

General Ledger Analysis Module for P21

Improve financial transparency, clarity and decisions

MITS Distributor Analytics' General Ledger Analysis Module helps you keep an eye on all activity impacting company books so that financial trends can be predicted and potential problems avoided. Designed with the needs of senior executives and financial managers in mind, this module pulls data from your detailed general ledger transactions, including journal entries and adjustments, into two different components for reporting and analysis:

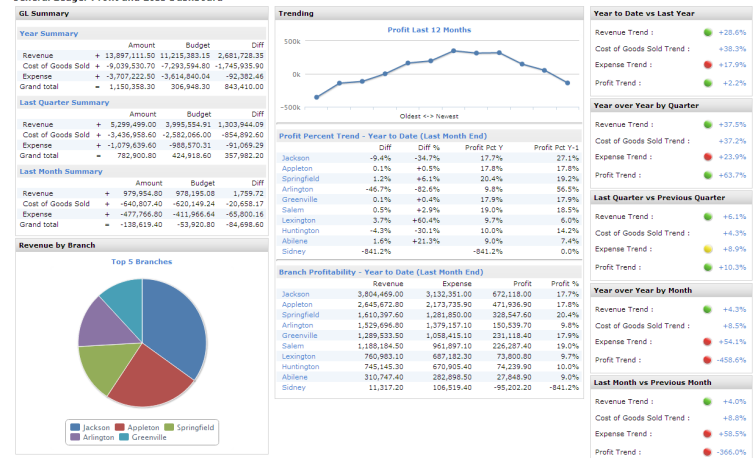
Profit and Loss: Identify trends in revenue and expenses, and compare expenses across branches and against budget.

Custom GL Metrics: Create trending dashboards from any custom-defined group of accounts.

KEY QUESTIONS ANSWERED

- Which P&L accounts are trending up?
- How do expenses compare between branches?
- Where are expenses over budget?
- What accounts have just gone over budget this month and require attention?
- What does revenue look like, including journal entries and adjustments?
- What credits have been applied against sales?

General Ledger Profit and Loss Dashboard



EMPOWER BRANCH MANAGERS TO MONITOR AND CONTROL THEIR TERRITORY

The General Ledger Analysis Module can be used by a General Manager (GM) that wanted to make his branch managers more effective. After working with each of the branch managers to develop expense budgets, the GM can create a report showing the agreed-upon budget amounts pulled from your ERP system, compared to the actual expenses for the current month-to-date, quarter-to-date, and year-to-date. This report can then be automated to run weekly and be sent to each manager via email.

PROFIT AND LOSS

The Profit and Loss component is particularly useful for expense analysis as you can see any Account Type, Journal, Account Number Segment 1 through 3, Branch or detailed account number amount trended over time periods. This includes fiscal months, quarters and years along with comparisons to prior period values. Access to GL Branch information means that reports and dashboards can be created specifically for each branch, while access to GL Account Number Segment lets you explore information based on your own unique chart of accounts setup.

SPOT SPIKES IN EXPENSES

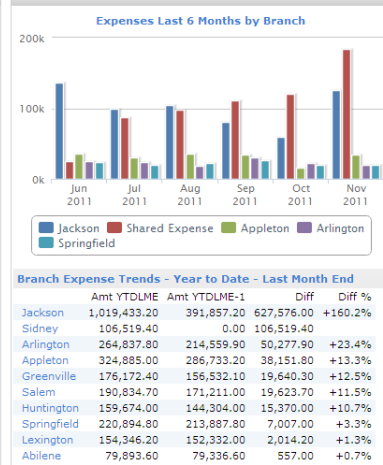
General Ledger Expense Trending

Expense - Year to Date vs Last Year	
Expense Trend :	+17.9%
Budgeted Increase/Decrease :	+14.9%
Expense % of Revenue Trend :	-8.3%
Revenue Trend :	+28.6%
Profit Trend :	+2.2%
Expense - Year over Year by Quarter	
Expense Trend :	+23.9%
Budgeted Increase/Decrease :	+13.4%
Expense % of Revenue Trend :	-9.9%
Revenue Trend :	+37.5%
Profit Trend :	+63.7%
Expense - Last Quarter vs Previous Quarter	
Expense Trend :	+8.9%
Budgeted Increase/Decrease :	-0.3%
Expense % of Revenue Trend :	+2.7%
Revenue Trend :	+6.1%
Profit Trend :	+10.3%
Expense - Year over Year by Month	
Expense Trend :	+54.1%
Budgeted Increase/Decrease :	+32.9%
Expense % of Revenue Trend :	+47.7%
Revenue Trend :	+4.3%
Profit Trend :	+458.6%

