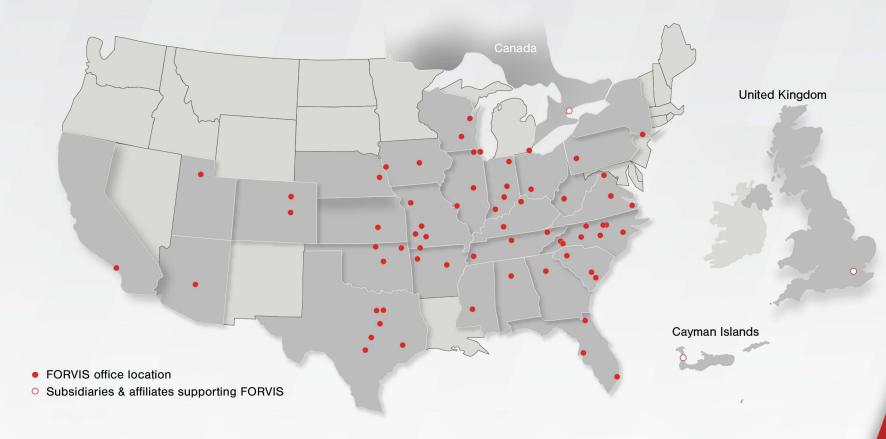
## FORV/S

**Business Technology Solutions** 

# Streamline Manufacturing & Distribution Reporting & Planning

March 28, 2024

### Global Presence & Reach



#### **Subsidiaries & Affiliates Supporting FORVIS**

FORVIS Capital Advisors, LLC

FORVIS Wealth Advisors, LLC

- FORVIS Global Advisory Canada ULC\*\*
- FORVIS Global Advisory Ltd. UK\*\*
- TALENT SHIFT, LLC

By the Numbers

Top 10

U.S. Public Accounting Firm \*

27

States + Canada, U.K., & \*\*

Cayman Islands

10+
Industries

68

Markets

500+

6,000+

Partners & Principals

Team Members

FORV/S



FORVIS is a member of Praxity™, an international alliance of independent accounting firms that offers multinational clients access to resources around the world.

### **Business Technology Solutions**

**FORVIS** provides enterprise resource planning (ERP) and customer relationship management (CRM) platform analysis, design, implementation, upgrade, training, and support services.

In addition, our Insights & Automation services include business intelligence (BI), robotic process automation (RPA), assessments, implementations, and training.



We are an award-winning partner of Solver Global, which itself is highly rated by G2, a leading software marketplace.



Microsoft Partner









From sales forecasting to financial reporting, learn what CRM and ERP technologies can do.

### **Presenter**



**Charles Allen**Senior Managing Consultant

713.499.4629 charles.allen@forvis.com



## FORV/S

**Business Technology Solutions** 

# Streamline Manufacturing & Distribution Reporting & Planning

March 28, 2024

### **Objectives**

- Describe how data from multiple systems can be combined for reporting & planning
- Demonstrate how reports can be created for different areas of the organization
- Discuss how planning can be used across the organization for budgets & forecasts



