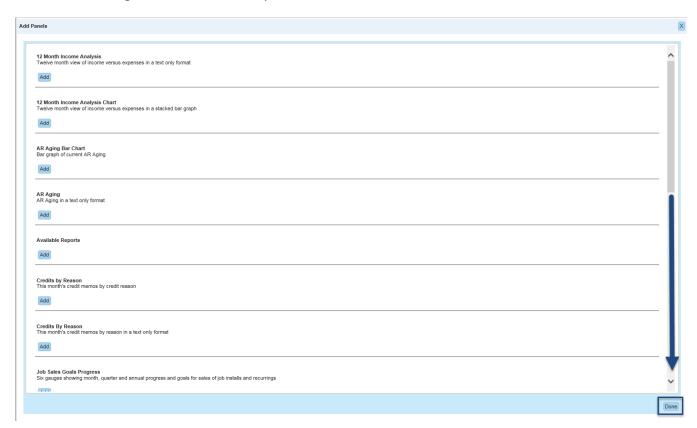
At the time of installation, SedonaOffice Support will provide information on the specific website to be used to gain remote access to SedonaDashboard. Users will login to the website provided using their SedonaOffice username and password. This will bring them directly into their dashboard.





# **Designing the Dashboard Adding Panels**

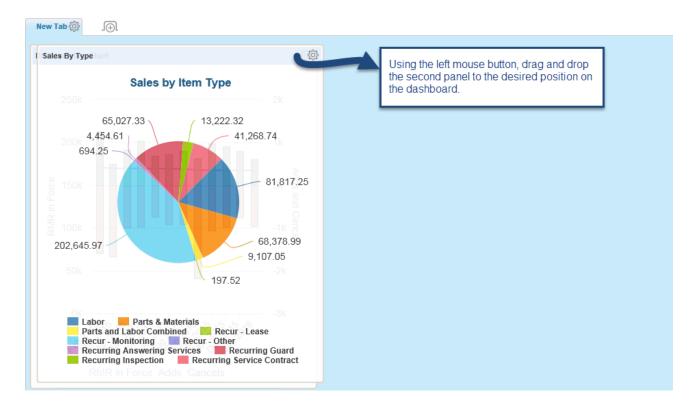
SedonaDashboard offers pre-defined panels depicting specific metrics in the form of charts, graphs, and reports... When the dashboard is launched for the first time, a list of panels will be available for selection. Scroll through the list to find the specific panels for your dashboard. Click the "Add" button next to each panel which should be displayed under the first tab. Once these panels have been selected, press the Done key in the bottom right-hand corner of the screen. The number of panels chosen will dictate how long it will take to load and display the panels due to the number of calculations being done simultaneously.

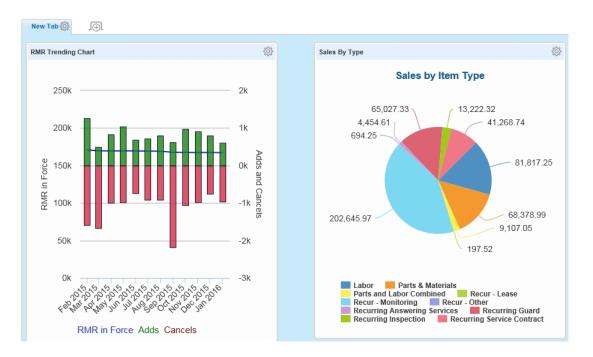


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In the example below, the RMR Trending Chart and the Sales By Type This Month Charts are selected for display. The Sales By Type Chart automatically overlaps the RMR Trending Chart in the first position. Position the cursor in the blue title bar and (using the left mouse button) drag the panel to the right and drop it to appear in a new position on the dashboard. This step must be repeated for each new panel added.

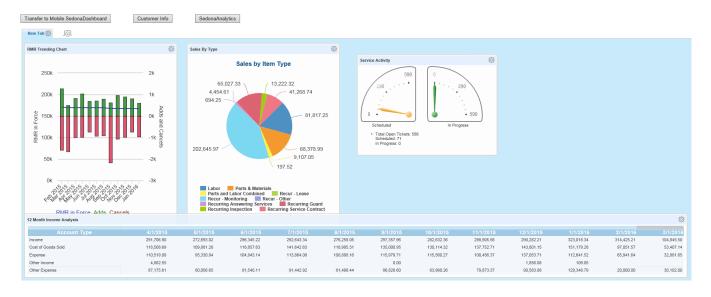




More panels may be added by clicking on the cog within the folder tab and selecting Add Panels.



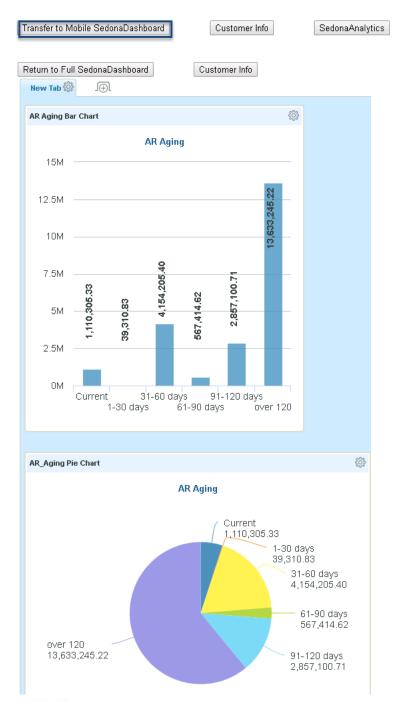
Drag and drop more panels onto the dashboard under this first tab. Position the new panels by dragging and dropping them into the proper locations.





#### **Mobile Dashboard**

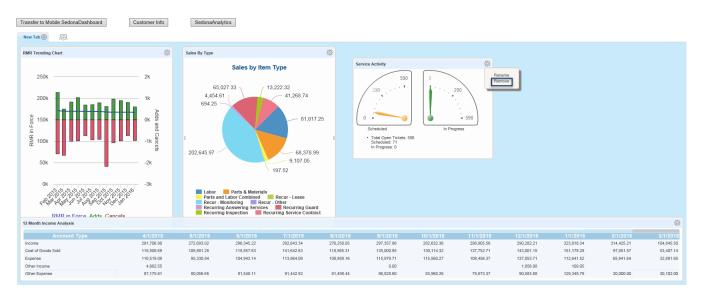
The regular dashboard enables panel views in a horizontal format. Mobile users might prefer to see panels in a vertical format on the mobile dashboard. To add panels in a vertical format, press the Transfer to Mobile SedonaDashboard button at the top of the display. Users may return to the horizontal dashboard format at any time by pressing the Return to Full SedonaDashboard button.



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#### **Removing Panels**

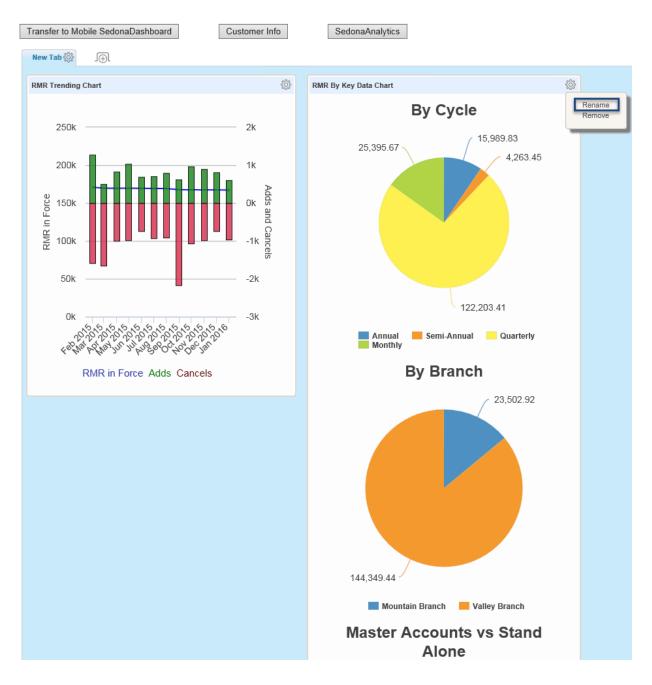
Individual panels may be removed by clicking on the next to the title of the panel and selecting the option Remove.





#### **Renaming Panels**

The pre-defined panels that come with SedonaDashboard have already been given names. The user, however, may choose to name a specific panel differently on their dashboard. To rename a panel, click on the next to the title and select Rename. Enter the new name of the panel in the title and press Enter.



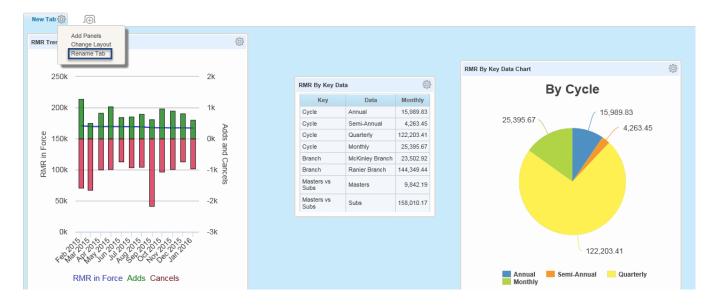
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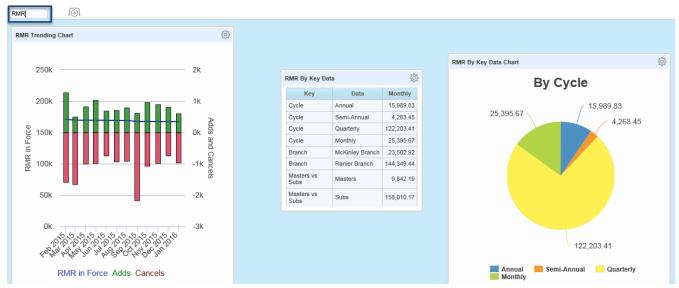


#### **Tabs**

#### **Renaming A Tab**

Folder tabs are used to organize panels or otherwise define a view. For example, the RMR Trending Chart and RMR By Key Data Chart might be held on the tab entitled "RMR" whereas panels depicting sales would be found under a different tab name. To rename a tab, click on the in the tab and select the option "Rename Tab." Type the new name of the tab in the space provided and press Enter.

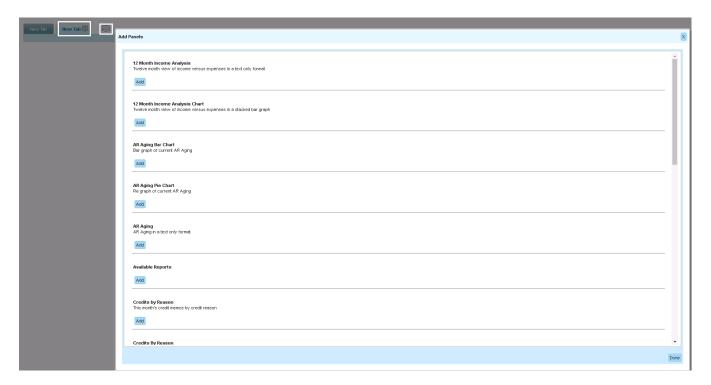




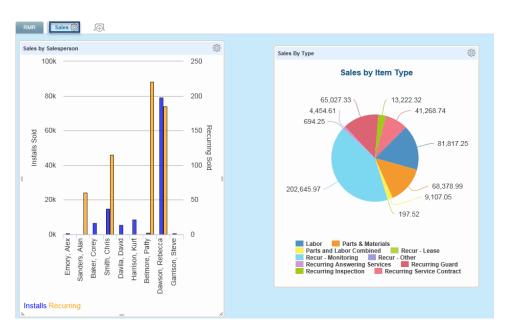


#### **Adding A New Tab**

To add additional tabs, press the button next to the first tab. A new tab is added (in the shaded background) and the Add Panels list appears for the selection of panels to be added under the new tab.

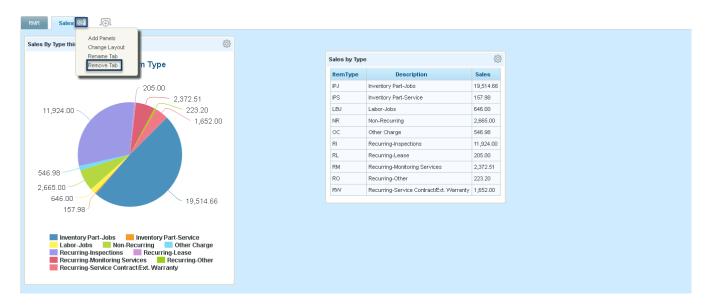


Rename the tab to explain the desired view and press Enter.



#### **Removing a Tab**

To remove a tab (and all of the panels within it), click on the and next to the name of the tab and select the option Remove Tab.

