TOPICAL REPORTING & DASHBOARD EXAMPLES

REVENUE REPORTING – EXCEL BASIC

REVENUE REPORTING – EXCEL ADVANCED & DATA MODEL

REVENUE BUSINESS PERFORMANCE ANALYTICS – POWER BI

PAYROLL PERFORMANCE DASHBOARD – EXCEL ADVANCED & DATA MODEL

PAYROLL ANALYTIC & TESTING DASHBOARD – POWER BI

PURCHASE ORDER TESTING TARGETED DISCIPLINE ANALYTICS – POWER BI

CONSULTING SURVEY RESULTS FOR DATA CONSUMERS – POWER BI

EMPLOYEE BIRTHDAY/ANNIVERSARY – POWER BI

AKSESHEN LLC
Do Meaningful Work

EXCEL REPORTING - REVENUE
ENHANCED EXCEL VISUALIZATION

First Step Excel – using standardized capabilities to create enhanced evaluation analytics with limited automations to slice and dice broad data-based information on command into more tailored visualization per user needs

Traditional Excel spreadsheet with enabled features that summarize 150,000+ lines of data into needed views automatically:

- **Aligned Hierarchy View with multiple expansion levels**
- **Automated parameter capabilities**
- **Macro Menu Navigation**
- **Data connected to the system for simple & quick refresh**

Menu driven capabilities

Multiple Pages per sheet

Report Selection Prompts

1) Select Your Start and End Months (for 1 month make Start/End Month the same):
Start Month: January
End Month: December

2) Select Your Report Year:
Report Year: 2020
Do You Want Prior Year? Yes

3) Select Your Company / Staff Parameters:
Practice:
Partner:

Navigation Buttons: Update Data / User Guide
Parameter Buttons: Clear Practice / Clear Partner
Calculation Options: Calculate Page
Go

Akseshen LLC Standard Practice Segmentation Matrix - Current Year - Billing
From January To December 2019

	Summary of Key Performance Indicator Change vs. Same Period 2018							
Control Page	Revenue Δ		Hours Charged Δ		Rate Per Hour Δ		Rate Realization Δ	
	Dollar Δ	(S5,964,601)	Hours Δ	(20,049)	RPH Δ	(S36.28)	Rlz Rate Δ	-1.4%
	Δ %	-24.7%	Δ %	-13.8%	Δ %	-12.9%	Δ %	-1.58 pp

Print Current Year Page — Current Year / Prior Year / Change vs. PY

Industry & Service Segments	Hospitality	Financial Services	State & Local Government	GovCon	EBP (Incl Ret Plans)	Professional & Technical	Industry & Transportation	Construction & Real Estate	Not For Profit	Healthcare	Individual	Estate and Trust	Other
Attest Services	16,077	58,965	51,044	1,848	64,941	25,638	14,040	29,527	35,681	2,405	–	–	18,555
Audit Services	545,781	60,174	488,623	132,564	661,440	131,556	195,370	75,712	624,613	126,027	–	–	294,355
Compilation Services	9,316	–	534	17,235	–	24,404	129,387	72,382	19,503	48,917	17,103	4,138	58,030
Peer Review Services	–	1,625	–	–	–	17,902	–	–	–	–	–	–	–
SSARS Services	11,518	–	–	–	–	787	29,165	3,543	268	20,200	3,401	–	22,090
Review Services	30,082	–	–	8,597	–	22,106	133,858	162,545	37,743	3,543	–	–	68,428
Other Assurance Services	–	–	–	–	–	–	567	–	–	–	–	–	–
Total Assurance Service Line	612,774	120,764	540,201	160,244	726,381	222,395	502,387	343,708	717,807	201,093	20,503	4,138	461,459
% Of SL	12.5%	2.5%	11.0%	3.3%	14.8%	4.5%	10.2%	7.0%	14.6%	4.1%	0.4%	0.1%	9.4%
% of Industry/Service	59.1%	33.5%	89.3%	59.5%	34.8%	27.8%	39.7%	17.9%	62.3%	28.1%	0.5%	0.6%	32.9%
Tax Business Services	367,483	34,321	4,104	87,492	6,689	444,609	507,750	1,434,218	180,268	371,121	313,953	86,794	610,644
Tax Family Services	–	–	–	–	–	363	221	3,609	54	72,006	635,515	832
Tax Individual Services	3,464	–	–	388	–	5,521	7,356	17,602	–	10,083	3,663,347	5,255	15,802
Tax International Services	–	364	–	1,773	–	18,711	51,725	10,462	54	–	47,171	940	28,616
Other Tax Services	–	–	–	–	–	–	–	–	–	–	–	–	–
Total Tax Service Line	370,947	34,685	4,104	89,653	6,689	468,842	567,194	1,462,504	183,931	381,259	4,096,477	728,505	655,893

