



**InterAcct**  
SOFTWARE PTY LTD

## Executive Summaries (KPI's)

### Highlights :

- ✓ One of the Software Profiles that is available deals with the topic of "Management Analysis".
- ✓ Each week the InterAcct system continues to be enhanced as a result of bright ideas that we have, and clever suggestions from InterAcct customers.
- ✓ This latest free enhancement is a new Executive Summary Report.
- ✓ The report aims to provide a snapshot of the relevant Key Performance Indicators (KPI's).
- ✓ You can pre-define the amount of information you want to see on the report, so you don't get overloaded with too much information.
- ✓ It is up to the second accurate.
- ✓ You can also have the report completely personalised to suit your business.
- ✓ The report can be run at any time of the day – and can be viewed on screen, printed, or emailed.

**Live.EXECUTIVE SUMMARY REPORT - display**

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Operator

As at Date

Aged Debtors ?	<input type="checkbox" value="Y"/>	No. of Debtors to Print ?	<input type="text" value="10"/>
Aged Creditors ?	<input type="checkbox" value="Y"/>	No. of Creditors to Print ?	<input type="text" value="10"/>
Daily Totals ?	<input type="checkbox" value="Y"/>	No. of Days to Print ?	<input type="text" value="5"/>
Invoice Register ?	<input type="checkbox" value="Y"/>	No. of Invoices to Print ?	<input type="text" value="10"/>
Quote Register ?	<input type="checkbox" value="Y"/>	No. of Quotes to Print ?	<input type="text" value="10"/>
Product Group Summary	<input type="checkbox" value="Y"/>		
12 Month Group Summary	<input type="checkbox" value="Y"/>		

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1. Print: Executive Summary Report

## Executive Summary Report

As at: 13/05/2009

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### Aged Debtors Summary

	MAY \$	APRIL \$	MARCH \$	PRIOR \$	Total \$	Retention \$
<b>Total</b>	7,966	32,319	15,522	55,326	111,132	0
<b>Percentages</b>	7.17%	29.08%	13.97%	49.78%	100.00%	

### Aged Debtors by Highest Outstanding Balance

	MAY \$	APRIL \$	MARCH \$	PRIOR \$	Total \$	Retention \$
Corporate Enterprises Pty Ltd	2,500	0	0	16,890	19,390	0
Firmack Pty Ltd	5,466	0	9,022	0	14,488	0
Canada Bay Local Government Enterprises	0	0	0	10,000	10,000	0
Jupiters Limited	0	9,566	0	0	9,566	0
Hemsworth Building & Environmental Pty Ltd	0	0	0	8,500	8,500	0
Acme BHP Company of NSW	0	0	0	8,026	8,026	0
Interco Pty. Limited	0	0	6,500	0	6,500	0
Reitsma Construction Pty Ltd	0	6,325	0	0	6,325	0
Living Choice Aust Ltd	0	4,500	0	0	4,500	0
Dynamic Signage Solutions Pty Ltd	0	0	0	4,455	4,455	0

### Aged Creditors

	MAY \$	APRIL \$	MARCH \$	PRIOR \$	Total \$	Retention \$
<b>Total</b>	8,794	32,586	973	15,000	57,353	0
<b>Percentages</b>	15.33%	56.82%	1.70%	26.15%	100.00%	

**Please Note :**

- You can define what areas you want to print, Debtors, Creditors, Sales, etc.
- Print columns can be personalised to suit (removed if not applicable)

## Executive Summary Report

As at: 13/05/2009

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### Aged Creditors by Highest Outstanding Balance

	MAY \$	APRIL \$	MARCH \$	PRIOR \$	Total \$	Retention \$
A-1 Concrete Services Pty Ltd	1,255	0	0	15,000	16,255	0
Hutchison Telecommunications (Australia) Limited	6,564	7,500	0	0	14,064	0
Carrington Products Pty Ltd	125	6,952	0	0	7,077	0
Graham Hall Pty Limited	0	6,354	0	0	6,354	0
Engineered Products Group	850	4,500	0	0	5,350	0
Chain Wire Weaving	0	1,500	0	0	1,500	0
Domain Registration Services	0	1,200	0	0	1,200	0
Instant Concrete Cutting Services P/L	0	965	0	0	965	0
Flexistrut Australia	0	950	0	0	950	0
Bermad Water Technologies	0	855	0	0	855	0