Expense Trending



Branch Performance

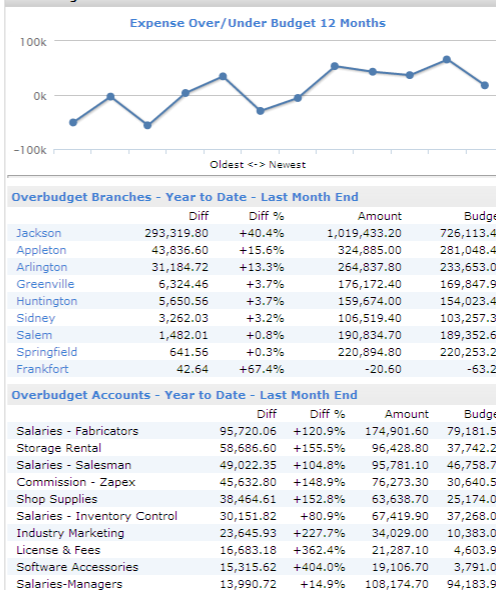


COMPARE BUDGET TO ACTUAL FOR EXPENSES

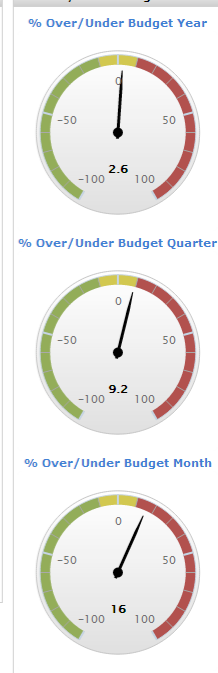
General Ledger Expenses - Budget vs Actual

GL Summary				
Year Summary				
	Amount	Budget	Diff	
Revenue	+ 13,897,111.50	11,215,383.15	2,681,728.35	
Cost of Goods Sold	+ -9,039,530.70	-7,293,594.80	-1,745,935.90	
Expense	+ -3,707,222.50	-3,614,840.04	-92,382.46	
Grand total	= 1,150,358.30	306,948.30	843,410.00	
Last Quarter Summary				
	Amount	Budget	Diff	
Revenue	+ 5,299,499.00	3,995,554.91	1,303,944.09	
Cost of Goods Sold	+ -3,436,958.60	-2,582,066.00	-854,892.60	
Expense	+ -1,079,639.60	-988,570.31	-91,069.29	
Grand total	= 782,900.80	424,918.60	357,982.20	
Last Month Summary				
	Amount	Budget	Diff	
Revenue	+ 979,954.80	978,195.08	1,759.72	
Cost of Goods Sold	+ -640,807.40	-620,149.24	-20,658.17	
Expense	+ -477,766.80	-411,966.64	-65,800.16	
Grand total	= -138,619.40	-53,920.80	-84,698.60	
Top Expenses				
Top 10 Expense Accounts - Year to Date - Last Month End				
	Amount	Budget	Diff	
RR Freight Expense	176,792.40	169,068.75	7,723.65	
Salaries - Fabricators	174,901.60	79,181.54	95,720.06	
Salaries - Officers	128,842.30	192,936.26	-64,093.96	
Salaries-Specialists	115,646.70	133,628.34	-17,981.64	
Salaries-Managers	108,174.70	94,183.98	13,990.72	
Storage Rental	96,428.80	37,742.20	58,686.60	
Salaries - Salesman	95,781.10	46,758.75	49,022.35	
TC Freight Expense	94,939.20	131,739.33	-36,800.13	
Salaries - Office	83,975.70	117,789.86	-33,814.16	
Commission - Zapex	76,273.30	30,640.50	45,632.80	

