



InterAcct
SOFTWARE PTY LTD

InterAcct for Analysis

Highlights :

- ✓ Arising out of the somewhat mundane entry of business and accounting information into InterAcct a wide variety of Management Information is available on demand.
- ✓ How is the Marketing Department performing their duty of generating new qualified sales enquiries ?
- ✓ Are the Estimators creating an accurate basis for preparing a Sales Quotation ?
- ✓ Is the Sales Department managing those sales enquiries efficiently to convert them into profitable business ?
- ✓ What are the trends in where the Gross Profit is being generated?
- ✓ Are operating expenses within expected limits ?
- ✓ What are the exceptions between forecasted sales/profit/activity targets and actual results ?
- ✓ Are Debtors being managed properly in terms of their age, risk, and affect on Cash Flow ?
- ✓ Are sales being lost through insufficient stock, or is there is risk of stock obsolescence ?
- ✓ What employees are over or under achieving ?
- ✓ What incentives can be given to customers, employees, suppliers to excel ?
- ✓ Can we interrogate the database for latent business opportunities ?

InterAcct Master - [MANAGEMENT INFO MENU - display]

File Record Edit View Go Advanced Menu Graph Design Help

Clients
 Accounting
 Sales Orders
 General Ledger
 Jobs Database

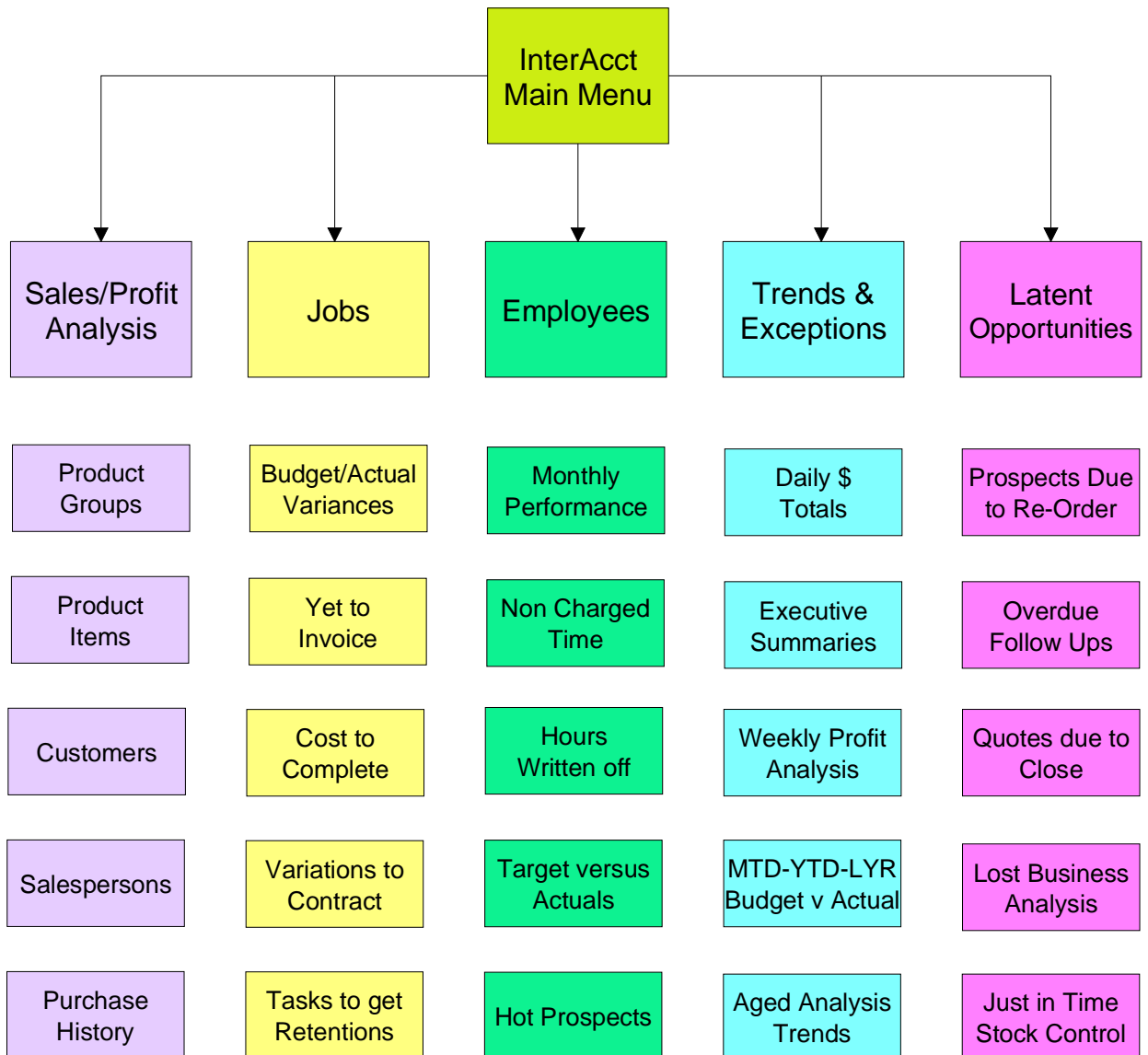
Quotes \$	55,200	G/Profit \$	8,469	Banking \$	18,564	Jobs Won \$	3
Revenue \$	24,365	Margin %	34.76 %	Payments \$	9,865	Hrs Charged #	85

