



MENTOR PLUS
The Knowledge Your Clients Want You To Have

**SCOPE IT!™**
by Mentor Plus®

software training

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What is \$COPE IT! ?

- A financial diagnostic tool
- A business scenario evaluation tool.
- A planning/forecasting tool.
- A selling/communication tool.



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Working with client data

- Load it
- Analyze it
- What If's
- Goalseeks
- Projections
- Consolidations

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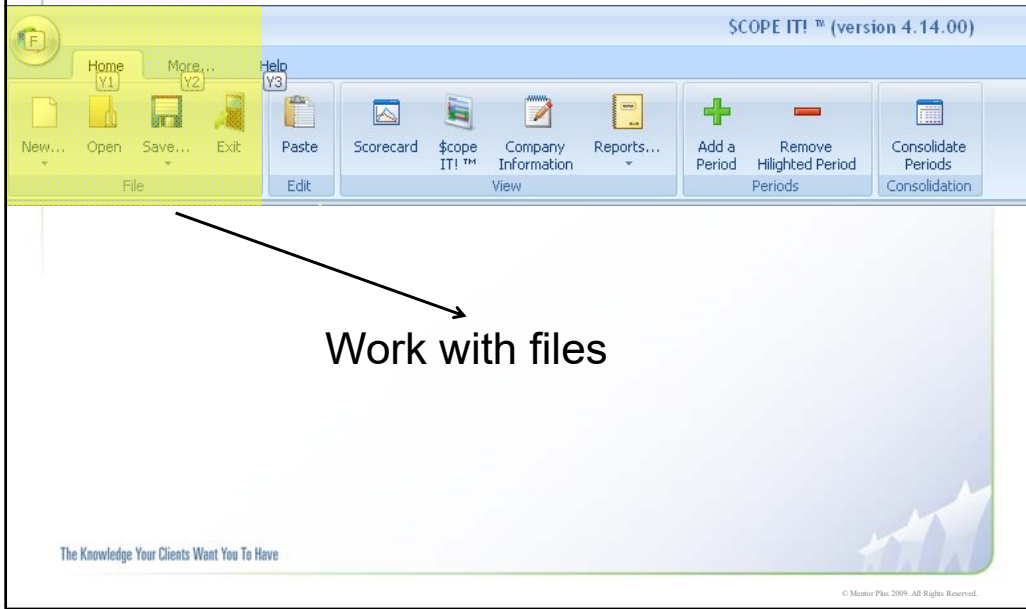
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Loading information

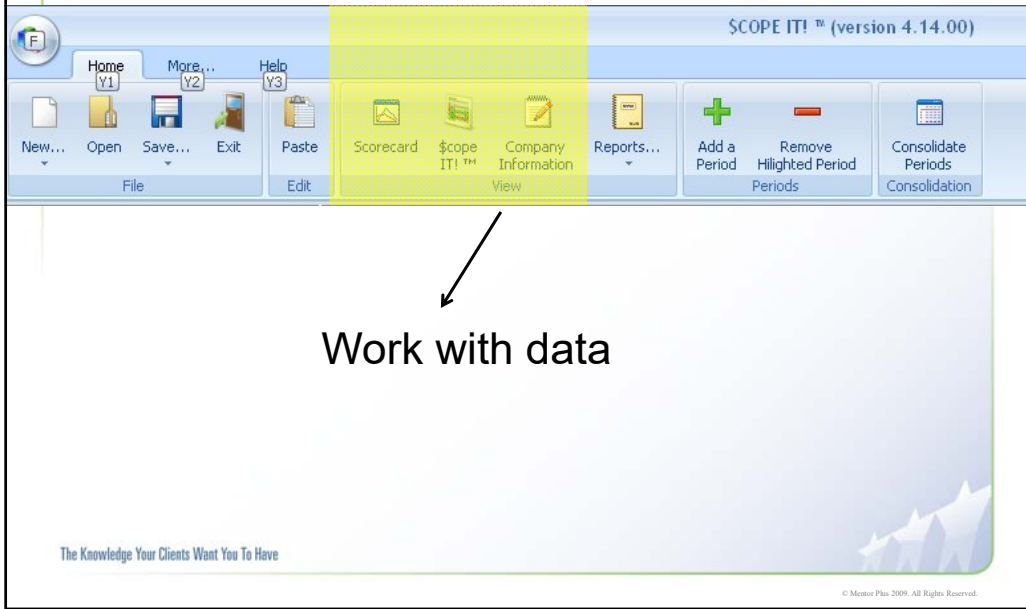
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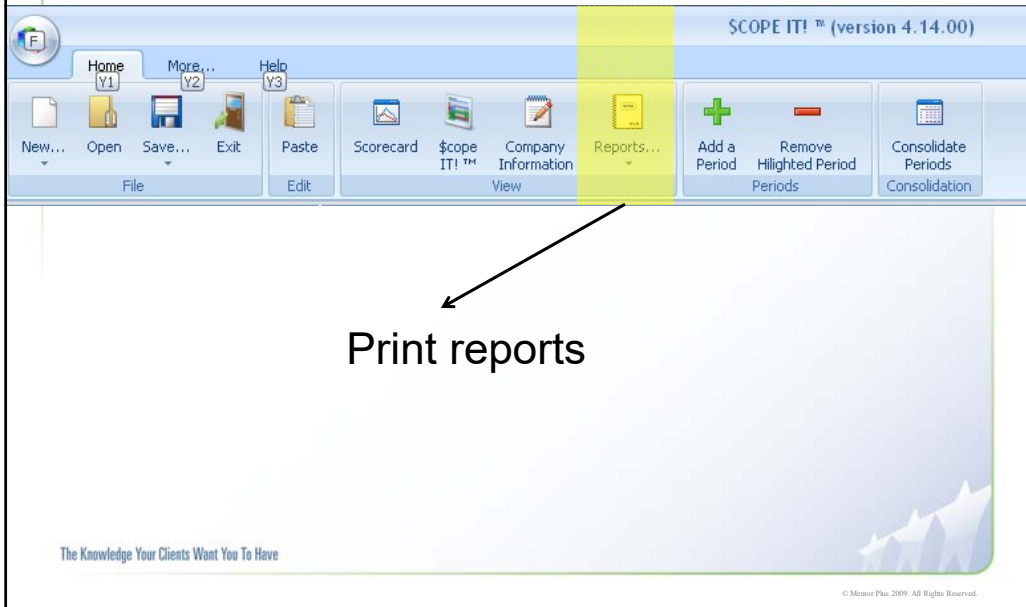
Toolbar



