# DataSelf Enterprise – Core Financials – Sample Templates

These templates have a wide range of configuration possibilities to adapt to unique business needs. Actual templates might vary. Some might require additional configuration not included in SOWs unless specifically described.
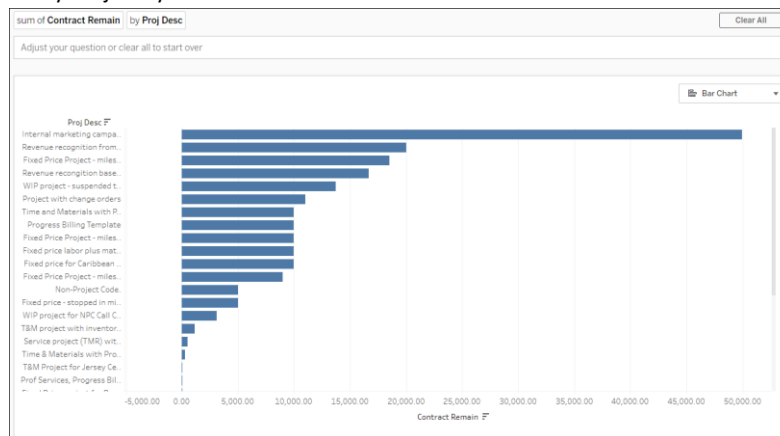
**AADS** = Advanced Analytics by DataSelf.

## Table of Contents

# Natural Language Query (NLQ)

**Also included in AADS.** Like searching on the internet, type in keywords about your data in DataSelf, and an instant and accurate report is created. This is available for each data set in DataSelf, and might require additional configuration to meet your company's needs.
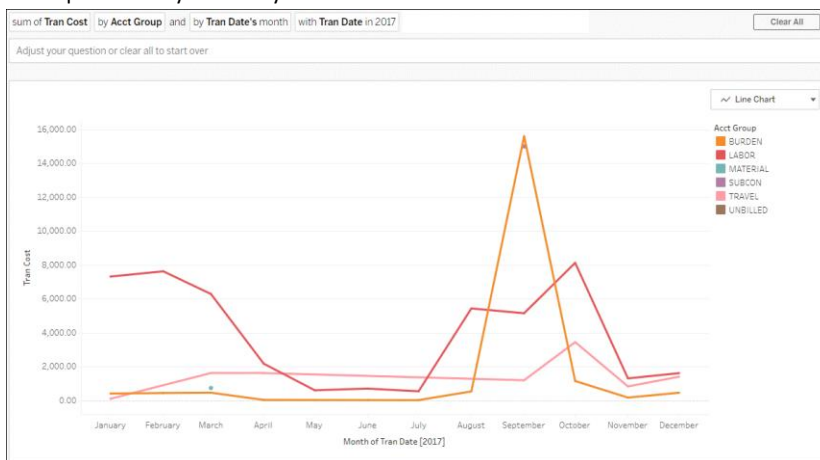
Searching for "Contract Remain Amt by Project" yields:



Searching "Sales by Salesperson by Month in 2019 as a text table" yields:

Searching for "Tran Cost by Acct Group in 2017 by month" yields:



# Core Financials: AP, AR and GL

There are 1,000+ templates offering a wide range of configuration possibilities to adapt to unique business needs. Actual templates might vary. Some might require additional configuration not included in SOWs unless specifically described.

**360-View Dashboards (a couple included with AADS from a single data source)**

KPIs from different systems such as the ERP, CRM, Google Analytics, Payroll and Excel. Clicking on a KPI will drill down into more details. Dashboards like this are usually tailored for C-level executives based on their specific KPI needs.
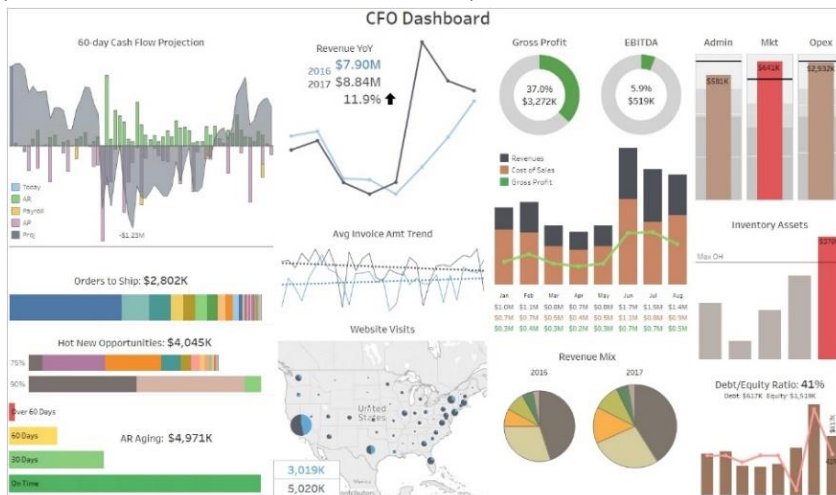


This is a preconfigured P&L Dashboard that can be easily adjusted. Budget amounts can come from the ERP, Excel or user-input.
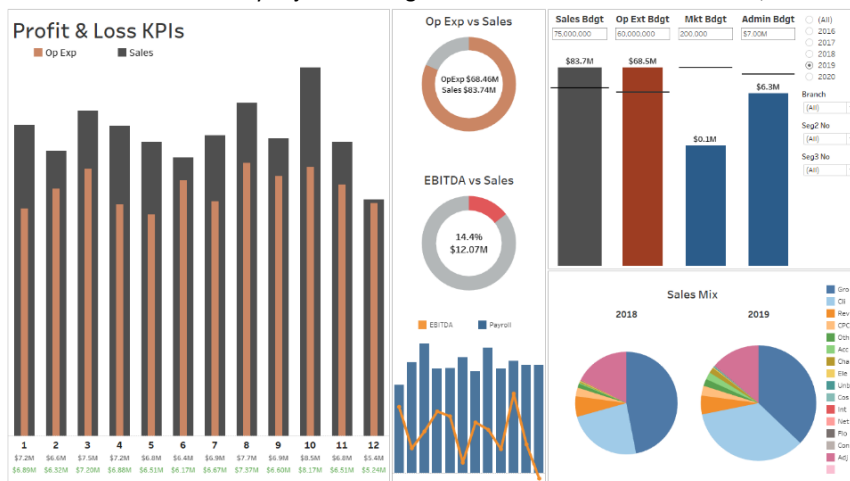
## Financial KPIs and Ratios

Dozens of pre-configured dashboards provide insights into financial KPIs from P&L and Balance Sheet. The example below focuses on wage ratios against other metrics.



## Profit and Loss Reports (a few included with AADS)

Extensive library of P&L reports with easy slicing and dicing.