Today is October 22, 2020

All Partners For Accounting

EXCEL REPORTING - REVENUE
ADVANCED EXCEL DASHBOARD & DATA MODEL

Second Step Excel – Advanced Excel - creating an automatically updating data model via Power Query in conjunction with Power Pivot and other advanced Excel capabilities

Excel based dashboard using advanced Excel features, moving past simple formulas by:

- Creating automatically updatable data connectivity
- Establishing an Excel based data model and creating relevant KPI's inside the data model
- Developing easy to use visualizations that are explorable
- Menu Index Navigation
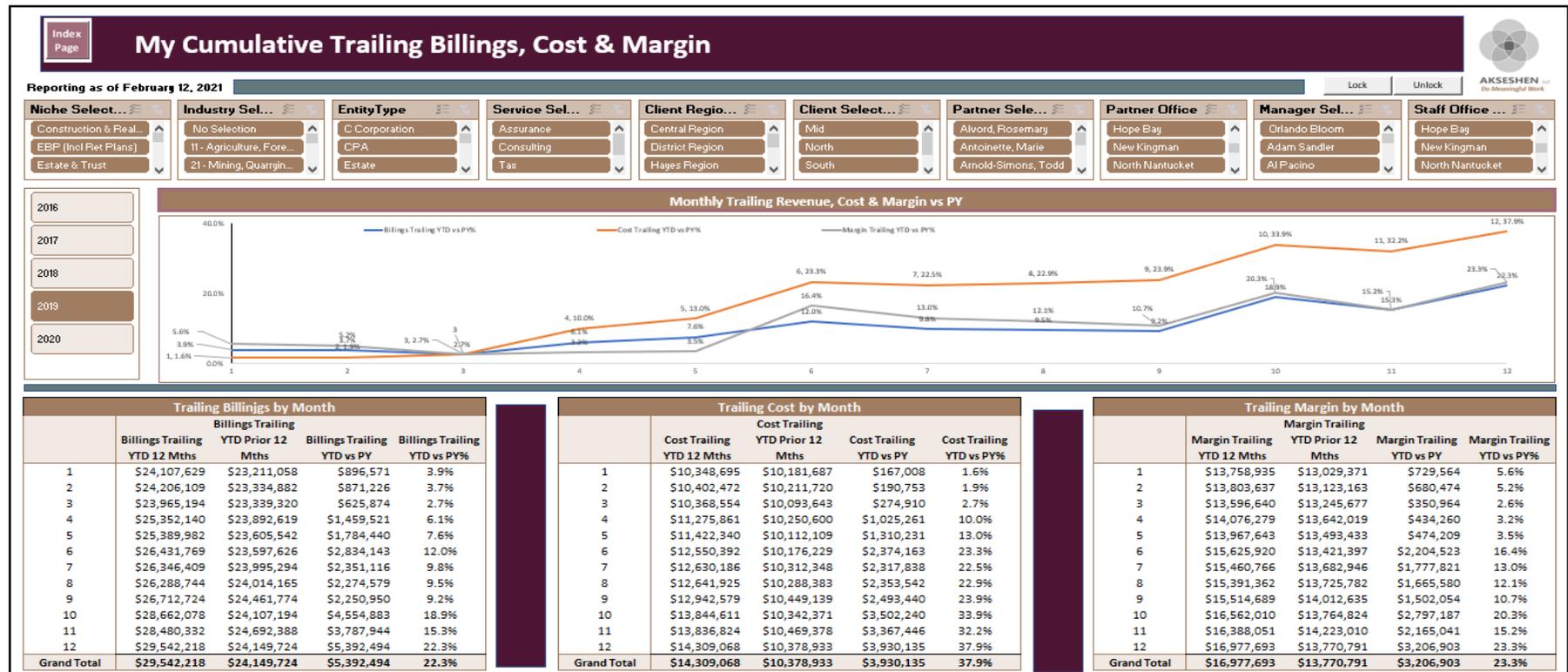
POWER BI REPORTING - REVENUE
TRUE BUSINESS PERFORMANCE ANALYTICS