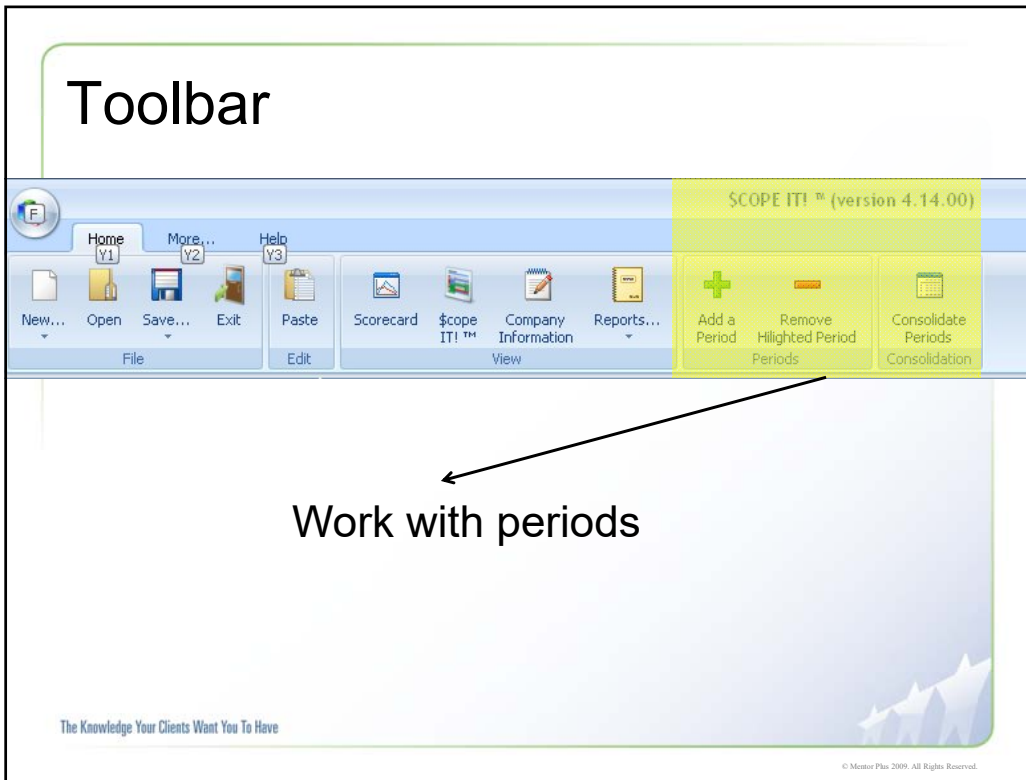
Toolbar

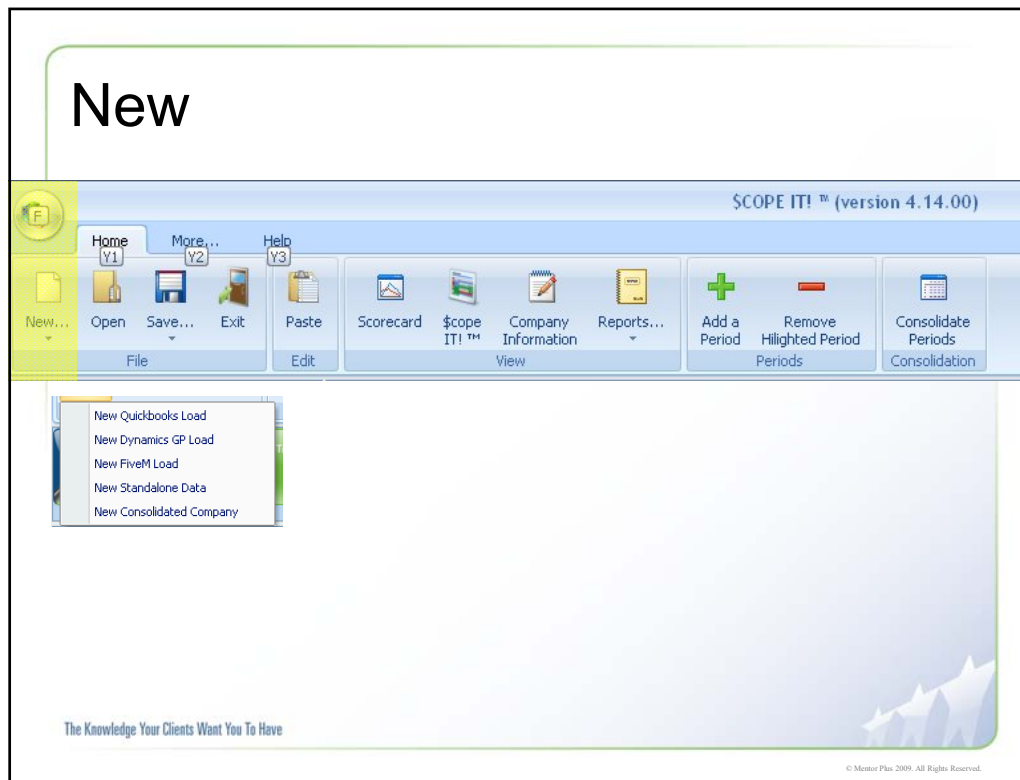


Toolbar



Toolbar





Meeting preparation

Load client data

1. Manually from summary financials

- Copy/paste from Excel
- Enter in fields

2. Import from QuickBooks

New standalone data

Export to Excel from QuickBooks

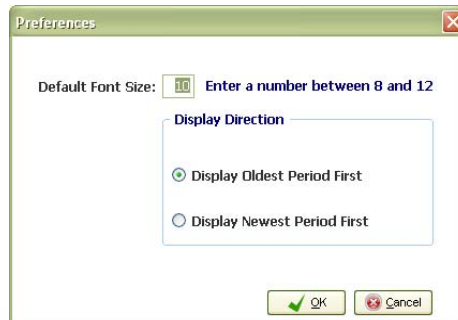
- Comparative P&L and Balance Sheet
- Eliminate blank columns
- May have to move descriptions to left to line up columns

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Arrange the columns

- More
- Preferences



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Data in Excel

CTRL+C to Copy

48	549	Interest and bank charges	2,400.00	2,400.00	0.00	0.0%
49	586	Salaries and benefits	559,106.23	0.00	559,106.23	100.0%
50	588	Salaries - other	101,656.87	0.00	101,656.87	100.0%
51	660	Payroll Expenses				
52	662	Employee Benefits	0.00	195,507.23	-195,507.23	-100.0%
53	663	Employer Tax	42,771.63	58,842.33	-16,070.70	-27.31%
54	660	Payroll Expenses - Other	15,983.27	720,748.90	-704,765.63	-97.78%
55		Total 660 - Payroll Expenses	58,754.90	975,098.46	-916,343.56	-93.97%
56	69800	Uncategorized Expenses	0.09	0.06	0.03	50.0%
