

User Group Forums 2013

FRx for Microsoft Dynamics® ERP Intermediate Session 1

Session starts at 2:00pm ET/11:00am PT



Hosted by:

MSXGROUP

With special presentations by the Microsoft CPM team

Moderated by Nick Sercer of the MSX Group

FRx Intermediate Training Session 1 - AGENDA

2:00pm-3:15pm EDT (11:00am-12:15am PDT)

During this session, we will highlight several reports to demonstrate the following topics

- Actual vs Budget Reporting
- Side by side Departmental reporting
- Multi-Company consolidations
- Report Distribution methods

Attendees will be muted but may ask questions via text using the GoToWebinar Chat or Question option. To ask questions verbally, please raise your hand by clicking the hand icon on the GoToWebinar control panel.



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Hosted by the MSX Group

• www.MSXGroup.com

FRx for Microsoft Dynamics ERP

Divisional Income Statement (Side by Side)

- **Row Definition** – uses standard IS RF

- **Column Definition** – use Account Filters

- **No Reporting Tree**

*Fabrikam Works, Inc.
Divisional Income Statement
For the Two Months Ending February 28, 2007*

<u>Sales</u>			<u>Service</u>		
<u>Denver</u>	<u>San Francisco</u>	<u>Total</u>	<u>Denver</u>	<u>San Francisco</u>	<u>Total</u>
Revenue					
\$467,021	\$419,834	\$886,855	\$130,482	\$95,993	\$226,475
10,097	4,570	14,667			
33,666	30,794	64,460			
<u>453,269</u>	<u>384,498</u>	<u>797,749</u>	<u>130,482</u>	<u>95,993</u>	<u>226,475</u>
324,408	306,662	628,990			
<u>88,831</u>	<u>78,929</u>	<u>167,759</u>	<u>130,482</u>	<u>95,993</u>	<u>226,475</u>
Operating Expenses					
56,466	37,369	93,825	46,000	37,369	83,643
2,834	2,864	5,498	1,915	1,582	3,477
13,364		13,364			
6,660	6,603	13,453	6,243	6,077	12,320
2,300	8,342	10,672	1,630	1,510	3,140
<u>80,444</u>	<u>54,368</u>	<u>134,812</u>	<u>54,448</u>	<u>45,532</u>	<u>99,980</u>
<u>8,387</u>	<u>24,568</u>	<u>32,947</u>	<u>76,834</u>	<u>50,461</u>	<u>126,495</u>
<u>8,387</u>	<u>24,568</u>	<u>32,947</u>	<u>76,834</u>	<u>50,461</u>	<u>126,495</u>
<u>58,387</u>	<u>\$24,568</u>	<u>\$32,947</u>	<u>\$76,834</u>	<u>\$50,461</u>	<u>\$126,495</u>



Consolidated Balance Sheet (multi-company)

- **Row Definition –**
 - Uses standard Balance Sheet Row Format
- **Column Definition –**
 - Uses standard Column Layout
- **Reporting Tree –**
 - Utilize @Any to include more than one Company ID

<i>Fabrikam Works, Inc.</i>	
BALANCE SHEET	
<i>Consolidated</i>	
<i>June 30, 2007</i>	
ASSETS	
Cash - Checking	\$375,351
Money Market Accounts	163,184
Total Cash	538,534
Net Trade A/R	440,268
Due from FWC	11,777
Inventories	2,187,309
Prepaid Other	3,431
Total Other Assets	2,642,786
Total Current Assets	3,187,321
Investment in FWC	515,675
Furniture & Fixtures	302,100
Less Accumulated Depreciation	(185,408)
Net Fixed Assets	116,692
Total Assets	\$3,813,688
LIABILITIES AND EQUITY	
Accounts Payable	\$114,677
Due to FW	11,777
Other Accrued Liabilities	326,708
Total Current Liabilities	453,162
Notes Payable	212,436
Leases Payable	5,850
Total Long Term Liabilities	218,085
Total Liabilities	671,248
Retained Earnings	1,820,039
Common Stock	106,000
Add'l Paid-In Capital	721,148
Treasury Stock	(4,000)
Year to Date Income	499,254
Total Equity	3,142,440
Total Liabilities and Equity	\$3,813,688



Consolidated Income Statement (multi-company)

- **Row Definition –**

- Uses standard IS Row Format

- **Column Definition –**

- Uses Standard Column Layout

- **Reporting Tree –**

- Utilize @Any to include more than one Company ID

*Fabrikam Works, Inc.
Income Statement
Consolidated
For the Nine Months Ending September 30, 2007*