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15. Day Book Log	30. Lost Business Analysis	
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Form help Field help Contact-Us Accounting Payroll Stock Service Marketing Sales Manuals

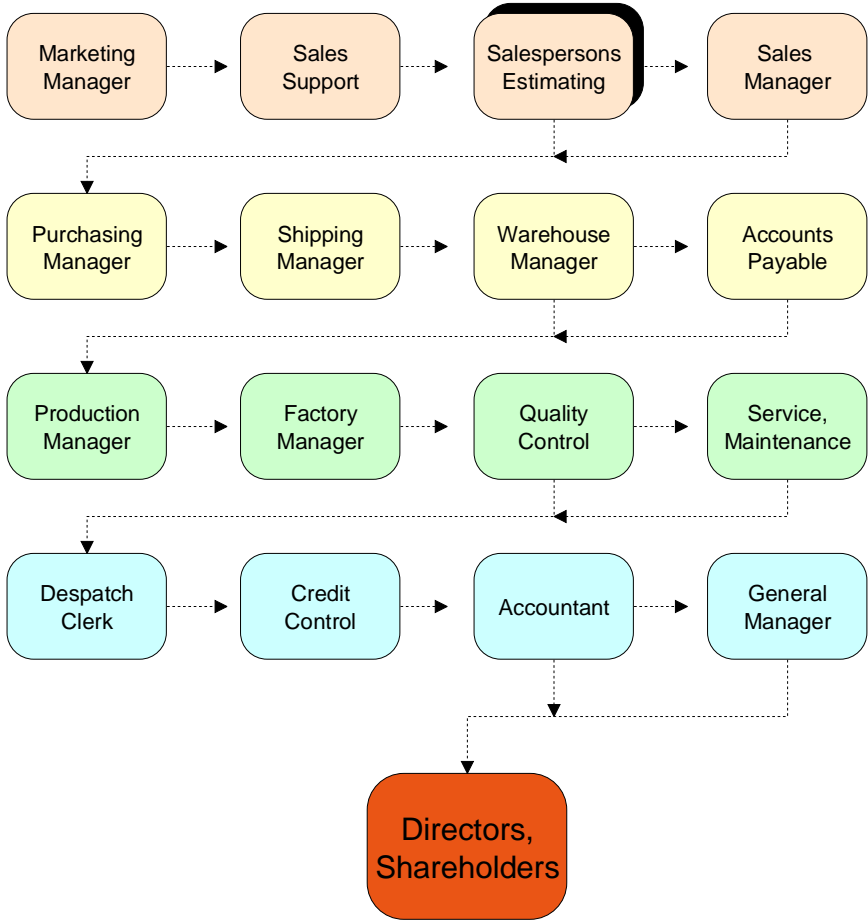
Welcome to InterAcct Software - Management Information Menu.