57	701	Depreciation	18,140.00	19,661.00	-1,521.00	-7.74%
58		Total Expense	1,398,050.94	1,479,894.74	-81,843.80	-5.53%

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SCOPE IT!
by Mentor Plus®

Jan 01 2015
to
Dec 31 2015
(12 Months)

Jan 01 2014
to
Dec 31 2014
(12 Months)

Jan 01 2013
to
Dec 31 2013
(12 Months)

Jan 01 2012
to
Dec 31 2012
(12 Months)

Difference

Income Statement

Revenue	5,09
Expenses	3,46
Operating Profit	1,62
Operating Exps	1,28
Other Income and Expenses	34
Interest Expense	10
Dividends before Taxes	23
Dividends	7
Other Items	
Income	16
Dividends	
Adjustments	
Change to Retained	16



**CTRL + V
doesn't work**

Operating Exps

	Jan 01 2015 to Dec 31 2015 (12 Months)	Jan 01 2014 to Dec 31 2014 (12 Months)	Jan 01 2013 to Dec 31 2013 (12 Months)
Operating Exps	712,887	619,902	
Operating Expenses - Fixed Costs	500,000	420,000	
Amortization	0	0	
Depreciation	70,000	70,000	
Test	0	0	

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Home V1 More... V2 Help V3

New... Open Save... Reload Quickbooks Exit Paste Scorecard SCOPE IT!™ Company Information Reports... Add a Period Remove Highlighted Period Periods Consolidate Periods Consolidation