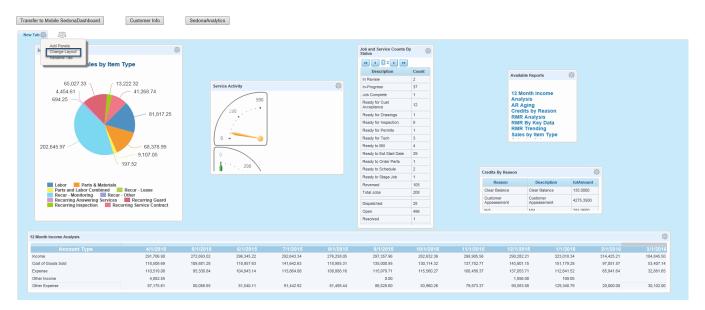


The user will be asked to confirm their intention to remove the tab. Once the OK button is clicked, the tab will be removed.

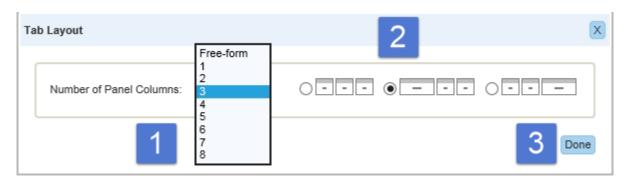


#### **Changing the Layout of Panels**

The default panel layout is free-form enabling the user to place panels anywhere within the dashboard. In the event that columns are needed, instead of the free-form format, the layout of the dashboard may be changed. To change the layout, click on the name of the tab and select Change Layout.

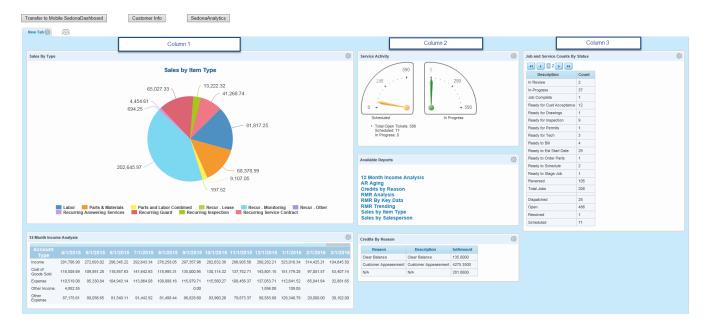


The user may select to have up to 8 columns of panels per tab. Select the appropriate number of columns for display within the tab. Select the radio button indicating whether uniform column widths should be set for all columns, a wider column should appear in the first column, or the last column should be the widest. After the appropriate selections are made, press the Done key.



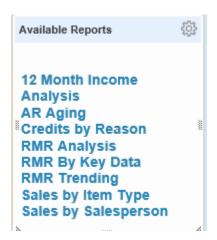
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The panels are now depicted in defined columns and the width is determined by the radio button selected. The user may drag and drop the panels into any of the columns.



#### **Adding Available Reports Panel**

A listing of available reports may also be added as a panel for easy launching.



Clicking on any of these reports will open a new window offering the user filtering capabilities and full drill-down to the data.

#### **Panel Descriptions and Drill Downs**

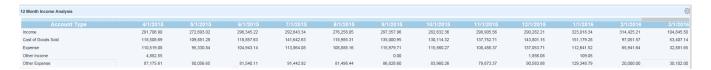
The following is a brief description of the information contained in each panel. Notations have been made for each panel on the availability of drill down, full explanation of the information contained by drilling down, whether an Analysis Grid is offered, and whether the panel is designed to tie to a specific SedonaOffice report. Please refer to the Analysis Grid section for detailed information on using that analysis tool.

12 Month Income Analysis (Text)

 Drill Down
 Analysis Grid
 Ties to SO Reports

 √
 √

The 12 Month Income Analysis panel consists of live data showing the previous 12 months (12 month trending) of Income, Cost of Goods Sold, Expenses, Other Income, and Other Expenses. While this is not meant to replace an Income Statement, it does enable analysis to be done on the numbers recorded as of the end of each month.



#### **Drilling Into the Data**

Click anywhere on the panel to begin drilling into the data. A new window will open enabling the user to select the 12 months ending with a specific period (which goes back to the beginning of when the company went live with SedonaOffice), a selection of all or single branches and a selection of one or all categories. After all sections have been made, press the Refresh key.



12 Month Income Analysis

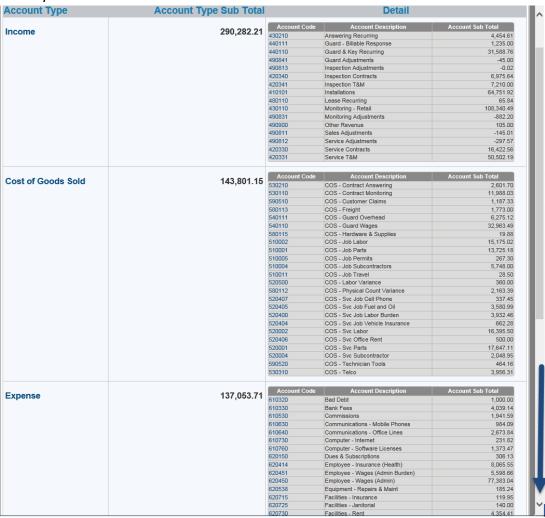
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The user may now click into a specific period based on the newly filtered data.

12 Month Income Analysis												
		12 Accounting perio	ds ending with period	12/01/2015	Refresh Branch	McKinley - McKinley Branch Ranier - Ranier Branch	Category	Central - Central Station Engineering - Engineering Executive - Executive G&A - General & Administratio	· ·			ļ
Account Type	1/1/2015	2/1/2015	3/1/2015	4/1/2015	5/1/2015	6/1/2015	7/1/2015	8/1/2015	9/1/2015	10/1/2015	11/1/2015	12/1/2015
Income	281,956.05	274,720.90	278,061.54	291,706.90	272,693.02	296,345.22	292,643.34	276,258.05	297,357.96	282,632.36	298,905.56	290,282.21
Cost of Goods Sold	117,682.19	113,412.46	115,897.22	118,508.69	109,881.28	118,857.63	141,642.63	118,985.31	135,000.95	130,114.32	137,752.71	143,801.15
Expense	112,302.22	107,171.41	104,370.40	110,519.08	95,330.84	104,943.14	113,864.08	108,888.16	115,979.71	115,560.27	108,456.37	137,053.71
Other Expense	81,183.13	79,683.14	84,979.15	87,175.61	80,056.65	81,540.11	91,442.92	81,498.44	86,828.60	83,960.26	79,873.37	90,583.88
Other Income			67.98	4,882.55					0.00			1,856.08

A new window will open showing the account type, the subtotal for each account type, and a scrollable list of the GL numbers which makeup each account type. The GL account numbers have been setup as hot keys for further drill-down.





Select a specific GL number for further information. This will open the account detail. The user can return to a single period at any time by pressing the Return to Single Period button at the top of the screen. Column sorts may also be performed by clicking on the Register Number, Date, Type Code, Debit, Credit, Branch Code, or Category Code:

Account Detail 420331										
Return to Single Period  For Branchs: McKinley,Ranier For Categories: Central,Engineering,Executive,G&A,Guard,Install,Sales,Service,Tech										
Register_Number Date Type_Code Debit Credit Branch_Code Category_Code Account Balance										
368062	1/5/2015	CRMEMO	134.50	0.00	Ranier	Service	134.50			
368169	1/6/2015	CRMEMO	170.00	0.00	Ranier	Service	304.50			
368240	1/7/2015	CRMEMO	1.00	0.00	Ranier	Service	305.50			
368543	1/4/2015	INV	0.00	297.00	Ranier	Service	8.50			
368546	1/2/2015	INV	0.00	49.50	Ranier	Service	-41.00			
368973	1/7/2015	INV	0.00	419.56	Ranier	Service	-460.56			
368983	1/7/2015	INV	0.00	134.50	Ranier	Service	-595.06			
369002	1/7/2015	INV	0.00	134.50	Ranier	Service	-729.56			

Click on the register number to see the specific GL journal entry. Once viewing is completed, the user can return to the register by clicking on the account.





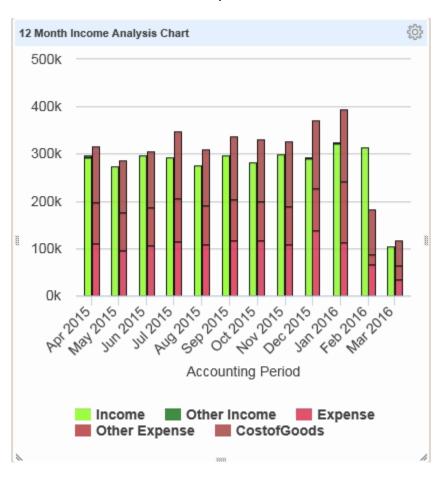
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#### 12 Month Income Analysis Chart

Drill Down	Analysis Grid	Ties to SO Reports
√		√

This stacked bar chart shows the end of month totals taken from the Income Statement over the past 12 months (12 months trending). The totals on this chart tie to the end of months totals taken from the Income Statement over the past 12 months.

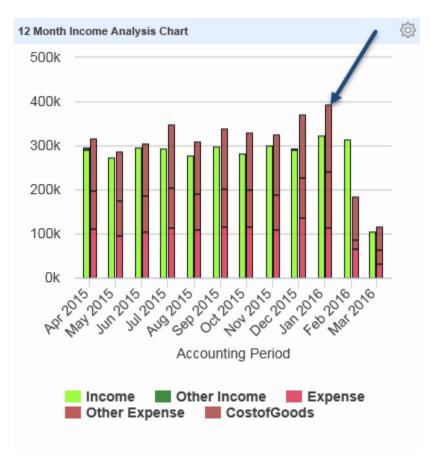


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#### **Drilling Into the Data**

Click anywhere in panel to begin drilling into the data.



The 12 Month Income Analysis window will open.

12 Accounting periods ending with period 0301/2016 Refresh Branch Renner Renner Branch Calegory CARA Contract \$2,450 (1998) \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	12 MONTH INCOME Analysis												
Income 291,706,90 272,693,02 296,345,22 292,643,34 276,298.05 297,357,96 282,932,36 298,905,56 290,262,21 323,016,34 314,425,21 104,845,50			12 Accounting perio	ds ending with period	03/01/2016			Category	Engineering - Engineering Executive - Executive	~ ~			
	Account Type	4/1/2015	5/1/2015	6/1/2015	7/1/2015	8/1/2015	9/1/2015	10/1/2015	11/1/2015	12/1/2015	1/1/2016	2/1/2016	3/1/2016
Cost of Goods Solid 118,508.69 109,8128 118,857.63 141,642.63 118,985.31 135,000.95 130,114.32 137,752.71 143,801.15 151,179.28 97,051.57 53,407.14	Income	291,706.90	272,693.02	296,345.22	292,643.34	276,258.05	297,357.96	282,632.36	298,905.56	290,282.21	323,018.34	314,425.21	104,845.50
	Cost of Goods Sold	118,508.69	109,881.28	118,857.63	141,642.63	118,985.31	135,000.95	130,114.32	137,752.71	143,801.15	151,179.28	97,051.57	53,407.14
Expense 110,519.08 95,330.84 104,943.14 113,864.08 108,888.16 115,979.71 115,560.27 108,456.37 137,053.71 112,641.52 65,941.84 32,881.65	Expense	110,519.08	95,330.84	104,943.14	113,864.08	108,888.16	115,979.71	115,560.27	108,456.37	137,053.71	112,641.52	65,941.64	32,881.65
Other Income 4,882.55 0.00 1,856.08 109.05	Other Income	4,882.55					0.00			1,856.08	109.05		
Other Expense 87,175.81 80,058.85 81,540.11 91,442.92 81,488.44 88,828.60 83,980.26 79,873.37 90,583.88 129,348.79 20,000.00 30,102.00	Other Expense	87,175.61	80,056.65	81,540.11	91,442.92	81,498.44	86,828.60	83,960.26	79,873.37	90,583.88	129,348.79	20,000.00	30,102.00

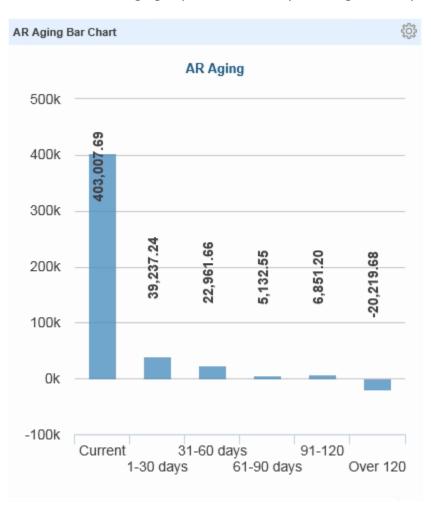
The user should follow the Drill into the Data section for the 12 Month Income Analysis (Text) panel for full directions on drilling into the data from this window.