### Daily Totals

Date	Quotes \$	Prog Claims \$	Invoices \$	Cash Receipts \$	Cash Payments \$	Net Cash \$	Hours Charged \$	Labour \$	Creditor Invoice \$
13/05/2009	15,000	5,000	12,511	5,200	3,600	1,600	29	4,522	3,500
12/05/2009	14,000	6,000	23,551	9,655	8,566	1,089	27	3,522	5,455
11/05/2009	25,000	0	4,500	521	1,250	-729	28	2,355	4,511
08/05/2009	3,500	1,000	8,756	1,250	2,000	-750	28	2,355	652
07/05/2009	14,500	3,000	11,256	5,420	6,532	-1,112	29	2,356	4,517
<b>Totals</b>	<b>72,000</b>	<b>15,000</b>	<b>60,574</b>	<b>22,046</b>	<b>21,948</b>	<b>98</b>	<b>140</b>	<b>15,110</b>	<b>18,635</b>

## Executive Summary Report

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### Invoice Register

Invoice No.	Date	Client	Type	Sales \$	GST \$	Invoice Total \$	Gross Profit \$	Balance Due \$
206856	10/01/2009	Dynamic Signage Solutions Pty Ltd, Peter	OBC	91	9	100	91	100
206781	02/02/2009	Dynamic Signage Solutions Pty Ltd, Peter	OBC	409	41	450	409	450
206755	15/12/2008	Dynamic Signage Solutions Pty Ltd, Peter	OBC	2,273	227	2,500	2,273	2,500
206702	05/11/2008	Dynamic Signage Solutions Pty Ltd, Peter	OBC	227	23	250	227	250
206655	20/10/2008	Dynamic Signage Solutions Pty Ltd, Peter	OBC	1,050	105	1,155	1,050	1,155
204551	15/01/2009	Gordon Constructions Pty Ltd,	OBC	6,323	632	6,955	6,323	4,455
204225	25/12/2008	Bakkante Constructions Pty Ltd,	OBC	2,273	227	2,500	2,273	2,000
203996	11/05/2009	Firmack Pty Ltd,	OBC	4,969	497	5,466	4,969	5,466
203885	12/05/2009	Corporate Enterprises Pty Ltd, Trevor Jo	OBC	2,273	227	2,500	2,273	2,500
203854	24/04/2009	Pfizer Australia Pty Ltd,	OBC	3,636	364	4,000	3,636	4,000
<b>Totals</b>				<b>23,524</b>	<b>2,352</b>	<b>25,876</b>	<b>23,524</b>	<b>22,876</b>

### Quote Register

Quote No.	Date	Client	Sales Person	Quote \$	Profit \$	Margin	Probability	Expected Close
100019	22/04/2009	Fabrication Engineering Pty Ltd	PAUL.H	9,500	3,428	36.09%	0%	
100011	21/04/2009	Acme BHP Company of NSW	MARK.W	0	0	0%	50%	12/04/2009
100019	17/04/2009	Fabrication Engineering Pty Ltd	PAUL.H	9,500	3,428	36.09%	60%	20/04/2009
100015	10/03/2009	Dynamic Signage Solutions Pty Ltd	BRAD.D	5,573	1,630	29.25%	50%	12/03/2009
100009	09/03/2009	Dynamic Signage Solutions Pty Ltd	LES	7,725	2,721	35.22%	50%	10/03/2009
100010	03/03/2009	Acme BHP Company of NSW	BRAD.D	57,590	21,011	36.48%	50%	05/03/2009
100013	03/03/2009	Acme BHP Company of NSW	BRAD.D	51,412	18,540	36.06%	50%	10/03/2009
100009	24/02/2009	Dynamic Signage Solutions Pty Ltd	LES	9,310	6,627	71.18%	60%	25/02/2009
<b>Totals</b>				<b>150,610</b>	<b>57,385</b>	<b>38.10%</b>		