### **Agenda**

Overview

Reporting

Planning

Dashboards

## Overview



### Types of Reports Used by Manufacturers



## Informational



## Analytic



## Statutory

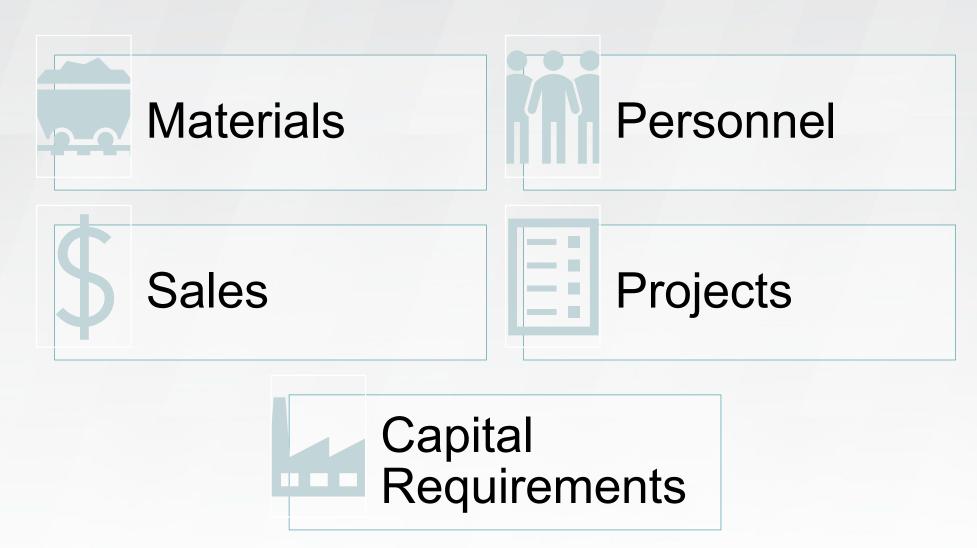


Voluntary



https://smallbusiness.chron.com/types-business-reports-manufacturing-firm-40499.html

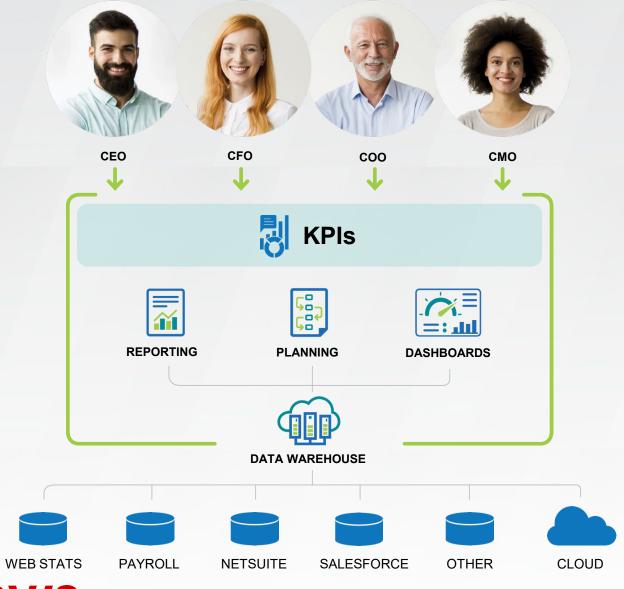
### Planning Needs in M&D



## Reporting



#### Solver can provide key insights across the organization.



# Complete Insight ...

#### Faster, Better Decisions

#### **Key Benefits**

- Single cloud portal & database
- Rapid configuration with templates
- Quick time to value
- Combines the best of CPM & BI

#### **Solver Apps**

- Process automation
- KPIs & alerts
- Dashboards
- Reporting & consolidation
- Budgeting & forecasting
- Intelligent Data Warehouse
- Marketplace with templates
- Data source connectors



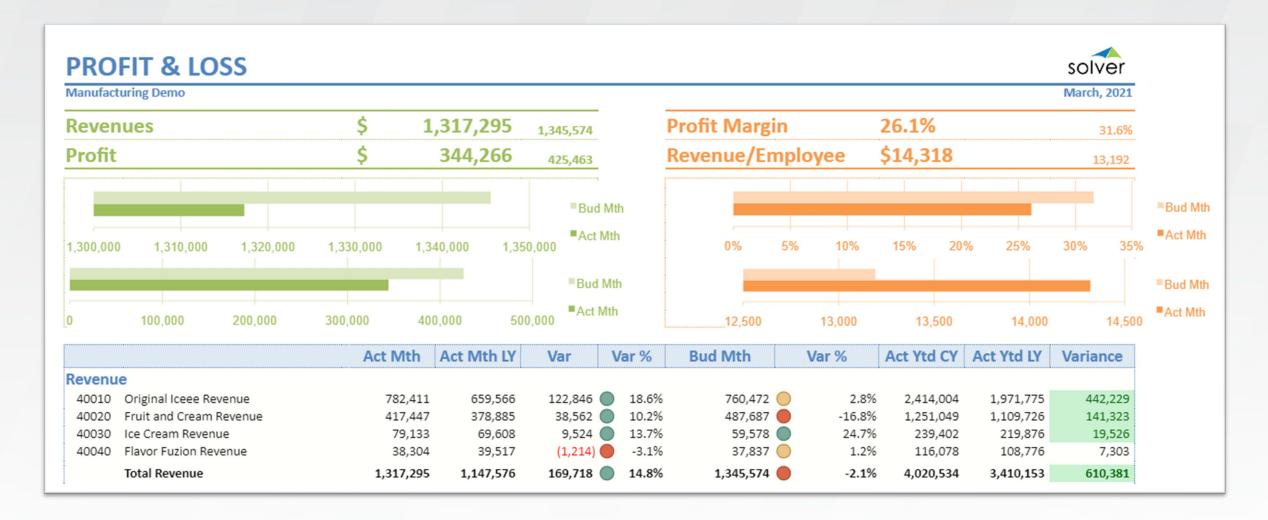


### Reporting Keys

- Excel-Driven Template Design
- Ad Hoc Reporting
- Data Warehouse
- Security-Driven
- Drilldown