This Year | This Year Variance | Quarters | Months | Month, Budget and Variances | Pct of Sales | Pct of GP | Posted Variances

**Profit and Loss This Year (FY 2020) and Variance**
as of 7/20/2019 3:23:00 AM.

| | | | Last Year | This Year | Var | Var % |
|---|---|---|---|---|---|---|
| Sales | Revenue | Sales | $6,088,220 | $6,086,912 | -$1,309 | 0.0% |
| | | Sales, accessories | $145,100 | $183,520 | $38,419 | 26.5% |
| | | Sales, chairs | $325,189 | $357,091 | $31,903 | 9.8% |
| | | Sales, desks | $1,039,696 | $1,142,877 | $103,180 | 9.9% |
| | | Sales, cabinets | $822,715 | $894,627 | $71,912 | 8.7% |
| | | Sales, dividers | $1,413,461 | $1,547,659 | $134,198 | 9.5% |
| | | Sales, samples | $264,294 | $287,564 | $23,270 | 8.8% |
| | Total Revenue | | $10,098,675 | $10,500,249 | $401,574 | 4.0% |
| Total Sales | | | **$10,098,675** | **$10,500,249** | **$401,574** | **4.0%** |
| Cost of Sales | Cost of Sales | Cost of goods sold | $1,772,705 | $1,707,124 | -$65,581 | -3.7% |
| | | COGS, accessories | $75,564 | $281,382 | $205,817 | 272.4% |
| | | COGS, chairs | $160,990 | $172,024 | $11,034 | 6.9% |
| | | COGS, desks | $430,034 | $656,034 | $226,000 | 52.6% |
| | | COGS, cabinets | $399,499 | $434,569 | $35,070 | 8.8% |
| | | COGS, dividers | $685,761 | $750,652 | $64,891 | 9.5% |
| | Total Cost of Sales | | $3,524,572 | $4,001,832 | $477,260 | 13.5% |
| Total Cost of Sales | | | **$3,524,572** | **$4,001,832** | **$477,260** | **13.5%** |
| GROSS PROFIT | | | **$6,574,103** | **$6,498,417** | **-$75,686** | **-1.2%** |
| Op Exp | Other Expenses | Accounting and legal fees | $58,509 | $51,847 | -$6,662 | -11.4% |
| | | Advertising | $538,784 | $805,021 | $266,238 | 49.4% |
| | | Automotive | $383,189 | $599,547 | $216,359 | 56.5% |
| | | Commissions | $465,525 | $1,375,316 | $909,791 | 195.4% |
| | | Delivery and distribution | $292,190 | $374,244 | $82,054 | 28.1% |
| | | Donations | $27,223 | $27,078 | -$145 | -0.5% |
| | | Dues and subscriptions | $88,871 | $28,503 | -$60,369 | -67.9% |
| | | Employee benefit plan | $163,502 | $116,174 | -$47,328 | -28.9% |
| | | Employee benefits, direct | $136,252 | $96,812 | -$39,440 | -28.9% |
| | | Equipment lease or rent | $58,376 | $57,155 | -$1,222 | -2.1% |
| | | Insurance | $504,815 | $379,105 | -$125,710 | -24.9% |
| | | Licenses and permits | $29,417 | $22,710 | -$6,707 | -22.8% |
| | | Miscellaneous | $111,687 | $108,691 | -$2,997 | -2.7% |
| | | Office supplies | $119,481 | $102,477 | -$17,004 | -14.2% |
| | | Postage | $238,666 | $262,351 | $23,685 | 9.9% |
| | | Promotion and entertainm.. | $627,338 | $1,668,288 | $1,040,951 | 165.9% |
| | | Rent, office | $597,926 | $478,062 | -$119,864 | -20.0% |
| | | Repairs and maintenance | $83,310 | $71,396 | -$11,914 | -14.3% |
| | | Shipping supplies | $155,056 | $147,830 | -$7,226 | -4.7% |
| | | Shop supplies | $87,869 | $117,470 | $29,601 | 33.7% |
| | | Subcontract costs | $49,755 | $44,543 | -$5,212 | -10.5% |
| | | Traveling expenses | $142,010 | $177,801 | $35,791 | 25.2% |
| | | Telephone, telex, fax | $453,085 | $925,798 | $472,713 | 104.3% |
| | | Utilities | $464,698 | $744,063 | $279,366 | 60.1% |
| | | Wages & benefits, direct | $879,055 | $624,598 | -$254,457 | -28.9% |
| | | Wages & benefits, indirect | $157,995 | $112,261 | -$45,734 | -28.9% |
| | | Wages casual, direct | $118,595 | $84,266 | -$34,329 | -28.9% |
| | Total Other Expenses | | $7,127,496 | $9,652,359 | $2,524,863 | 35.4% |
| | Depreciation Expense | Depreciation | $200,000 | $210,000 | $10,000 | 5.0% |
| Total Op Exp | | | **$7,327,496** | **$9,862,359** | **$2,534,863** | **34.6%** |
| OP INCOME | | | **-$753,393** | **-$3,363,942** | **-$2,610,549** | **346.5%** |
| Other Inc & Exp | Other Revenue | Delivery revenue | $510,928 | $484,148 | -$26,780 | -5.2% |
| | | Rental revenue | $462,796 | $438,563 | -$24,232 | -5.2% |
| | | Interest income | $37,231 | $35,282 | -$1,949 | -5.2% |
| | | Miscellaneous income | $55,470 | $52,565 | -$2,904 | -5.2% |
| | Total Other Revenue | | $1,066,424 | $1,010,558 | -$55,866 | -5.2% |
| | Interest Expense | Interest, long term debt | -$7,500 | -$6,000 | $1,500 | -20.0% |
| | Income Taxes | Corporate income taxes | -$63,000 | -$100,000 | -$37,000 | 58.7% |
| Total Other Inc & Exp | | | $995,924 | $904,558 | -$91,366 | -9.2% |
| NET INCOME | | | **$242,531** | **-$2,459,384** | **-$2,701,915** | **-1114.0%** |

Month
(All)
☑ 1
☑ 2
☑ 3
☑ 4
☑ 5
☐ 6
☐ 7
☐ 8
☐ 9
☐ 10
☐ 11
☐ 12

Company
SAMINC

Branch
SAMINC

Subacct
(All)

Seg2 No
(All)

Seg3 No
(All)

This template shows P&L by month across years.