## Executive Summary Report

As at: 13/05/2009

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### Product Group Summary

Group	This Month			Last Month			Current	
	Sales \$	Profit \$	Margin %	Sales \$	Profit \$	Margin %	Value in Stock \$	Stock Turns
Air Conditioning Units	965	207	21.45	8,544	1,950	22.82	3,437	0.93
Aluminium Products	25	10	40.00	225	60	26.67	5,450	60.56
Electrical Appliances	156	71	45.51	632	86	13.61	30,000	95.09
Bearings, Seals, Etc	36	11	30.56	545	149	27.34	20,452	97.16
Bolts, Nuts	251	62	24.70	125	27	21.60	54,673	381.00
Cabinets, Joinery	451	99	21.95	956	202	21.13	14,000	25.32
Cladding & Wall Boards	69	17	24.64	635	24	3.78	40	0.12
Materials - Components	45	30	66.67	754	102	13.53	18,073	54.19
Computer Equipment	125	89	71.20	96	8	8.33	11,185	180.40
Concrete Products	14	6	42.86	52	7	13.46	6,480	244.53
Doors & Hardware	96	8	8.33	4,586	1,044	22.76	3,525	1.94
Electrical Items	752	100	13.30	2,254	389	17.26	-191	-0.15
Freight Costs on Stock Items	62	27	43.55	2,552	554	21.71	308	0.30
Gas Products	85	40	47.06	545	90	16.51	5,189	20.76
General Hardware	45	25	55.56	6,564	920	14.02	66,922	23.63
Hydraulic Comp	965	330	34.20	4,521	2,007	44.39	63,736	40.48
Imported Items	6	1	16.67	852	100	11.74	2,654	7.01
Lighting Products for Wadco	254	69	27.17	3,621	357	9.86	1,743	1.01
Machinery	669	217	32.44	12,654	2,999	23.70	18,317	3.62
Finished Goods - Made Items	158	63	39.87	554	102	18.41	85,124	311.24
Sub Assemblies - Make Items	855	289	33.80	69	15	21.74	2,739	8.83
Masonry Products	744	222	29.84	125	37	29.60	2,655	8.70
Engines, Motors, Mechanical	625	137	21.92	3,514	859	24.45	900	0.57
Sundry Product Items	8,569	2,606	30.41	52	11	21.15	12,292	4.09
Paint Products	155	80	51.61	785	133	16.94	5,092	14.01
Whitegoods, Bathroom/Kitchen Items	2,595	1,026	39.54	215	30	13.95	1,858	2.12
Rubber Products	259	134	51.74	664	143	21.54	2,524	7.82
Steel Items	965	209	21.66	9,545	2,122	22.23	284,531	69.58
Timber Products	742	257	34.64	24	4	16.67	1,381	5.47
Tyres for Rims Ex Carter Wesco	15	6	40.00	5,654	1,088	19.24	3,403	1.49