#### **AR Aging Bar Chart**

Drill Down	Analysis Grid	Ties To SO Reports
V		√

This bar chart reports totals in the aging buckets for Current ,1-30, 31-60, 61-90, 91-120, and over 120 days *as of the last date that the customer was aged*. These totals are for invoices at the customer level. When the database has been aged prior to adding this panel, the totals on this first bar chart will tie to the Current Aging Report when run by showing summary totals only.



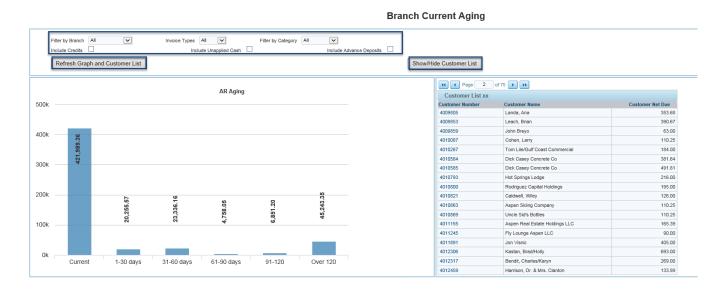
AR Current Aging						SedonaOffice Conference All Branches Customer Customer					rence AP
Curr	ent	1-30 days	31-60 days	61-90 days	91-120	Over 120	Total	Credits	Cash	Adv Dep	Net Due
403,007	.69	39,000.41	22,961.66	5,132.55	6,851.20	(20,219.68)	456,733.83	(12,692.56)	(61,640.34)	65,413.57	447,814.50

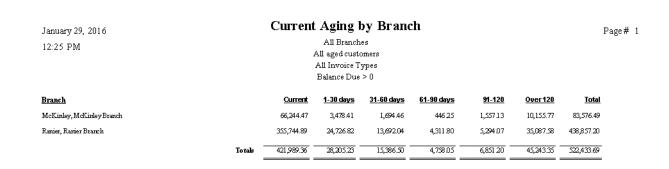
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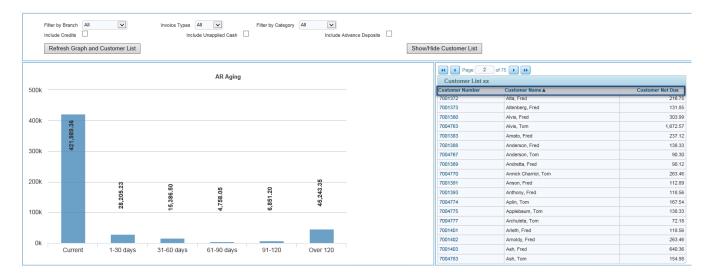
#### **Drilling Into the Data**

Click on any area in the chart to open up the chart for drill-down. A new window will open showing a different bar chart from the one previously displayed. The totals displayed on this bar chart look at aging of invoices by branch and will tie to the Branch Current Aging Report when run by totals. The Branch Current Aging window will enable filtering to be done by branch, invoice type, and category. The user can further choose to include credits, unapplied cash, and/or advance deposits into the totals. After making filtering selections, press the Refresh Graph and Customer List button. To view the customers making up these totals, press the Show/Hide Customer List.

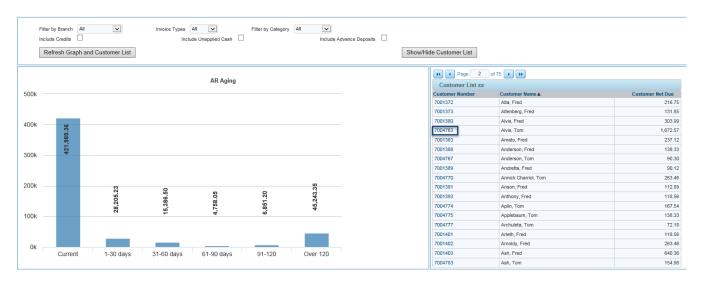




The customer list is a multi-page list and may be sorted by customer number, customer name or customer amount due.



To review the balance of a specific customer, click on the customer number hot spot.



A new window will open showing a history of invoices in the top section, as well as current recurring in the bottom section:



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#### **AR Aging (Text Only)**

Drill Down	Analysis Grid	Ties To SO Reports
V		$\sqrt{}$

This panel reports totals in the aging buckets for Current ,1-30, 31-60, 61-90, 91-120, and over 120 days *as of the last date that the customer was aged*. These totals are for invoices at the customer level. When the database has been aged prior to adding this panel, the totals on this panel will tie to the Current Aging Report when run by showing summary totals only.

AR Aging	ŞÕ
Bucket	Amount
Current	403,007.69
1-30 days	39,237.24
31-60 days	22,961.66
61-90 days	5,132.55
91-120	6,851.20
Over 120	-20,219.68

AR Current Aging  All Branches Customer					Se	edonaOffi	ce Confer	ence AP		
					Customer					
Current	1-30 days	31-60 days	61-90 days	91-120	Over 120	Total	Credits	Cash	Adv Dep	Net Due
403,007.69	39,000.41	22,961.66	5,132.55	6,851.20	(20,219.68)	456,733.83	(12,692.56)	(61,640.34)	65,413.57	447,814.50

#### **Drilling Into the Data**

Click on any aging bucket to open the Branch Current Aging display. A new window will open showing a bar chart representing aging from the branch level. The totals displayed on this bar chart look at aging of invoices by branch and will tie to the Branch Current Aging Report when run by totals. The Branch Current Aging window will enable filtering to be done by branch, invoice type, and category.

Detailed directions on drilling into this data may be found in the AR Aging Bar Chart panel description in this reference guide.

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#### **Available Reports**

Drill Down	Analysis Grid	Ties To SO Reports
<b>V</b>		

Several of the dashboard panels are also available in the form of a report. The advantages of a report over a panel is saving space on the dashboard as well as the ability to immediately drill down into filtered data. When a report is selected, a new window will open containing the graphical depiction (if available) and the ability to immediately drill into the data. Some reports display a graph and a list of customers making up the totals while others go immediately to an analysis grid. All reports will tie to a specific SedonaOffice report in Report Manager. Please refer to the panel descriptions to find to which SedonaOffice report the numbers should tie against.



#### **Drilling Into the Data**

All reports may be drilled into. Click on the specific report to begin the drill down process. Please refer to the panel descriptions of the report names for directions on how to drill into the data.

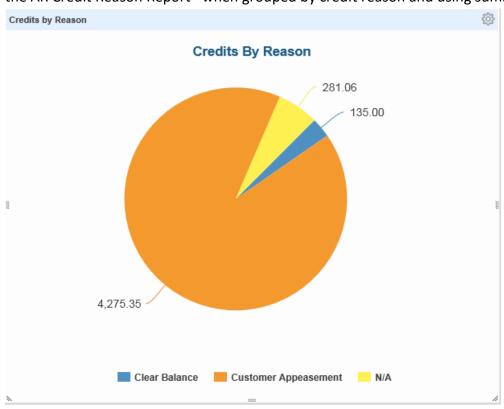
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#### **Credits By Reason**

Drill Down	Analysis Grid	Ties To SO Reports
√		<b>√</b>

This panel breaks down credit memos by Credit Reason. The totals on this report tie by reason code to the AR Credit Reason Report\* when grouped by credit reason and using summary as the type.



#### **Credit Reason Report**

#### SedonaOffice Conference AP

January 2016								
Credit # Customer #	Credit Date Credit Type Site Name	Description Site Address		Credit Reason Items Amt	Req Num Parts Amt	Req By Sales Tax	Approved By Total Credit	Approval Date Open Amt
Clear Balan	ice							
		Clear Balance	Totals:	135.00	0.00	0.00	135.00	0.00
Customer A	Appeasement							
		Customer Appeasement	Totals:	4,090.38	132.75	52.22	4,275.35	281.56
'No Reason	'							
		'No Reason'	Totals:	134.50	132.75	13.81	281.06	0.00
		Gra	nd Total:	4,359.88	265.50	66.03	4,691.41	281.56

Report Selection Criteria

All Branches

All Credit Types All Credit Reasons

All Descriptions

All Requested By

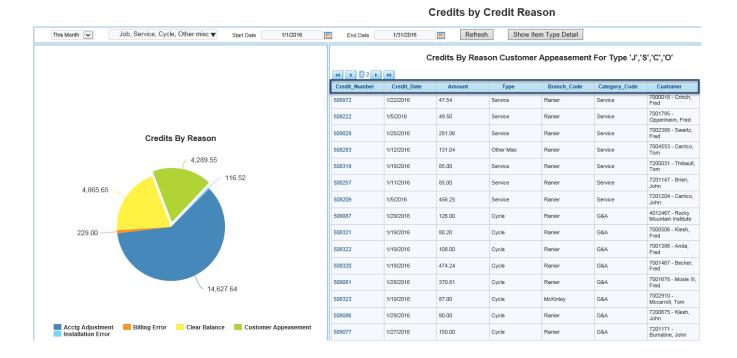
Last Revised: May 23, 2016

#### **Drilling Into the Data**

Click on any area in the chart to open it for drill-down. The Credits by Credit Reason window will open displaying totals for each credit reason. Filtering may be done by time period, type of invoice, and/or a range of dates. After making filtering selections, press the Refresh button.



Click into any area of this new pie chart to see item type detail information and click on the Show Item Type Detail button. A multi-page window will open showing specific information on the credit type selected. This table may be sorted by credit number, credit date, amount, type, branch code, category code or customer number.



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To review a specific credit memo, click on the credit number hot spot.



The credit detail will be displayed. If users are required to utilize credit requests for the creation of a credit memo, the name of the user requesting the credit will be displayed in the Requested By column.



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#### **Credits By Reason (Text)**

Drill Down	Analysis Grid	Ties To SO Reports
<b>√</b>		$\checkmark$

This panel breaks down credit memos by Credit Reason. The totals on this report tie by reason code to the AR Credit Reason Report\* when grouped by credit reason and using summary as the type. If credit reasons are not required to be entered for the creation of credit memos on your system, any credits created without a reason code will appear as N/A on this panel.

Credits By Reason		£03
Reason	Description	Total Amount
Clear Balance	Clear Balance	135.00
Customer Appeasement	Customer Appeasement	4,275.35
N/A	N/A	281.06

#### Credit Reason Report

#### SedonaOffice Conference AP

	January 2016							
Credit # Customer #	Credit Date Credit Type Site Name	Description Site Address	ı	Credit Reason Items Amt	Req Num Parts Amt	Req By Sales Tax	Approved By Total Credit	Approval Date Open Amt
Clear Balan	ice							
		Clear Balance	Totals:	135.00	0.00	0.00	135.00	0.00
Customer #	Appeasement							
		Customer Appeasement	Totals:	4,090.38	132.75	52.22	4,275.35	281.56
'No Reason	'							
		'No Reason'	Totals:	134.50	132.75	13.81	281.06	0.00
		Gra	nd Total:	4,359.88	265.50	66.03	4,691.41	281.56

#### Report Selection Criteria

All Branches

All Credit Types

All Credit Reasons

All Descriptions
All Requested By

#### **Drilling Into the Data**

Click on any area in the chart to open it for drill-down. The Credits by Credit Reason window will open displaying totals for each credit reason. Filtering may be done by time period, type of invoice, and/or a range of dates. Details on drilling down into this data may be found in the panel description entitled Credits By Reason. This will be the pie chart panel.

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#### **Job Sales Goals and Progress**

Drill Down	Analysis Grid	Ties To SO Reports

These six gauges measure the progress toward meeting specific dollar amount totals within jobs. At the time of installation, each company was asked to provide the following information to SedonaOffice Support so that goals could be set behind the scenes.

- 1. Target \$ goal for RMR generated within one month within jobs. (This is **not** related to cycle frequency)
- 2. Target \$ goal for RMR generated within 3 months within jobs (This is **not** related to cycle frequency)
- 3. Target \$ goal for RMR generated annually within jobs. (This is **not** related to cycle frequency)
- 4. Total install \$ to be generated within one month within jobs
- 5. Total install \$ to be generated within 3 months within jobs
- 6. Total install \$ to be generated within 1 year within jobs

If target goals were not provided to SedonaOffice Support at the time of installation, the default for each of these gauges has a default value of \$1.00.

When goals are set behind the scenes, the colors on the needles will represent progress toward those goals. Green indicates that the company has met or exceeded its goal, yellow means that it is more than ½ way to reaching the goal, and red indicates that the company is under ½ way to meeting its goal.

These gauges cannot be drilled into for data analysis.

