



PROSPERO[®]

FINANCIAL REPORTING, BUDGETING & ANALYSIS



- **Prospero** is an **all-in-one software solution for Reporting, Budgeting and Forecasting** with easy transition & replacement for Microsoft FRx®, Management Reporter® (MR) and Forecaster® . Save time & money! FRx/MR report conversions into Prospero & Forecaster data migrations!
- **MSX Group** is the original team who developed, implemented and supported Microsoft FRx, Forecaster and Mgt Reporter the last 27 years while working at FRx/MSFT/MSX; MSX Group has helped train, implement and support over 15,000 users since 1995.
- **Derek Krebs** has done over 300 client Implementations spanning 27 years on reporting & budgeting applications; first 15 years Consulting at Microsoft working strictly on Budgeting & Reporting Software and the last 12 years with the MSX Group.



YOUR EXPERT RESOURCES FOR FINANCIAL REPORTING,
BUDGETING AND ANALYSIS



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PROSPERO is a financial REPORTING and BUDGETING solution allowing organizations to quickly and accurately generate their financial statements and budgets or forecasts in one easy-to-use program:

- Financial Reporting
- Budgeting and Forecasting
- Interactive Charts and Graphs
- Dynamic Drilldown to Account and Transaction Level Details
- Migration Available from Management Reporter, FRx and Forecaster

REPORTING

- Build and generate your financial statements:
 - Income Statements
 - Balance Sheet Statements
 - Cash Flow Statements
 - Trial Balance Statements
- Include Account and Transaction Details
- Built-in Dynamic Charts & Graphs



ABC Company Income Statement July 2018

	Actuals	Budget	\$ Var.	% Var.
Revenue				
Sales	1,381,504	1,443,267	(61,763)	(4.28%)
Sales - Intercompany	601	0	601	0.00%
Sales Returns	(14,359)	(13,334)	(1,025)	7.69%
Sales Discounts	(47,859)	(37,558)	(10,301)	27.43%
Net Revenue	1,319,887	1,392,375	(72,488)	(5.21%)
Cost of Goods Sold	927,066	942,197	(15,131)	(1.61%)
Gross Profit	392,821	450,178	(57,357)	(12.74%)
Gross Profit %	29.76%	32.33%	(2.57%)	(7.95%)
Expenses				
Exempt Salaries	156,333	129,163	27,170	21.04%
Non-Exempt Salaries	0	4,300	(4,300)	(100.00)
Bonus	43,722	29,704	14,018	47.19%
Overtime	0	56	(56)	(100.00)
Workers' Compensation	483	917	(434)	(47.36%)

Prospero uses interchangeable and reusable definitions when building Reports and Budget templates: 1) Lines, 2) Columns, 3) Trees

Rows defined in Row Definition

Fabrikam Works, Inc.
Income Statement
San Francisco Region
For the Eight Months Ending Wednesday, August 31, 2011

Fabrikam
INCORPORATED

Departmental type reports from Tree Definition

	August	YTD
Revenue		
Sales	285,652	2,185,635
Sales Returns	5,241	30,194
Sales Discounts	17,468	132,870
Net Sales	262,943	2,022,571
Cost of Goods Sold	173,379	1,318,795
Gross Margin	89,564	703,776
Operating Expenses		
Salaries and Wages	41,728	318,607
Office Expense	8,548	65,259
Rent Expense	6,076	46,387
Travel Expense	5,499	41,991
Total Operating Expenses	61,851	472,244
Net Income From Operations	27,712	231,531

Column content from Column Definition

BUDGETING

- Spreadsheet-style User Input Screens
- Detail Input Screens for Human Resources and Capital
- Line Item Details
- Notes
- Instant Consolidation

Budget: Prospero US-Denver Services-... X								
Main	Human Resources		Capital					
Attributes								Compensation
	ID	Label	Pay Grade	Hire Date	Allocation	Start Period	End Period	Pay Rate
	6	Bacon Jr., Dan K.	2	2/14/2017	0.50	1	12	\$45,000.00
	5	Akers, Kim	2	2/14/2017	1.00	1	12	\$45,000.00
	6	Alexander, Sean P.	1	2/14/2017	0.00	1	12	\$40,000.00
	2	Ackerman, Pilar	2	2/14/2017	1.00	1	12	\$45,000.00
	6	Atlas, Vivian	1	2/14/2017	1.00	1	12	\$35,000.00