Software Features :

- ✓ When a customer is invoiced out of InterAcct, we already know a lot of things about the sale. The value, the gross profit, the salesperson, and the items sold. You can search and analyse these facts by range of dates, week, month, or any past period.
- ✓ The invoiced sale also contains other information about the customer – the region, category, industry, origin of lead, and maybe other classifications like Business Potential, Corporate Group, etc. These fields of information can be used for analysis as well to discover the trends and exceptions.
- ✓ What was actually sold, in terms of the products & services (type of work performed) can also be added to the mix too. InterAcct permits this “Database Mining” with the history files being maintained for as long as you want.
- ✓ Working “on” your business (instead of just “in” it) means that you can focus on your own Key Performance Indicators, and if necessary “drill down” into the detail to explain any variance from the norm.
- ✓ One of the main areas where management can improve performance is to monitor employee’s activities.
- ✓ This might be the mix and quantity of sales activities against their Target, the efficiency of their call route plans, and the conversion of sales enquiries to quotes and then into sales orders.
- ✓ Chargeable time (in the jobbing environment) becomes a major opportunity for counselling employees for greater efficiency against a job’s estimate, and setting up “Best Practice” methods.
- ✓ Converting the money invested in Working Capital (Debtors, Stock, Work in Progress) into the Bank (Cash Flow) becomes easier when you can analyse the “Yet to Invoice” value of jobs, Overdue Debtor Invoices, Retentions Due, and the age of stock holdings.
- ✓ Interrogate the database to identify latent business opportunities – customers that are due to re-order, warranties expiring, service contracts to be renewed, and overdue follow ups
- ✓ One area often overlooking in business is when business is lost or foregone – by reason, competitor, salesperson. Or it may be when you are simply out of stock of a product item.
- ✓ You often spend a lot of money on Marketing and Advertising. If that is not always producing new qualified sales leads, then you need to do “Post Promotional Analysis” and have more of a dynamic marketing strategy.
- ✓ Installing InterAcct is an opportunity to “Birds Eye View” your business – to reduce admin time processing transactions, and to focus on the quality of your management information.

The "Big" Picture





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Trading Statement
Crows Nest
 For Period Ending 19 February, 2005/06

Date : 16/08/2006
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 Page : 1

Month to Date					Account	Year to Date				
Last Year	Variance	Budget	Actual	% of Sales	Description	% of Sales	Actual	Budget	Variance	Last Year
					Sales Revenue :					
					Products & Services					
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
82,660.16	-111,398.84	194,059.00	82,660.16	100.00	Total Products & Services	100.00	782,482.56	1,484,984.00	-702,501.44	782,482.56
					Sundry Revenue					
					0.00 Other Income	0.00				
					0.00 Total Sundry Revenue	0.00				
82,660.16	-111,398.84	194,059.00	82,660.16	100.00	Total Sales Revenue :	100.00	782,482.56	1,484,984.00	-702,501.44	782,482.56
					Direct Cost of Sales :					
					Cost of Goods Sold :					
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
48,957.79	45,353.21	94,311.00	48,957.79	59.23	Total Cost of Goods Sold :	50.59	395,884.43	721,689.00	325,804.57	395,884.43
48,957.79	45,353.21	94,311.00	48,957.79	59.23	Total Direct Cost of Sales :	50.59	395,884.43	721,689.00	325,804.57	395,884.43
33,702.37	-156,752.05	99,748.00	33,702.37	40.77	GROSS PROFIT	49.41	386,598.13	763,295.00	-1,028,306.01	386,598.13
					Operating Expenses :					
					Employee Expenses					

Profit & Loss Report

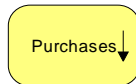
Balance Sheet

Marketing
 Estimating
 Quotations
 CRM - Sales
 Sales Management



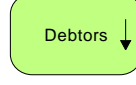
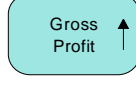
Less out of stock;s
 Less overstocked
 "Just in time" control

RFQ's
 Suggested Re-Orders
 Purchasing
 Import Costing
 Cost Variance Analysis



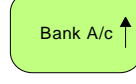
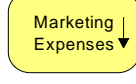
Monitor WIP by Job
 Invoice more regularly
 Control costs

Performance Indicators
 Sales/Profit Analysis
 Win/Loss Analysis



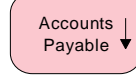
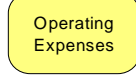
Better credit control
 Monitor Aging trends

Direct Marketing
 Post Promotional
 Analysis



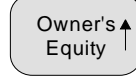
Reduce Stock, Debtors
 and WIP to increase
 the Bank balance.

Budget Variance
 Analysis
 Sub A/c Cost Analysis



Reduced admin time
 to pay creditors.
 Cash Flow Analysis

Much Greater Profit !!



More profit, more Cash
 Greater dividends and
 business goodwill