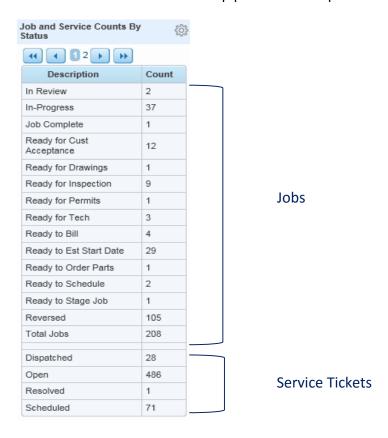




## Jobs and Service Counts By Status (Text)

Drill Down	Analysis Grid	Ties To SO Reports

This multi-page text panel provides the number of jobs and service tickets that are in a specific status. Job statuses are found in the top portion of the panel and service tickets underneath.



This panel does not have drill-down capability.

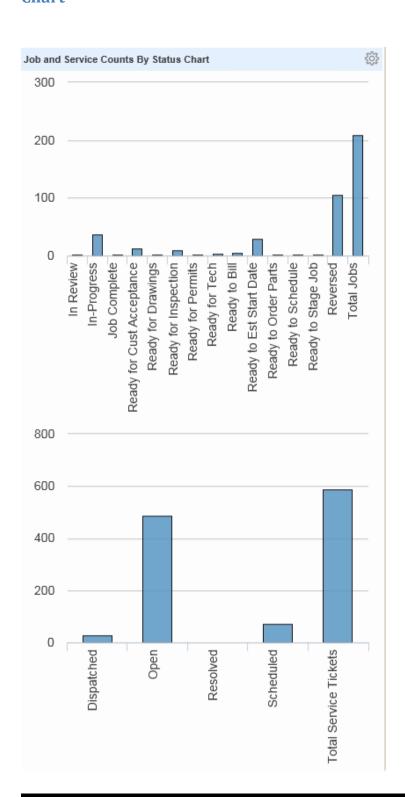
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#### Jobs and Service Counts By Status Chart

Drill Down	Analysis Grid	Ties To SO Reports



This bar chart provides the number of jobs and service tickets that are in a specific status. Job statuses are found in the top portion of the panel and service tickets underneath.

This panel does not have drill down capability.



#### RMR By Key Data (Text)

Drill Down	Analysis Grid	Ties To SO Reports
√	√	$\checkmark$

This panel reports on monthly RMR based on cycle frequency, branches, cycle amounts sent to master accounts vs. the amount billed directly to subaccounts, as well as the central station companies (both internal and third party) that monitor your customer systems. When a system does not have an entry made in the Monitored By field, it will appear as N/A on this panel. The numbers displayed for Cycle frequency tie to the RMR Customer Detail Report as of the last day of the month. The branch totals tie to the last page of the Customer RMR List report when run individually by branch. The Masters data column on Masters vs. Subs ties to the Master Account RMR Summary Listing\* Report as of the last day of the month. The amounts for Subs and Alarm Companies do not have corresponding SedonaOffice reports.

RMR By Key Data					
Key	Data	Monthly			
Cycle	Annual	15,989.83			
Cycle	Semi-Annual	4,263.45			
Cycle	Quarterly	122,203.41			
Cycle	Monthly	25,395.67			
Branch	McKinley Branch	23,502.92			
Branch	Ranier Branch	144,349.44			
Masters vs Subs	Masters	9,842.19			
Masters vs Subs	Subs	158,010.17			
Alarm Company	CSI	128,814.35			
Alarm Company	N/A	38,993.01			
Alarm Company	Sedona Security	45.00			

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#### Cycle Frequency:

**RMR Customer Detail** January 30, 2016 Page# 14 11:25 AM As Of: 1/31/2016 Customer # Name <u>Item</u> System 5 cm <u>Alarm</u> Next Cycle Cycle Amt **Monthly Summary** 191,877.96 15,989.83 Annual Semi-Annual 25,580.70 4,263.45 122,203.41 Quarterly 366,610.23 25,395.67 Monthly 25,395.67

#### Branches:

January 30, 2016 11:30 AM

#### **Customer RMR List**

Page# 55

Commercial, Residential
McKinley Branch
All Systems
As Of 1/31/2016

Cust# 7900098	Bill Site Bill	<u>Name</u> Steppe, Tom	Address 10170 Church Ranch	City Metairie	ST LA	Zip 70011	Customer Type Occupant	Bill Type R	Branch	Active Sites	RMR	Sys#	<u>Item</u>
	Site	Steppe, Tom	111 East Chambers	Banks	AR	71631		С	McKinley		8.19 35.49	DM23522 DM23522	Daily Communication Monitoring Services
	Site	Steppe, Tom	111 East Chambers	Banks	AR	71631		С	McKinley		8.19 35.49 87.36	RMCA3031 RMCA3031	Daily Communication Monitoring Services
7900128	Bill Site	Susan J. Merritt, Tor Susan J. Merritt, Tor	-	Ferguson Amite	IA LA	50078 70422	Occupant	C R	McKinley	1	8.19 35.49 21.84 65.52	RMCB4002 RMCB4002 RMCB4002	Daily Communication Monitoring Services Open/Close Logw/
						Sw	mmary of R	MR:		23	3502.92		

**Customer RMR List** January 30, 2016 Page# 283 11:35 AM Commercial, Residential Ranier Branch All Systems As Of 1/31/2016 Bill Customer Bill RMR Sys# Cust# City ST Zip Type Type Branch Address Item Sites Site Name Summary of RMR:

Page 3

Masters:

1/30/2016

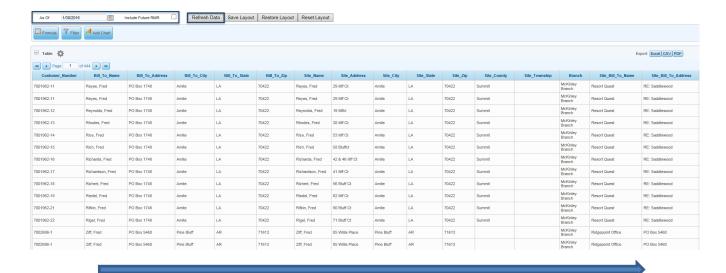
#### Master Account RMR Summary Listing

February 2015

Number	Name	Beginning RMR	Additions to RMR	Decreases to RMR	Ending RMR
7201265	Kaegebein Fine Homebuilding LLC	0.00	0.00	0.00	0.00
7201270	MM-Eight Construction	0.00	0.00	0.00	0.00
7201271	Vail Custom Builders	0.00	0.00	0.00	0.00
7201272	Sherlock Homes	0.00	0.00	0.00	0.00
7201295	Paragon Aspen	0.00	0.00	0.00	0.00
7201321	Regan Construction	0.00	0.00	0.00	0.00
		9,371.02	0.00	0.00	9,371.02

#### **Drilling Into the Data**

Click on any area of the panel to open the analysis grid. A multi-page analysis grid will be displayed. The user has the ability to select the specific "as of" date in which to display the information as well as choosing whether or not to include future RMR in the totals. The Refresh Data button should be clicked after a new date is chosen.

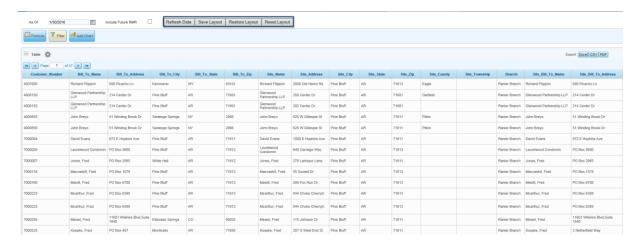


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Unlike the standard Analysis Grid, this grid will require multiple horizontal scrolls to display all fields of information. Since many of the fields offered for analysis may not be needed, the user may choose to filter the table and hide columns not pertinent to the data being analyzed. Information on how to hide columns, create formulas, filters, and charts within an Analysis Grid may be found in the section on Analysis Grids in this reference guide.

Layout buttons are available at the top of the screen to save the columns chosen for analysis. Press the Save Layout button to save the new layout designed. At any point, the user may also select Reset Layout to place the columns back into analysis that may have previously been hidden.

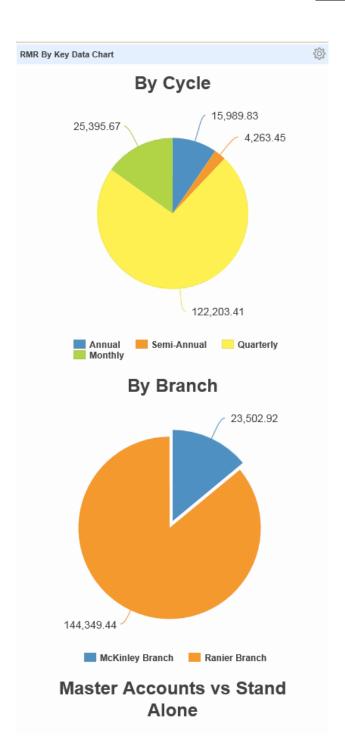


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#### **RMR By Key Data Chart**

Drill Down	Analysis Grid	Ties To SO Reports
√	√	



This panel reports on monthly RMR based on cycle frequency, branches, cycle amounts sent to master accounts vs. the amount billed directly to subaccounts, as well as the central station companies (both internal and third party) that monitor your customer systems. When a system does not have an entry made in the Monitored By field, it will appear as N/A on this panel.

#### **Drilling Into the Data**

Click on any area of the panel to open the analysis grid. A multi-page analysis grid will be displayed. The user has the ability to select the specific "as of" date in which to display the information as well as choosing whether or not to include future RMR in the totals. Full directions on drilling into this data may be found in the Panel Description for RMR By Key Data Chart (Text).

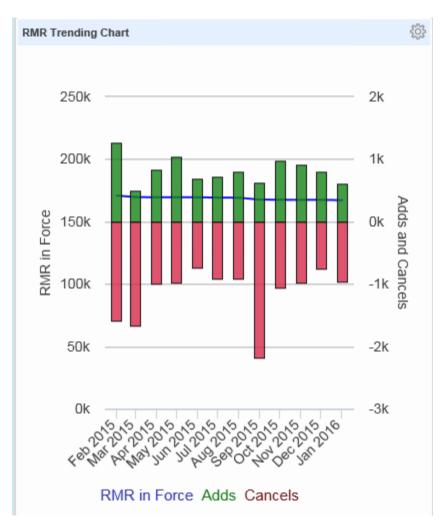
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#### **RMR Trending Chart**

Drill Down	Analysis Grid	Ties To SO Reports
√	√	$\checkmark$

This bar chart shows the amount of RMR (on the customer level) that was added (green) and cancelled (red) each month over the past year. The blue line represents the RMR In Force as of the last calendar day of each period. The addition and cancellation amounts tie to the RMR Increase Summary and the RMR Cancellations Summary within Report Manager. The RMR In Force column (blue) is calculated as of the last calendar day of the month as reported using the Customer (Commercial/Residential) Report Style from the drop-down list and Active RMR in the first column in the Summary of RMR In Force – User Columns Report.



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#### **Reconciling to Sedona Office Reports**

Click into any area of the panel to begin drilling into the data. A new window will open showing a larger view of the graph. Using the mouse, hover over an area for which totals are needed. In the example below, the RMR In Force as of March 31, 2015 is displayed:

RMR In Force for March 2015:



# Summary of RMR In-Force By Branch-RMR as of 3/31/2015 All Active Branches Revenue Level Active RMR McKinley 25,024.30 Ranier 144,631.88 189,655.98





May 19, 2016	RMR Increase	Summary		Page#	
12:43 PM	All Branch				
10.10	Effective Marci				
		All Customers			
	Reporting, Non-Reporti	ing RMR Items			
			RMR		
	Item Count	Item %	Increase	Ra	
Commercial Increases					
Increase Reason					
Exist-Upgrade System	1	33.33%	34.37	53	
New-Installation	2	66.67%	30.00	46	
	3	100.00%	64.37	100	
Residential Increases					
Increase Reason					
(A) Branch Change	2	10.00%	37.00	8	
(I) RMR Adjustment	2	10.00%	42.00	9	
Exist-Add Service	1	5.00%	20.00	4	
Exist-Upgrade System	6	30.00%	148.33	34	
New-Installation	6	30.00%	125.00	29	
New-Rollover	2	10.00%	37.00	8	
Other-AcctgCorrection	1	5.00%	20.00	2	





May 19, 2016	RMR Cancellation	ıs Summary		Page# 1		
* *	All Branches Effective March 2015					
12:29 PM						
	All Custome	ers				
	Reporting, Non-Reporti	ng RMR Items				
			RMR			
	Item Count	Item %	Cancellation	Rate%		
Commercial Cancellations						
Cancel Reason						
Can-Competition	6	27.27%	(205.62)	26.619		
Can-Dissatisfied	5	22.73%	(80.43)	10.419		
Can-Major Remodel	2	9.09%	(50.55)	6.549		
Can-Moved	8	36.36%	(401.69)	51.999		
Exist-Upgrade System	1	4.55%	(34.37)	4.459		
	22	100.00%	(772.66)	100.00%		
Residential Cancellations				-		
Cancel Reason						
(A) Branch Change	2	6.45%	(37.00)	4.169		
Can-Comm/Equip. Fail	3	9.68%	(112.11)	12.599		
Can-Competition	1	3.23%	(43.90)	4.939		
Can-Dissatisfied	2	6.45%	(43.68)	4.919		
Can-Moved	13	41.94%	(391.13)	43.939		
Can-Temporary	3	9.68%	(94.14)	10.579		
Exist-Rate Decrease	1	3.23%	(20.00)	2.259		
Exist-Upgrade System	6	19.35%	(148.33)	16.669		
	31	100.00%	(890.29)	100.009		

#### **Drilling Into the Data**

Click into any area of the main panel to begin drilling into the data. A new window will open showing a larger view of the graph.