**Profit and Loss by Year: Months**
as of 5/17/2017 2:28:00 AM

| | | | 2018 P1 | P2 | P3 | Total | 2019 P1 | P2 | P3 | Total |
|---|---|---|---|---|---|---|---|---|---|---|
| Sales | Revenue | Sales | $7,863,548 | $0 | $1,914,626 | $9,778,174 | $1,601,167 | $2,171,888 | $2,043,836 | $5,816,891 |
| | | Sales, accessories | $56,021 | $1,810 | $26,954 | $84,784 | $37,540 | $36,989 | $44,803 | $119,331 |
| | | Sales, chairs | $129,585 | $0 | $62,533 | $192,118 | $67,036 | $80,895 | $82,492 | $230,423 |
| | | Sales, desks | $411,892 | $0 | $199,246 | $611,138 | $216,496 | $261,140 | $266,119 | $743,755 |
| | | Sales, cabinets | $328,226 | $0 | $158,517 | $486,743 | $170,110 | $204,697 | $208,802 | $583,609 |
| | | Sales, dividers | $562,899 | $0 | $271,671 | $834,570 | $293,605 | $353,303 | $360,537 | $1,007,445 |
| | | Sales, samples | $105,491 | $0 | $50,820 | $156,311 | $54,701 | $65,770 | $67,079 | $187,550 |
| | Total Revenue | | $9,457,662 | $1,810 | $2,684,366 | $12,143,838 | $2,440,221 | $3,174,680 | $3,073,668 | $8,688,568 |
| Total Sales | | | $9,457,662 | $1,810 | $2,684,366 | $12,143,838 | $2,440,221 | $3,174,680 | $3,073,668 | $8,688,568 |
| Cost of Sales | Cost of Sales | Cost of goods sold | $2,238,257 | $0 | $368,324 | $2,606,582 | $262,606 | $369,800 | $374,425 | $1,006,831 |
| | | COGS, accessories | $29,423 | $671 | $14,159 | $44,253 | $16,756 | $19,431 | $211,393 | $247,580 |
| | | COGS, chairs | $64,153 | $0 | $30,962 | $95,115 | $31,874 | $40,032 | $40,828 | $112,734 |
| | | COGS, desks | $198,670 | $0 | $96,095 | $294,765 | $104,443 | $125,978 | $128,409 | $358,830 |
| | | COGS, cabinets | $159,423 | $0 | $76,983 | $236,406 | $82,627 | $99,434 | $101,426 | $283,487 |
| | | COGS, dividers | $273,172 | $0 | $131,820 | $404,993 | $142,405 | $171,364 | $174,874 | $488,643 |
| | Total Cost of Sales | | $2,963,099 | $671 | $718,344 | $3,682,113 | $640,703 | $826,039 | $1,031,403 | $2,498,144 |
| Total Cost of Sales | | | $2,963,099 | $671 | $718,344 | $3,682,113 | $640,703 | $826,039 | $1,031,403 | $2,498,144 |
| GROSS PROFIT | | | $6,494,563 | $1,139 | $1,966,022 | $8,461,724 | $1,799,518 | $2,348,641 | $2,042,265 | $6,190,424 |
| Op Exp | Other Expenses | Accounting and legal fees | $51,720 | $0 | $25,961 | $77,681 | $4,902 | $5,364 | $8,901 | $19,167 |
| | | Advertising | $431,388 | $0 | $68,230 | $499,618 | $241,334 | $253,340 | $184,173 | $678,847 |
| | | Automotive | $564,254 | $0 | $75,761 | $640,016 | $161,534 | $145,426 | $97,921 | $404,881 |
| | | Bad debts | $30,000 | $0 | $0 | $30,000 | | | | |
| | | Commissions | $401,226 | $0 | $127,320 | $528,546 | $225,825 | $136,227 | $446,583 | $808,635 |
| | | Delivery and distribution | $123,117 | $0 | $55,603 | $178,720 | $80,515 | $75,890 | $53,676 | $210,080 |
| | | Donations | $10,338 | $0 | $4,404 | $14,742 | $6,114 | $7,445 | $6,234 | $19,792 |
| | | Dues and subscriptions | $29,748 | $0 | $16,012 | $45,759 | $10,203 | $8,964 | $7,299 | $26,466 |
| | | Employee benefit plan | $71,586 | $0 | $56,374 | $127,961 | $27,093 | $27,093 | $29,803 | $83,990 |
| | | Employee benefits, direct | $59,770 | $0 | $46,979 | $106,749 | $22,578 | $22,578 | $24,836 | $69,991 |
| | | Equipment lease or rent | $23,239 | $0 | $10,762 | $34,001 | $15,415 | $14,719 | $14,208 | $44,342 |

*Year filter:* (All), 2017, ☑2018, ☑2019
*Month filter:* (All), ☑1, ☑2, ☑3, 4, 5, 6, 7, 8, 9, 10, 11, 12
*Company:* SAMINC; *Branch:* SAMINC; *Subacct:* (All); *Seg2 No:* (All); *Seg3 No:* (All)

**Percent of a Metric:** Keeping track of your financials against your sales (revenues) or gross profit or other metrics can quickly highlight important trends. For instance, why marketing expenses are trending up against their percentage of sales?

