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SOLVER for Technology Companies

Get Complete Insight

A Solver Vertical Industry White Paper

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Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's web-site or email us at info@solverglobal.com.

Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system

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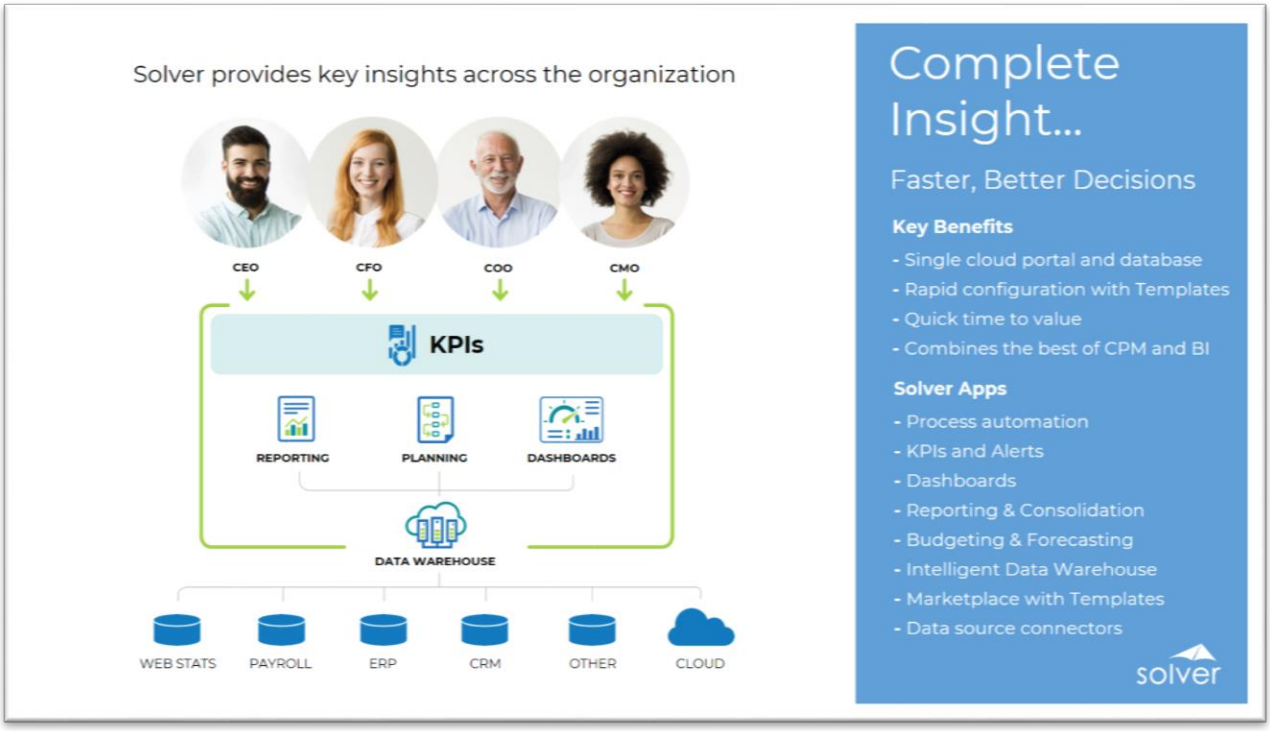
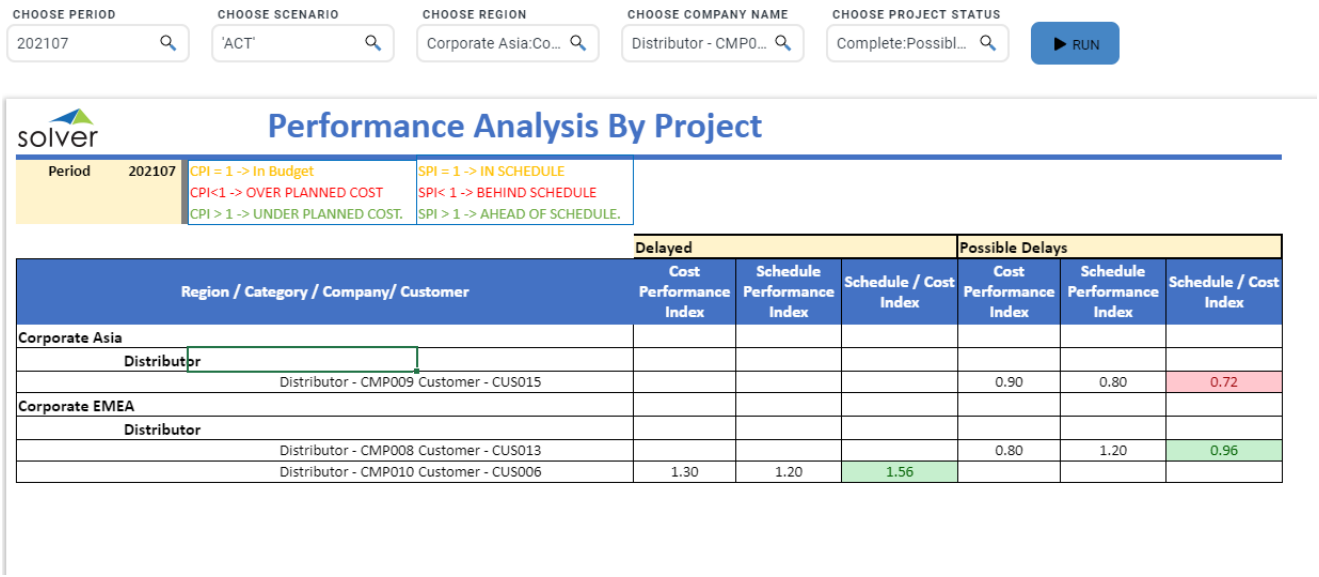


Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

HT-PJ01 – Performance Analysis by Project

This report allows for performance analysis by project. Parameters have been created so that this report can be ran for a select period, scenario, region, company name and project status. This report provides cost performance index and schedule performance index. Visual indicators let users know when a project is in budget, over planned cost or under planned cost. It also indicates whether the project is on schedule, behind schedule or ahead of schedule.



	Delayed			Possible Delays		
Region / Category / Company/ Customer	Cost Performance Index	Schedule Performance Index	Schedule / Cost Index	Cost Performance Index	Schedule Performance Index	Schedule / Cost Index
Corporate Asia						
Distributor						
Distributor - CMP009 Customer - CUS015				0.90	0.80	0.72
Corporate EMEA						
Distributor						
Distributor - CMP008 Customer - CUS013				0.80	1.20	0.96
Distributor - CMP010 Customer - CUS006	1.30	1.20	1.56			

HT-PJ02 – Ratio Analysis by Project

This report provides ratio analysis for the following: projects on time, new projects, cancelled projects and projects completed. It compares ratio analysis by quarter from current year to last year.

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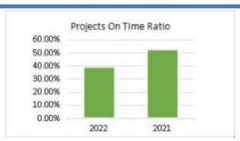
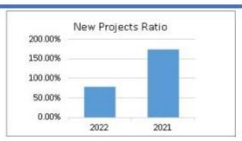
Ratio Analysis by Project





