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Fall 2020

Next Session Will Begin Soon



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Fall 2020

Next Session Will Begin Soon





Fall 2020

September 22, 2020

**Management Reporter
Microsoft Forecaster**

September 23, 2020

**Prospero Reporting
Prospero Budgeting**

September 22, 2020

Management Reporter & Microsoft Forecaster

11:00 AM EST

Management Reporter: Introduction

12:15 PM EST

Management Reporter: Beyond the Basics

1:30 PM EST

Microsoft Forecaster: Introduction

2:45 PM EST

Microsoft Forecaster: Beyond the Basics

4:00 PM EST

PROSPERO: MSX Group's Combined Option
for Financial Reporting and Budgeting



Fall 2020



Derek Krebs, Sr Consultant
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- **MSX Group** is the original team who developed, implemented and supported FRx, Forecaster, and Mgt Reporter the past 25+ years working at FRx/MSFT/MSX. **Prospero** released to market 2010 (10+ years, 1000's users).
- **Derek** has spent the last 25 years Consulting and Managing Consultants at Microsoft (13 yrs) & MSX Group (12 yrs) working strictly on Budgeting & Reporting Software.
- **Derek** has done over 300 client Implementations spanning 25 years; **MSX Group** has helped train, implement and support over 15,000 users!

Microsoft Forecaster: Introduction

AGENDA

- Product Overview and Demo
 - Budget Input
 - Multi-row and Single Row
 - Details: Line Items, Human Resources, Capital, Revenue
 - Reports, Security, Forecasts
- Load Segments, Create and Modify Rollup Trees
- New Input Set
 - Periods, Column and Input Set
 - Copy Plan
- Questions and Answers

Microsoft Forecaster: Introduction

What is Microsoft Forecaster?

- Purpose built financial budgeting, planning and forecasting application
- Pre-built modules for modeling Revenue, Expenses, Human Resources and Capital detail
- Extras like Workflow, Audit Trail, Allocations, Foreign Currency, Top Down Adjustments, Reporting, and more!
- Used by 15,000+ users over the last 15+ years!!

Microsoft Forecaster: Introduction

Budgeting Challenges using Excel

- Too many spreadsheets, formulas, broken links
- Too much time to set up
- Difficult to collaborate without workflow, security, and audit trail
- Data integrity, version control, consolidation

Microsoft Forecaster: Introduction

Forecaster Benefits

Quicker Budgeting Cycle

- Minimal year to year setup
- No broken links, formulas, and multiple spreadsheets
- Powerful & easy rollups for quick consolidation or reorganization

Budget Control

- Centralized setup stored in database
- Workflow, User and Group Security, Audit Trail
- Easy to Use! Microsoft Office navigation, Spreadsheet design

Microsoft Forecaster: Introduction

Latest Microsoft Product Versions

- Microsoft Budgeting Forecaster 7 SP 5 (May 2014)
- Microsoft Reporting Mgt Reporter (MR) 2012 CU16 (Mar 2018)
- **PROSPERO** Budgeting & Reporting Prospero 2.1.1094 (2020 Q3 updates)

Notes:

1. Management Reporter included with ALL Dyn AX, GP, SL, AX, and D365 FO
2. Forecaster included with most older MSFT Dyn license packages
 1. Example: not included if new customer for D365 FO, GP 2016, GP 2018, SL 2016, SL 2018, etc.
 2. You do get “grandfathered in” if using most older Dyn license version (prior/older to above)
3. No new features and development by Microsoft on Forecaster, FRx and MgtRpt (and no Service packs)
4. **MSX Group will support and consult on FRx, Forecaster & Mgt Rpt for as long as you are using those**
5. **PROSPERO newer single product with report conversions from FRx/MgtRpt into Prospero and Forecaster data migrations**

Microsoft Forecaster: Introduction

Budgeting with Row, Column and Tree/Rollup

The screenshot displays the Microsoft Forecaster interface for a 2019 budget. The main window shows a spreadsheet with columns for months from Jan 2019 to Dec 2019, plus YTD 2019 and TOTAL 2019 Actual. The rows are categorized into Revenue, Expenses - Personnel, Depreciation, and Other Expenses. Two dialog boxes are open: 'Open' for selecting a department (1001 - Denver Retail) and 'Select' for choosing a tree structure (TFAS - Fabrikam Works, Inc. Consolidated).