Third Step Power BI - Revenue performance dashboard allows you to explore your business revenue intake across your business segments, service offerings and staff. Incorporates Power Query

Eliminate inefficient manual processes by:

- **Automating internal reporting**

- **Highlighting critical KPIs**

- **Creating real-time scorecards that are easy to access and understand**

Result:

- **Decision makers can now independently access report and use deep dive navigation features in the report**

- **Financial reporting becomes "democratized" with instant sharing capabilities**

My Segmentation Summary   Report as of: 9/16/20

Select Your Partner — All
Select Your Niche — All
Select Your Client Region — All
Select Your Service — All

Hours: 26.4K Total CY Billed Hours | 11.1K Total PY Billed Hours | 15.3K Total Billed Hours CY vs. PY | 137.3% Total Billed Hours CY vs. PY %

Total CY Billed Hours by Service: Consulting 6.3K, Assurance 11.0K, Tax 9.1K

Billings: $2.7M Total CY Billings | $1.7M Total PY Billings | $1.1M Total Billings CY vs. PY | 64.3% Total Billings CY vs. PY %

Total CY Billings by Client Region: South Re... $0.4M, Metro Region $0.1M, Central Region $1.1M, Hayes Region $0.6M, District R... $0.5M

Margin: $1.5M Total CY Margin | $898.9K Total PY Margin | $0.6M Total Margin CY vs. PY | 65.6% Total Margin CY vs. PY %

Total CY Margin by Client Region: South Re... $234.9K, Metro Region $71.8K, Central Region $592.6K, Hayes Region $353.9K, District ... $235.2K

Month / Year: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12 | 2016, 2017, 2018, 2019

Region

Margin and Total Billed by Client Region — Central Region, Hayes Region, District Region, South Region, Metro Region

Legend: Total CY Billings, Total PY Billings, Total CY Margin, Total PY Margin

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EXCEL REPORTING
PAYROLL PERFORMANCE DASHBOARD

Second Step Excel - Focus on employee payment trends by type of pay, hours work, deductions & withholding statistics trended over time. Includes employee movement and turnover information for departments, employment types and employment status

Disciplined analytics by specific topic:

- **Integrating key performance indicators and trending advisory information with transactional level details and quantification of activity outside established thresholds**
- **Expandable year over year comparisons that build over time**
- **Explorable at the click of a button**
- **Integrated navigation and document index**