Region / Category / Company	Projects On Time Ratio			New Projects Ratio			Cancelled Projects Ratio			Projects Completed Ratio	
	2022	2021	Variation (p.p)	2022	2021	Variation (p.p)	2022	2021	Variation (p.p)	2022	2021
	Qtr - 1			Qtr - 1			Qtr - 1			Qtr - 1	
Corporate EMEA	**50.00%**	**56.00%**	**-6.00%**	**125.00%**	**74.00%**	**51.00%**	**150.00%**	53.00%	97.00%	0.00%	43.00%
Distributor	50.00%	56.00%	-6.00%	125.00%	74.00%	51.00%	150.00%	53.00%	97.00%	0.00%	43.00%
Distributor - CMP010	50.00%	56.00%	-6.00%	125.00%	74.00%	51.00%	150.00%	53.00%	97.00%	0.00%	43.00%
Corporate US	**29.00%**	**50.00%**	**-21.00%**	**33.00%**	**275.00%**	**-242.00%**	**24.00%**	103.00%	-79.00%	34.00%	0.00%
Headquarters	29.00%	50.00%	-21.00%	33.00%	275.00%	-242.00%	24.00%	103.00%	-79.00%	34.00%	0.00%
Headquarters - CMP001	29.00%	50.00%	-21.00%	33.00%	275.00%	-242.00%	24.00%	103.00%	-79.00%	34.00%	0.00%
Average	**39.50%**	**53.00%**	**-13.50%**	**79.00%**	**174.50%**	**-95.50%**	**87.00%**	**78.00%**	**9.00%**	**17.00%**	**21.50%**

HT-PJ03 – Estimated vs Actual Hours by Consultant

This report compares estimated versus actual hours for each consultant by project by region. Estimated hours are compared to actual hours worked.

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Estimated vs Actual Hours by Consultant

Region /Project / Consultant	Estimated Hours (h)	Actual Hours (h)	Var. Hours (h)	% Var. Hours
Corporate 01	**65**	**67**	-2	-2.99%
Project PRO005	**65**	**67**	-2	-2.99%
Project Consultant PCO005	44	35	9	25.71%
Project Consultant PCO034	21	32	-11	-34.38%
Corporate 03	**57**	**32**	25	78.13%
Project PRO002	**31**	**13**	18	138.46%
Project Consultant PCO004	31	13	18	138.46%
Project PRO003	**26**	**19**	7	36.84%
Project Consultant PCO062	26	19	7	36.84%
Corporate Asia	**66**	**27**	39	144.44%
Project PRO004	**49**	**17**	32	188.24%
Project Consultant PCO060	49	17	32	188.24%
Project PRO006	**17**	**10**	7	70.00%
Project Consultant PCO063	17	10	7	70.00%
Corporate Canada	**67**	**44**	23	52.27%
Project PRO004	**24**	**13**	11	84.62%

HT-PJ04 – Estimated vs Actual Hours by Project

This report compares estimated versus actual hours for each project by consultant by region. Estimated hours are compared to actual hours worked for each project.

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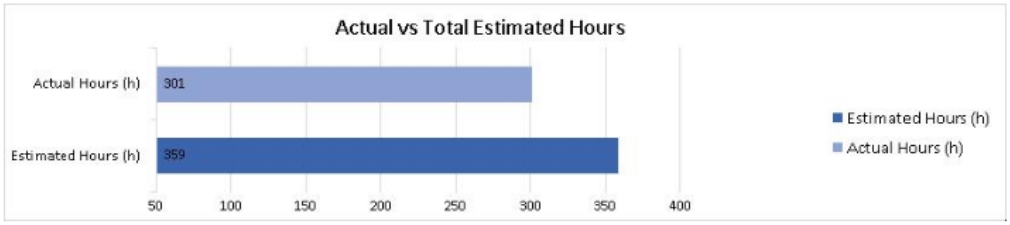
Estimated vs Actual Hours by Project



