

# MANAGED ANALYSIS OF PERFORMANCE SERVICE

Comprehensive Business Performance Analysis and Reporting Service

## INSIGHT – CONTROL - IMPROVEMENT

Global Managed Analysis of Performance Service (G-MAPS) enables clients to locate sophisticated performance monitoring, analysis and reporting within a secure and cost effective Web-based Reporting System.

With its low cost of ownership and operation, Managed Performance Services provides rapid return on your performance measurement investment.

## MAKE DATA INFORMATION

- Turn accounting data into powerful visual reports.
- Calculate and monitor key management ratios,
- Communicate performance using scorecards and multiple visual presentations.

## UNDERSTAND YOUR NUMBERS

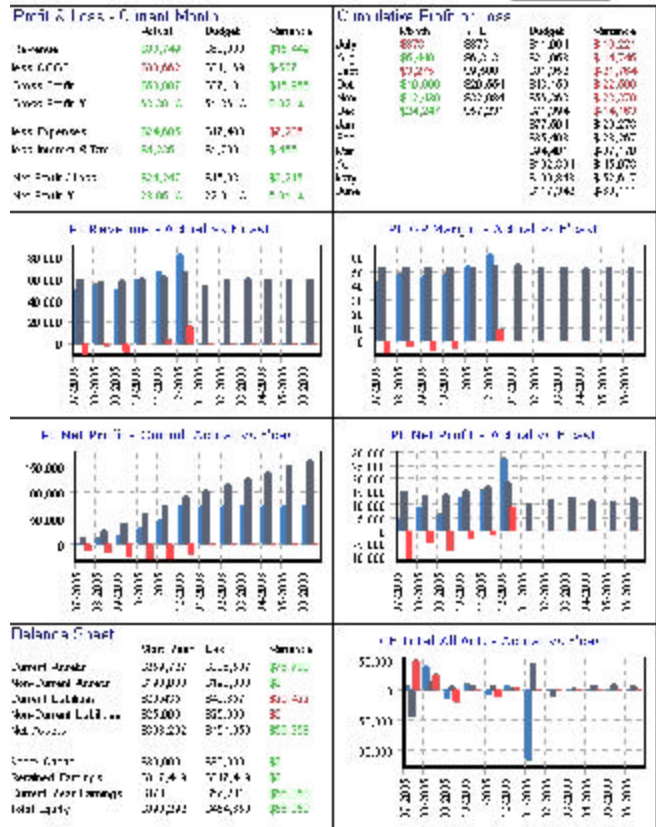
Most businesses produce annual and monthly financial statements and comply with record-keeping requirements; yet financial statement analysis is not performed on a systematic and timely basis so as to obtain insight into the financial performance of the business. To assist decision makers, G-MAPS provides a structured framework of financial analysis tools to analyse financial statements and deliver actionable insight from the business intelligence contained within.

### Financial Scorecards

The financial scorecard tool enables managers to monitor performance against specified targets. Each performance metric may be assigned a target value and a weighting, which indicate the importance of the metric. Custom targets may be set to reflect forecast performance or set to reflect industry best practices.

### Financial Ratio Analysis

Financial Ratio Analysis is employed for the Income Statement Analysis and Balance Sheet Analysis, and incorporated into your financial Scorecard, enabling analysis of – Profitability, Liquidity, Efficiency, Asset Usage and Gearing.



## CASHFLOW FORECASTS AND MANAGEMENT WITH INSTANT INSIGHTS

Mis-management of Cashflow has been the number one cause of business failure for the last 60 years. More businesses fail for lack of cash flow than for want of profit. Cashflow forecasting is critical to business success.

While a sale may have been secured and goods delivered, you may not see payment right away. At the same time, you have to pay suppliers, staff etc., you have to invest cash in rebuilding depleted stocks and new equipment. The net result is that cash receipts often lag cash payments and the business may experience a short-term cash shortfall. For this reason you must forecast cash flows as well as project likely profits.

The G-MAPs creates Cashflow Funds Statements that show the source of funds and where they have been used within the business. Once budgets and forecasts have been created, G-MAPs can forecast the cashflow required to fund the budgeted growth and show where you may need to extend overdraft limits or increase debt.