Account	Label	Jan 2019 Budget	Feb 2019 Budget	Mar 2019 Budget	Apr 2019 Budget	May 2019 Budget	Jun 2019 Budget	Jul 2019 Budget	Aug 2019 Budget	Sep 2019 Budget	Oct 2019 Budget	Nov 2019 Budget	Dec 2019 Budget	YTD 2019 Budget	TOTAL 2019 Actual
Revenue															
4100	Sales	1,005,750	312,000	312,000	312,000	312,000	312,000	312,000	312,000	312,000	312,000	312,000	312,000	4,437,750	3,523,349
4101	Sales by Customer	58,417	58,417	58,417	58,417	58,417	58,417	58,417	58,417	58,417	58,417	58,417	58,417	701,000	0
4109	Sales (Elimination)	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0
4110	Sales Returns	7,740	7,920	8,105	8,293	14,000	8,685	8,867	9,053	9,243	9,436	9,636	9,839	110,816	100,289
4250	Sales Discounts	25,797	26,398	27,013	27,643	28,287	40,000	29,554	30,175	30,808	31,458	32,116	32,790	362,039	334,272
4300	Consulting Revenue	923	936	949	963	976	991	1,005	1,020	1,035	1,050	1,066	1,086	12,000	0
XREV	Revenue	1,099,127	406,171	406,984	407,816	414,180	420,592	410,343	411,165	412,003	412,859	413,735	414,632	5,629,606	0
Expenses - Personnel															
4500	COGS	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	174,000	2,442,100
4501	COGS by Customer	25,967	25,967	25,967	25,967	25,967	25,967	25,967	25,967	25,967	25,967	25,967	25,967	311,600	0
XGRP	Gross Profit	1,058,660	365,704	366,517	367,349	373,713	380,126	369,877	370,698	371,536	372,392	373,268	374,165	5,144,006	0
Expenses - Personnel															
5000	Salary Expense	34,917	35,371	35,371	35,511	8,868,211	8,584,535	8,869,461	8,871,227	8,586,296	8,871,280	8,586,296	8,871,280	70,249,756	263,370
5060	Bonuses	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0
5070	Overtime Pay	0	0	0	0	662,453	641,083	662,453	662,453	641,215	662,589	641,215	662,589	5,236,181	0
5081	Social Security Tax	2,289	2,317	2,317	2,233	652	652	652	769	769	773	769	773	14,964	16,328
5082	Medicare Tax	535	542	542	544	562	562	562	590	589	590	589	590	6,780	3,819
5083	FUTA Tax	133	8	0	0	0	0	0	15	15	16	10	0	197	832
5084	SUTA Tax	633	123	0	0	0	0	0	0	0	0	0	0	756	3,120
5092	Health Insurance	553	553	553	553	553	553	553	553	553	553	553	553	6,636	0
XPER	Total Personnel	41,060	40,913	40,783	40,840	9,534,412	9,229,385	9,535,680	9,537,740	9,231,438	9,537,801	9,231,433	9,537,786	75,539,271	0
Depreciation															
6300	IT Allocation	3,194	3,160	3,160	3,555	3,555	3,553	3,536	3,536	3,536	3,536	3,536	3,536	41,393	0
N510	New Depreciation	10,750	35,785	46,201	46,618	49,326	50,993	54,465	55,799	83,993	83,993	87,535	91,951	697,410	0
5100	Depreciation Expense	10,750	35,785	46,201	46,618	49,326	50,993	54,465	55,799	83,993	83,993	87,535	91,951	697,410	0
Other Expenses															
5200	Office Expense	720	720	720	720	930	930	930	1,140	1,140	1,140	1,140	1,140	11,370	19,897
5225	Supplies Expense - Service	7,200	7,200	7,200	7,200	9,300	9,300	9,300	11,400	11,400	11,400	11,400	11,400	113,700	0
5250	Rent Expense	3,150	3,224	3,299	3,375	5,000	3,534	3,561	3,588	3,614	3,641	3,669	3,697	43,351	39,815
5260	Parking	216	216	216	216	216	216	216	276	276	276	276	276	2,892	0
5300	Travel Expense	0	0	0	0	300	0	0	0	0	10,000	0	0	10,300	61,084
5350	Advertising Expense	200	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	44,200	0
XOTH	Total Other Expenses	11,486	15,360	15,435	15,811	19,446	17,980	18,007	20,404	20,430	30,457	20,485	20,513	225,813	0
XEXP	Total Expenses	63,296	92,058	102,419	103,269	9,603,184	9,298,358	9,608,152	9,613,942	9,335,861	9,652,252	9,339,452	9,650,250	76,462,494	0
Statistical															
HCNT	Head Count	4	4	4	4	5	5	5	6	6	6	6	6	6	0
HOUR	Employee Hours	624	624	624	624	809	804	809	995	983	995	983	995	822	0
SQFT	Square Footage	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	0
S100	RATE: For All Depts	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	0