### Reporting – Profit & Loss



### Reporting – Open Orders

#### MFG12 - Open Orders

Solver Global

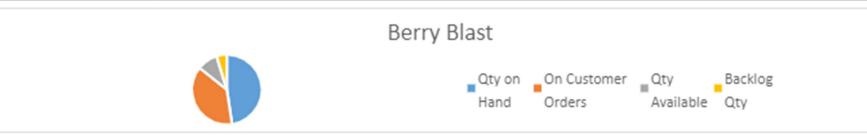
Report End:

September 30, 2021

Plant: 100 Entity: SUS



Item (Product)	Scenario	Qty on Hand	On Customer Orders	Qty Available	Backlog Qty	Quality %
	ACT	98	78	20	10	99.3
102 Barley	PRDFCST	98	78	20	10	99.3
	Variance	0	0	0	0	0.0



	ACT	107	64	43	11	99.3
126 Canola	PRDFCST	107	64	43	11	99.3
	Variance	0	0	0	0	0.0



### Reporting – Materials Usage

#### MFG14 - Materials Usage Variance

#### Solver Global

Report End: January 31, 2021

Plant: ALL Plants

Entity: SUS

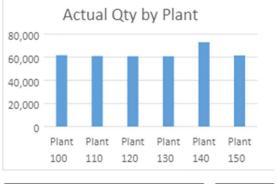


Plant Sumr	nary	Standard Cost	Actual Cost	Price Var
Plant 100	Los Angeles	\$14,500	\$14,610	\$110
Plant 110	Portland	\$14,400	\$14,616	\$216
Plant 120	Boise	\$14,400	\$14,639	\$239
Plant 130	Reno	\$14,400	\$14,470	\$70
Plant 140	Dallas	\$17,380	\$17,509	\$129
Plant 150	Kansas City	\$15,100	\$15,204	\$104

Standard Qty (kg)	Actual Qty (kg)	Qty Var
60,500	61,732	1,232
60,500	61,048	548
60,500	60,850	350
60,500	60,830	330
72,600	73,035	435
61,000	61,566	566

Var %
2.0%
0.9%
0.6%
0.5%
0.6%
0.9%





Materials Usage	Standard Cost	Actual Cost	Price Var	Standard Qty (kg)	Actual Qty (kg)	Qty Var	Var %
	P	lant 100					



### Reporting – Sales by Customer



Sales by Customer Report

Variance by Product Class Period: September, 2021











			w	ater		
	C1		Septem	ber,	2021	
Region	Customer Name	Actual	Last Year	V	ar (%)	Variance
Internatio	onal					
	Aaron Fitz Electrical	1,855,428	1,724,933		8%	130,49
	Astor Suites	403,560	360,025		12%	43,53
	Franchise Office Machines	2,037,296	1,641,008		24%	396,28
	Greenway Foods	931,140	799,159		17%	131,98
	Kelly Consulting	1,277,735	1,088,285		17%	189,45
	Mahler State University	2,080,318	1,875,620		11%	204,69
	Northern Family Hospital	2,290,953	2,298,404		(0%)	(7,45
	S & S Properties	1,830,147	1,985,751	$\blacksquare$	(8%)	(155,60
North Am	nerica					
	Boston University	1,821,833	1,664,965		9%	156,86
	Boyles Country Inns	1,015,830	948,407		7%	67,42
	Center Suite Hotel	1,821,833	1,978,952	$\blacksquare$	(8%)	(157,11
	Continental Properties	2,013,196	1,625,771		24%	387,42
	Plaza One	1,204,401	1,089,748		11%	114,65
	St. Marys Hospital	1,335,349	1,598,046	$\blacksquare$	(16%)	(262,69
	Total Revenue	21,919,017	20,679,074		6%	1,239,94