File Edit View

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	Jan 01, 2008 to Dec 31, 2008 (12 Months)	Jan 01, 2009 to Dec 31, 2009 (12 Months)	Jan 01, 2010 to Jul 31, 2010 (7 Months)
Difference	0	0	0
Income Statement			
+ Revenue	1,799,293	1,783,825	869,013
+ COGS	0	0	0
Gross Profit	1,799,293	1,783,825	869,013
+ Operating Exps	1,950,615	1,645,516	543,998
+ Other Income and Expenses	-36,942	-26,853	-13,379
EBIT	-114,380	165,162	338,394
+ Interest Expense	0	0	0
Earnings before Taxes	-114,380	165,162	338,394
+ Taxes	49,012	52,735	24,430
+ Extra Items	0	0	0
Net Income	-163,392	112,427	313,964
+ Dividends	0	0	0
+ Adjustments	0	0	0
Change to Retained Earnings	-163,392	112,427	313,964
Balance Sheet			
+ Cash at Bank	32,075	38,363	91,148
+ Acc Receivable	0	0	0
+ Inventory	0	0	0
+ Other CA	228,020	325,453	155,195
Current Assets	260,095	363,815	246,343
+ Fixed Assets, Net	104,170	100,000	00,164

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Compare totals

- Net Income
- Assets and Liabilities

Classify fixed operating costs

Operating Exps	Jan 01, 2010 to Jul 31, 2010 (7 Months)	Jan 01, 2009 to Dec 31, 2009 (12 Months)	Jan 01, 2008 to Dec 31, 2008 (12 Months)
Operating Exps	0	0	0
Reconciliation Discrepancies	0	0	0
Payroll Expense	0	0	0
Payroll Expense:Wages-Staff	229,669	401,812	529,026
Payroll Expense:Simple IRA	5,200	10,400	11,289
Payroll Expense:Employee	28,135	44,754	78,329
Payroll	0	0	0
Payroll Expense:Worker's	-501	4,988	2,630
Medical Expenses	0	0	0
Medical Expenses:Transcription	0	8,647	21,286
Medical Expenses:Medical	68,975	129,468	131,782
General and Administrative	0	0	0
General and	972	17,608	13,591
	543,998	1,645,516	1,950,615

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Operating Exps	Jan 01, 2010 to Jul 31, 2010 (7 Months)	Jan 01, 2009 to Dec 31, 2009 (12 Months)	Jan 01, 2008 to Dec 31, 2008 (12 Months)
Operating Exps	0	0	0
Reconciliation Discrepancies	0	0	0
Payroll Expense	0	0	0
Payroll Expense:Wages-Staff	229,669	401,812	529,026
Payroll Expense:Simple IRA	5,200	10,400	11,289
Payroll Expense:Employee	28,135	44,754	78,329
Payroll	0	0	0
Payroll Expense:Worker's	-501	4,988	2,630
Medical Expenses	0	0	0
Medical Expenses:Transcription	0	8,647	21,286
Medical Expenses:Medical	68,975	129,468	131,782
General and Administrative	0	0	0
General and	972	17,608	13,591
	543,998	1,645,516	1,950,615

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Analyze information

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Analysis

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Home Y1			More... Y2			Help Y3					
New...	Open	Save...	Exit	Paste	Scorecard	SCOPE IT!™	Company Information	Reports...	Add a Period	Remove Highlighted Periods	Consolidate Periods Consolidation
File				Edit		View					

- Scorecard
- KPIs

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From the entry screen

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Home | More... | Help

New... | Open | Save... | Reload Quickbooks | Exit | Paste | Scorecard | \$cope IT!™ | Company Information | Reports... | Add a Period | Remove Highlighted Period | Consolidate Periods

	Jan 01, 2008 to Dec 31, 2008 (12 Months)	Jan 01, 2009 to Dec 31, 2009 (12 Months)	Jan 01, 2010 to Jul 31, 2010 (7 Months)
Difference	0	1	1
Income Statement			
+ Revenue	1,799,293	1,783,825	869,013
+ COGS	0	0	0
Gross Profit	1,799,293	1,783,825	869,013
+ Operating Exps	1,950,615	1,645,516	543,998
+ Other Income and Expenses	-36,942	-26,853	-13,379
EBIT	-114,380	165,162	338,394
+ Interest Expense	0	0	0
Earnings before Taxes	-114,380	165,162	338,394
+ Taxes	49,012	52,735	24,430
+ Extra Items	0	0	0

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Home | More... | Help

New... | Open | Save... | Exit | Paste | **Scorecard** | \$cope IT!™ | Company Information | Reports... | Add a Period | Remove Highlighted Period | Consolidate Periods