Payroll Analytics and Monitoring

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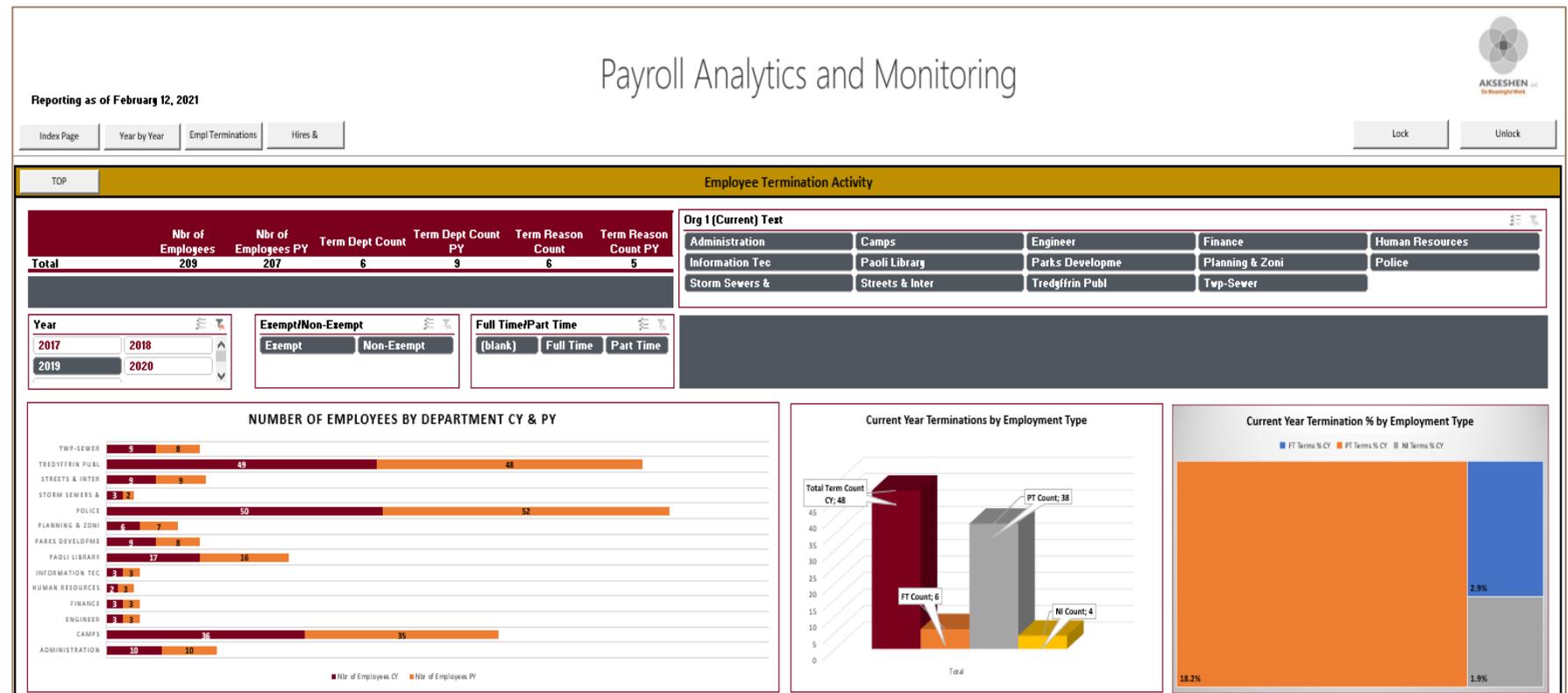
POWER BI
PAYROLL ANALYTIC & TESTING DASHBOARD

Third Step Power BI - Track and share Payroll information including personnel movements, payments vs. budgeting and analyze payroll trends by type of earnings

At a glance payroll and personnel statistics that will:

- **Highlight items outside predetermined thresholds**

- **Allow summary and transaction activity level evaluation**

- **Provide navigational comparisons and dives into detail that are "one click away"**

- **Publish to stakeholders**

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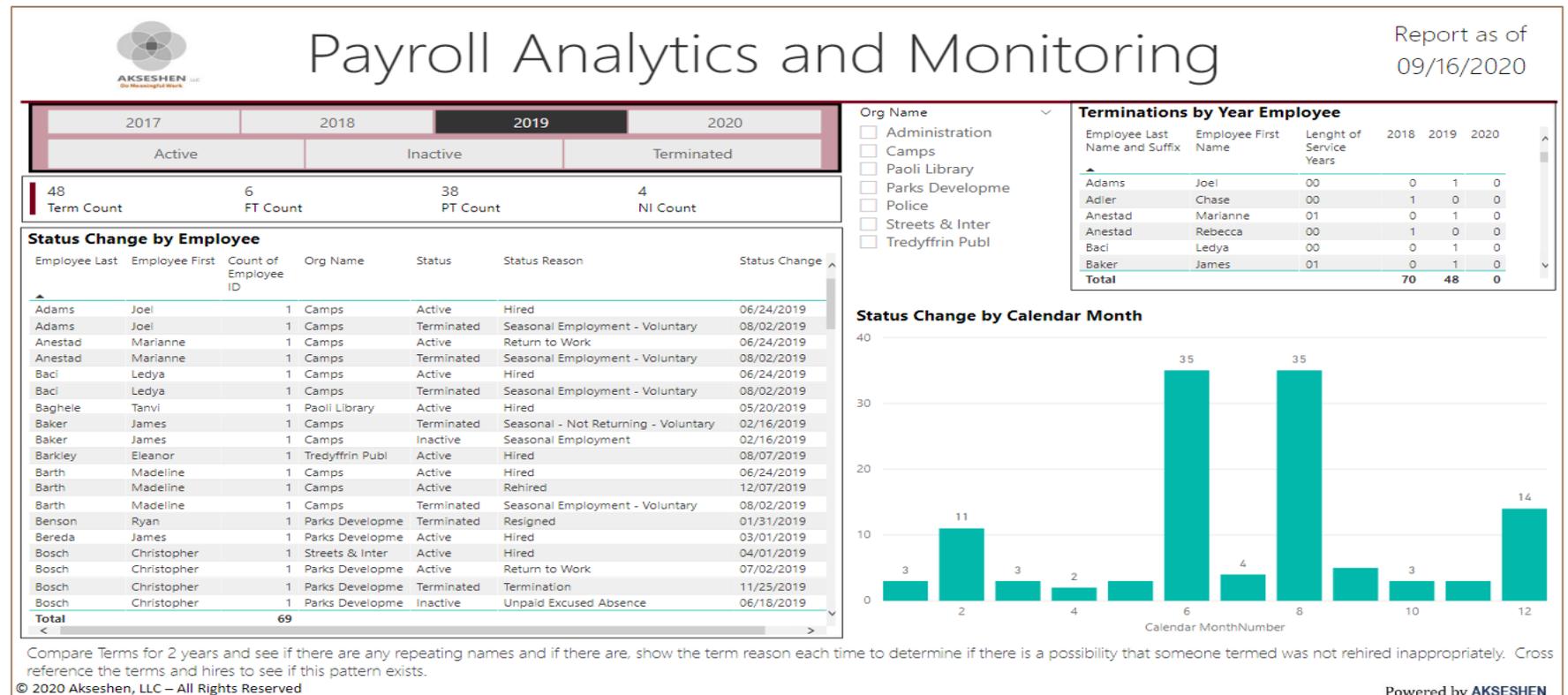
POWER BI – PURCHASE ORDER TESTING
TARGETED DISCIPLINE ANALYTICS