Region / Consultant / Project	Estimated Hours (h)	Actual Hours (h)	Var. Hours (h)	% Var. Hours
Corporate 01	65	67	-2	-2.99%
Project Consultant PCO005	44	35	9	25.71%
Project PRO005	44	35	9	25.71%
Project Consultant PCO034	21	32	-11	-34.38%
Project PRO005	21	32	-11	-34.38%
Corporate 03	57	32	25	78.13%
Project Consultant PCO004	31	13	18	138.46%
Project PRO002	31	13	18	138.46%
Project Consultant PCO062	26	19	7	36.84%
Project PRO003	26	19	7	36.84%
Corporate Asia	66	27	39	144.44%
Project Consultant PCO060	49	17	32	188.24%
Project PRO004	49	17	32	188.24%
Project Consultant PCO063	17	10	7	70.00%
Project PRO006	17	10	7	70.00%
Corporate Canada	67	44	23	52.27%
Project Consultant PCO047	24	13	11	84.62%
Project PRO004	24	13	11	84.62%
Project Consultant PCO015	43	31	12	38.71%
Project PRO006	43	31	12	38.71%
Corporate EMEA	46	63	-17	-26.98%
Project Consultant PCO012	24	37	-13	-35.14%

HT-BR02 – Balance Sheet Budget Report

This report shows the opening balance and the budgeted balance sheet amount for the entire year.

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Balance Sheet Budget Report

Corporate US

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	Open Bal.	Jan-2022	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022	Nov-2022	Dec-2022
ASSETS													
Current Assets													
Cash & Equivalents	977,434	886,846	980,616	965,493	1,023,766	1,099,174	1,063,654	1,023,784	1,017,623	1,078,547	1,110,084	1,098,384	1,036,323
Accounts Receivable	158,613	272,646	272,646	272,646	272,646	272,646	272,646	272,646	272,646	272,646	272,646	272,646	272,646
Prepaid Expenses	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180	52,180
Other Current Assets	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944	36,944
Total Current Assets	*1,225,171*	*1,248,616*	*1,342,386*	*1,327,263*	*1,385,536*	*1,460,944*	*1,425,424*	*1,385,554*	*1,379,393*	*1,440,317*	*1,471,854*	*1,460,154*	*1,398,093*
Property & Equipment													
Building	438,398	438,398	438,398	498,398	498,398	498,398	498,398	498,398	498,398	498,398	498,398	498,398	498,398
Equipment	182,448	182,448	182,448	182,448	222,448	222,448	222,448	222,448	222,448	222,448	222,448	222,448	222,448
Computer	80,809	80,809	80,809	80,809	80,809	110,809	118,309	118,309	118,309	118,309	118,309	118,309	118,309
Accumulated Depreciation	(239,773)	(239,773)	(239,773)	(239,940)	(240,440)	(241,773)	(243,315)	(244,856)	(246,398)	(247,940)	(249,481)	(251,023)	(252,565)
Net Property & Equipment	*461,882*	*461,882*	*461,882*	*521,715*	*561,215*	*589,882*	*595,840*	*594,299*	*592,757*	*591,215*	*589,674*	*588,132*	*586,590*
Long-Term Account Receivables	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062	145,062
Other Long-Term Receivables	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896	80,896
Goodwill	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224	4,224
Other Long-Term Assets	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846	180,846
Investment in Subsidiary	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Long-Term Assets	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*	*411,028*
TOTAL ASSETS	**2,098,081**	**2,121,526**	**2,215,296**	**2,260,006**	**2,357,779**	**2,461,854**	**2,432,292**	**2,390,881**	**2,383,178**	**2,442,560**	**2,472,556**	**2,459,314**	**2,395,711**

HT-HD01 – Support Level

This report monitors the incoming calls received by a support help desk. It tracks total incoming calls, total abandoned calls, total answered calls, total real calls and total spam calls. This report compares the current period to the prior period. It also breaks out the support calls by region, company type and company.

