



SPRING 2019

Next Session Will Begin Soon

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SPRING 2019

April 9, 2019

**Management Reporter
Microsoft Forecaster**

April 10, 2019

**Prospero Reporting
Prospero Budgeting**



SPRING 2019

April 10, 2019

Prospero Reporting

Prospero Budgeting

April 10, 2019

Prospero Reporting Prospero Budgeting

11:00 AM EST

Prospero Reporting & Budgeting
Introduction

12:15 PM EST

Prospero Reporting Basics

1:30 PM EST

Prospero Reporting Intermediate
Scenarios

2:45 PM EST

Prospero Budgeting Basics

4:00 PM EST

Prospero Budgeting Intermediate Topics



SPRING 2019



Derek Krebs, Sr Consultant
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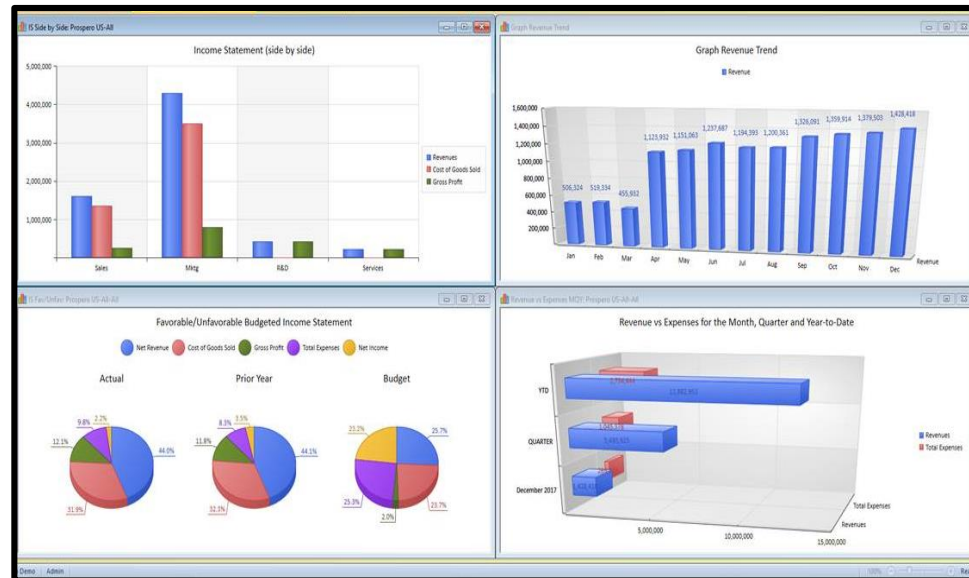


- **MSX Group** is the original team who developed, implemented and supported FRx, Forecaster, and Mgt Reporter the past 20+ years working at FRx/MSFT/MSX
- **Derek** has spent the last 22 years Consulting and Managing Consultants at Microsoft & MSX Group working strictly on Budgeting & Reporting Software;
- **Derek** has done over 300 client Implementations spanning 22 years; **MSX Group** has helped train, implement and support over 15,000 users!

About PROSPERO

- All-in-One Software Solution for Financial Reporting, Budgeting, Forecasting and Analysis
- Built by the MSX Group, same team who delivered FRx/Forecaster/MgtRpt
- Purpose-Built Application for Accountants by Accountants

ABC Company Income Statement For the Four Months Ending April 30, 2018					
	Actual	Prior Year	Budget	Favorable / (Unfavorable)	
				\$ Variance	% Variance
Revenue					
Revenue - Motors	0	0	10,000	(10,000)	(100.00%)
Sales	979,614	1,167,656	208,538	771,076	369.75%
Sales - Intercompany	550	784	0	550	0.00%
Sales Discounts	(26,327)	(34,235)	(17,492)	(8,835)	50.51%
Sales Returns	(7,898)	(10,272)	(5,248)	(2,650)	50.50%
Net Revenue	945,939	1,123,932	195,797	750,142	383.12%
Cost of Goods Sold	686,656	822,289	171,010	(515,646)	(301.53%)
Gross Profit	259,283	301,643	24,788	234,495	946.00%
Gross Profit %	27.41%	26.84%	12.66%	(14.75%)	(116.51%)
Expenses					
Advertising	7,482	10,785	10,601	3,119	29.42%
Bonus	29,622	31,599	15,927	(13,695)	(85.99%)
Commissions Expense	13,660	18,256	12,534	(1,126)	(8.98%)
Computer Depreciation	111	0	278	167	60.07%
Depreciation Expense	4,855	5,310	3,646	(1,209)	(33.16%)



Prospero Reporting Basics


AGENDA – Create New Report elements

- Segments
- Trees
- Lines
- Columns
- Reports
- Viewing, Graphing, Export
- Q & A

Prospero uses interchangeable and reusable definitions when building Reports and Budget templates:

- 1) Lines, 2) Columns, 3) Trees

Fabrikam Works, Inc.
Income Statement
San Francisco Region
For the Eight Months Ending Wednesday, August 31, 2011



Rows defined in Row Definition

Revenue
Sales
Sales Returns
Sales Discounts
Net Sales

Cost of Goods Sold
Gross Margin

Operating Expenses
Salaries and Wages
Office Expense
Rent Expense
Travel Expense
Total Operating Expenses
Net Income From Operations

<u>August</u>	<u>YTD</u>
285,652	2,185,635
5,241	30,194
17,468	132,870
262,943	2,022,571
173,379	1,318,795
89,564	703,776
41,728	318,607
8,548	65,259
6,076	46,387
5,499	41,991
61,851	472,244
27,712	231,531

Columnar content from Column Definition

Departmental type reports from Tree Definition

Reporting\Budgeting Challenges and Prospero Solutions

	Current Challenge	Prospero Solution
New Features & Development	Microsoft FRx, Forecaster & MgtRpt no longer being developed with no new features	Prospero released 6 years ago with full development and many new features
Security Setup	Decentralized model by individual report folders and reporting tree units	Central security model for one area to globally define user access
Security Roles	Only 4 roles you can not modify	As many roles you wish to tailor security to fit your needs
Application	2 separate applications to setup & maintain for lines, columns, trees, etc.	1 single application
Line Set Maintenance	Very difficult, time consuming and error prone when adding new Depts and Accounts	Little to No Maintenance needed using Summary Depts and Accounts and the <u>Expand feature</u> in Lines to show all accounts
Report Output	1 option only to Viewer	Multiple options to Viewer, Excel, PDF and Printer

Reporting\Budgeting Challenges and Prospero Solutions

	Current Challenge	Prospero Solution
Graphing	Only a single row or column with no drill down	All report data you define may be graphed and drill down for analysis
Drill Down Order	Can NOT define different drill order unless create separate trees & reports	Single report can be changed on the fly to drill down into different GL segment order
Report Library	Every report generated is saved and possible for end users to see	Only Published Reports saved and seen by end users
Statistics	Existing MSFT products only report query tool and no way to store statistics of data outside GL	Prospero has its own data warehouse (included at no extra charge) where you may store non-GL data & statistics for reporting & budgeting
User Able to Customize	Existing MSFT products have little to no way to customize based on user preferences	Prospero has many user defined options to tailor Quick Launch of common reports, windows settings, toolbars and short cuts, colors, etc.
Price	Other 3 rd party software pricey	Prospero fraction of cost with same robust reporting & budgeting!!!



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