## Executive Summary Report

As at: 13/05/2009

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Product Group 12 Month Summary													
Group	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Air Conditioning Units	Sales \$	965	8,544	0	754	1,452	653	0	445	0	0	0	12,813.00
	Margin %	21.5	22.8	0.0	13.5	41.1	30.3	0.0	38.1	0.0	0.0	0.0	0.0
Aluminium Products	Sales \$	25	225	0	965	254	21,235	0	0	0	0	0	22,704.00
	Margin %	40.0	26.7	0.0	21.9	54.7	10.7	0.0	0.0	0.0	0.0	0.0	0.0
Electrical Appliances	Sales \$	156	632	0	24	3,655	2,525	0	0	0	0	0	6,992.00
	Margin %	45.5	13.6	0.0	16.7	32.9	25.0	0.0	0.0	0.0	0.0	0.0	0.0
Bearings, Seals, Etc	Sales \$	36	545	2,211	56	2,211	635	0	0	0	0	0	5,694.00
	Margin %	30.6	27.3	14.3	37.5	14.3	12.8	0.0	0.0	0.0	0.0	0.0	0.0
Bolts, Nuts	Sales \$	251	125	854	551	854	854	0	0	0	201	0	3,690.25
	Margin %	24.7	21.6	36.1	17.6	36.1	12.9	0.0	0.0	0.0	20.0	0.0	0.0
Cabinets, Joinery	Sales \$	451	956	332	854	332	956	0	0	0	0	0	3,881.00
	Margin %	22.0	21.1	23.5	11.7	23.5	12.0	0.0	0.0	0.0	0.0	0.0	0.0
Carpet, Flooring Items	Sales \$	85	4,521	252	225	252	445	0	0	0	0	0	5,780.00
	Margin %	11.8	19.2	25.0	17.8	25.0	20.0	0.0	0.0	0.0	0.0	0.0	0.0
Cladding & Wall Boards	Sales \$	69	635	8,585	669	8,585	995	0	0	0	0	0	19,538.00
	Margin %	24.6	3.8	23.2	15.0	23.2	24.4	0.0	0.0	0.0	0.0	0.0	0.0
Materials - Components	Sales \$	45	754	695	455	695	665	0	0	0	0	0	3,309.00
	Margin %	66.7	13.5	34.4	22.6	34.4	27.1	0.0	0.0	0.0	0.0	0.0	0.0
Computer Equipment	Sales \$	125	96	2,245	458	2,245	4,548	0	0	0	0	0	9,717.00
	Margin %	71.2	8.3	15.6	28.8	15.6	21.6	0.0	0.0	0.0	0.0	0.0	0.0
Concrete Products	Sales \$	14	52	225	325	225	325	0	0	0	0	0	1,166.00
	Margin %	42.9	13.5	22.7	12.3	22.7	31.1	0.0	0.0	0.0	0.0	0.0	0.0
Doors & Hardware	Sales \$	96	4,586	555	664	555	458	0	0	0	0	0	6,914.00
	Margin %	8.3	22.8	27.9	31.3	27.9	23.1	0.0	0.0	0.0	0.0	0.0	0.0
Electrical Items	Sales \$	752	2,254	456	6,654	456	2,155	0	0	0	0	0	12,727.00
	Margin %	13.3	17.3	21.9	31.1	21.9	18.6	0.0	0.0	0.0	0.0	0.0	0.0
Flooring Products	Sales \$	153	1,254	855	223	855	6,645	0	0	0	0	0	9,965.00
	Margin %	61.4	23.8	33.6	15.3	33.6	14.4	0.0	0.0	0.0	0.0	0.0	0.0

**Please Note :**

In the end, you can decide what are your business's Key Performance Indicators, and thus personalise this Executive Summary Report to suit your requirements.

Live.EXECUTIVE SUMMARY - DEBTORS - display

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Executive Summary - Debtors

As at Wed 13-May-2009

	0 - 7 days	8 - 14 days	30 Days	60 days	90 Days	90+ Days	Total \$
Debtors \$	22,064		34,451	14,866	16,563	45,253	111,132
% Total	19.9 %	0.0 %	31.0 %	13.4 %	14.9 %	40.7 %	63 Days
Exp Receipts	9,843	7,500	21,843	14,021	20,042	27,753	83,659

Biggest Debtors		Amount \$	Oldest Debtors > \$		100	Amount \$
01	Corporate Enterprises Pty Lt	\$ 19,390	01	Eagle Tech Vision Pty Ltd,		\$ 1,000
02	Firmack Pty Ltd,	\$ 14,488	02	Dynamic Signage Solutions Pt		\$ 4,455
03	Canada Bay Local Government	\$ 10,000	03	Acme BHP Company of NSW, War		\$ 8,026
04	Jupiters Limited, Manager	\$ 9,566	04	Corporate Enterprises Pty Lt		\$ 19,390
05	Hensworth Building & Environ	\$ 8,500	05	Bakkante Constructions Pty L		\$ 2,000
06	Acme BHP Company of NSW, War	\$ 8,026	06	Canada Bay Local Government		\$ 10,000
07	Interco Pty. Limited, Geoff	\$ 6,500	07	Gordon Constructions Pty Ltd		\$ 4,455
08	Reitsma Construction Pty Ltd	\$ 6,325	08	Hensworth Building & Environ		\$ 8,500
09	Living Choice Aust Ltd,	\$ 4,500	09	Firmack Pty Ltd,		\$ 14,488
10	Dynamic Signage Solutions Pt	\$ 4,455	10	Interco Pty. Limited, Geoff		\$ 6,500