	Jan 01 2015 to Dec 31 2015 (12 Months)	Jan 01 2014 to Dec 31 2014 (12 Months)	Jan 01 2013 to Dec 31 2013 (12 Months)	Jan 01 2012 to Dec 31 2012 (12 Months)
Difference	0	0	0	0
Income Statement				
+ Revenue	5,092,045	4,427,869	3,700,000	3,000,000
+ COGS	3,462,593	2,833,836	2,300,000	1,750,000
Gross Profit	1,629,456	1,594,033	1,400,000	1,250,000
+ Operating Exps	1,282,887	1,109,902	950,000	850,000
+ Other Income and Expenses	0	0	0	0
EBIT	346,569	484,131	450,000	400,000
+ Interest Expense	107,352	87,196	77,220	45,000
Earnings before Taxes	239,217	396,935	372,780	355,000
+ Taxes	71,765	119,080	111,834	85,000
+ Extra Items	0	0	0	0
Net Income	167,452	277,854	260,946	270,000
+ Dividends	0	0	0	0
+ Adjustments	0	0	0	0
Change to Retained Earnings	167,452	277,854	260,946	270,000

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Scorecard

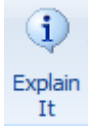
The screenshot displays a financial scorecard with three main sections: Income Statement, Balance Sheet, and Key Performance Indicators (KPIs).

Income Statement		Balance Sheet		KEY PERFORMANCE INDICATORS	
	Jan 01 2015 to Dec 31 2015 (12 Months)		As of Dec 31 2015		Current
Revenue	5,092,049	Cash at Bank	8,000	Revenue Growth %	19.67
COGS	3,462,593	Acc Receivable	976,557	PROFITABILITY	
Gross Profit	1,629,456	Inventory	1,043,521	EBIT %	10.93
Operating Exp	1,402,887	Other CA	42,000	Working Capital	28.49
Other Income and Expenses	0	Current Assets	2,096,079	Net Cash Flow	-235,663
EBIT	346,569	Fixed Assets - Net	1,018,000	ROCE	14.08
Interest Expense	107,352	Investments	0	VALUATION	
Earnings Before Taxes	239,217	Other NCA	41,000	Earnings Value	0
Taxes	71,765	Non Current Assets	1,071,000	OTHER	
Extra Items	0	Total Assets	3,163,079	Capital Inv. to Net Cash Flow%	0.00
Net Income	167,452	Short Term Debt	518,633		
Dividends	0	Accounts Payable	508,193		
Adjustments	0	Other CL	75,000		
Change to Retained Earnings	167,452	Current Liabilities	1,154,826		
		Long Term Debt	806,000		
		Other NCL	55,000		
		Non Current Liabilities	855,000		
		Total Liabilities	2,009,826		
		Shared Capital	26,000		
		Other Equity	0		
		Retained Earnings	1,137,252		
		Equity	1,137,252		
		Total Liabilities & Equity	3,147,079		

The KPI section on the right shows various metrics with 'Previous' and 'Current' values. A red arrow points to the 'Current' value of 15.00 for Revenue Growth %.

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KEY PERFORMANCE INDICATORS Current

Revenue Growth % 19.67 15.00

PROFITABILITY Previous Current

EBIT % 10.93 6.81

Working Capital 28.49

Net Cash Flow -235,663

ROCE 14.08

Earnings Value 0

Capital Inv. to Net Cash Flow% 0.00

Revenue Growth %

Revenue Growth % = Annualized % of Revenue Growth from Last Period

Previous Period is Jan 01 2014 - Dec 31 2014 (365 Days)

Current Period is Jan 01 2015 - Dec 31 2015 (365 Days)

Note: If either the Previous Period revenue or the Current Period revenue is zero, then Revenue Growth % is zero

Formula: $((\text{Current Period Revenue} / \text{Current Period Days} * 365) / (\text{Previous Period Revenue} / \text{Previous Period Days} * 365)) - 1 = \text{Revenue Growth \%}$

$$((5,092,049 / 365 * 365) / (4,427,869 / 365 * 365)) - 1 = 15.00 \%$$

[Print](#) [Graph](#) [Recommendations](#) [Close](#)

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Using the scorecard

Expand by clicking corner

Income Statement		Jan 01, 2009 to Dec 31, 2009 (12 Months)	Balance Sheet		As of Dec 31, 2009
Revenue		1,783,825	Cash at Bank		38,363
COGS		0	Acc Receivable		320,347
Gross Profit		1,783,825	Inventory		0
Operating Exps		1,645,516	Other CA		5,105
Other Income and Expenses		-26,853	Current Assets		363,815
EBIT		165,162	Flood Assets - Net		100,981
Interest Expense		0	Investments		0
Earnings before Taxes		165,162	Other NCA		0
Taxes		52,735	Non Current Assets		100,981
Extra Items		0	Total Assets		464,796
Net Income		112,427	Short Term Debt		69,150
Dividends		0	Accounts Payable		0
Adjustments		0	Other CL		351,540
Change to Retained Earnings		112,427	Current Liabilities		420,690
			Long Term Debt		0
			Other NCL		0
			Non Current Liabilities		0
			Total Liabilities		420,690
			Shared Capital		0
			Other Equity		95,071
			Retained Earnings		-50,964
			Equity		44,107
			Total Liabilities & Equity		464,797