	September			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue						
Sales	\$1,804,403	\$852,441	\$951,962	\$12,471,140	\$7,208,832	\$5,262,308
Sales Returns	13,940	15,051	1,111	145,500	128,823	16,677
Sales Discounts	65,675	50,166	(15,509)	536,407	429,377	107,030
Net Sales	1,724,789	787,225	937,564	12,789,113	6,738,431	6,050,682
Cost of Goods Sold	1,213,990	490,445	(723,545)	8,953,992	4,197,911	(4,756,081)
Gross Margin	510,799	296,780	214,019	3,835,121	2,540,520	1,294,601
Operating Expenses						
Salaries and Wages	227,081	187,891	(39,190)	1,863,005	1,408,536	(454,469)
Depreciation Expense	10,311	7,111	(3,200)	84,853	71,708	(13,145)
Office Expense	9,308	7,350	(1,958)	76,193	82,959	(6,766)
Supplies Expense	25,839	7,891	(17,948)	201,305	51,158	(150,147)
Maintenance Expense	2,890	1,755	(1,135)	22,182	15,075	(7,107)
Rent Expense	22,828	18,734	(4,094)	187,348	180,353	(6,995)
Travel Expense	16,516	15,874	(642)	136,262	135,873	(389)
Advertising Expense	15,013	14,509	(504)	149,857	124,201	(25,656)
Commission Expense	39,887	35,948	(3,939)	328,502	307,885	(20,617)
Total Operating Expenses	388,278	276,862	(111,416)	3,047,383	2,375,639	(671,664)
Income From Operations	132,521	119,917	12,604	887,818	164,981	722,837
Interest Income(Expense)	(1,810)	(1,821)	11	(14,887)	(13,955)	(932)
Income Before Income Taxes	130,711	118,096	12,615	872,931	151,026	721,905
Income Tax Expense	12,543	6,062	(6,481)	101,881	51,438	(50,443)
Net Income	\$118,168	\$112,034	\$6,134	\$771,050	\$99,588	\$671,462



Consolidated Income Statement (actual vs budget)

- **Row Definition –**

- Uses standard IS Row Format w/ modifications for XCR

- **Column Definition –**

- Uses Column Layout w/ XCR definitions

- **Reporting Tree –**

- Utilize @Any to include more than one Company ID

Fabrikam Works, Inc.
Income Statement
Consolidated
For the Nine Months Ending September 30, 2007

	September			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue						
Sales	\$1,804,403	\$852,441	\$951,962	\$12,471,140	\$7,208,832	\$5,174,509
Sales Returns	13,940	15,051	1,111	145,500	129,823	(15,677)
Sales Discounts	65,675	50,166	(15,509)	536,407	429,377	(107,030)
Net Sales	1,724,789	787,225	937,564	12,789,113	6,738,431	6,050,681
Cost of Goods Sold	1,213,990	490,445	(723,545)	8,953,992	4,197,911	(4,656,081)
Gross Margin	510,793	296,780	214,013	3,835,121	2,540,520	1,194,500
Operating Expenses						
Salaries and Wages	227,081	187,891	(39,190)	1,863,005	1,408,536	(454,469)
Depreciation Expense	10,311	7,111	(3,200)	84,853	71,709	(13,144)
Office Expense	9,308	7,350	(1,958)	76,193	82,959	(6,766)
Supplier Expense	35,839	7,891	(27,948)	201,305	51,158	(150,147)
Maintenance Expense	2,890	1,755	(1,135)	22,182	15,075	(7,107)
Rent Expense	22,829	18,734	(4,095)	187,348	180,353	(6,995)
Travel Expense	16,516	15,874	(642)	136,262	135,873	(389)
Advertising Expense	15,013	14,509	(504)	149,857	124,201	(25,656)
Commission Expense	39,887	35,948	(3,939)	328,502	307,885	(20,617)
Total Operating Expenses	388,276	276,862	(111,414)	3,047,383	2,375,639	(671,664)
Income From Operations	132,517	51,918	80,599	971,738	1,164,891	(193,153)
Interest Income(Expense)	(1,810)	(1,821)	11	(14,887)	(13,955)	(932)
Income Before Income Taxes	130,707	50,097	80,608	956,851	1,150,936	(194,085)
Income Tax Expense	12,543	6,062	(6,481)	101,881	51,438	(50,443)
Net Income	\$118,164	\$44,035	\$74,129	\$854,970	\$99,498	(765,472)



User Resources



Microsoft®

- Microsoft.com
 - PartnerSource
 - CustomerSource
- <https://connect.microsoft.com>
- <http://blogs.msdn.com/b/dynamicscpm/>



<http://www.msxgroup.com>
<http://boards.msxgroup.com>

FRx Product Page:

<http://msxgroup.com//microsoft-frx>

FRx Resources Page:

<http://msxgroup.com/registered-members-only-frx>

Session slides will be made available to attendees later this week via email.



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FRx for Microsoft Dynamics ERP

Thank you!

User Group Forums 2013

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Intermediate Session 1

Up next: FRx Session 5 – Intermediate Session2

Session starts at 3:30 ET/12:30 PT

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