Comprehensive - Incorporate 100% transactional testing into your Purchasing analysis and achieve wholistic view vendor spending and Accounts Payables

Comprehensive, navigable and sharable insights:

- **Automating analysis of purchases to identify unusual items or items outside predetermined thresholds**

- **Identifying trends, unusual spending concentrations or unauthorized activity**

- **Advanced visualization dashboards make relationships, conflicts, etc. "easy to see"**

Portable - Easy sharing of information needed to evaluate like-sized organizations and compare results among peer groups.

Building customized databases by:

- **Accumulating information into common repository**

- **Creating meaningful groupings of comparative data to help evaluate key performance measures**

- **Enabling portability & sharing capabilities via publication to specific consumer groups via security control.**

Common Interest Realty Associations Survey

CIRA Type

Condo	COOP	HOA

CIRA Band

1 - 50 Units Condo	51 - 125 Units Condo	126 - 200 Units Condo	201 - 500 Units Condo	Over 500 Units Condo	1 - 100 Units HOA	Over 100 Units HOA	1 - 50 Units COOP	Over 51 Units COOP

Replacement Fund Statistics

CIRA Type	# of Associations	Study Age <3 years	Study Age 3 to 5 years	Study Age >5 years	Fund Type Count Baseline	Fund Type Count Threshold	Fund Type Count Full	Fund Type Count Not Available	Avg Annual Funding	Funding as a % of Ttl Maint	Avg Year End Funding Balance	Avg Full Replacement Cost	Percent Full Replacement cost funded	Avg Interfund Balance	Pct of Year End Fund Bal
Condo	677	345	196	136	17	374	217	69	$167,609	18%	$593,375	$3,631,200	16%	$28,287	5%
1 - 50 Units Condo	92	30	21	41	3	20	47	22	$29,664	15%	$156,285	$680,979	23%	$2,512	2%
51 - 125 Units Condo	219	118	57	44	5	131	64	19	$81,407	19%	$382,147	$1,886,097	20%	$33,015	9%
126 - 200 Units Condo	155	75	57	23	3	94	41	17	$128,536	18%	$574,066	$3,074,217	19%	$28,100	5%
201 - 500 Units Condo	175	100	53	22	6	107	55	7	$317,022	18%	$827,671	$6,285,128	13%	$32,412	4%
Over 500 Units Condo	36	22	8	6		22	10	4	$486,454	18%	$1,939,558	$11,283,783	17%	$46,155	2%
Coop	36	16	7	13		14	12	10	$153,252	10%	$421,158	$3,107,051	14%	$19,903	5%
1 - 50 Units COOP	6	3		3		2	3	1	$18,396	4%	$78,428	$455,353	17%	$55,843	71%
Over 51 Units COOP	30	13	7	10		12	9	9	$180,223	11%	$489,704	$3,637,390	13%	$12,715	3%
Hoa	220	117	66	37	7	108	97	8	$136,041	17%	$814,613	$3,167,879	26%	$29,144	4%
1 - 100 Units HOA	46	20	18	8	1	21	20	4	$40,818	17%	$123,605	$988,840	12%	$15,562	13%
Over 100 Units HOA	174	97	48	29	6	87	77	4	$161,215	17%	$997,294	$3,743,947	27%	$32,734	3%
Total	933	478	269	186	24	496	326	87	$159,612	18%	$638,898	$3,501,725	18%	$28,166	4%