**Profit and Loss by Year: Pct of Sales**
as of 5/17/2017 2:28:00 AM

| | | | 2019 P1 Actual | % of Sales | P2 Actual | % of Sales | P3 Actual | % of Sales | Total Actual | % of Sales |
|---|---|---|---|---|---|---|---|---|---|---|
| Sales | Revenue | Sales | $1,601,167 | 66% | $2,171,888 | 68% | $2,043,836 | 66% | $5,816,891 | 67% |
| | | Sales, accessories | $37,540 | 2% | $36,989 | 1% | $44,803 | 1% | $119,331 | 1% |
| | | Sales, chairs | $67,036 | 3% | $80,895 | 3% | $82,492 | 3% | $230,423 | 3% |
| | | Sales, desks | $216,496 | 9% | $261,140 | 8% | $266,119 | 9% | $743,755 | 9% |
| | | Sales, cabinets | $170,110 | 7% | $204,697 | 6% | $208,802 | 7% | $583,609 | 7% |
| | | Sales, dividers | $293,605 | 12% | $353,303 | 11% | $360,537 | 12% | $1,007,445 | 12% |
| | | Sales, samples | $54,701 | 2% | $65,770 | 2% | $67,079 | 2% | $187,550 | 2% |
| | Total Revenue | | $2,440,221 | 100% | $3,174,680 | 100% | $3,073,668 | 100% | $8,688,568 | 100% |
| Total Sales | | | $2,440,221 | | $3,174,680 | | $3,073,668 | | $8,688,568 | |
| Cost of Sales | Cost of Sales | Cost of goods sold | $262,606 | 11% | $369,800 | 12% | $374,425 | 12% | $1,006,831 | 12% |
| | | COGS, accessories | $16,756 | 1% | $19,431 | 1% | $211,393 | 7% | $247,580 | 3% |
| | | COGS, chairs | $31,874 | 1% | $40,032 | 1% | $40,828 | 1% | $112,734 | 1% |
| | | COGS, desks | $104,443 | 4% | $125,978 | 4% | $128,409 | 4% | $358,830 | 4% |
| | | COGS, cabinets | $82,627 | 3% | $99,434 | 3% | $101,426 | 3% | $283,487 | 3% |
| | | COGS, dividers | $142,405 | 6% | $171,364 | 5% | $174,874 | 6% | $488,643 | 6% |
| | Total Cost of Sales | | $640,703 | 26% | $826,039 | 26% | $1,031,403 | 34% | $2,498,144 | 29% |
| Total Cost of Sales | | | $640,703 | | $826,039 | | $1,031,403 | | $2,498,144 | |
| GROSS PROFIT | | | $1,799,518 | | $2,348,641 | | $2,042,265 | | $6,190,424 | |
| Op Exp | Other Expenses | Accounting and legal fees | $4,902 | 0% | $5,364 | 0% | $8,901 | 0% | $19,167 | 0% |
| | | Advertising | $241,334 | 10% | $253,340 | 8% | $184,173 | 6% | $678,847 | 8% |
| | | Automotive | $161,534 | 7% | $145,426 | 5% | $97,921 | 3% | $404,881 | 5% |
| | | Commissions | $225,825 | 9% | $136,227 | 4% | $446,583 | 15% | $808,635 | 9% |
| | | Delivery and distribution | $80,515 | 3% | $75,890 | 2% | $53,676 | 2% | $210,080 | 2% |
| | | Donations | $6,114 | 0% | $7,445 | 0% | $6,234 | 0% | $19,792 | 0% |
| | | Dues and subscriptions | $10,203 | 0% | $8,964 | 0% | $7,299 | 0% | $26,466 | 0% |
| | | Employee benefit plan | $27,093 | 1% | $27,093 | 1% | $29,803 | 1% | $83,990 | 1% |
| | | Employee benefits, direct | $22,578 | 1% | $22,578 | 1% | $24,836 | 1% | $69,991 | 1% |
| | | Equipment lease or rent | $15,415 | 1% | $14,719 | 0% | $14,208 | 0% | $44,342 | 1% |

*Year filter:* (All), 2017, 2018, ☑2019
*Month filter:* (All), ☑1, ☑2, ☑3, 4, 5
*Company:* SAMINC; *Branch:* SAMINC; *Subacct:* (All); *Seg2 No:* (All); *Seg3 No:* (All)

**Single-Page Analytics** provides extensive ways to slice and dice financials on a single page. Users can easily select periods, measures (such as budget and variances), and drill down all the way to GL Batch information – everything on a single page. Watch our 2-min video at
https://www.youtube.com/watch?v=UhSmNp1SNcs.

**Profit & Loss** - Financials 2.0 with Single-Page Analytics *Hover over column headers and click '+' / '-' to expand/collapse. Click on data to drill down.*

| | | | 2017 Posted | Budgeted Var | Budget | 2018 Posted | Budgeted Var | Budget |
|---|---|---|---|---|---|---|---|---|
| SALES | Direct Sales | 40000 Product Sales, Core Sales | $23,722,356 | -$830,282 | $24,552,639 | $25,801,882 | -$903,066 | $26,704,947 |
| | | 40100 Product Sales, Custom Ord.. | | | | $1,092,520 | -$38,238 | $1,130,758 |
| | Other Sales | 41000 Shipping, UPS | $481,965 | -$16,869 | $498,834 | $491,970 | -$17,219 | $509,189 |
| | | 43000 Other Sales, Non Inventory | | | | $255,943 | -$8,958 | $264,901 |
| Total SALES | | | $24,204,322 | $24,204,322 | $0 | $27,642,315 | $27,642,315 | $0 |
| COGS | Goods Sold | 50000 COGS, Goods Sold | $17,380,957 | $17,380,957 | $0 | $18,917,017 | $18,917,017 | $0 |
| | UPS | 51000 COGS, UPS | $50,301 | $50,301 | $0 | $182,811 | $182,811 | $0 |
| | Merchant Fees | 53000 COGS, Merchant Fees | $22,726 | $22,726 | $0 | $41,363 | $41,363 | $0 |
| Total COGS | | | $17,453,984 | $17,453,984 | $0 | $19,141,191 | $19,141,191 | $0 |
| GROSS PROFIT | | | $6,750,337 | $6,750,337 | $0 | $8,501,124 | $8,501,124 | $0 |
| OPEX | Advertising | 60010 Advertising, Advertising | $54,678 | $54,678 | $0 | $79,711 | $79,711 | $0 |
| | Payroll | 60030 Payroll, Bonus | $206,816 | $206,816 | $0 | $459,695 | $459,695 | $0 |
| | | 62100 Payroll, Employees | $1,440,631 | $1,440,631 | $0 | $1,400,894 | $1,400,894 | $0 |
| | | 63010 Payroll, Retirement Plan | $40,896 | $40,896 | $0 | $41,234 | $41,234 | $0 |
| | Travel | 60050 Travel, Meals | $17,189 | $17,189 | $0 | $29,168 | $29,168 | $0 |
| | | 60020 Travel, Travel | $46,917 | $46,917 | $0 | $19,047 | $19,047 | $0 |
| | Lease | 60060 Lease, Lease | $336,506 | $336,506 | $0 | $382,915 | $382,915 | $0 |
| | Office | 61020 Office, Office | $64,122 | $64,122 | $0 | $118,876 | $118,876 | $0 |
| | | 61030 Office, Repairs | $42,165 | $42,165 | $0 | $81,774 | $81,774 | $0 |
| | | 61050 Office, Office Supplies | $29,835 | $29,835 | $0 | $24,430 | $24,430 | $0 |
| | Utility | 65020 Utility, Telephone | $28,342 | $28,342 | $0 | $40,520 | $40,520 | $0 |
| | | 65410 Utility, Utilities: Electricity | $4,526 | $4,526 | $0 | $8,553 | $8,553 | $0 |
| | Bank Fees | 67000 Bank Fees, Bank Fees | $10,973 | $10,973 | $0 | $14,313 | $14,313 | $0 |
| Total OPEX | | | $2,337,723 | $2,337,723 | $0 | $2,704,159 | $2,704,159 | $0 |
| EBITDA | | | $4,412,614 | $4,412,614 | $0 | $5,796,964 | $5,796,964 | $0 |
| Depr & Amort | Other | 90000 Other, Exchange Adj | $309,596 | $309,596 | $0 | $382,117 | $382,117 | $0 |
| EBIT | | | $4,103,019 | $4,103,019 | $0 | $5,414,847 | $5,414,847 | $0 |
| Other Inc & Exp | Taxes | 67150 Taxes, Export Tax | -$7,703 | -$7,703 | $0 | -$2,994 | -$2,994 | $0 |
| | Interest | 92100 Interest, Interest | $49,819 | $49,819 | $0 | $48,391 | $48,391 | $0 |
| NET INCOME (LOSS) | | | $4,060,904 | $4,060,904 | $0 | $5,369,450 | $5,369,450 | $0 |