Over Budget



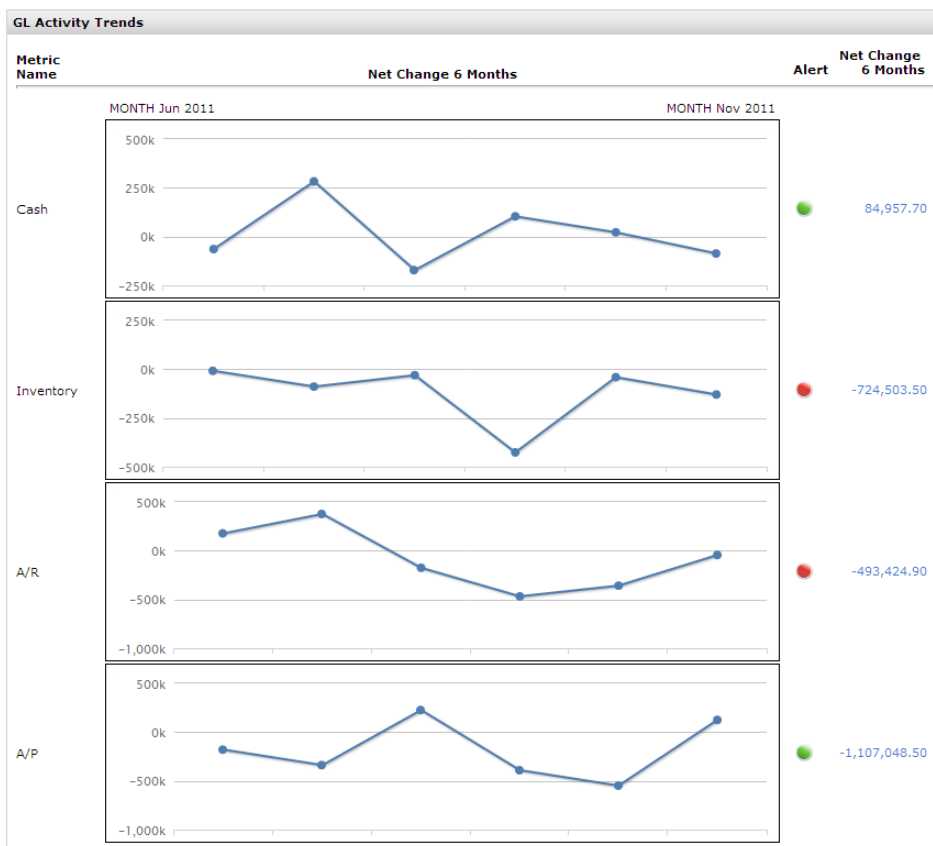
% Over/Under Budget



CUSTOM GL METRICS

Use this component to create a dashboard displaying custom groups of accounts pulled from your detailed general ledger transactions, trending over the last seven days, four weeks, or six fiscal periods. Your accounting team can group all short-term liability accounts together for a consolidated view of the value over time, or an operational manager can track expense accounts for each branch to monitor changes over time.

TRACK AND ANALYZE ANY SET OF GL METRICS FROM A SINGLE DASHBOARD



REPORTS

- 15 reports included
- 5 charts included

DASHBOARDS

- Expense Budget vs Actual Dashboard
- Expense Trends Dashboard
- Profit and Loss Dashboard

SCORECARDS

- Branch Expense Budget vs Actual Scorecard
- Branch Expense Trends Scorecard
- Branch Profit and Loss Scorecard

REPORT COLUMNS

- Amount
- Budget
- Credit Amount
- Debit Amount
- Expense Amount
- Expense Budget
- Expense Percent of Revenue
- Profit Amount
- Profit Budget
- Profit Percent
- Revenue Amount
- Revenue Budget

DRILL DOWN PATHS

- Account
- Account Type
- Branch
- Journal
- Account Segments

About MITS

MITS helps hundreds of distributors and manufacturers leverage the data in their ERP and other business systems to make better decisions, every day and at every level of their organization. Established in 1996, MITS' interactive reporting and business intelligence software combines industry best practices with the flexibility to meet the unique needs of every customer. From standard to custom reports, dashboards and scorecards, MITS drives sales growth, profitability, and operational efficiency for competitive advantage.

MITS

801 Second Avenue, Suite 1210
Seattle, WA 98104

Main 206.789.8313
Toll-Free 888.700.6487
Fax 206.782.8045

info@mits.com

mits.com