Budget: Prospero US-Denver Services-... X						
Main	Human Resources		Capital			
		Jan	Feb	Mar	Apr	May
Year: 2018						
1-41000-100 Prospero US-Denver Services-Administration						
	Salaries					
6000	Exempt Salaries	27,708	27,708	27,708	27,708	27,708
6010	Non-Exempt Salaries	833	833	833	833	833
6050	Bonus	3,490	3,490	3,490	3,490	3,490
6150	Overtime	12	12	12	12	12
7400	Commissions Expense	0	0	0	0	0
	Total Salaries	32,044	32,044	32,044	32,044	32,044
9020	Headcount	8.00	8.00	8.00	8.00	8.00
9050	Hours	1,034.83	1,034.83	1,034.83	1,034.83	1,034.83
9010	FTE	5.98	5.98	5.98	5.98	5.98
	Benefits & Taxes					
6240	Workers' Compensation	641	641	641	641	641
6250	Health Insurance	4,785	4,785	4,785	4,785	4,785
6260	Disability Insurance	200	0	0	0	0
6270	Tuition Reimbursement	0	0	0	0	0
6280	401k Employer Contribu...	0	0	0	0	0
6290	Life Insurance	150	150	150	150	150
7500	Income Tax Expense	2,451	2,451	2,451	2,451	2,451
6300	Other Benefits	0	0	0	0	0
<						
ro Demo Admin						

Prospero vs Management Reporter, FRx and Forecaster

	Current Challenge	Prospero Solution
1. New Features & Development	Microsoft FRx, Forecaster & Management Reporter are no longer being developed and will not be supported by future GL releases.	Prospero receives ongoing development with bug fixes and new features added regularly for current and future GL releases.
2. Security Setup	Security is scattered across multiple applications (Report Designer, Forecaster, Report Library folders, separate Trees and Tree units).	Prospero offers a centralized security model that controls access for all reports and budgets.
3. Security Roles	MR and FRx only have four (4) roles which cannot be modified.	Prospero allows you to define as many roles as you need, and they are all customizable.
4. Application	MR/FRx/FC are two separate applications and processes, each requiring their own setup and maintenance for Lines, Columns, Trees, Reports and Budgeting elements.	Prospero consolidates all definitions into a single application and process so that Lines, Columns and Trees can be shared between reporting and budgeting.
5. Line Set Maintenance	Line maintenance is very difficult, time consuming and error prone when adding new Segment ID's and Accounts.	Prospero offers little-to-no maintenance options using Summary Segments and Accounts and the Expand feature to bring in and display all accounts in a range.
6. Report Output	All MR reports must go directly to the Viewer with no other direct output options.	Prospero offers multiple options including Workspace, Excel, PDF and Printer.



Prospero: An All-In-One Solution for Financial Reporting, Budgeting and Analysis

Prospero vs Management Reporter, FRx and Forecaster

	Current Challenge	Prospero Solution
7. Graphing	MR can graph only a single row or column with no drill down. FC has no charts or graph options.	All report data in Prospero may be displayed as charts or graphs and Prospero's graphs and charts provide dynamic drilldown for analysis.
8. Drill Down Order	MR does not allow different drill order unless separate trees and reports are used.	Any report can be changed on the fly to drill into different GL segment order.
9. Report Library	Every report generated is stored in the Library and is available for end users to see.	Only Published Reports are stored in the Library and viewable by end users.
10. Statistics	MR/FRx are read-only applications with no way to store statistics outside of the GL other than Excel spreadsheets.	Prospero has its own data warehouse (included at no extra charge) for storing non-GL data and statistics for reporting and budgeting.
11. User Able to Customize	Existing MSFT products have little to no way to customize based on user preferences.	Prospero has many options to tailor end user experiences, including Quick Launch of common reports, windows settings, toolbars and short cuts, colors, etc.
12. Price	Other 3 rd party software solutions can be pricey with recurring charges and add-ons with long implementations.	Prospero is a fraction of the cost with same robust reporting and budgeting AND short implementation time!



Prospero: An All-In-One Solution for Financial Reporting, Budgeting and Analysis

Common Budgeting Challenges with Excel:

- Too many spreadsheets, formulas, broken links
- Too much time to set up
- Difficult to collaborate without workflow, security and audit trail
- Data integrity, version control, consolidation

Prospero Solutions:

- **Quicker Budgeting Cycle**
 - Minimal year-to-year setup
 - No broken links, formulas, or separate, disparate spreadsheets
 - Powerful & easy rollups for quick consolidation or reorganization
- **Budget Control**
 - Centralized setup stored in database
 - Easy to Use! Microsoft Office navigation, Spreadsheet design

Prospero - [Quick Launch]

FileHomeToolsWindow

New...Open...Catalog ViewBuilding BlocksClipboardEditSearchViewShortcutsProspero Help

CutCopyPasteUndoDeleteRedoFindReplaceSortSelectOptions...RefreshFilterQuick Launch...Prospero HelpProspero WebsiteMessage BoardFeedback...