*Measures:* (All), ☑Budgeted Var, ☑Budget, Period % Var, Period Var, ☑Posted
*Fiscal Year:* (All), 2015, 2016, ☑2017, ☑2018
*Fiscal Period:* (All), ☑01, ☑02, ☑03, ☑04, ☑05, ☑06, ☑07, 08, 09, 10, 11, 12
*Account:* (All); *Seg 2: Subacct:* (All); *Seg 3: Acct Class:* (All)

**Multi-Company Environment**: DataSelf provides comprehensive ways to consolidate data from multi-company systems. The data is normalized and consolidated in the DataSelf data warehouse, and then it becomes easy and fast to report from single companies, groups of companies, or across all of them. The example below shows 3 business units and the consolidated total.

**YTD Profit and Loss by Business Unit**    as of 7/20/2020 3:23:00 AM

| | | | ABC Corp | DEF Inc | XYZ Inc | Consolidated |
|---|---|---|---|---|---|---|
| Sales | Revenue | Sales | $3,568,286 | $1,687,363 | $831,263 | $6,086,912 |
| | | Sales, accessories | | $98,849 | $84,671 | $183,520 |
| | | Sales, Furniture | $4,229,818 | | | $4,229,818 |
| | **Total Revenue** | | $7,798,104 | $1,786,212 | $915,933 | $10,500,249 |
| **Total Sales** | | | **$7,798,104** | **$1,786,212** | **$915,933** | **$10,500,249** |
| Cost of Sales | Cost of Sales | COGS, accessories | | $239,864 | $41,517 | $281,382 |
| | | COGS, Furniture | $2,013,279 | | | $2,013,279 |
| | | Cost of goods sold | $348,664 | $884,011 | $474,449 | $1,707,124 |
| **Total COGS** | | | **$2,361,990** | **$1,123,875** | **$515,966** | **$4,001,832** |
| **GROSS PROFIT** | | | **$5,436,114** | **$662,336** | **$399,967** | **$6,498,417** |
| Op Exp | Other Expenses | Advertising | $805,021 | | | $805,021 |
| | | Automotive | $533,653 | $33,548 | $32,347 | $599,547 |
| | | Commissions | $1,228,325 | | $146,992 | $1,375,316 |
| | | Delivery and distribution | $374,244 | | | $374,244 |
| | | Donations | $27,078 | | | $27,078 |
| | | Dues and subscriptions | | $8,702 | $19,801 | $28,503 |
| | | Employee benefit plan | $116,174 | | | $116,174 |
| | | Employee benefits, direct | | $48,406 | $48,406 | $96,812 |
| | | Employer taxes, direct | | | | |
| | | Equipment lease or rent | $57,155 | | | $57,155 |
| | | Insurance | $379,105 | | | $379,105 |
| | | Licenses and permits | $22,710 | | | $22,710 |
| | | Miscellaneous | $271 | $35,604 | $72,816 | $108,691 |

**YTD Filter**
(Multiple values) ▼

**Company**
(All) ▼

**Branch**
(All) ▼

**Subacct**
(All) ▼

**Biz Unit**
(All) ▼

**Division**
(All) ▼

**Balance Sheet**

Extensive library of Balance Sheet reports with easy slicing and dicing. These templates have a similar framework of the P&L reporting above.

Year or YTD | Year or YTD with Variances | YoY by Quarter | YoY by Month

**Balance Sheet by Year:  YTD as of Last Mo**
As of 6/11/2020 10:15:53 AM

| | | | | YTD as of 5/2017 2017 | YTD as of 5/2018 2018 | YTD as of 5/2019 2019 |
|---|---|---|---|---|---|---|
| Asset | Asset | Accounts Receivables | Intercompany Receivable | $597,787 | $188,749 | -$1,656,607 |
| | | | Receivables | $11,914,522 | $9,987,997 | $14,424,627 |
| | | | Tax Refunds Receivable | -$281 | -$281 | -$281 |
| | | | Unposted Deposits | | | $833,982 |
| | | | **Total** | **$12,512,028** | **$10,176,465** | **$13,601,721** |
| | | Accumulated depreciation | Accum. Depreciation | -$10,283,070 | -$11,150,426 | -$11,287,896 |
| | | | **Total** | **-$10,283,070** | **-$11,150,426** | **-$11,287,896** |
| | | Cash and Cash equivalents | AMEX | $368 | $368 | -$1,259,664 |
| | | | BOA Checking | $4,675,249 | $2,337,215 | $1,304,395 |
| | | | CUnion Cash | $505,129 | $3,901,090 | $2,672,286 |
| | | | **Total** | **$5,180,746** | **$6,238,673** | **$2,717,018** |
| | | Other Assets | Accum. Depreciation - Goodwill | -$3,047,554 | -$3,047,554 | -$3,047,554 |
| | | | Goodwill | $22,341 | $22,341 | $22,341 |
| | | | Treasury Stock | $10,733,106 | $11,678,971 | $18,953,996 |
| | | | **Total** | **$7,707,893** | **$8,653,757** | **$15,928,782** |
| | | Property, plant and equipment | Computer Equipment | $2,266,696 | $2,370,509 | $2,372,158 |
| | | | Computer Software | $4,324,730 | $4,751,721 | $5,222,838 |
| | | | Land | | $27,939 | $985,779 |
| | | | Office Equipment | $509,905 | $509,905 | $491,604 |
| | | | Office Furniture | $1,428,655 | $1,470,379 | $1,440,500 |
| | | | Tenant Improvements | $3,861,466 | $3,861,466 | $3,846,571 |
| | | | **Total** | **$12,391,453** | **$12,991,920** | **$14,359,450** |
| | | **Total** | | **$27,509,050** | **$26,910,390** | **$35,319,075** |
| | **Total** | | | **$27,509,050** | **$26,910,390** | **$35,319,075** |
| Liability and Equity | Liability | Accounts Payable | Accounts Payable | $7,604,091 | $5,491,084 | $5,831,503 |
| | | | Distribution Payable | -$651 | | |
| | | | Intercompany Payable | $589,898 | $184,776 | -$1,660,821 |
| | | | **Total** | **$8,193,338** | **$5,675,859** | **$4,170,682** |
| | | Other current liabilities | Acc Exp Payable-Othe | $1,174,603 | $291,336 | $315,648 |
| | | | Acc Income Tax Pay | $121,505 | -$101,272 | -$101,272 |
| | | | Accrued 401(k) Match | $228,144 | $562,692 | $2,216,298 |
| | | | Accrued Prof. Fees | $93,392 | $89,206 | $74,061 |
| | | | Unearned revenue | $0 | | |
| | | | **Total** | **$1,617,644** | **$841,963** | **$2,504,734** |
| | | Payroll Liability | Accrued Salaries & Wages | $896,879 | $988,013 | $2,054,509 |
| | | | Dental Premiums | -$254 | $21,298 | $14,759 |
| | | | Health Insurance Payable | | | $246,810 |
| | | | Other Payroll Withholdings | -$11,319 | -$12,229 | $753,663 |
| | | | Payroll Taxes | $6,268 | $24,274 | -$1,191,067 |
| | | | Vision Premiums | $278 | $4,697 | $11,324 |
| | | | **Total** | **$891,851** | **$1,026,053** | **$1,889,998** |
| | | **Total** | | **$10,702,833** | **$7,543,875** | **$8,565,415** |
| | Equity | Additional paid-in capital | Paid-In-Capital | $25,946,727 | $25,946,727 | $25,946,727 |
| | | | **Total** | **$25,946,727** | **$25,946,727** | **$25,946,727** |
| | | Common stock | Common Stock | $604,055 | $603,073 | $603,073 |
| | | | **Total** | **$604,055** | **$603,073** | **$603,073** |
| | | Current Year Earnings | Current Year Earnings | $1,415,110 | $1,692,743 | $4,802,351 |
| | | | **Total** | **$1,415,110** | **$1,692,743** | **$4,802,351** |
| | | Retained Earnings - Loss carry | Retained Earnings | -$11,919,287 | -$11,049,796 | -$13,579,067 |
| | | | **Total** | **-$11,919,287** | **-$11,049,796** | **-$13,579,067** |
| | | Share capital | Additional capital | | | $593,124 |
| | | | RiverSands Partner Capital | | $3,438,400 | $5,992,640 |
| | | | **Total** | | **$3,438,400** | **$6,585,764** |
| | | **Total** | | **$16,046,606** | **$20,631,146** | **$24,358,848** |
| | **Total** | | | **$26,749,439** | **$28,175,021** | **$32,924,262** |