### G-MAPs Cashflow statement will tell you:

- Cash inflows (receipts from sales, increases in bank loans, proceeds of share issues and asset disposals, and other income such as interest earned)
- Cash outflows (payments to suppliers and staff, capital and interest repayments for loans, dividends, taxation and capital expenditure)
- Net cashflow: the difference between the inflows and outflows within a given period
- Cashflow projections and short-term banking requirements
- Possible funding requirements and likely financial consequences of alternative strategies
- The effects on cash flow of varying sales, costs or credit terms

Cashflow Statements Actual/Forecast by Month											
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
<b>Operating Activities</b>											
Revenue (Increase) Accounts Receivable	5,000	1,000	5,000	5,000	7,000	5,000	5,000	5,000	5,000	5,000	5,000
Revenue (Increase) Inventories	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Revenue (Increase) Other Current Assets	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Accounts Payable	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Revenue (Decrease) Other Current Liabilities	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Current Expense (Profit or Loss)	871	1,480	1,250	1,500	1,400	1,400	1,400	1,400	1,400	1,400	1,400
<b>Net Cash (Increase) Decrease from Operating Activities</b>	11,500	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
<b>Financing Activities</b>											
Revenue (Decrease) Short-Term Debt	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Long-Term Debt	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Other Non-Current Liabilities	0	0	0	0	0	0	0	0	0	0	0
<b>Net Cash (Increase) Decrease from Financing Activities</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Investing Activities</b>											
Revenue (Decrease) Fixed Assets	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Investments	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Other Non-Current Assets	0	0	0	0	0	0	0	0	0	0	0
Revenue (Decrease) Other Capital	0	0	0	0	0	0	0	0	0	0	0
<b>Net Cash (Increase) Decrease from Investing Activities</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Total Cash (Increase) Decrease from All Activities</b>	11,500	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
<b>Net Movement to Cash</b>											
Opening Balance	10,000	20,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Total Cash (Increase) Decrease from All Activities	11,500	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
<b>Closing Cash Balance</b>	21,500	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000

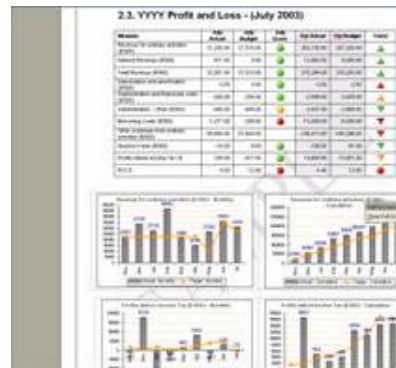
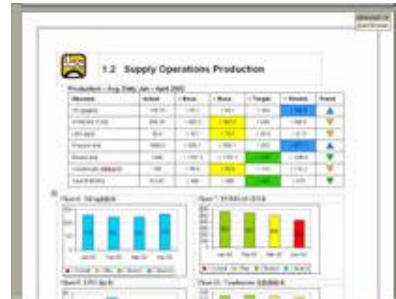
A projected cumulative positive net cash flow over several periods highlights the capacity of a business to generate surplus cash and, conversely, a cumulative negative cash flow indicates the amount of additional cash required to sustain the business.

## MEASURE WHAT MATTERS - KPIs

What are the critical numbers that drive your business? Are you measuring the right things? Utilize G-MAPS to effectively interpret and analyze financial and non-financial performance

In addition to measuring financial performance, G-MAPS enables the measurement and monitoring of non-financial key performance indicators (KPIs). These KPIs are completely customizable to suit any specific industry and business. Common KPIs may include client and staff satisfaction, sales conversions, waste, rework and many others.... By examining KPIs (lead) performance metrics and Financial (lag) performance metrics side-by-side, decision makers are provided a powerful framework for understanding the role 'lead' indicators play in driving the future financial performance. KPI Analysis Tools within analysis-one include: KPI Scorecard, Lead/Lag Analysis and Trend Analysis (as seen below)

Scorecards assist to visually identify areas of concern and provide an interpretive overview of the financial health of a business. These unique visualizations also provide a useful method to communicate performance to all stakeholders.