	Juices									
	September, 2021									
Actual	Last Year	Var (%)	Variance							
1,214,753	1,131,012	<b>^</b> 7%	83,741							
258,177	236,337	<b>_</b> 9%	21,840							
1,281,023	1,080,882	<b>19%</b>	200,140							
576,312	513,893	<b>12%</b>	62,419							
835,464	725,657	<b>15%</b>	109,806							
1,350,967	1,232,602	<b>10%</b>	118,365							
1,462,966	1,494,306	<b>(2%)</b>	(31,339)							
1,163,995	1,282,708	<b>(9%)</b>	(118,713)							
1,156,267	1,079,591	▲ 7%	76,676							
660,431	621,332	<b>▲</b> 6%	39,099							
1,156,267	1,277,356	<b>(9%)</b>	(121,088)							
1,262,068	1,071,484	<b>18%</b>	190,584							
777,445	715,664	<b>_</b> 9%	61,781							
864,632	1,052,517	<b>(18%)</b>	(187,884)							
14,020,767	13,515,340	<b>—</b> 4%	505,427							

ı		Soft	Drinks	
		Septem	ber, 2021	
l	Actual	Last Year	Var (%)	Variance
l	558,744	691,617	<b>(19%)</b>	(132,872)
l	123,313	145,664	<b>(15%)</b>	(22,351)
l	643,209	673,754	<b>(5%)</b>	(30,546)
l	282,207	319,757	<b>(12%)</b>	(37,550)
l	393,318	446,425	<b>(12%)</b>	(53,107)
	626,892	747,580	<b>(16%)</b>	(120,687)
l	701,610	960,683	<b>(27%)</b>	(259,073)
	549,411	815,309	<b>(33%)</b>	(265,899)
	543,638	661,218	▼ (18%)	(117,580)
l	305,395	375,346	<b>(19%)</b>	(69,951)
ı	543,638	810,798	<b>(33%)</b>	(267,161)
l	642,460	676,175	<b>(5%)</b>	(33,715)
	363,452	437,768	<b>(17%)</b>	(74,316)
	403,596	655,773	▼ (38%)	(252,177)
	6,680,882	8,417,866	▼ (21%)	(1,736,983)





## Planning



### **Planning Keys**

- Excel-Driven Template Design
- Comparative Data
- Security-Driven
- Multiple Areas
- Online Usage



### Planning – Labor Forecast



#### MFG11 - Labor Forecast by Employee

Solver Global

Report End: September 30, 2021

Plant: Plant 150 Entity: SUS Scenario: PRDFCST

							Tota	al Mo	onthl	y Cos	st							
\$200,000 \$100,000																		
\$-	Jan-21	Feb-21	Feb-21	Mar-21	Mar-21	Apr-21	Apr-21	May-21	May-21	Jun-21	Jun-21	Jul-21	Jul-21	Aug-21	Aug-21	Aug-21	Sep-21	Sep-21

Tota \$400,000	l Forecasted Monthly Cost
\$200,000	
S- Oct	the order of the order of the contract of the

	Employee		CY Salary	Monthly
Employee	<u> </u>	·	<u> </u>	<u> </u>
1004	Justin Posada	\$	188,480	\$ 15,707
1005	Eric Suzuki	\$	153,140	\$ 12,762
1006	Chris Molina	\$	144,694	\$ 12,058
1015	Orlando Iannetta	\$	159,030	\$ 13,253
1209	Clay Cust	\$	188,480	\$ 15,707
1210	Kevin Stubbs	\$	153,140	\$ 12,762
1211	Jorge Rowand	\$	144,694	\$ 12,058
1212	Joe Hafner	\$	159,030	\$ 13,253
1213	Johnny Sweeney	\$	159,030	\$ 13,253
1219	Neftali Crisp	\$	159,030	\$ 13,253
1220	Joba Brantley	\$	188,480	\$ 15,707
1313	Jeremy Zito	\$	153,140	\$ 12,762
1360	Brian Morton	\$	144,694	\$ 12,058
1361	Rafael Stammen	\$	159,030	\$ 13,253
1366	Jorge Narveson	\$	144,694	\$ 12,058
1367	Kurt Stults	\$	144,694	\$ 12,058
		Total \$	2,543,479	\$ 211,957
Add to Emp	loyees with No Histo	ory		
add to Emp	oyees with No Histo	,, y		