KEY PERFORMANCE INDICATORS		Current
Revenue Growth %		19.67
Price %		15.00

PROFITABILITY		Previous	Current
EBIT %		-6.36	9.26

WORKING CAPITAL		Previous	Current
Days Receivable		45	66
Days Inventory		0	0
Days Payable		0	0
Total Working Capital \$		222,885	320,347
Working Capital %		12.39	17.96

CASH FLOW/FUNDING		Previous	Current
Gross Profit %		100.00	100.00
Cash Gross Profit %			94.54
Working Capital Efficiency \$			-97,462
Operational Cash Flow			88,562
Net Cash Flow			39,015
Total Debt		30,646	69,150
Total Equity		2,911	44,107
Total Funding Source		33,558	113,257
Debt Repayment Period (Years)			1.77
Debt to Equity		10.53	1.57
Total Liability/Equity		92.73	9.54

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Using the scorecard

What if's on red cells

Income Statement		Jan 01, 2009 to Dec 31, 2009 (12 Months)	Balance Sheet		As of Dec 31, 2009
Revenue		1,783,825	Cash at Bank		38,363
COGS		0	Acc Receivable		320,347
Gross Profit		1,783,825	Inventory		0
Operating Exps		1,645,516	Other CA		5,105
Other Income and Expenses		-26,853	Current Assets		363,815
EBIT		165,162	Flood Assets - Net		100,981
Interest Expense		0	Investments		0
Earnings before Taxes		165,162	Other NCA		0
Taxes		52,735	Non Current Assets		100,981
Extra Items		0	Total Assets		464,796
Net Income		112,427	Short Term Debt		69,150
Dividends		0	Accounts Payable		0
Adjustments		0	Other CL		351,540
Change to Retained Earnings		112,427	Current Liabilities		420,690
			Long Term Debt		0
			Other NCL		0
			Non Current Liabilities		0
			Total Liabilities		420,690
			Shared Capital		0
			Other Equity		95,071
			Retained Earnings		-50,964
			Equity		44,107
			Total Liabilities & Equity		464,797

KEY PERFORMANCE INDICATORS		Current
Revenue Growth %		19.67
Price %		15.00

PROFITABILITY		Previous	Current
EBIT %		-6.36	9.26

WORKING CAPITAL		Previous	Current
Days Receivable		45	66
Days Inventory		0	0
Days Payable		0	0
Total Working Capital \$		222,885	320,347
Working Capital %		12.39	17.96

CASH FLOW/FUNDING		Previous	Current
Gross Profit %		100.00	100.00
Cash Gross Profit %			94.54
Working Capital Efficiency \$			-97,462
Operational Cash Flow			88,562
Net Cash Flow			39,015
Total Debt		30,646	69,150
Total Equity		2,911	44,107
Total Funding Source		33,558	113,257
Debt Repayment Period (Years)			1.77
Debt to Equity		10.53	1.57
Total Liability/Equity		92.73	9.54

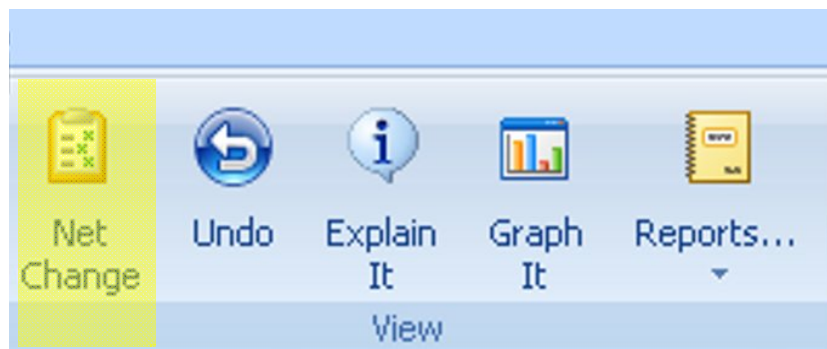
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Making changes

- Highlight the cell
- Change the value
- Talk about the impact on the numbers
- Show the net change

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The screenshot shows the 'Scorecard' application window. The main content area is divided into three columns: 'Income Statement' (Jan 01, 2009 to Dec 31, 2009), 'Balance Sheet' (As of Dec 31, 2009), and 'KEY PERFORMANCE INDICATORS'. The 'Income Statement' table shows Revenue of 89,191 and Net Income of -4,707. The 'Balance Sheet' table shows Total Assets of 16,017 and Total Liabilities & Equity of 16,017. The 'KEY PERFORMANCE INDICATORS' section includes Profitability (EBIT % at -0.07) and Working Capital (Total Working Capital \$ at 16,017). A 'CASH FLOW / FUNDING' section shows Net Cash Flow at -11,310. A navigation menu at the top includes 'Home', 'Help', 'Print', 'Exit', 'Scorecard', 'Explain It', 'Graph It', and 'Reports...'. An arrow points to the 'Scorecard' icon in the menu with the text 'Click Scorecard icon to return.' The footer contains the slogan 'The Knowledge Your Clients Want You To Have' and the copyright notice '© Mentor Plus 2009. All Rights Reserved.'