## BALANCED SCORECARD

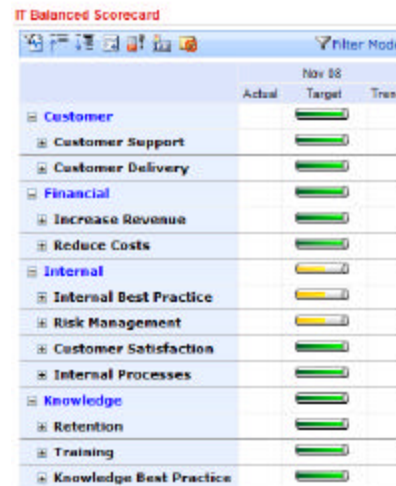
### Develop and Deploy Balanced Scorecard Reporting

The balanced scorecard concept measures whether the smaller-scale operational activities of a company are aligned with its larger-scale vision and strategy. It helps provide a more comprehensive view of a business which in turn helps organizations to act in their best long-term interests.

G-MAPS enables rapid deployment of integrated scorecards delivering a Balanced Scorecard reporting at a fraction of the cost of purchasing a software system.

### Balanced Scorecard for Small and Medium Businesses

Small and medium sized operations often do not have the sophisticated systems that allow larger organizations to implement balanced scorecard across all their operations. In these companies, G-MAPS is invaluable in linking budgets with strategy. For example, a single Business Scorecard can be deployed with 15 to 20 key metrics, to provide a Business snapshot report, every month.



## BUDGETING

### G-MAPS provides Instant Budgeting Insights

- Import the budget from your accounting system or Excel (if you have one)
- Use actual data from prior periods if you expect "more of the same"
- Update the "top-down" results from your forecast and then add details.
- Once you have a Profit & Loss and Balance Sheet budget, we produce Cashflow forecasts and Forecast KPIs to indicate future directions and results.

Account Number	Account Name	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
<b>Revenue Forecast</b>		68,116	66,110	66,809	67,595	70,821	75,258	93,166	66,330	66,119	67,216	65,835	66,524	802,416
<b>Revenue Rollup</b>		68,116	66,110	66,809	67,595	70,821	75,258	93,166	66,330	66,119	67,216	65,835	66,524	802,416
1301	Ladders	3,100	3,500	3,850	3,500	5,171	7,151	1,884	3,080	3,300	3,300	3,851	3,851	45,000
1305	Step ladders	4,730	4,700	6,600	6,775	7,151	7,701	2,200	8,500	6,160	6,610	4,751	6,801	68,318
1311	Extension ladders	7,700	8,500	6,050	7,700	7,701	8,801	4,400	7,190	8,250	7,700	6,601	6,801	68,280
1315	Ground sheets	15,400	15,400	15,400	15,400	15,401	15,401	15,400	15,400	15,400	15,400	15,401	15,401	194,600
1321	Paint brushes	9,800	9,800	9,800	9,800	9,801	9,801	9,800	9,800	9,800	9,800	9,801	9,801	119,600
1325	Paint	25,100	25,300	26,300	26,300	26,301	26,301	26,100	26,300	26,200	26,300	26,301	26,301	908,000
	<b>add</b>													
<b>Cost Of Goods Forecast</b>		30,150	29,600	30,199	31,536	32,871	35,854	26,175	50,690	31,709	31,786	31,631	29,456	322,995
<b>Cost Of Goods Rollup</b>		30,150	29,600	30,199	31,536	32,871	35,854	26,175	50,690	31,709	31,786	31,631	29,456	322,995
2311	Purchases	28,810	27,520	28,610	29,510	30,791	32,871	24,790	38,610	29,700	29,700	29,810	27,111	346,035
2321	Transport	2,100	2,080	2,090	2,090	2,091	2,091	2,100	2,090	2,090	2,090	2,091	2,100	24,960
	<b>add</b>													
<b>Gross Profit Forecast</b>		35,140	34,509	35,110	36,059	37,950	40,384	32,165	35,640	36,330	35,430	34,145	36,888	439,421
<b>Gross Profit Rollup</b>		35,140	34,509	35,110	36,059	37,950	40,384	32,165	35,640	36,330	35,430	34,145	36,888	439,421
<b>Gross Profit Margin Forecast</b>		51.72 %	52.03 %	52.56 %	53.27 %	53.46 %	53.44 %	54.33 %	53.73 %	53.41 %	52.72 %	51.86 %	55.31 %	53.53 %
<b>Gross Profit Margin Rollup</b>		51.72 %	52.03 %	52.56 %	53.27 %	53.46 %	53.44 %	54.33 %	53.73 %	53.41 %	52.72 %	51.86 %	55.31 %	53.53 %
<b>Fixed Overheads Forecast</b>		11,100	12,800	12,100	12,300	12,801	12,801	11,430	18,430	18,430	18,430	18,431	18,431	152,300
<b>Fixed Overheads Rollup</b>		11,100	12,800	12,100	12,300	12,801	12,801	11,430	18,430	18,430	18,430	18,431	18,431	152,300