### Planning – Production Forecast

#### solver MFG20 - Production Forecast by Plant

Solver Globa

Report End: September 30, 2021

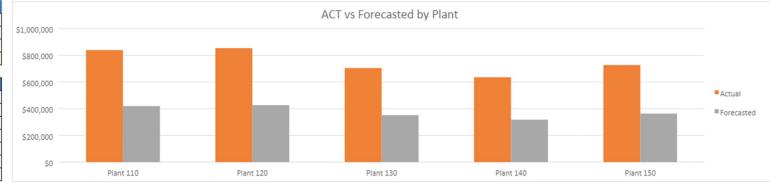
Plant: 100 Entity: SUS

Scenario: PRDFCST

Location Los Angeles Select Neg/Pos Rate for estimate of Remaining Prds LY YR

Rate Table								
Rate 1	-3%	3%						
Rate 2	-5%	5%						
Rate 3	-7%	7%						
Select:	-3%							

Summary										
Plant	Actual	Forecasted	Var	Var %						
Plant 100	\$877,600	\$438,800	\$438,800	50.0%						
Plant 110	\$839,196	\$419,598	\$419,598	50.0%						
Plant 120	\$853,236	\$426,618	\$426,618	50.0%						
Plant 130	\$704,400	\$352,200	\$352,200	50.0%						
Plant 140	\$635,536	\$317,768	\$317,768	50.0%						
Plant 150	\$727,164	\$363,582	\$363,582	50.0%						



Current Fiscal Year														
Item (	Product)		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
Grain	102	Barley	\$21,000	\$20,650	\$21,434	\$21,969	\$23,076	\$21,600	\$19,350	\$19,500	\$19,450	\$19,700	\$21,500	\$15,850
Grain	126	Canola	\$21,108	\$21,112	\$20,123	\$18,987	\$20,700	\$19,309	\$20,821	\$21,988	\$22,269	\$22,391	\$22,357	\$21,244
Grain	194	Safflower	\$26,834	\$26,729	\$27,352	\$27,428	\$27,704	\$28,128	\$27,312	\$27,530	\$26,772	\$28,590	\$26,688	\$26,470
Grain	287	Wheat	\$5,350	\$5,150	\$5,125	\$5,936	\$5,638	\$4,683	\$4,596	\$4,968	\$5,294	\$5,340	\$5,683	\$4,995
Original Iceee	290	Sweet Monster	\$4,806	\$4,050	\$4,204	\$4,368	\$4,290	\$4,650	\$4,560	\$4,900	\$5,240	\$4,953	\$5,380	\$5,500
Original Iceee	313	Tutti Frutti	\$25,818	\$24,830	\$23,454	\$23,366	\$23,860	\$24,854	\$26,730	\$28,100	\$27,812	\$26,718	\$26,624	\$25,642
Original Iceee	355	Cola Star	\$5,000	\$4,900	\$4,700	\$4,750	\$5,600	\$5,903	\$6,100	\$6,300	\$5,740	\$6,240	\$5,673	\$5,892
Fruit & Cream Bars	411	Coconut Cream	\$4,900	\$4,950	\$5,500	\$5,400	\$5,900	\$5,000	\$4,700	\$4,900	\$5,500	\$5,900	\$6,000	\$5,900
Fruit & Cream Bars	480	Orange Cream	\$26,634	\$26,729	\$27,352	\$27,428	\$27,704	\$28,128	\$27,312	\$27,530	\$26,772	\$28,340	\$26,688	\$26,470
Fruit & Cream Bars	532	Strawberry Cream	\$5,734	\$5,640	\$5,452	\$6,500	\$5,900	\$4,700	\$4,300	\$4,600	\$5,000	\$5,200	\$5,300	\$4,700
Ice Cream Bars	590	Caramel Swirl	\$4,500	\$4,100	\$3,900	\$4,000	\$4,100	\$4,500	\$5,000	\$4,800	\$4,700	\$4,600	\$5,500	\$5,300
Ice Cream Bars	603	Fudge Swirl	\$30,906	\$31,218	\$31,436	\$26,800	\$28,230	\$25,812	\$26,224	\$27,336	\$28,548	\$29,154	\$30,066	\$27,436
Ice Cream Bars	688	Strawberry Swirl	\$25,718	\$24,830	\$23,454	\$23,366	\$23,860	\$24,854	\$26,730	\$28,100	\$27,612	\$26,718	\$26,624	\$25,642
Ice Cream Bars	795	Coffee Swirl	\$27,400	\$25,950	\$27,134	\$27,769	\$28,576	\$27,000	\$25,050	\$24,500	\$23,950	\$26,350	\$25,500	\$26,050
Ice Cream Bars	885	Lemon Swirl	\$26,081	\$25,592	\$24,517	\$23,474	\$24,330	\$24,620	\$26,166	\$27,912	\$27,886	\$27,036	\$26,280	\$25,024
		Total:	\$261,789	\$256,430	\$255,137	\$251,541	\$259,468	\$253,741	\$254,951	\$262,964	\$262,545	\$267,230	\$265,863	\$252,115