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Support Level

Current Period		Total Incoming Calls	Total Abandoned Calls	Total Answered Calls	Total Real Calls	Total Spam Calls
	202104	3,400	601	2,799	1,966	833
Last Period	202103	3,038	551	2,487	1,809	678

Region / Company Type / Company	Incoming Calls	Abandoned Calls	Answered Calls	Real Calls	Spam Calls
Corporate Asia	777	145	632	440	192
Distributor	777	145	632	440	192
Distributor - CMP009	777	145	632	440	192
Corporate EMEA	1,795	334	1,461	1,023	438
Distributor	1,795	334	1,461	1,023	438
Distributor - CMP008	912	171	741	515	226
Distributor - CMP010	883	163	720	508	212
Corporate US	828	122	706	503	203
Headquarters	828	122	706	503	203
Headquarters - CMP001	828	122	706	503	203

HT-HD02 – Service Level

This report compares the service level an agent provides by monitoring the number of incoming calls, calls answered within 30 seconds and calls answered after 30 seconds. A % of calls answered in 30 seconds calculation is used to determine whether or not the service level is good, medium or bad for each agent, company and region.

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Service Level

%Calls Ans.>70 -> Good
50<% Calls Ans.<70 - >Medium
% Calls Ans.<50 - > Bad

Total Incoming Calls	Total Calls Answered Within 30 sec.	Total Calls Answered after 30 sec.	% Calls answered in 30 second
1,803	1,513	290	83.72%

	202101			
Region / Company / Agent	Incoming Calls	Calls answered within 30 sec.	Calls answered after 30 sec.	% calls answered in 30 seconds
SAS	380	328	52	86.32%
Distributor - CMP008	133	120	13	90.23%
Last Name, First Name HDA018	13	13	-	100.00%
Last Name, First Name HDA017	-	-	-	0.00%
Last Name, First Name HDA014	4	1	3	25.00%
Last Name, First Name HDA013	33	31	2	93.94%
Last Name, First Name HDA012	11	11	-	100.00%
Last Name, First Name HDA007	4	4	-	100.00%
Last Name, First Name HDA006	24	19	5	79.17%
Last Name, First Name HDA005	11	10	1	90.91%
Last Name, First Name HDA003	20	19	1	95.00%
Last Name, First Name HDA001	13	12	1	92.31%
Distributor - CMP009	112	95	17	84.82%
Last Name, First Name HDA016	12	10	2	83.33%
Last Name, First Name HDA015	-	-	-	0.00%
Last Name, First Name HDA012	11	11	-	100.00%
Last Name, First Name HDA011	36	30	6	83.33%
Last Name, First Name HDA008	6	4	2	66.67%
Last Name, First Name HDA007	14	12	2	85.71%
Last Name, First Name HDA004	7	3	4	42.86%
Last Name, First Name HDA003	14	13	1	92.86%
Last Name, First Name HDA002	7	7	-	100.00%

HT-HD03 – Support Type by Period by Company

This report provides YTD support level for each support type across all of the companies. This report breaks out support type by remote, technical support or telephone assistance.

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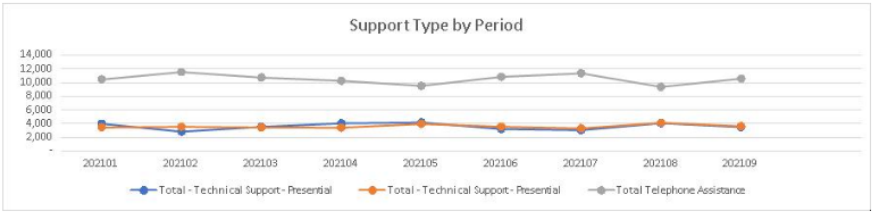
Support Type Through Time by Company

Current Period: 202109



Support Type	202101	202102	202103	202104	202105	202106	202107	202108	202109	Total
Total - Remote	3,994	2,841	3,548	4,056	4,183	3,222	3,057	4,081	3,514	32,496
Total - Technical Support - Presential	3,451	3,559	3,453	3,421	3,968	3,567	3,323	4,136	3,627	32,505
Total Telephone Assistance	10,460	11,546	10,743	10,272	9,534	10,845	11,356	9,379	10,583	94,718