Biggest Debtors Total \$ 91,750  
% of Total 82.6

Oldest Debtors Total \$ 78,814  
% of Total 70.9

Menu

1. Input : Commentary on Debtors
2. View : Debtors Database
3. RePrint : Debtors Summary

Live.EXECUTIVE SUMMARY - CREDITORS - display

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Executive Summary - Creditors

As at Wed 13-May-2009

	0 - 7 days	8 - 14 days	30 Days	60 days	90 Days	90+ Days	Total \$
Creditors \$	64,821	25,613	36,672	20,158		522	57,353
% Total	113.0 %	44.7 %	63.9 %	35.1 %	0.0 %	0.9 %	495 Days
Exp Pmnts \$			56,831		522		57,353

Biggest Creditors		Amount \$	Oldest Creditors > \$		100	Amount \$
01	A-1 Concrete Services Pty Lt	\$ 16,255	01	A-1 Concrete Services Pty Lt		\$ 16,255
02	Hutchison Telecommunications	\$ 14,064	02	John L. Robertson,		\$ 500
03	Carrington Products Pty Ltd,	\$ 7,077	03	Fein Australasia Pty Ltd, Jo		\$ 473
04	Graham Hall Pty Limited, Ma	\$ 6,354	04	Acclaim Shelving Systems, M		\$ 522
05	Engineered Products Group, P	\$ 5,350	05	Bermad Water Technologies, C		\$ 855
06	Chain Wire Weaving, Manager	\$ 1,500	06	Chain Wire Weaving, Manager		\$ 1,500
07	Domain Registration Services	\$ 1,200	07	Carrington Products Pty Ltd,		\$ 7,077
08	Instant Concrete Cutting Ser	\$ 965	08	Domain Registration Services		\$ 1,200
09	Flexistrut Australia, Manag	\$ 950	09	Diecon Engineering,		\$ 633
10	Bermad Water Technologies, C	\$ 855	10	Engineered Products Group, P		\$ 5,350

Biggest Creditors Total \$ 54,570  
% of Total 95.1

Oldest Creditors Total \$ 34,365  
% of Total 59.9

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Live.NET OPERATING PROFIT - display

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Net Operating Profit Summary

As At Wed 13-May-2009

	Current Month	Last Month	Last Quarter	Mth Avge Last Qtr	Last 12 Mths	Mth Avge Last Year	Current Mth % of Average	Same Mth Last Year
Revenue \$	40,463	109,211	253,984	84,661	1,144,380	95,365	42.43	987,256
Cost of Sales	27,919	79,014	174,080	58,027	771,769	64,314	43.41	703,123
Gross Profit \$,	12,544	30,197	79,904	26,635	372,611	31,051	40.40	284,133
Margin %	31.00	27.65	31.46		32.56	32.56	95.21	28.78
Expenses \$	10,255	24,365	57,514	19,171	270,645	22,554	45.47	240,989
Overhead %	25.34	22.31	22.64		23.65	23.65	107.15	24.41
Net Profit \$	2,289	5,832	22,390	7,463	101,966	8,497	26.94	43,144
Profit %	5.66	5.34	8.82		8.91	8.91	63.52	4.37

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4. Go back one step

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Working Capital Summary

As At Wed 13-May-2009

	Current Month	Last Month	Mth Average Last Qtr	Mth Average Last Year	This Month % of Avge	This Mth Last Yr \$
Bank A/c \$	5,566	11,246	10,254	15,986	34.82	-1,545
Debtors \$	111,132	123,879	124,566	136,542	81.39	142,545
WIP \$	12,554	15,889	14,569	15,478	81.11	17,896
Stock	256,544	271,558	275,986	289,754	88.54	301,256
Other \$	15,400	15,800	15,500	15,000	102.67	10,000
Current Assets \$	401,196	438,372	440,875	472,760	84.86	470,152
Creditors \$	111,569	113,588	115,968	121,545	91.79	135,669
GST Accrual \$	8,955	9,152	9,635	9,877	90.67	10,213
Other \$	18,500	18,750	19,100	21,226	87.16	24,566
Current Liab \$	139,024	141,490	144,703	152,648	91.07	170,448
Working Capital \$	262,172	296,882	296,172	320,112	81.90	299,704
WC Ratio %	65.35	67.72	67.18	67.71	96.51	63.75