Reports

Report Definitions

- Actuals/Budget Forecast By
- Balance Sheet
- Cash Flow Reports
- Charts and Graphs
- Consolidated Reports
- Imported
- Income Statements
- Trial Balance Reports
- Uncategorized Reports
- z Derek
 - Trial Balance Detail
 - test

Reports

Report Collections

Lines

Columns

Trees

Published Reports

Segments

Security

Configuration

Quick Launch

Reports and Charts

Cash Flow

Monthly Analysis by Account Type

Detailed Balance Sheet

Favorable/Unfavorable Budgeted Income Statement

Graph Revenue Trend

Consolidated Income Statement

Revenue vs Expenses for the Month, Quarter and Year-to-Date

Budgeted Income Statement

Income Statement (using trees)

Over/Under Budgeted Income Statement

Settings

Click here to manage settings for this screen

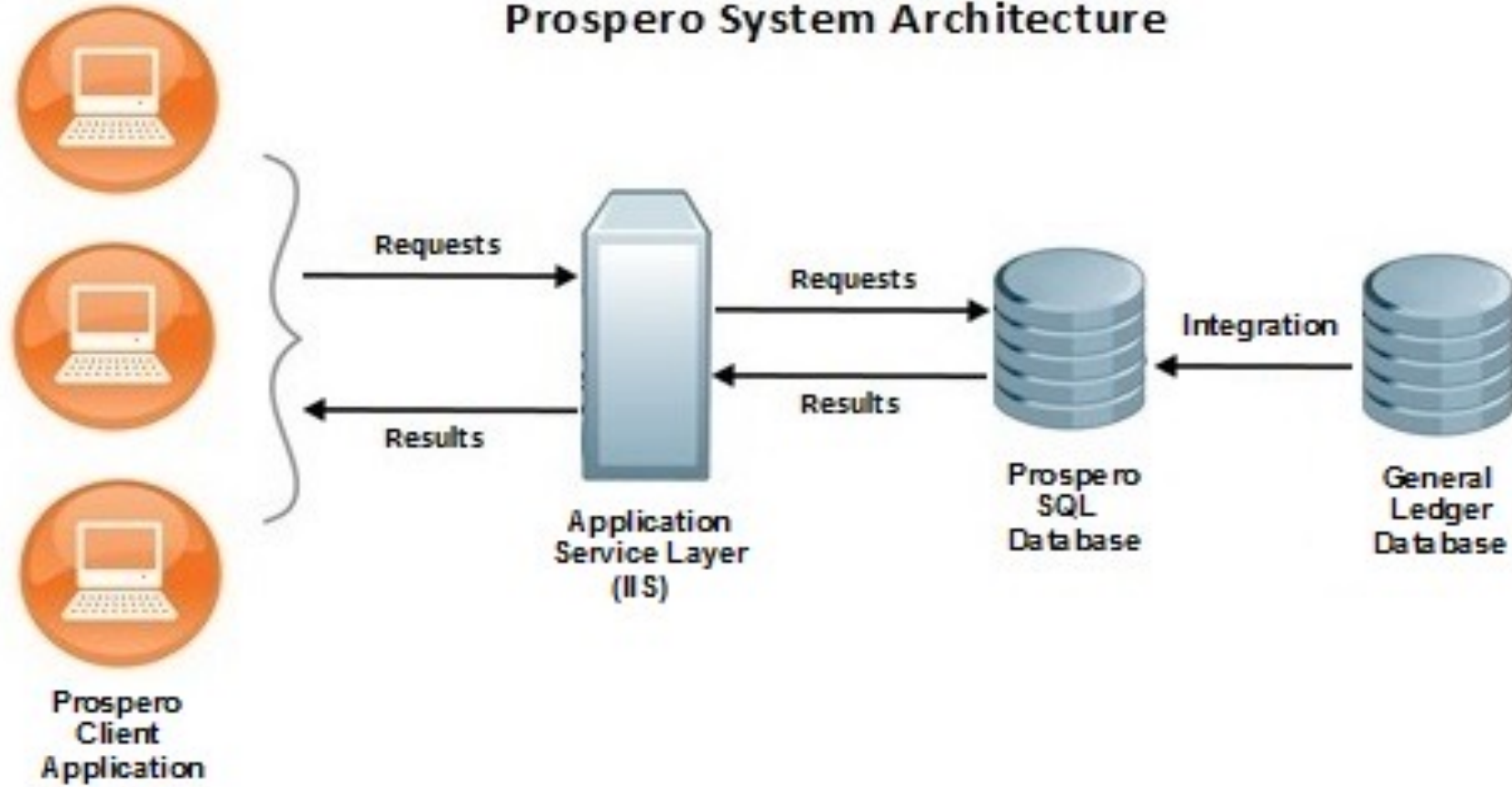
My Quick Launch

Click here to manage Quick Launch items.