## BUSINESS PLANNING

### G-MAPS Provides Instant Insights into Business Plans

Whether your focus is a large business or small business plan, clients can use using G-MAPS to compile their financial and sales projections: You will know:

- Where you revenue is coming from now, and in the future
- How much profit you can count on
- How you will market your products and services
- How you will compete
- What potential problems you will face
- How much you'll need to invest or finance
- How to convince investors and lenders to fund your business

## MANAGE PERFORMANCE

*Make Business Performance Management Happen*

G-MAPs is Business Performance Management Service that takes the financial and performance intelligence that defines "how we do things around here" and instantly translates it into well-understood processes and reports that can be measured and tracked.

G-MAPs introduces the Monthly, Quarterly and Bi-annual cycles, into the Business Performance Management process, and provides the templates and procedures necessary to manage both Operational and Strategic issues.

G-MAPs provides instant financial Key Performance Indicators (KPIs) tracking profitability, cost reduction, and liquidity in easy-to-read graphic format. Along with performance issues such as productivity, efficiency, internal and external customer satisfaction, culture, encompassing behavior, values, and decisions, these financial data provide the tactical road map the organization requires in order to take action and evaluate interim progress.

### **Decision-Making and Accountability**

Managers can use G-MAPs to make decisions quickly, based on real facts, ending reliance on intuition - which is often wrong. Decision-making responsibility can be driven down to the operating level with confidence. Conflict during and after the decision-making process can be reduced, and a clear process put in place. Companies with strong and clearly delineated hierarchies are often built on the belief that people need close supervision in order to produce results. Through its Performance Management capability, G-MAPs strengthens the ability of senior management to trust the judgment of lower-level decision-makers.

## REAL TIME BUSINESS REPORTING

G-MAPs links to popular accounting systems, extracts the data, collects performance data from our secure website and then, without any intervention or effort, creates user-definable Business Snapshots and detailed reports that can be run weekly or monthly. This new real-time business reporting is vital to protect credit providers, investors and other interested parties.

## CUSTOMIZED PERFORMANCE REPORTING

*Weekly, Monthly, Quarterly and Annual reports are customized to your business context, and the needs of your key stakeholders. Tables, charts and graphs are presented to capture data and enable analysis in the format required by the client.*

### **Customize:**

- a) Customize dashboards to reflect individual business needs
- b) Choose from a wide selection of reports and graphs (if you don't see the one you want, just ask)
- c) As many pages as you want - your choice
- d) Prepare different dashboards for different recipients (owner, sales manager, bank manager).

## HOW DOES IT WORK

G-MAPS takes the effort and cost out of performance reporting and analysis for your business.

### Data Management

We coordinate the data compilation process with your finance and other related staff to manage the reporting process. Using our automated reminders and data upload models (MYOB, QuickBooks, Excel, Global coordinates the performance monitoring process

### Your Report

G-MAPS provides you with comprehensive monthly performance reports which capture your key performance data, and provide analysis of key ratio, performance drivers, graphical trend analysis, and highlight areas of success and concern.

## COSTS

The G-MAP Service is priced to meet the needs of small to medium sized businesses, and is deployed with a very diverse range of industries from resources to agribusiness.

Reporting services are priced based on the report content size (scorecards), and the number of business units, or departments for which data reporting is required. Non-standard analytics are also priced separately.

Monthly Reporting is available from as little as \$250 per month.

## THE BENEFITS

1. *Actionable insights in seconds*
2. *Extensive management and summary reports*
3. *Traffic light reports*
4. *Identify problem areas and take action fast;*
5. *Support Business Growth*
6. *Support Incentive schemes with real-time data*
7. *Compatible with all major accounting systems*
8. *Simple to understand and use.*
9. *Fully customizable to your business*
10. *Reduce business analyst costs*

## ENQUIRIES

For information on Managed Performance Services, contact : [jamesi@global-cn.com](mailto:jamesi@global-cn.com), or by phone on the numbers below:

Tel: 61 8 9297 1733