#### **RMR** Trending



This view offers three period options:

12 Months Trailing This Year Last Year	Start Date	) <b>==</b>	Refresh	
Eddt Fodi	17112013		Remosii	

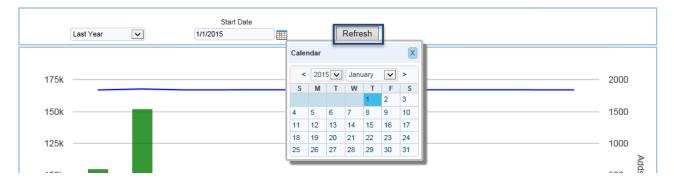
12 Months Trending – Previous 12 months from the current month

This Year – Calendar Year January-December

Last Year – Calendar Year January-December of previous year

Select a start date within the specific period chosen. Press the Refresh button so that the new period may be reflected.

#### **RMR** Trending



The chart refreshes to show the newly filtered dates. Click on either the blue RMR line, the red cancels or the green additions to analyze data within the perioid chosen. In the example below, cancellations for August 2015 wll be chosen.

#### **RMR** Trending

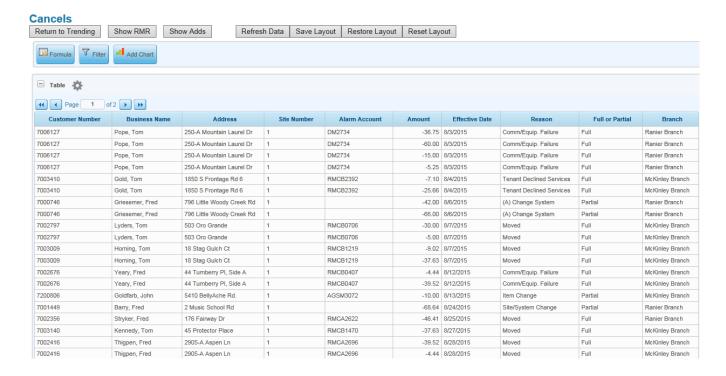


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An Analysis Grid will open showing multiple pages of data involving cancelled data for August 2015 enabling in-depth analysis to begin. At any point, the user may return to the trending chart by pressing the Return to Trending button at the top of the screen. Using wishing to view RMR in Force may press the Show RMR button. Users wanting to display the addition of RMR can press the Show Adds button.

Please refer to the section on Analysis Grids within this Reference Guide for detailed information on using this powerful tool.



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#### **RMR Trending (Text)**

Drill Down	Analysis Grid	Ties To SO Reports
√	√	√

This panel displays the monthly amount of RMR (on the customer level) that was added, and cancelled each month over the past year. The addition and cancellation amounts tie to the RMR Increase Summary and the RMR Cancellation Summary within Report Manager. The RMR In Force column (RMR) is calculated as of the last calendar day of the month as reported using the Customer (Commercial/Residential) Report Style from the drop-down list and Active RMR in the first column in the Summary of RMR In Force – User Columns Report.

RMR Trend	ing		<b>{</b> \$}
Month	RMR	Adds	Cancels
Feb 2015	170,825.23	1,268.69	-1,593.13
Mar 2015	169,655.98	493.70	-1,662.95
Apr 2015	169,480.62	823.36	-998.72
May 2015	169,526.62	1,030.74	-984.74
Jun 2015	169,466.86	687.15	-746.91
Jul 2015	169,256.09	712.89	-923.66
Aug 2015	169,134.13	799.10	-921.06
Sep 2015	167,584.38	627.42	-2,177.17
Oct 2015	167,488.75	967.79	-1,063.42
Nov 2015	167,376.49	903.25	-980.51
Dec 2015	167,467.47	804.56	-748.58
Jan 2016	167,110.26	606.18	-963.39

RMR In Force for March 2015:

#### Summary of RMR In-Force

SedonaOffice Conference AP

 Revenue Level
 Active RMR

 McKinley
 25,024.30

 Ranier
 144,631.68

 169,655.98

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By Branch - RMR as of 3/31/2015 All Active Branches

#### Adds:

May 19, 2016 12:43 PM	RMR Increase Summary  All Branches  Effective March 2015  All Customers  Reporting, Non-Reporting RMR Items				
Commercial Increases	Item Count	Item %	RMR Increase	_ Rate%	
Increase Reason					
Exist-Upgrade System	1	33.33%	34.37	53.39%	
New-Installation	2	66.67%	30.00	46.61%	
	3	100.00%	64.37	100.00%	
Residential Increases					
Increase Reason					
(A) Branch Change	2	10.00%	37.00	8.62%	
(I) RMR Adjustment	2	10.00%	42.00	9.78%	
Exist-Add Service	1	5.00%	20.00	4.66%	
Exist-Upgrade System	6	30.00%	148.33	34.55%	
New-Installation	6	30.00%	125.00	29.12%	
New-Rollover	2	10.00%	37.00	8.62%	
Other-AcctgCorrection	1	5.00%	20.00	4.66%	
	20	100.00%	429.33	100.00%	

Cancels:

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May 19, 2016	RMR Cancellation	ns Summary		Page# 1
12:29 PM	All Branch	es		_
12.27 1 141	Effective March			
	All Custome	ers		
	Reporting, Non-Reporti	ng RMR Items		
			RMR	
	Item Count	_Item %	Cancellation	Rate%
Commercial Cancellations				
Cancel Reason				
Can-Competition	6	27.27%	(205.62)	26.61%
Can-Dissatisfied	5	22.73%	(80.43)	10.41%
Can-Major Remodel	2	9.09%	(50.55)	6.54%
Can-Moved	8	36.36%	(401.69)	51.99%
Exist-Upgrade System	1	4.55%	(34.37)	4.45%
		100.00%	(772.66)	100.00%
Residential Cancellations				
Cancel Reason				
(A) Branch Change	2	6.45%	(37.00)	4.16%
Can-Comm/Equip. Fail	3	9.68%	(112.11)	12.59%
Can-Competition	1	3.23%	(43.90)	4.93%
Can-Dissatisfied	2	6.45%	(43.68)	4.91%
Can-Moved	13	41.94%	(391.13)	43.93%
Can-Temporary	3	9.68%	(94.14)	10.57%
Exist-Rate Decrease	1	3.23%	(20.00)	2.25%
Exist-Upgrade System	6	19.35%	(148.33)	16.66%
	31	100.00%	(890.29)	100.00%
			•	

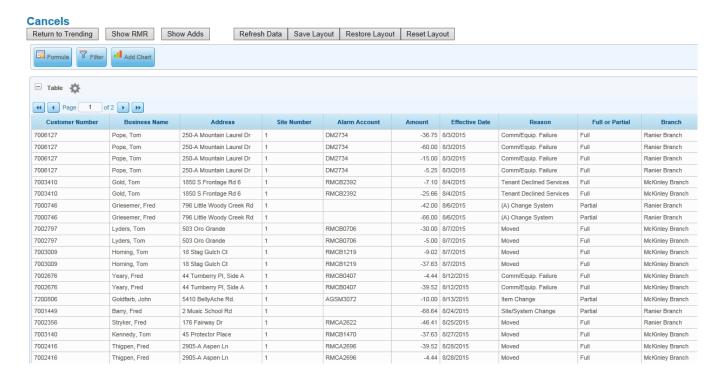
#### Drilling Into the Data`

Detailed directions on drilling into this data may be found in the RMR Trending Chart panel in this reference guide.

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An Analysis Grid will open showing multiple pages of data involving cancelled data for August 2015 enabling in-depth analysis to begin. Please refer to the section on Analysis Grids within this Reference Guide for detailed information on using this powerful tool.

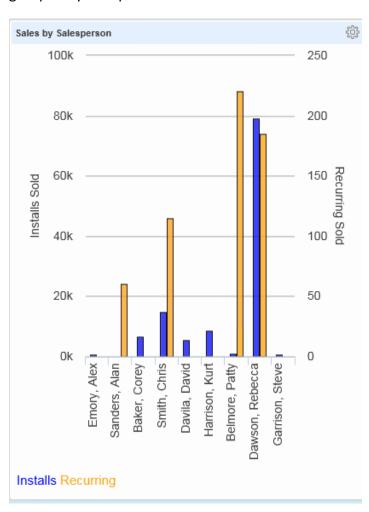




#### **Sales By Salesperson**

Drill Down	Analysis Grid	Ties To SO Reports
<b>√</b>	<b>✓</b>	$\checkmark$

This panel displays the total amount of install and RMR dollars sold within Jobs by each salesperson this month. The amounts displayed in this panel tie to the total on the last page Jobs Sold report when grouped by salesperson..



Job Sold - By Salesperson	All Active Branches All Active Job Types All Departments Al Salespersons All Active Install Companies Sold January 2016 (Consolidated)	Sed	onaOffic	ce Conference A
Salesperson		Install Charges	PartCharges	Recurring
AJS		3,395.98	0.00	0.00
cs		22,552.06	0.00	50.00
JT		1,300.00	0.00	0.00
KH		1,157.08	0.00	0.00
PB		612.78	0.00	40.00
RD		59,960.04	0.00	137.50
SG		0.00	0.00	35.00
TimS		0.00	0.00	10.00
		88,977.94	0.00	272.50

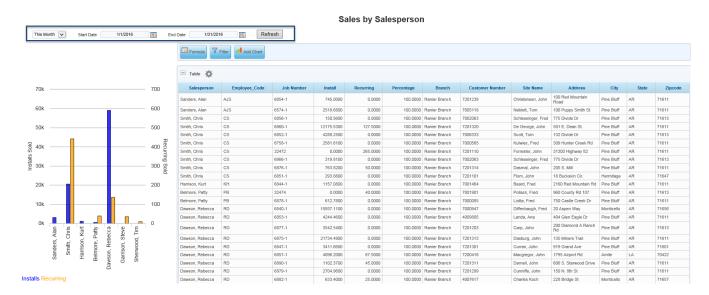
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#### **Drilling Into the Data**

Click on any area of the panel to begin drilling into the data.

A new window will open with two screens of information giving the user the ability to filter the results by period, start and end dates. The user should press the Refresh button to analyze the refined data.



The bar chart will display the totals in the left window for the dates selected, and an Analysis Grid is presented in the right window for further analysis. Please refer to the section on Analysis Grids within this reference guide for information on how to use this powerful tool.

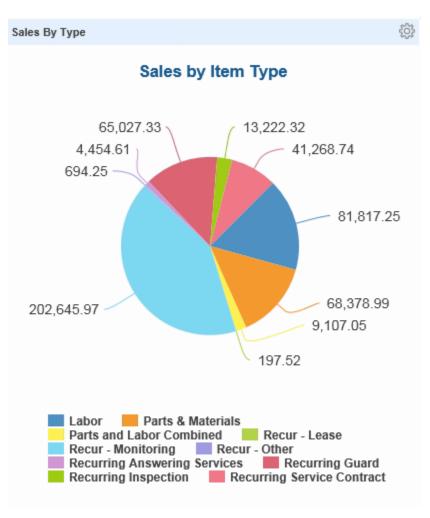
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#### Sales By Type (Pie Chart)

Drill Down	Analysis Grid	Ties To SO Reports
V		V

This panel reports on the total dollar amounts sold this month for items defined in the SedonaOffice Item Type Setup table. The totals that appear in the pie chart will tie to the Sales Report (found within Report Manager under Accounts Receivable) when run by item type, for totals only and for invoices only (no credits).