This image is a close-up of the application's navigation menu. It features five icons on a light blue background: a clipboard with a green checkmark for 'Net Change', a green circular arrow for 'Undo', a blue speech bubble with an 'i' for 'Explain It', a blue bar chart for 'Graph It', and a yellow notepad for 'Reports...'. Below the icons, the text 'View' is centered. The 'Undo' icon and its label are highlighted with a yellow background. The footer contains the slogan 'The Knowledge Your Clients Want You To Have' and the copyright notice '© Mentor Plus 2009. All Rights Reserved.'

Net Change Undo Explain It Graph It Reports...

Days Receivable

Days Receivable is the time it takes, on average, to collect the Accounts Receivable
It provides an indication of the business's Credit Management abilities.

Previous (Jan 01, 2008 - Dec 31, 2008): 365
Current (Jan 01, 2009 - Dec 31, 2009): 365

Formula: $\text{Accounts Receivable} / \text{Revenue} \times \text{Days in the Period} = \text{Days Receivable}$

Previous: $222,885 / 1,799,293 \times 365 = 45$
Current: $320,347 / 1,783,825 \times 365 = 66$

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Net Change Undo Explain It Graph It Reports...

View

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Using the scorecard

Goal seek on the green cell

Double click in the cell

Income Statement		Jan 01, 2010 To Jul 31, 2010 (7 Months)	Balance Sheet		As of Jul 31, 2010
Revenue		869,013	Cash at Bank		91,148
COGS		0	Acc Receivable		0
Gross Profit		869,013	Inventory		0
Operating Exps		543,998	Other CA		155,195
Other Income and Expenses		-13,379	Current Assets		246,343
EBIT		338,394	Fixed Assets - Net		98,161
Interest Expense		0	Investments		0
Earnings before Taxes		338,394	Other NCA		0
Taxes		24,430	Non Current Assets		98,161
Extra Items		0	Total Assets		344,504
Net Income		313,964	Short Term Debt		43,084
Dividends		0	Accounts Payable		0
Adjustments		0	Other CL		285,038
Change to Retained Earnings		313,964	Current Liabilities		328,122
			Long Term Debt		0
			Other NCL		0
			Non Current Liabilities		0
			Total Liabilities		328,122
			Shared Capital		0
			Other Equity		-246,617
			Retained Earnings		262,999
			Equity		16,381
			Total Liabilities & Equity		344,503

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Enter target amount

Targeting - Net Operating Cash Flow

Update Print Exit

Targeting

Now: 442,150
Target: 442,150
Progress so Far: 442,150

Strategies	Current	Change	Impact	Solve	Original	Revised
Revenue Growth in \$	-914,811	0.00			869,013	
Revenue Growth in %	-16.13	0.00				
Price %		0.00				
Variable COGS %	0.00	0.00			0	
Fixed COGS \$	0	0.00			0	
Variable Operating Expenses %	62.60	0.00			543,998	
Fixed Operating Expenses	0	0.00			0	
Accounts Receivable Days	0	0.00			0	
Inventory Days	0	0.00			0	
Accounts Payable Days	0	0.00			0	
Total Operating Cash Created						
Remainder to Target						

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Show the impact of changes

Update to reflect changes on the scorecard

	Now	Target
Net Operational Cash Flow	415,393	500,000
Progress so Far	475,897	

Strategies	Current	Change	Impact	Solve	Original	Revised
Revenue Growth in \$	-914,811	0.00		86,901	869,013	955,915
Revenue Growth in %	-16.13	10.0000	86,901	3.6216		
Price %		0.0000	0	3.2242		0
Variable COGS %	9.13	0.0000	-7,934	-29.3778	79,342	87,276
Fixed COGS \$	0	0.00	0	0	0	0
Variable Operating Expenses %	4.11	0.00	-3,569	-61.3976	35,689	39,258
Fixed Operating Expenses	428,967	0	0	-24,103	428,967	428,967
Accounts Receivable Days	37	0.0000	-15,370	-5.3456	153,701	169,071
Inventory Days	0	0.0000	0	0.0000	0	0
Accounts Payable Days	13	0.0000	475	58.5489	4,754	5,230
Total Operating Cash Created			60,504			
Remainder to Target			24,103			

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Saving results

- Save the file to store changes permanently
- Update windows to reflect the changes on the screen
- Use file save as to create versions of files

Move from the goal seek...