Filter Selections

BldgType	Calendar Year	Active Adult	Funding type	Master Assoc.
☐ Multi	☐ 2014	☐ No	☐ Baseline	☐ No
☐ Single	☐ 2017	☐ Yes	☐ Full	☐ Yes
			☐ Not Available	
			☐ Threshold	

POWER BI
BIRTHDAY /ANNIVERSARY CALENDAR DASHBOARD

Informational - Data structure and transformation brings multiple sources together then displays interactive calendar shared across the organization

Building customized databases by:

- **Interactive calendar allows the user to step into the different pages by using the links in the General Information List.**

- **Displayed as part of employee informational dashboard**

THE AKSESHEN SOLUTION – LET'S CHAT

Let's discuss your most critical needs. Our assessment process provide you with a top line view of your data readiness
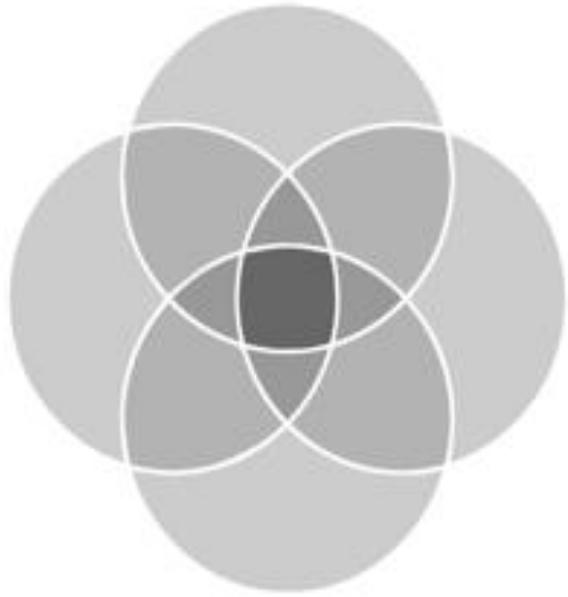
Your business results are *your* top priority – your organization will be *our* top priority.

Visit our website to learn more: www.akseshen.com

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APPENDICES

TEAM BIOS

RESOURCES

Ownership
Partner & Business Solutions Director

Todd Arnold-Simons leads Akseshen's efforts to design, implement and enhance client analytical and reporting capabilities. He is knowledgeable in business intelligence execution, data sources and structures. He focuses on understanding business needs to ensure the correct outcomes and delivers expanded capabilities in the most simplistic-to-use formats for our clients. He brings 15+ years of analytics and reporting experience to Akseshen.

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Business Analytics Manager

Lucy Jasinski is the Business Analytics Manager for Akseshen. She is versatile and resourceful in critical analysis and efficient problem solving. Lucy is a reporting expert that thinks systematically to devise innovative solutions while using her extensive understanding of business processes to provide simplified outcomes. Her background of 15+ years in data analysis, reporting and facilitating technical connections enables her to design processes, tools and approaches that help firms achieve desired outcomes and success.

https://www.linkedin.com/in/lucyjasinski/

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Goldstone Systems

GSS has extensive experience in organizational implementations of Power BI Solutions. We plan, design and build strategic solutions for various business users leveraging our expertise in Data & Analytics.

We enable organizations to access actionable insights that result in positive business impacts. We quickly adopt and implement Power BI solutions to empower organizations with an exceptional automated digital experience.

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