Microsoft Forecaster: Introduction

Old Microsoft Process (<u>Forecaster</u> and FRx /Mgt Rpt)	New <u>PROSPERO</u> Process
Two applications to setup and maintain	One application – avoid double the work
Export & Import Actual & Budgets to/from GL and Forecaster	N/A – Prospero links directly to Actual & Budget data
Manually update rows/lines in both applications	N/A – Prospero can use expanding rows to reduce or eliminate updates needed for rows/lines
Manually update segments (e.g. Dpt and Acct) and Trees	N/A – Prospero automatically links to GL & updates ALL tree
No graphing in Forecaster	YES, Prospero has robust graphing, drill into graphs and the ability to change drill order on the fly
Security on only 1 segment in Forecaster (often will combined 2 GL segments into one concatenated segment in Forecaster)	YES, can apply security across all GL segments & companies
No output to Excel or PDF	YES, output to Viewer, Excel, PDF or Printer

Prospero vs Management Reporter, FRx and Forecaster

	Current Challenge	Prospero Solution
New Features & Development	Microsoft FRx, Forecaster & Management Reporter are no longer being developed and will not be supported by future GL releases.	Prospero receives ongoing development with bug fixes and new features added regularly for current and future GL releases.
Security Setup	Security is scattered across multiple applications (Report Designer, Forecaster, Report Viewer).	Prospero offers a centralized security model that controls access for all reports and budgets.
Security Roles	MR and FRx only have four (4) roles which cannot be modified.	Prospero allows you to define as many roles as you need, and they are all customizable.
Application	MR/FRx/FC are separate applications, each requiring their own setup and maintenance for Lines, Columns, Trees, Reports and Budgeting elements.	Prospero consolidates all definitions into a single application so that Lines, Columns and Trees can be shared between reporting and budgeting.
Line Set Maintenance	Line maintenance is very difficult, time consuming and error prone when adding new Segment ID's and Accounts.	Prospero offers little-to-no maintenance options using Summary Segments and Accounts and the Expand feature to bring in and display all accounts in a range.
Report Output	All MR reports must go directly to the Viewer with no other direct output options.	Prospero offers multiple options including Workspace, Excel, PDF and Printer.



Prospero vs Management Reporter, FRx and Forecaster

	Current Challenge	Prospero Solution
Graphing	MR can graph only a single row or column with no drill down. FC has no charts or graph options.	All report data in Prospero may be displayed as charts or graphs and Prospero's graphs and charts provide dynamic drilldown for analysis.
Drill Down Order	MR does not allow different drill order unless separate trees and reports are used.	Any report can be changed on the fly to drill into different GL segment order.
Report Library	Every report generated is stored in the Library and is available for end users to see.	Only Published Reports are stored in the Library and viewable by end users.
Statistics	MR/FRx are read-only applications with no way to store statistics outside of the GL other than Excel spreadsheets.	Prospero has its own data warehouse (included at no extra charge) for storing non-GL data and statistics for reporting and budgeting.
User Able to Customize	Existing MSFT products have little to no way to customize based on user preferences.	Prospero has many options to tailor end user experiences, including Quick Launch of common reports, windows settings, toolbars and short cuts, colors, etc.
Price	Other 3 rd party software solutions can be pricey with recurring charges and add-ons.	Prospero is a fraction of the cost with same robust reporting and budgeting!



Microsoft Forecaster: Introduction

Demo & Training Session

Microsoft Forecaster: Introduction

QUESTIONS



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