**As of Date**
- Full Year
- YTD as of Current Mo
- ⊙ YTD as of Last Mo

**Year**
- (All)
- ☑ 2017
- ☑ 2018
- ☑ 2019
- 2020

**Company**
EngageMED ▼

**Branch**
(All) ▼

**Subacct**
(All) ▼

**Seg2 No**
(All) ▼

**Seg3 No**
(All) ▼

**Multi-Currency Consolidation:** DataSelf provides comprehensive ways to consolidate multi-currency systems. The data is normalized and consolidated in the DataSelf data warehouse, and then it becomes easy and fast to report on single or multiple currencies. The example below shows the financials from 3 business units working with different currencies, how they relate to the consolidated currency USD, and the total.

### YTD Profit and Loss by Business Unit, Multi-Currency — as of 7/20/2020 3:23:00 AM

| | | | CAD | | EUR | | USD | | Total | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | Source Currency | USD | Source Currency | USD | Source Currency | USD | Source Currency | USD |
| Sales | Revenue | Sales | $1,652,265 | $1,290,832 | $597,761 | $635,916 | $2,729,739 | $2,729,739 | $4,979,765 | $4,656,487 |
| | | Sales, accessories | $96,793 | $75,619 | $60,887 | $64,773 | | | $157,680 | $140,392 |
| | | Sales, Furniture | | | | | $3,235,811 | $3,235,811 | $3,235,811 | $3,235,811 |
| | Total Revenue | | $1,749,058 | $1,366,452 | $658,648 | $700,689 | $5,965,550 | $5,965,550 | $8,373,256 | $8,032,690 |
| Total Sales | | | $1,749,058 | $1,366,452 | $658,648 | $700,689 | $5,965,550 | $5,965,550 | $8,373,256 | $8,032,690 |
| Cost of Sales | Cost of Sales | COGS, accessories | $234,875 | $183,496 | $29,855 | $31,761 | | | $264,730 | $215,257 |
| | | COGS, Furniture | | | | | $1,540,159 | $1,540,159 | $1,540,159 | $1,540,159 |
| | | Cost of goods sold | $865,624 | $676,269 | $341,176 | $362,953 | $266,728 | $266,728 | $1,473,528 | $1,305,950 |
| Total COGS | | | $1,100,499 | $859,765 | $371,031 | $394,714 | $1,806,923 | $1,806,923 | $3,278,453 | $3,061,402 |
| GROSS PROFIT | | | $648,559 | $506,687 | $287,616 | $305,975 | $4,158,627 | $4,158,627 | $5,094,803 | $4,971,289 |
| Op Exp | Other Expenses | Advertising | | | | | $615,841 | $615,841 | $615,841 | $615,841 |
| | | Automotive | $32,850 | $25,664 | $23,260 | $24,745 | $408,245 | $408,245 | $464,355 | $458,654 |
| | | Commissions | | | $105,702 | $112,449 | $939,668 | $939,668 | $1,045,370 | $1,052,117 |
| | | Delivery and distribution | | | | | $286,296 | $286,296 | $286,296 | $286,296 |
| | | Donations | | | | | $20,715 | $20,715 | $20,715 | $20,715 |
| | | Dues and subscriptions | $8,521 | $6,657 | $14,239 | $15,148 | | | $22,760 | $21,805 |
| | | Employee benefit plan | | | | | $88,873 | $88,873 | $88,873 | $88,873 |
| | | Employee benefits, direct | $47,399 | $37,030 | $34,809 | $37,030 | | | $82,208 | $74,061 |
| | | Employer taxes, direct | | | | | | | | |
| | | Equipment lease or rent | | | | | $43,723 | $43,723 | $43,723 | $43,723 |
| | | Insurance | | | | | $290,015 | $290,015 | $290,015 | $290,015 |
| | | Licenses and permits | | | | | $17,373 | $17,373 | $17,373 | $17,373 |
| | | Miscellaneous | $34,864 | $27,237 | $52,362 | $55,704 | $207 | $207 | $87,432 | $83,148 |

YTD Filter: (Multiple values)
Company: (All)
Branch: (All)
Subacct: (All)
Biz Unit: (All)
Division: (All)