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**InterAcct Master - [MANAGEMENT INFO MENU - display ]**

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**Clients**

**Accounting**

**Sales Orders**

**General Ledger**

**Jobs Database**

Quotes \$  G/Profit \$  Banking \$  Jobs Won \$

Revenue \$  Margin %  Payments \$  Hrs Charged #

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Month to Date					Account		Year to Date				
Last Year	Variance	Budget	Actual	% of Sales	Description	% of Sales	Actual	Budget	Variance	Last Year	
<b>Sales Revenue :</b>											
<b>Products &amp; Services</b>											
95,554.63	-92,518.37	188,073.00	95,554.63	115.60	Sales Revenue	100.42	785,740.58	1,433,936.00	-648,195.42	785,740.58	
2,518.20	-317.80	2,836.00	2,518.20	3.05	Sales - Services	3.19	24,939.37	26,942.00	-2,002.63	24,939.37	
-17,144.48	-17,144.48		-17,144.48	-20.74	Discount Given	-5.50	-43,025.87		-43,025.87	-43,025.87	
1,731.81	-1,418.19	3,150.00	1,731.81	2.10	Sales - Delivery Fees	1.90	14,828.48	24,106.00	-9,277.52	14,828.48	
<b>82,660.16</b>	<b>-111,398.84</b>	<b>194,059.00</b>	<b>82,660.16</b>	<b>100.00</b>	<b>Total Products &amp; Services</b>	<b>100.00</b>	<b>782,482.56</b>	<b>1,484,984.00</b>	<b>-702,501.44</b>	<b>782,482.56</b>	
<b>Sundry Revenue</b>											
				0.00	Other Income		0.00				
				<b>0.00</b>	<b>Total Sundry Revenue</b>		<b>0.00</b>				
<b>82,660.16</b>	<b>-111,398.84</b>	<b>194,059.00</b>	<b>82,660.16</b>	<b>100.00</b>	<b>Total Sales Revenue :</b>	<b>100.00</b>	<b>782,482.56</b>	<b>1,484,984.00</b>	<b>-702,501.44</b>	<b>782,482.56</b>	
<b>Direct Cost of Sales :</b>											
<b>Cost of Goods Sold :</b>											
48,957.79	45,353.21	94,311.00	48,957.79	59.23	Purchases	47.09	368,504.03	721,689.00	353,184.97	368,504.03	
				0.00	Purchase Variance	0.23	1,779.69		-1,779.69	1,779.69	
				0.00	Closing Stock	3.27	25,600.71		-25,600.71	25,600.71	
<b>48,957.79</b>	<b>45,353.21</b>	<b>94,311.00</b>	<b>48,957.79</b>	<b>59.23</b>	<b>Total Cost of Goods Sold :</b>	<b>50.59</b>	<b>395,884.43</b>	<b>721,689.00</b>	<b>325,804.57</b>	<b>395,884.43</b>	
<b>48,957.79</b>	<b>45,353.21</b>	<b>94,311.00</b>	<b>48,957.79</b>	<b>59.23</b>	<b>Total Direct Cost of Sales :</b>	<b>50.59</b>	<b>395,884.43</b>	<b>721,689.00</b>	<b>325,804.57</b>	<b>395,884.43</b>	
<b>33,702.37</b>	<b>-156,752.05</b>	<b>99,748.00</b>	<b>33,702.37</b>	<b>40.77</b>	<b>GROSS PROFIT</b>	<b>49.41</b>	<b>386,598.13</b>	<b>763,295.00</b>	<b>-1,028,306.01</b>	<b>386,598.13</b>	
<b>Operating Expenses :</b>											
<b>Employee Expenses</b>											