Prospero DemoAdmin

100%Ready

Prospero System Architecture



Feature Set	Prospero User License Type		
	Power User	Standard User	Limited User
Administrative Features and Functions			
Create and manage users and roles	✓		
Define user and group rights and permissions	✓		
Create and manage segment information	✓		
Define organizational setup information	✓		
Setup Features and Functions			
Create and maintain report definitions	✓		
Create and maintain budget input definitions	✓		
Create and maintain "building blocks"	✓		
Create and manage segment and tree information	✓		
Reporting Features and Functions			
Run reports	✓	✓	
Publish reports to preserve a 'snap-shot' of data	✓	✓	
View and annotate published reports	✓	✓	✓
Drill down on reports to view transaction detail	✓	✓	✓
Budgeting Features and Functions			
Input and annotate budget, HR or capital data	✓	✓	
Report on budget data	✓	✓	✓
Import / Export Features and Functions			
Import data directly from your GL	✓	✓	
Extract data from Prospero	✓	✓	
Perform data integration directly to Prospero from your GL	✓	✓	

Prospero Differentiators

1. A single application for reporting and budgeting which avoids double the work required when using two separate reporting & budgeting applications.
2. FRx and MR Report Conversion! Convert your existing reports! With other products, you must create all reports from scratch which is a HUGE cost and time commitment.
3. Migration path from Forecaster to Prospero! Save time and money by not having to recreate your Input Sets and reports from scratch.
4. Familiar Building Blocks (Rows, Columns and Trees) that are interchangeable! You do not have to learn a new interface. With Excel-based products, you do not have the ease, visibility and ability to re-use rows, columns and trees in report and budget designs, making ongoing maintenance more difficult and time consuming.
5. Purpose-built budgeting with details for HR, Capital, Revenue, Line Items and Audit History. Prospero has built-in features for calculating depreciation, tax withholdings, FICA caps and benefits. You do not have to build from the ground up like other Excel-based budgeting solutions.
6. Robust and flexible drill-down and drill order to the account and transaction level that other expensive products do not do as robustly and easily.
7. Dynamic charts and graphs with drilldown through all segments/dimensions and able to nimbly change the drill order as needed.
8. Report Collections to group and run multiple reports at once.
9. Expanded Summary Rows to reduce and/or avoid report maintenance when adding new accounts, locations, departments and other GL segments.
10. Easy, graphical segment trees for powerful reporting with little or no maintenance when built using ranges and wildcards. Summary trees offer dynamic drill down power and sub-totaling for reports to help analyze data.
11. Data warehouse for GL and Non-GL data, statistics and budgets!
12. Our experienced staff has worked with MR/FRx/Forecaster and other BI applications for 20+ years, helping make the transition to Prospero painless.
13. Great value and ROI! Do not overpay for software licenses and longer, costlier software implementation services. Prospero is a fraction of the cost of competitors in BOTH license fees and implementation time and cost.
14. There is a **FREE trial version of Prospero using your data, reports and budgets** to help you evaluate the power, ease and economical migration from MR/FRx/Forecaster to Prospero!

RECAP

REPORTING

- Report Definitions
- Easy Analysis with Changeable Drill-Down Order
- Dynamic Charts and Graphs
- Published Reports
- Report Collections
- Generate Directly to Excel, PDF or Printer

BUDGETING

- Main Input Screen
- Line Item Details
- Annotations
- Account History
- Human Resource Budgeting
- Capital Budgeting
- Instant Consolidation

**Migration Options Available for
Management Reporter, FRx and Forecaster.**
Save Time & Money. Don't Start from Scratch.



THANK YOU for Attending!!! Questions & Answers and Next Steps

Email to:

- Ask follow up questions or requests for more information
- Schedule a 1-on-1 Prospero demo
- Sign up for free trial version of Prospero either with demo database or using sampling of your company's data/reports/budgets that most existing Prospero customers took advantage of before transitioning



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TODAY: Prospero Reporting: Balance Sheet, Cash Flow and Consolidated Financial Statements

Agenda:

- Consolidated Financial Statements (multiple scenarios)
- Balance Sheet report
- Statement of Cash Flow
- Tips & Tricks (Drill Method, Drill Order, Graphs, Formulas, Security, Published Reports, Report Collections, Annotations, Budgeting and much more!)
- Question and Answer (please use GoToWebinar Questions panel)



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