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1/31/2016

14:35

## SedonaDashboard Reference Guide

Sales Report (Summary)

Page 1

All Branches From 1/1/2016 through 1/31/2016

	Qty	Amount	%of Total	Average Rate
Labor Total				
Activation Fee	3	735.00	0.15%	245.00
GResponse	10	1,705.00	0.35%	174.87
Insp Labor	193	15,400.00	3.17%	80.00
Insp Trip Chrg	37	3,145.00	0.65%	85.00
Job Labor	27	36,530.00	7.51%	1,352.96
Svc Labor	161	15,497.25	3.19%	96.11
Svc Trip Chrg	104	8,805.00	1.81%	84.66
		81,817.25	16.82%	
Parts & Materials Total				
Job Parts	36	37,861.36	7.78%	1,066.52
OTC Parts Sale	17	106.90	0.02%	6.29
Svc Parts	511	30,410.73	6.25%	59.51
		68,378.99	14.05%	
Parts and Labor Combined Total				
Install Holdback	1	-135.25	-0.03%	(270.50)
Job Other	98	8,955.27	1.84%	90.92
Parking Violation	15	75.00	0.02%	5.00
Svc Other	1	212.03	0.04%	212.03
		9,107.05	1.87%	
Recur - Lease Total		3,107.03	1.0770	
Lease	24	197.52	0.04%	8.23
		197.52	0.04%	
Recur - Monitoring Total				
AES Gold	11	275.00	0.06%	25.00
Cellular Backup	1	15.75	0.00%	15.75
Cellular Primary	52	1,420.17	0.29%	27.56
Daily Timer	1,406	7,732.76	1.59%	5.50
MonBack	109	2,691.66	0.55%	24.63
MonCO	11	57.50	0.01%	5.23
MonEnv	58	304.00	0.06%	5.24
Monitoring	4,245	181,773.90	37.36%	42.82
OCL	6	61.50	0.01%	10.25
OCLW	6	59.83	0.01%	10.26
Open Close Log Monthly	232	5,103.80	1.05%	22.00
Remote Access	69	1,164.00	0.24%	16.88
TW	3	23.64	0.00%	7.88
Web	170	1,663.66	0.34%	9.76
		202,347.17	41.59%	

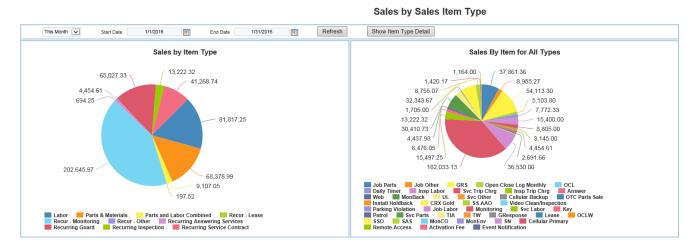
#### **Drilling Into the Data**

Click on any area of the panel to begin drilling into the data.

A new window will open with two screens of information giving the user the ability to filter the results by period, start and end dates:

The Refresh key should be pressed after modifying any of the information above so that the updated data may be displayed.

A new window will open showing the Sales By Item Type in the left window and detailed information on the specific area clicked on for drill-down.

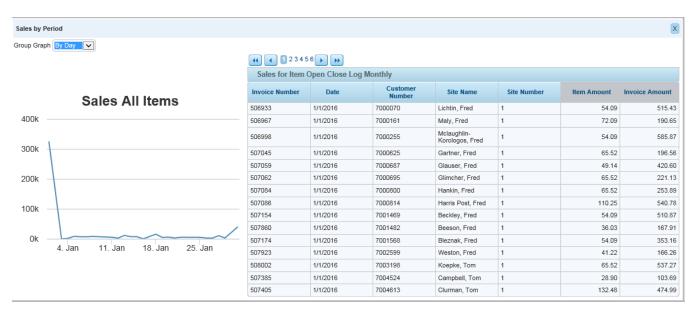


The user may click on any specific item type within the right panel to drill into sales for that specific item or click on the Show Item Type Detail button at the top of the screen to bring up the Sales by Period window.

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A new window will open enabling the user to see sales by either a specific day, week, or the entire month. Select the specific group period from the drop-down menu to view the results. In the example below the By Day option has been chosen. A trend graph for sales is now displayed.



The columns of this report can be used for sorting by invoice number, date, customer number, site name, site number, item amount of invoice amount.

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#### Sales By Type (Text)

Drill Down	Analysis Grid	Ties To SO Reports
√		<b>V</b>

This panel reports on the total dollar amounts sold this month for items defined in the SedonaOffice Item Type Setup table. The totals that appear will tie to the Sales Report (found within Report Manager under Accounts Receivable) when run by item type, for totals only and for invoices only (no credits).



#### **Drilling Into the Data**

Click on any area of the panel to begin drilling into the data. Please review the Panel Description for Sales by Item Type (Pie Chart) for full details on drilling into this data and how to tie the totals to the Sales Report.

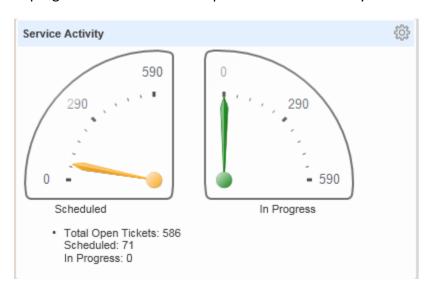
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#### **Service Activity**

Drill Down	Analysis Chart	Totals Tie To SO Reports

The two meters displayed on this panel show today's scheduled on-site service calls and how many of them are in progress. The total number of open tickets, scheduled tickets, and the number of tickets in in progress. The totals on this panel will automatically refresh every 5 minutes.

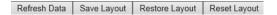


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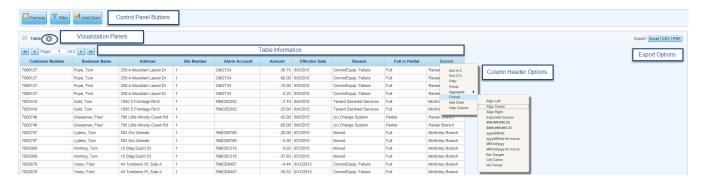
#### **Analysis Grids**

The analysis grid consists of separate panels for controls, tables, and visualizations. Data can be manipulated through use of the controls creating both table and visual analysis.

Layout buttons are available at the top of the screen to refresh the data, save a new layout, or reset the columns back into analysis that may have previously been hidden or otherwise filtered.



There are two parts to analysis grids – using the Controls Panels to manipulate the data and visualizations and the Visualization Panels to determine how the data is displayed.



#### **Controls Panels**

There are three buttons on the control panel that determine what data is to be analyzed – The formula button and the filter button. The third tab Add Chart will be used for data visualization.





### **Formula Button**

The formula button enables calculations to be made based on the available columns in the table. A new column may be inserted containing the data calculation.

# Formula Help Button

Formulas must be entered using specific function statements and operators. A listing of the acceptable statements and operators be found by pressing the Formula Help button. The Formula Help includes an extensive list of functions (their description and syntax) as well as operators, and Other Notes of Interest.



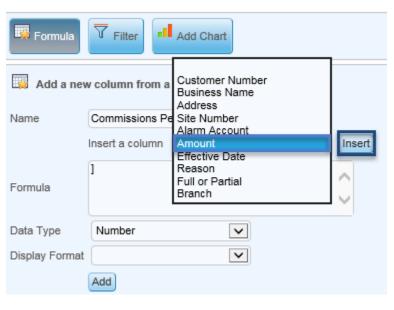
# Formula Help Formulas are expressions made up of columns, constants, functions, and operators. Columns are values that come from the data. Their names are are enclosed in square brackets, like [ShippedDate]. Depending on their data type, they may be used as text strings, numbers, and date/time values. Constants are simply specific fixed values that you enter into a Formula. Functions return values, usually computations based on columns and constants. Operators do arithmetic and logical comparisons. Here are some examples: [UnitPrice] \* [Quantity] Multiply two data columns, UnitPrice and Quantity, to make an ExtendedPrice column. [UnitPrice] \* 0.4 Multiply a data column by an constant value to calculate the tax applied to the price. DateDiff["a", [OrderDate], [ShippedDate]) Get the number of days from the order to the shipment. DateDiff["a", [ShippedDate], Now.) Get the number of evekdays since the shipment date. WeekdayName, (Weekdays (ShippedDate])) Return the name of the day of the week of the shipment date. [LastName] \* ", \* + [FirstName] Concatenate columns and strings together. This might return: Smith, John UCase([LastName] \* ", \* + [FirstName]) Convert to upper case. This implit return: Smith, John

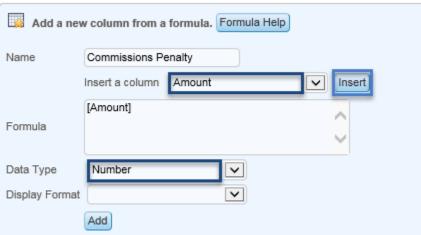


# Creating the Formula

In the example below, we are taking the RMR amount from the Amount column and multiplying it by 10% to show a penalty which potentially could be assessed against a salesperson for cancelled RMR.

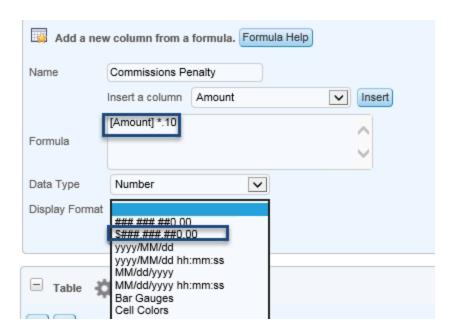
Add the name of the new column to be added in the Name field as well as the name of the column from which the formula will be based (Amount). In the example below, we are defining the column name as Commissions Penalty column which will calculate an amount based on the RMR dollar amount (displayed as the column entitled "Amount" in the analysis grid). Press the Insert button to add the Amount statement into the formula.



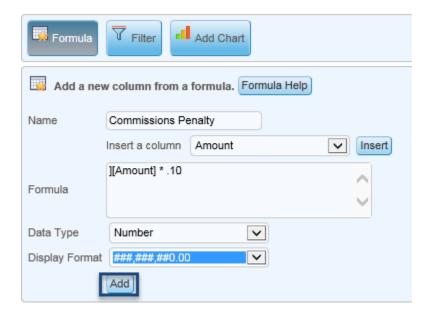




To finish the formula, we are stating that the Commission Penalty column should show 10% of the amount in the Amount column. To do this we are adding \* .10 to the formula statement, marking the data type as a number, and selecting the specific dollar format that should be displayed in the new column..

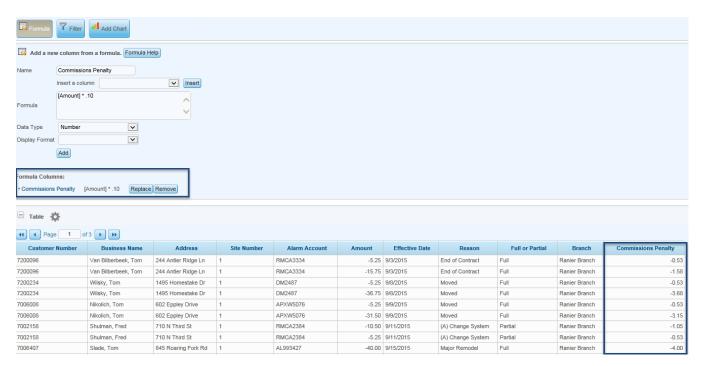


After the formula has been entered, press the Add button at the bottom of the Formula screen. The column, along with its new calculation, will be added to the analysis grid.





The new column and its calculation has been added to the table. More formula columns may be added as necessary. All formula columns are defined in the lower section of the formula panel. At any time the user may replace the calculation or remove it by pressing either the Replace or Remove buttons.



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### **Filter Button**

Data within an analysis grid may be filtered by one or more columns. To filter data in the analysis grid, click on the Filter button at the top of the screen and enter the first column from which filtering should take place.

### Filtering on Cell Values

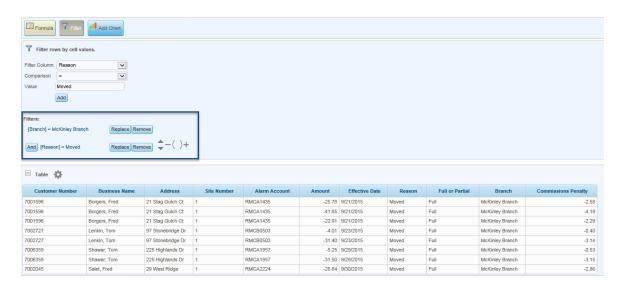
Comparison designate whether data should be included or excluded or the value to which the field should contain. The available comparisons are:



Select the comparison value required. In the example below = has been selected.

The Value field is where an alphanumeric entry is made designating what the cell value should be based on the comparison chosen. In the example below, we are selecting the branch name McKinley. The Add key is pressed designating the first filter. The second filter is the Reason column = Moved. The Add key is pressed after this selection as well.

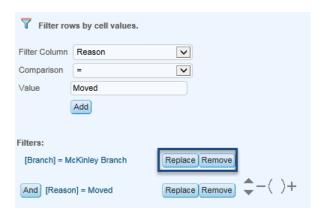
The table information after filtering is shown below.



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Filtering options may be replaced or removed at any time by pressing either the Replace or Remove buttons next to the specific filter.