Company / Support Type	202101	202102	202103	202104	202105	202106	202107	202108	202109	Total
Distributor - CMP008	**3,551**	**4,520**	**4,873**	**4,673**	**4,521**	**3,987**	**4,205**	**3,702**	**4,476**	**38,508**
Remote	1,131	482	792	1,083	813	685	1,024	624	1,158	7,792
Technical Support - Presential	659	917	1,137	549	1,159	519	745	938	1,168	7,791
telephone assistance	1,761	3,121	2,944	3,041	2,549	2,783	2,436	2,140	2,150	22,925
Distributor - CMP009	**4,800**	**4,309**	**5,787**	**4,028**	**4,218**	**4,922**	**4,685**	**4,859**	**4,643**	**42,251**
Remote	1,000	464	1,167	1,117	1,551	894	695	1,034	1,063	8,985
Technical Support - Presential	704	834	1,126	900	406	1,097	1,041	1,030	779	7,917
telephone assistance	3,096	3,011	3,494	2,011	2,261	2,931	2,949	2,795	2,801	25,349
Distributor - CMP010	**5,102**	**4,837**	**2,801**	**4,855**	**4,824**	**4,540**	**4,662**	**4,575**	**4,410**	**40,606**
Remote	906	1,207	649	849	1,235	910	536	1,079	609	7,980
Technical Support - Presential	965	1,015	366	1,057	1,380	800	767	1,042	861	8,253
telephone assistance	3,231	2,615	1,786	2,949	2,209	2,830	3,359	2,454	2,940	24,373
Headquarters - CMP001	**4,452**	**4,280**	**4,283**	**4,193**	**4,122**	**4,185**	**4,184**	**4,460**	**4,195**	**38,354**
Remote	957	688	940	1,007	584	733	802	1,344	684	7,739
Technical Support - Presential	1,123	793	824	915	1,023	1,151	770	1,126	819	8,544
telephone assistance	2,372	2,799	2,519	2,271	2,515	2,301	2,612	1,990	2,692	22,071

HT-PL01 – Attention Level Forecasting

This is an input form that allows for entering the number of forecasted incoming calls for a particular support agent. Once the incoming calls amount is generated, the form automatically forecasts out how it breaks out the specific types of calls (abandoned calls, answered calls, spam calls and real calls) based on the YTD actual data.

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Attention Level Forecasting

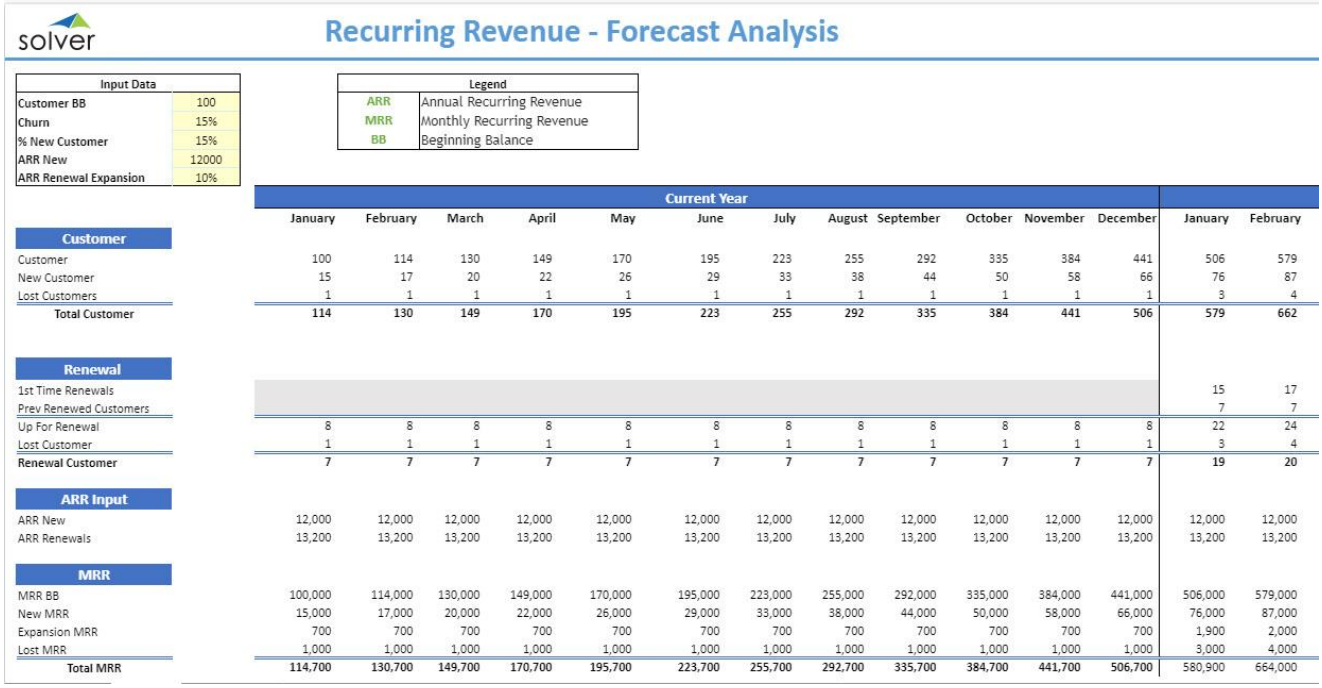
Avg. Answered Calls	86.26%
Avg. Spam Calls	25.44%
Avg. Real Calls	60.82%
Avg. Abandoned Calls	13.74%