## AR Aging with Proforma (included with AADS)

Easily combine AR Aging with proforma invoices for a more complete view of your cash flow.
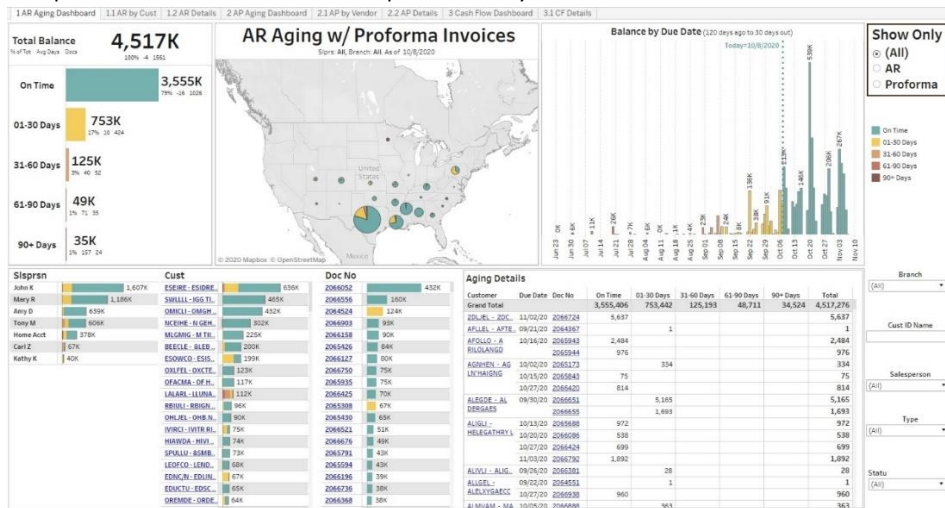


## Payables (included with AADS)

Hundreds of Payables reports and dashboards allow users to quickly visualize and analyze AP trends. The dashboard below gives an overview of AP by total, vendor, due date, bill and all details. Selecting data points filters the dashboard.
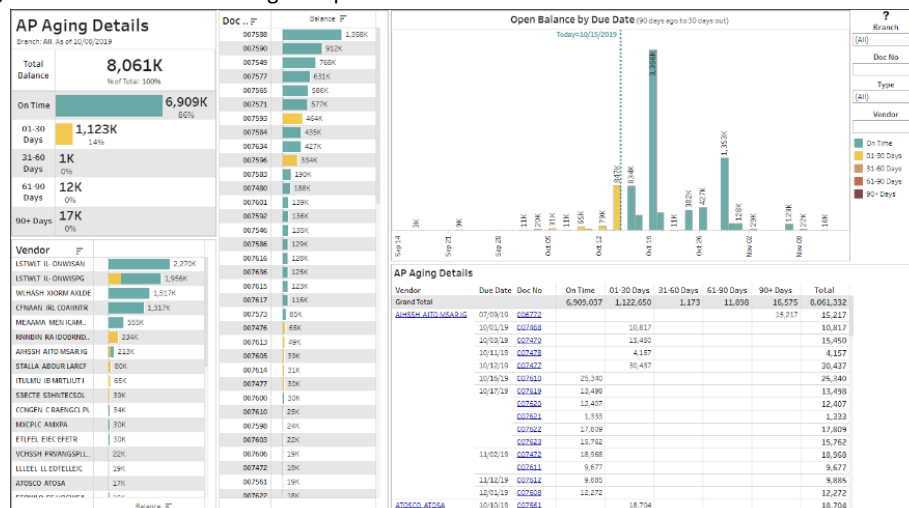
**Budgeting:** DataSelf can combine actuals data with budgets coming from your source system, or Excel files, or directly from user input. Setting up Budgeting and forecasting requires an understanding of the client's specific needs, and might require additional configuration not included in SOWs unless specifically described.
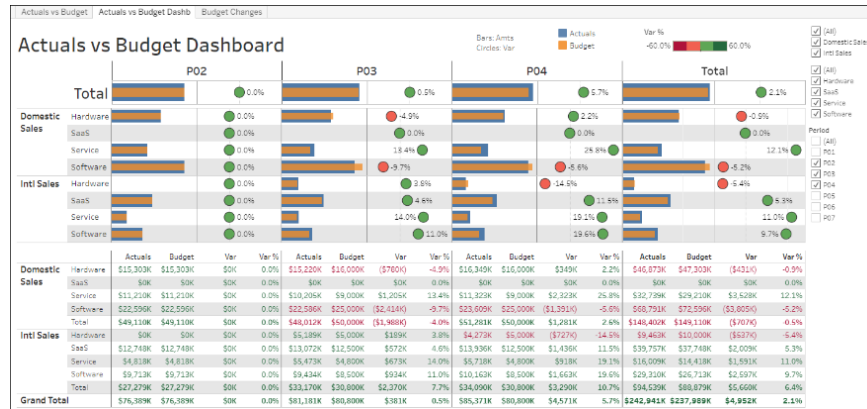


# CRM: Contact, Opportunity and Tech Support - Optional

There are 1,000+ templates offering a wide range of configuration possibilities to adapt to unique business needs. Actual templates might vary. Some might require additional configuration not included in SOWs unless specifically described.

**Opportunities**
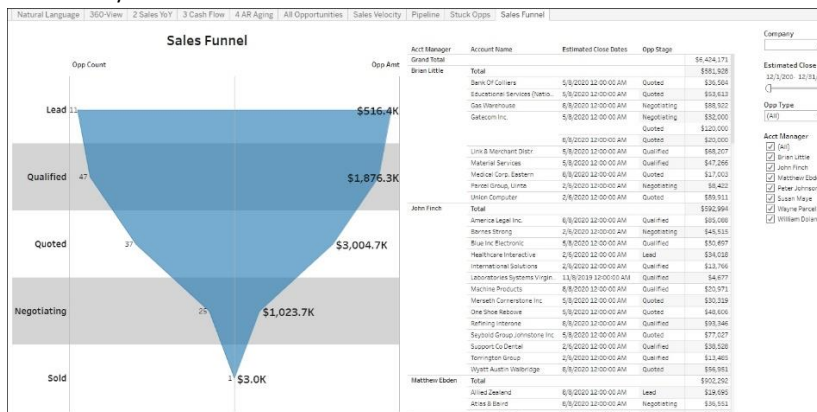Slice and dice your opportunities by different dimensions.
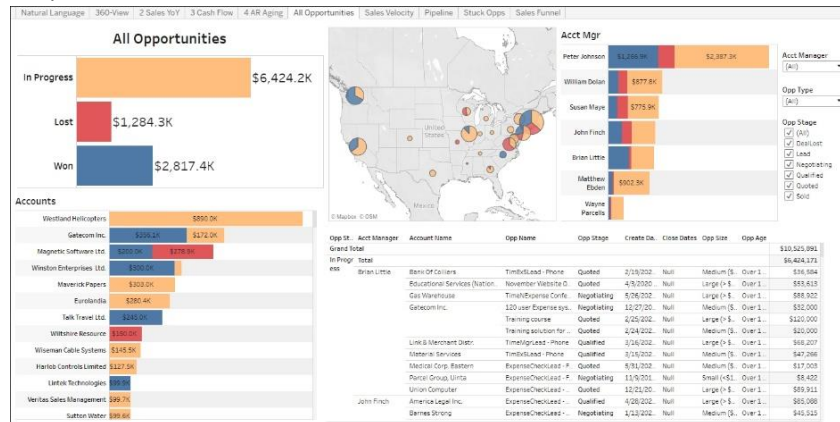