PY x	Rate (Copy/	Paste)
Oct-20	Nov-20	Dec-20
\$20,564	\$20,855	\$20,807
\$21,428	\$21,298	\$19,928
\$27,490	\$25,887	\$25,676
\$5,180	\$5,513	\$4,845
\$4,804	\$5,219	\$5,335
\$25,916	\$25,825	\$24,873
\$6,053	\$5,503	\$5,715
\$5,723	\$5,820	\$5,723
\$27,490	\$25,887	\$25,676
\$5,044	\$5,141	\$4,559
\$4,462	\$5,335	\$5,141
\$28,279	\$29,164	\$26,613
\$25,916	\$25,825	\$24,873
\$25,560	\$24,735	\$25,269
\$26,225	\$25,492	\$24,273
\$260,135	\$257,499	\$249,305



### Planning – Cash Flow Projection

Cash Flow Projection - Twelve Months  Corporate US										
% Change \$ Change	Cash Inflows Overall Monthly Change Proceeds from Loans	ı	Feb-21		Mar-21	Apr-21	May-21	Jun-21	Jul-21	
	Cash Sales & Collections  Cash Outflows  Overall Monthly Change	F	Feb-21		Mar-21	Apr-21	May-21	Jun-21	Jul-21	
% Change Payroll & Related Expense Monthly Amt Office Supplies Monthly Amt Consulting										
% Change	Actual Jan-21		ojected Feb-21		Projected Mar-21	Projected Apr-21	Projected May-21	Projected Jun-21	Projected Jul-21	
Cash at Beginning of Period	\$ 700,980		230,864	\$	(239,252) \$					715)
Cash Inflows:  Cash Sales & Collections  Proceeds from Loans  Total Cash Inflows	(68,603) 16,611 <b>(51,992)</b>		(68,603) 16,611 <b>(51,992)</b>		(68,603) 16,611 <b>(51,992)</b>	(68,603) 16,611 <b>(51,992)</b>	(68,603) 16,611 <b>(51,992)</b>	(68,603) 16,611 <b>(51,992)</b>	(68,6 16,6 <b>(51,</b> 9	611
Available Cash Balance	648,988		178,872		(291,244)	(761,360)	(1,231,476)	(1,701,591)	(2,171,7	





## Dashboards



### **Dashboard Keys**

- Excel & Power BI
- Consistent Data Model
- One Source of Truth

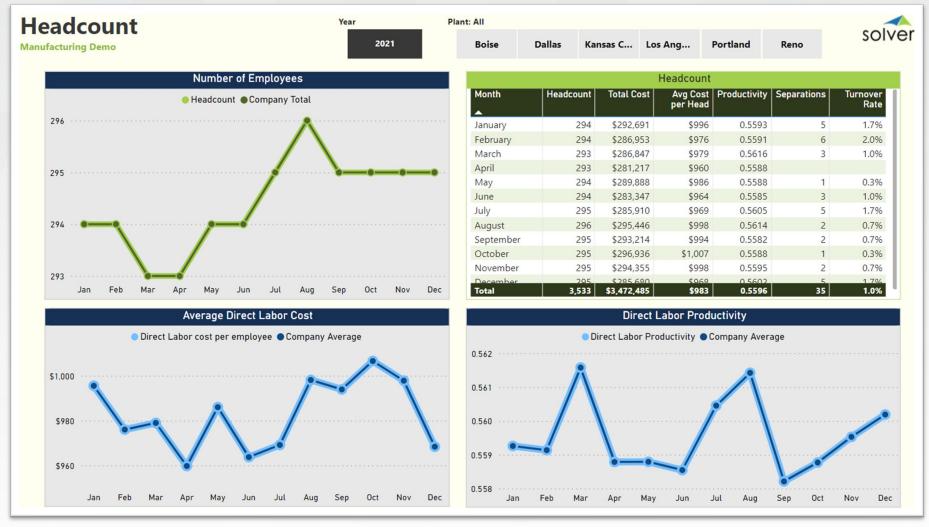


### Dashboard – Executive Summary





### Dashboard - Headcount







### What's Next

Thursday, April 25





## Questions?



## Thank you!

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