- To setting team responsibilities
- Use the \$COPE dashboard to create measures and goals for the team
- Consider financial fluency training for their team
- Conduct a meeting to capture individual roles and responsibilities
- Walk through the cycle of customer interaction

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Consulting opportunities

Goal	Action	Consulting Opportunity
Increase Price	<ul style="list-style-type: none"> • Identify most and least profitable items • Evaluate product mix • Examine price per unit to determine if unit size can be reduced to raise price • Separate product components • Review salesmen's commission structure • Create premium offers including service specials • Suggest ordering a "combo" or purchase of related items 	<ul style="list-style-type: none"> • Create a dashboard view of margins by product • Design custom reports that evaluate contribution to revenue by product • Create reports specifying margins per product, product margins per unit • Inventory Analysis - generate reports, analyze warehouse layout • Review margins by salesperson to determine if discounts are being misused • Sales order entry - suggest including product and services on one invoice • Evaluate on-line ordering systems, tie related items together • Perform price analysis, conduct market research
Reduce Cost of Goods Sold	<ul style="list-style-type: none"> • Negotiate purchase discounts • Reduce number of returns • Charge restocking fees • Maximize efficiency of warehouse layout • Identify slow moving items • Manage batch and lot information for perishable items • Reduce spoilage/product liability costs • Identify items that have not sold in the last year • Analyze Inventory costing methods • Examine work flow in mfg assembly processes • Reduce per transaction fees associated with EDI • Monitor inventory levels daily • Identify reasons for item returns • Evaluate early payment discounts • Share information electronically - better flow between vendor and customer • Minimize inventory shortages • Service businesses - analyze payroll costs 	<ul style="list-style-type: none"> • Create reports detailing volume of purchases by vendor • Consider using Order Entry templates -Improve accuracy of order entry, Consider CRM solution • Order Entry/ Inventory Module - review system capabilities • Evaluate their Warehouse Management Solution. It should provide insight into which products are moving quickly, and can help provide better utilization of warehouse space. • Review their Inventory Module - look for a slow moving items report • Review their system capabilities for Lot Tracking, Serialized inventory • Review their current Lot Tracking capabilities - manual or automated • Inventory module - look for Inventory turns reporting, margins by product • Review Inventory costing methods - LIFO, Moving Average, Standard, FIFO, Other • Look at their shop floor controls and abilities of any automated systems they have in place • Consider XML based electronic transaction flow as an alternative • Look for event triggered reporting - Alerts, System Agents in their accounting software • Examine their systems RMA tracking capabilities and create reason codes • Compare COGS reduction to Cash Flow impact of early payment • EDI - faster flow of information, better fulfillment reduced costs, CRM makes info available to all • Enter inventory item restocking levels in their software and analyze via restocking reports • Compare costs and trade-offs of outsourcing payroll function.

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Next steps

- Practice
- Work on one client file
- Load, review, discuss

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Projections

SCOPE IT!™ (version 4.14.00)

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New... Open Save... Reload Quickbooks Exit Paste Scorecard \$cope IT!™ Company Information Reports... Add a Period Remove Highlighted Period Consolidate Periods Consolidation

	Jan 01, 2008 to Dec 31, 2008 (12 Months)	Jan 01, 2009 to Dec 31, 2009 (12 Months)	Jan 01, 2010 to Jul 31, 2010 (7 Months)
Difference	0	0	0
Income Statement			
+ Revenue	1,799,293	1,783,825	869,013
+ COGS	0	153,578	79,342
Gross Profit	1,799,293	1,630,247	789,671
+ Operating Exps	1,950,614	1,491,938	464,656
+ Other Income and Expenses	36,942	26,853	13,379
EBIT	-188,263	111,456	311,636
+ Interest Expense	0	0	0
Earnings before Taxes	-188,263	111,456	311,636
+ Taxes	49,012	52,735	24,430
+ Extra Items	0	0	0
Net Income	-237,275	58,721	287,206
+ Dividends	0	17,526	314,931
+ Adjustments	0	0	0
Change to Retained Earnings	-237,275	41,195	-27,725

Add a Period

Period Start Date: 08/01/2010

Must be the first day of the Month

Number of Months: 5 Months

Period End Date: 12/31/2010

Budget

Wizard OK Cancel

Wizard

Available for budgets only.

Key Assumptions	Current Period Drivers		New Period Assumptions	
	Jan 01, 2010	Jul 31, 2010	Aug 01, 2010	Dec 31, 2010
Days in Period		212		150
Revenue Growth %		-16.13		-18.68
Price Growth %				
Revenue \$		869,013		500,000
Variable COGS ex Dep. %		9.13		9.00
Variable COGS \$		79,342		45,000
Fixed COGS \$		0		0
Depreciation \$ in COGS		0		0
Variable Operating Costs ex Dep. %		4.11		5.00
Variable Operating Costs \$		35,689		25,000
Fixed Operating Costs \$		428,967		300,000
Depreciation \$ in Operating Costs		0		0
Amortization		0		0
Other Operating Expenses		13,379		5,000
Interest %		0.00		0.00
Taxation %		7.84		7.80
Days Receivable		37		37
Days Inventory		0		0
Days Payable		13		13
Additional Fixed Assets				0.00

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Consolidate

- Models - combine divisions to create companies
- Periods in a model – combine quarters to create years

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Questions?

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