**Sales Velocity**
A powerful method to analyze the efficiency of your sales processes and team.
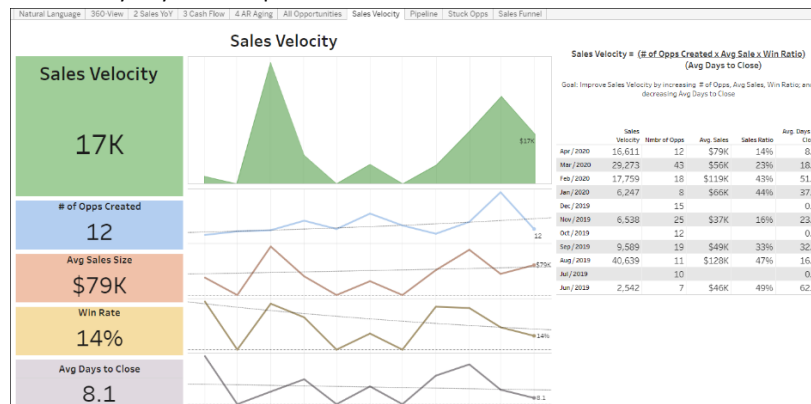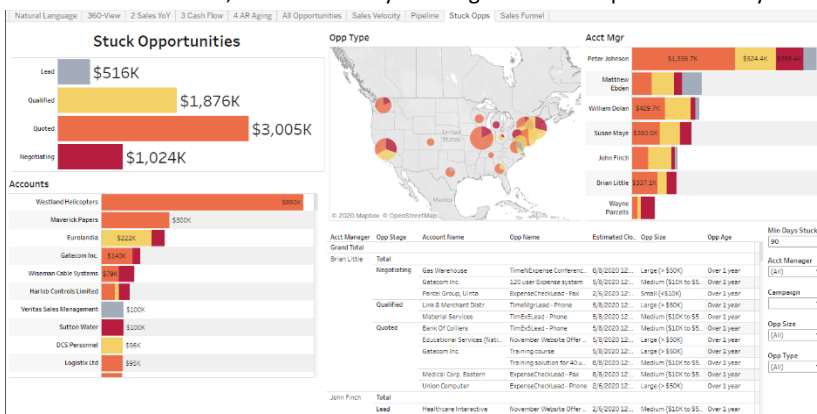
## Sales Funnel

Easy and interactive ways to slice and dice your sales funnel.
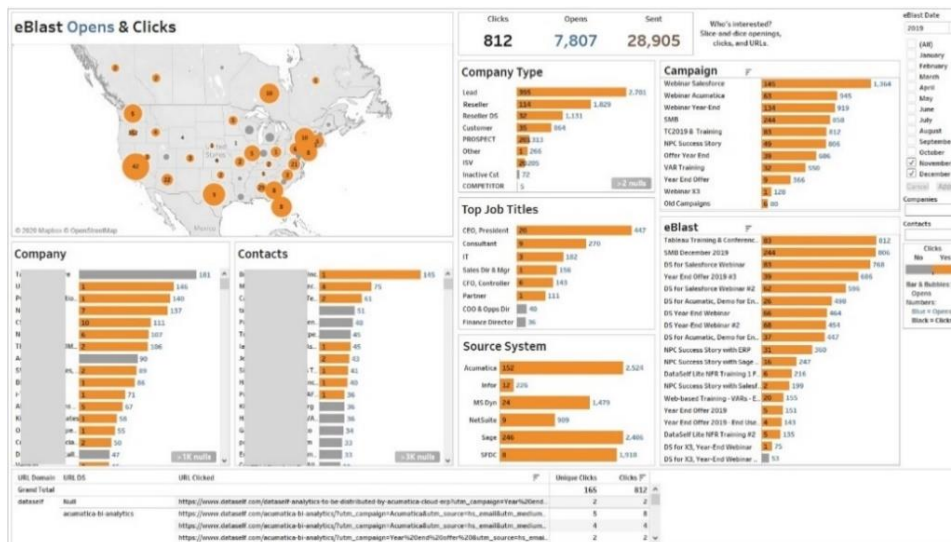


## Stuck Opportunities

Many stuck opportunities need work to move forward, otherwise many will be gone. Be on top of them easily.



# Marketing Campaigns with User Traction – Optional

## Opens & Clicks KPIs

Easy and interactive ways to analyze which companies and individuals have been consuming your eBlasts across campaigns and time.
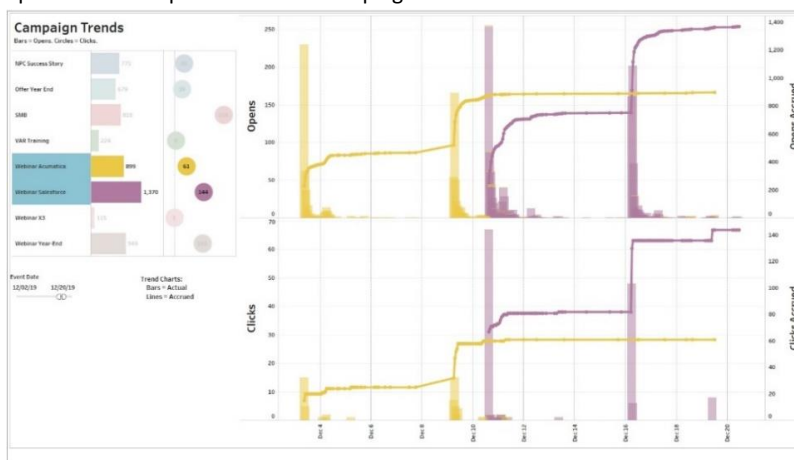
**Open and Click Trends and KPIs by Client**

Easy and interactive ways to analyze trends from companies and individuals consuming your eBlasts across campaigns.



**Open & Click Trends Across Campaigns**

Interactive ways to analyze how opens and clicks perform across campaigns and time.



# Google Analytics and E-Commerce - Optional

These templates have a wide range of configuration possibilities to adapt to unique business needs. Actual templates might vary. Some might require additional configuration not included in the SOW.



You can find a more complete full list of DataSelf templates at https://www.dataself.com/templates/.