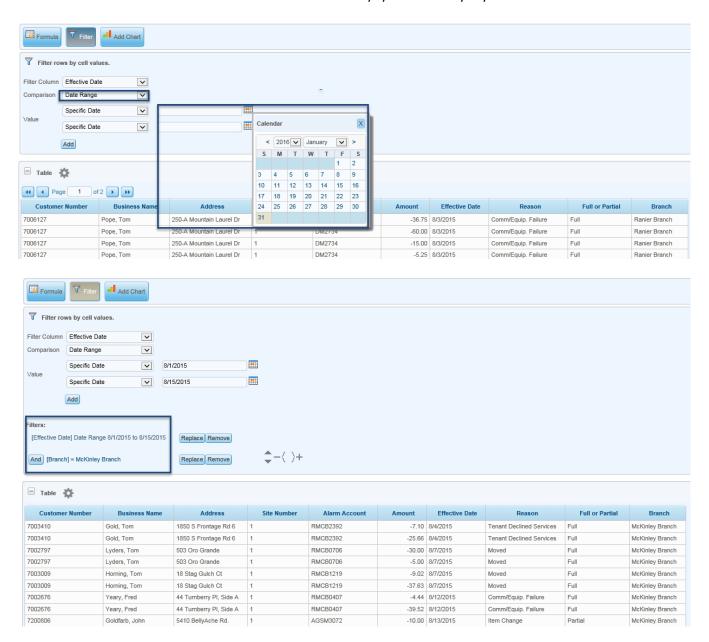
Other filtering selections may also be made using symbols displayed next to the filtering selection:





## Filtering on Date Values

Filtering may also be done on a range of dates. The comparison value for this selection would be Date Range. Select the start and end dates from the calendar presented. In the example below, we have selected to view all cancellations between the dates 8/1/2015 and 8/15/2015



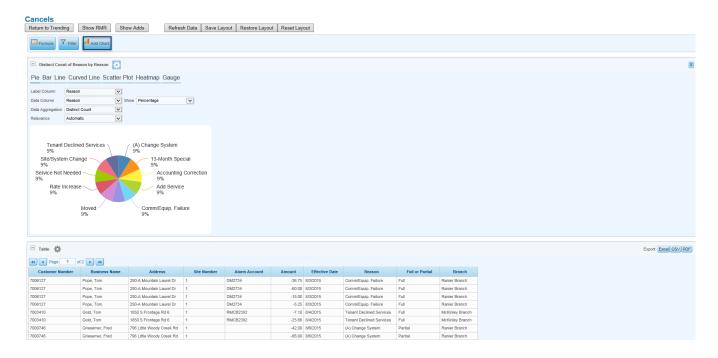
### **Add Charts**

Users may add a new visual display to their analysis by clicking on the Add Chart button. A chart may be created as a pie, bar, line, curved line, scatter plot, heat map or gauge.

# Creating A New Chart.

To create a new chart, click on the type of chart desired (pie, bar, line, curved line, scatter plot, heatmap or gauge). Depending upon the type of chart chosen, the user will be presented with a chart configuration panel identifying different fields in which to select data to be included in the chart.

In the example, we will use data from the cancels analysis taken from the RMR Trending Chart for the creation of a pie chart showing the percentages of all reasons that cancellations took place.



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The **Label Column** represents the name of the column which will identify the information being calculated in the chart. In the example above, the reason for the cancellation is being used.

The **Data Column** represents the name of the column on which data aggregation should take place. In the example above, we are looking for the reason as the column on which aggregation should take place.

The **Show** filed represents how the totals should appear. We have chosen to display percentages.

The **Data Aggregation** field represents the type of aggregation (sums, averages, counts, minimums and maximums) that will take place. We have chosen a distinct count.

The **Relevance** field represents how much data should be presented (e.g. automatic means show percentages for all reason codes, only the top 2 reasons, rankings, etc.). This column may also be turned off.

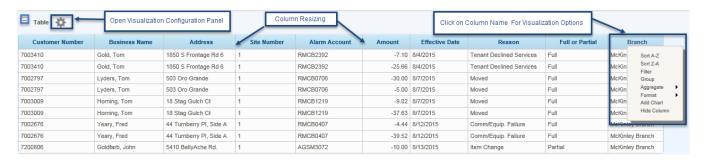
Charts are immediately redrawn as data is selected to go into these fields.

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### **Visualization Panels**

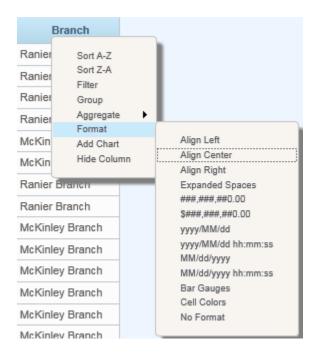
Visualization panels contain either a data table or a chart. Panels can be collapsed or expanded using the "+" and "-" icons.



Clicking on the table's gear icon will display a visualization configuration area for the specific table. This enables users to configure a variety of table features including hiding columns/sorting, grouping, aggregating and the paging of data.

The same options that can be accomplished through the visualization configuration area may also be selected by clicking on the specific column name.

Formatting of columns is selected through the Format option under the column name. The following formatting options for an individual column are:



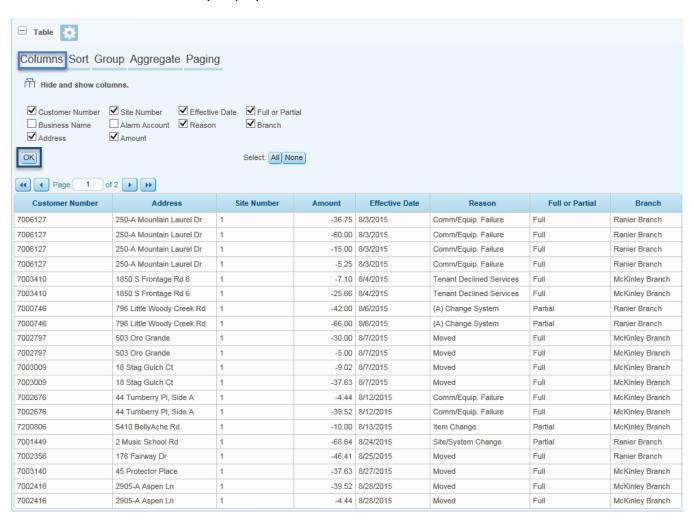
Columns may be resized by clicking on the sides of the data column and dragging either left or right to either increase or decrease the width.

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# **Hide/Show Columns**

Table column headers contain a variety of features. When the column header text is clicked, drop-down menus provide sorting, filtering, formatting, grouping, and other features. To remove a specific column, uncheck the box next to that column. After all selections have been made, press the OK button. The data will now only display those columns chosen.

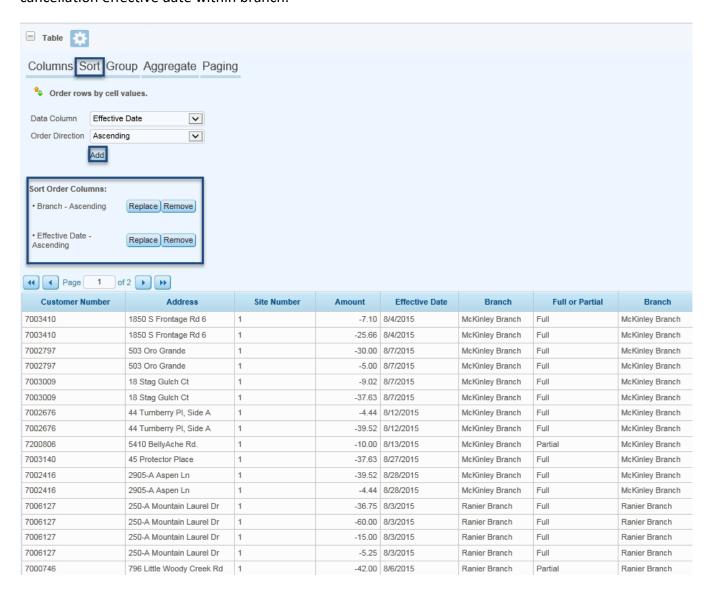


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### **Column Sort**

Data may be displayed by sorting on one or several columns. Select the column to be sorted in ascending/descending order and press the add button. If further sorts are needed, they may be added by selecting the next sort criteria and pressing the Add button. All sort criteria will be displayed in the panel. Any of the sort criteria may be removed or replaced by pressing the Replace or Remove buttons. In the example below, we have sorted first by branch in ascending order followed by cancellation effective date within branch.

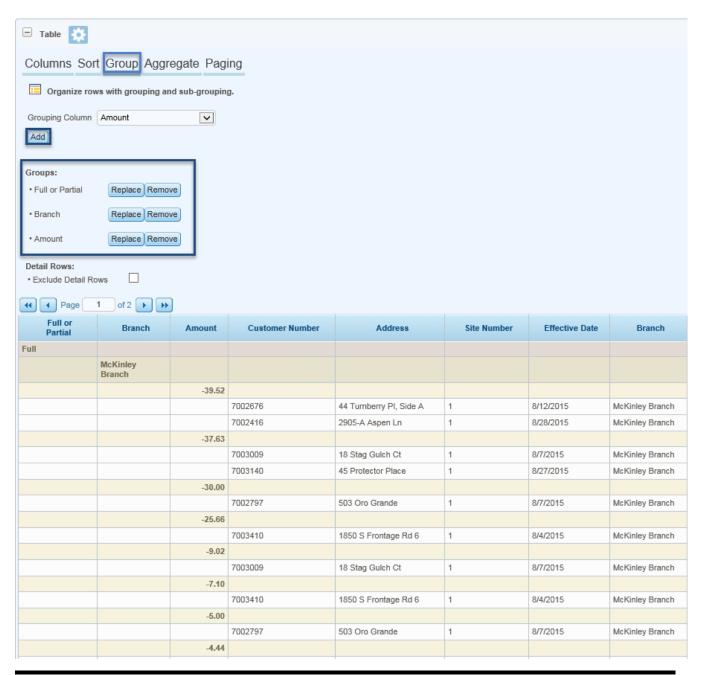


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## Grouping

Rows within the table may be grouped and then sub-grouped. To select the first group, define the column which the data should be grouped by and press the Add key. Subgrouping may be added by selecting the next grouping column and pressing the Add key. In the example below, we have grouped information first by whether the cancellation was full or partial and then sub-grouped it further by dollar amount within each branch. At any point any of these grouping can be replaced or removed by pressing the Replace or Remove buttons.

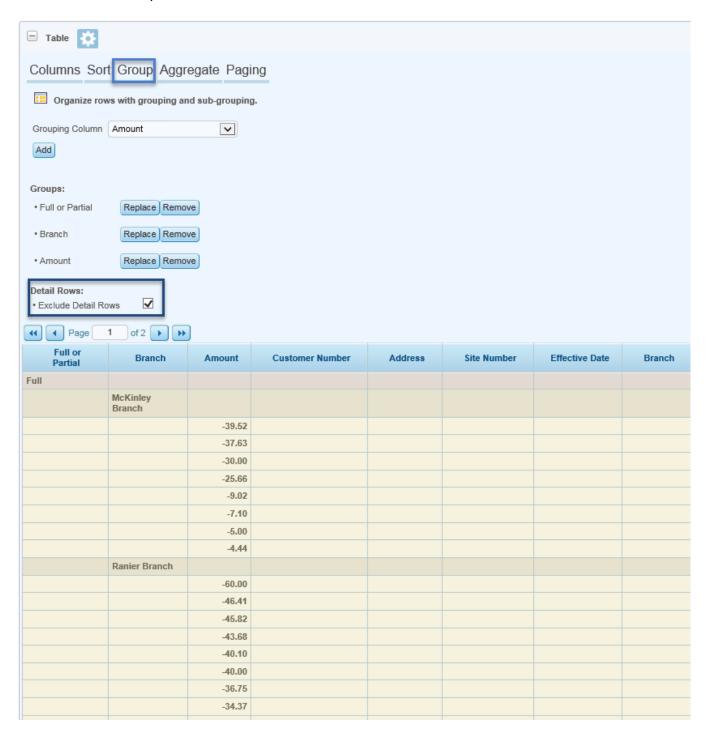


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# **Excluding Detail Rows**

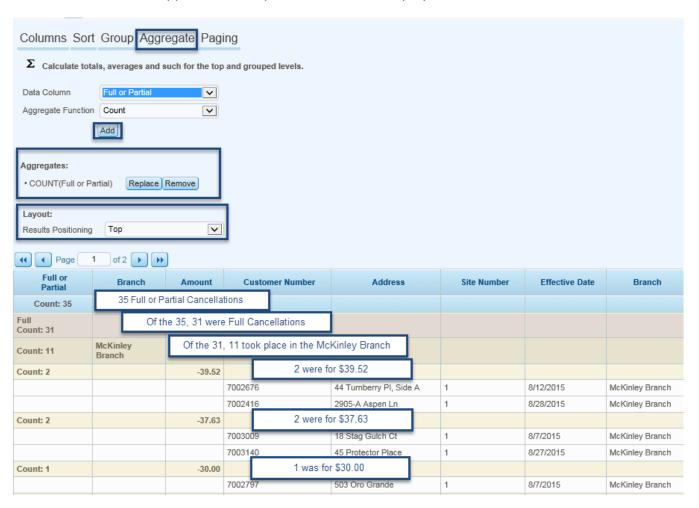
In the event that only group totals should be seen without the details making up those totals, a checkbox should be placed in the Exclude Detail Rows box.





# **Aggregating Data**

The aggregate feature enables sums, averages, counts, minimums and maximums to be calculated for each of the grouped levels. To add an aggregation, select the data column for the aggregation to occur from the drop-down list, and the aggregate function. Select where the totals should appear (at the top or at the bottom). Select the Add key. Further aggregations may be done on other columns using the same steps. At any point the user may either replace or remove an aggregation by clicking on the Replace or Remove button. In the example below, we have requested a count of all Full and Partial Cancels and to have it appear at the top. The results are displayed below:



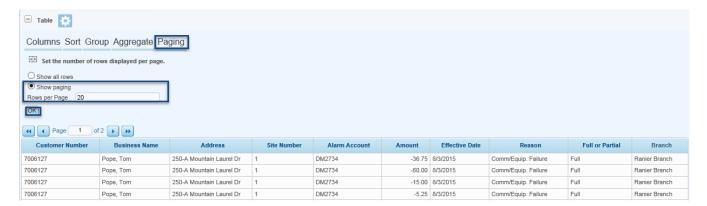
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# **Paging Options**

Users may elect to view their analysis grids using pages (where they can be scrolled through while viewing on the screen) or without pages (where they can be exported into an Excel, .csv, or PDF file without page breaks).

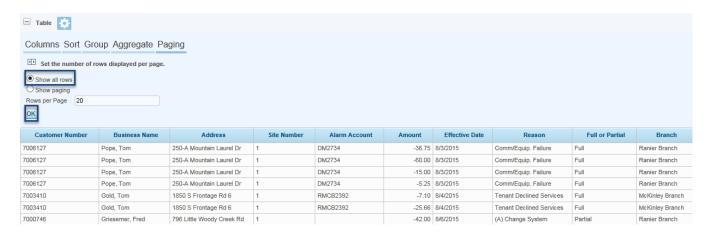
## **Show Pages**

When Show Pages has been selected, the user is asked to define how many rows should appear on a page. Once the number of rows has been defined, the OK button should be pressed.



### **Show All Rows**

When paging should not be selected (where an export will be done to Excel), the Show All Rows radio button should be checked. Once selected, the OK button should be pressed.



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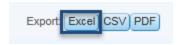


# **Exporting Data**

Analysis grids may be exported to Excel, .csv (comma separated variable files) or as a .PDF. When working with very large data sets, exports may not be practical without doing some filtering first to reduce the number of rows needing to be exported. Please review the section on Filter button for directions on how to filter data.

### **Excel**

The data is exported into an .xlsx or .xls file, as raw data. The file can be viewed in Excel (if installed on your computer) or can be saved to your file system. Table column headers are exported into the first row of the Excel worksheet, as shown above, and numbers are exported as text. Depending on your application's configuration, the data may be formatted and specific worksheet column widths may be set.xlsx or .xls file, as raw data. To export an analysis grid, press the Excel button in the top right-hand corner of the screen.



The program will ask:

Do you want to open or save Table_2042.xls (11.0 KB) from sql-pc?		Open	Save ▼	Cancel	×
Respond by click on the Save button.					
Once the download has been completed, the program will ask	κ:				
The Table_2042.xls download has completed.	Open 🔻	Open folde	r View do	ownloads	×

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### **CSV**

The data is exported into a .csv file, as raw data. The file can be viewed in Notepad (or any text editor) and in Excel (if installed on your computer) or can be saved to your file system. Table column headers are exported into the first row. All fields are enclosed in double-quotes and separated by commas.

To save an analysis grid in a .csv file, press the CSV button in the top right-hand corner of the screen.



The data will be displayed as:

```
"Customer Number", "Business Name", "Address", "Site Number", "Alarm Account", "Amount", "Effective Date", "Reason", "Full or Partial", "Branch"
"7006127", "Pope, Tom", "250-A Mountain Laurel Dr", "1", "DM2734", "-36.75", "8/3/2015", "Comm/Equip. Failure", "Full", "Ranier Branch"
"7006127", "Pope, Tom", "250-A Mountain Laurel Dr", "1", "DM2734", "-15.00", "8/3/2015", "Comm/Equip. Failure", "Full", "Ranier Branch"
"7006127", "Pope, Tom", "250-A Mountain Laurel Dr", "1", "DM2734", "-15.00", "8/3/2015", "Comm/Equip. Failure", "Full", "Ranier Branch"
"7006127", "Pope, Tom", "250-A Mountain Laurel Dr", "1", "DM2734", "-5.25", "8/3/2015", "Comm/Equip. Failure", "Full", "Ranier Branch"
"7003410", "Gold, Tom", "1850 S Frontage Rd 6", "1", "RMCB2392", "-7.10", "8/4/2015", "Tenant Declined Services", "Full", "McKinley Branch"
"7003410", "Gold, Tom", "1850 S Frontage Rd 6", "1", "RMCB2392", "-7.10", "8/4/2015", "Tenant Declined Services", "Full", "McKinley Branch"
"7000746", "Griesemer, Fred", "796 Little Woody Creek Rd", "1", "", "-42.00", "8/6/2015", "(A) Change System", "Partial", "Ranier Branch"
"7000746", "Griesemer, Fred", "796 Little Woody Creek Rd", "1", "", "-66.00", "8/6/2015", "(A) Change System", "Partial", "Ranier Branch"
"7002797", "Lyders, Tom", "503 Oro Grande", "1", "RMCB0706", "-30.00", "8/7/2015", "Moved", "Full", "McKinley Branch"
```

### **PDF**

An image of the table is exported into a temporary .pdf file. This file can be viewed in your browser using the Adobe Acrobat plug-in. The Adobe viewers usually let you save the export as a file, if desired, or print it. Table headers will be displayed at the top of each PDF page.

Customer Number	Business Name	Address	Site Number	Alarm Account	Amount	Effective Date	Reason	Full or Partial	Branch
7006127	Pope, Tom	250-A Mountain Laurel Dr	1	DM2734	-36.75	8/3/2015	Comm/Equip. Failure	Full	Ranier Branch
7006127	Pope, Tom	250-A Mountain Laurel Dr	1	DM2734	-60.00	8/3/2015	Comm/Equip. Failure	Full	Ranier Branch
7006127	Pope, Tom	250-A Mountain Laurel Dr	1	DM2734	-15.00	8/3/2015	Comm/Equip. Failure	Full	Ranier Branch
7006127	Pope, Tom	250-A Mountain Laurel Dr	1	DM2734	-5.25	8/3/2015	Comm/Equip. Failure	Full	Ranier Branch
7003410	Gold, Tom	1850 S Frontage Rd 6	1	RMCB2392	-7.10	8/4/2015	Tenant Declined Services	Full	McKinley Branch
7003410	Gold, Tom	1850 S Frontage Rd 6	1	RMCB2392	-25.66	8/4/2015	Tenant Declined Services	Full	McKinley Branch
7000746	Griesemer, Fred	796 Little Woody Creek Rd	1		-42.00	8/6/2015	(A) Change System	Partial	Ranier Branch

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### **Customer Info**

Users may need to lookup customer information while using the dashboard. To find information on a specific customer, click on the **Customer Info** button directly above the dashboard display.

Transfer to Mobile SedonaDashboard	Customer Info	SedonaAnalytics

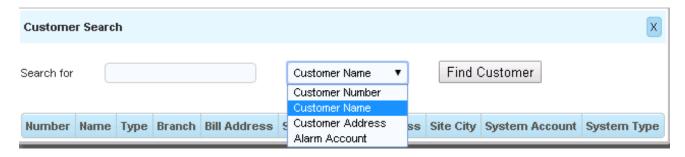
### **Find Customer**

The Find Customer Screen will be displayed:



To find a specific customer, click on the Find Customer button.

Use the drop-down menu to define the search method. Customers may be found by customer number, customer name, customer address, or alarm account number.



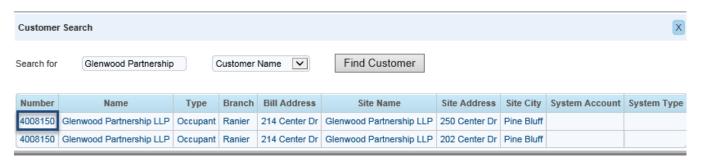
Enter the information in the Search For box and press Find Customer.



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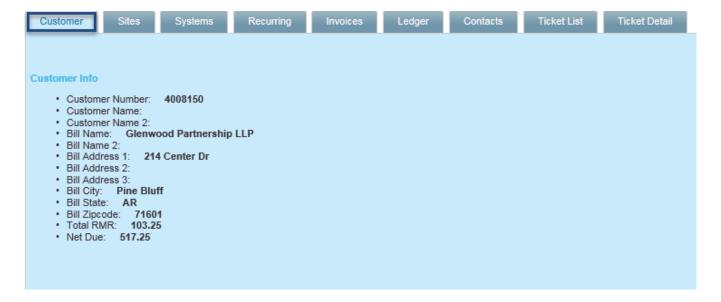
Where more than one customer record is returned (due to more than one site, more than one name, etc.), all customers matching the name will be displayed. Click on the specific customer number representing the correct customer:



The customer record will open with information displayed on the Customer tab.

### **Customer Tab**

The customer tab reports the customer number, customer name, billing information, total RMR and the net amount due.



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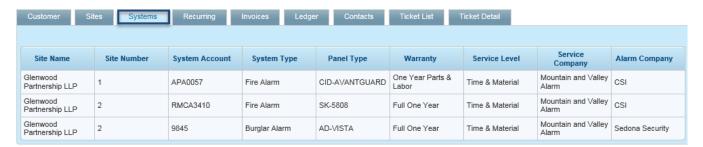
### **Sites**

The sites tab provides information on the site branch, site name, site number, city, state, and zipcode.



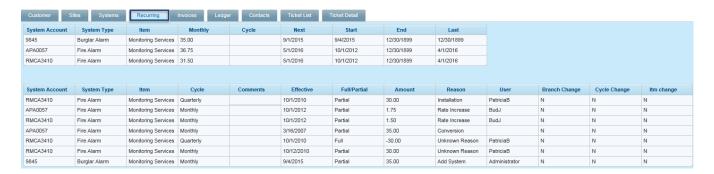
# **Systems**

The systems tab provides information on the specific systems installed at each site including the system account number, system type, panel type, warranty, service level, service company and alarm company.



# Recurring

The customer's current recurring is displayed in the top section (with the date 12/30/1899 used to denote that there is no end date for the cycle). The customer's recurring history is displayed in the lower section.



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### **Invoices**

The invoices tab contains a multi-page display of all invoices created for the customer.

Customer	Sites Systems	Recurring	Invoices Ledge	er Contacts	Ticket List	Ticket Detail		
<b>44 1</b> 2345678910 <b>&gt;&gt;&gt;</b>								
Site/Number	Number/Branch	Invoice Date/Category	Aging Date/Tax Group	Amount/Reference	Balance Due	Taxes/PO Number	Payments/Memo	Credits
Glenwood Partnership LLP	394212	11/1/2008	12/1/2008	35.00	0.00	0.00	35.00	0.00
1	Ranier Branch	N/A	Glenwood Springs	Cycle - 11/01/2008 - 11/30/2008			,	
Glenwood Partnership LLP	400143	12/1/2008	12/1/2008	35.00	0.00	0.00	35.00	0.00
1	Ranier Branch	General & Administration	Glenwood Springs	Cycle - 12/01/2008 - 12/31/2008			We appreciate your business. Happy Holidays!	
Glenwood Partnership LLP	401226	12/23/2008	1/1/2009	35.00	0.00	0.00	35.00	0.00
1	Ranier Branch	General & Administration	Glenwood Springs	Cycle - 01/01/2009 - 01/31/2009				
Glenwood Partnership LLP	403251	1/26/2009	2/1/2009	35.00	0.00	0.00	35.00	0.00
1	Ranier Branch	General & Administration	Glenwood Springs	Cycle - 02/01/2009	- 02/28/2009			

# Ledger

The ledger contains a multi- page activity ledger for the customer.



### **Contacts**

The contacts tab provides the information on the contacts for each site.



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### **Ticket List**

The ticket list tab shows all service and inspection tickets for the customer. To receive details of a ticket, click on a specific ticket number. Press the Ticket Detail tab to view the details of the ticket selected.



## **Ticket Detail**

The ticket detail tab shows detailed information and notes on the ticket as well as the dispatch, arrival, and departure time of the technician.



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