Headquarters - CMP001

Agent	Agent Name	Incoming Calls	Abandoned Calls	Answered Calls	Spams Calls	Real Calls	Incoming Calls	Abandoned Calls	Answered Calls	Spams Calls	Real Calls
		202101:202106					202107				
HDA001	Last Name, First Name HDA001	53	5	48	10	38	60	6	54	11	43
HDA002	Last Name, First Name HDA002	39	5	34	7	27	40	5	35	7	28
HDA003	Last Name, First Name HDA003	12	2	10	1	9	15	3	13	1	11
HDA004	Last Name, First Name HDA004	20	2	18	7	11		0	0	0	0
HDA006	Last Name, First Name HDA006	28	3	25	10	15		0	0	0	0
HDA007	Last Name, First Name HDA007	9	1	8	2	6		0	0	0	0
HDA008	Last Name, First Name HDA008	18	1	17	5	12		0	0	0	0
HDA009	Last Name, First Name HDA009	23	2	21	6	15		0	0	0	0
HDA010	Last Name, First Name HDA010	44	7	37	15	22		0	0	0	0
HDA011	Last Name, First Name HDA011	1	1	0	0	0		0	0	0	0
HDA012	Last Name, First Name HDA012	1	1	0	0	0		0	0	0	0
HDA013	Last Name, First Name HDA013	15	3	12	6	6		0	0	0	0
HDA014	Last Name, First Name HDA014	24	2	22	5	17		0	0	0	0
HDA015	Last Name, First Name HDA015	2	1	1	1	0		0	0	0	0
HDA016	Last Name, First Name HDA016	21	3	18	5	13		0	0	0	0
HDA017	Last Name, First Name HDA017	8	3	5	2	3		0	0	0	0
HDA018	Last Name, First Name HDA018	14	2	12	4	8		0	0	0	0
HDA019	Last Name, First Name HDA019	3	2	1	1	0		0	0	0	0
HDA020	Last Name, First Name HDA020	7	1	6	0	6		0	0	0	0

HT-SA12 – Recurring Revenue – Forecast

This form allows for forecasting customer renewals based on input of Customer BB (beginning balance), Churn (the expected percentage rate at which SaaS customers cancel their recurring revenue subscriptions), % New Customer, ARR New (desired new annual recurring revenue), ARR Renewal Expansion (desired ARR renewal expansion rate). Based on the input, the form automatically forecasts out key metrics out for the following year.



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Recurring Revenue - Forecast Analysis

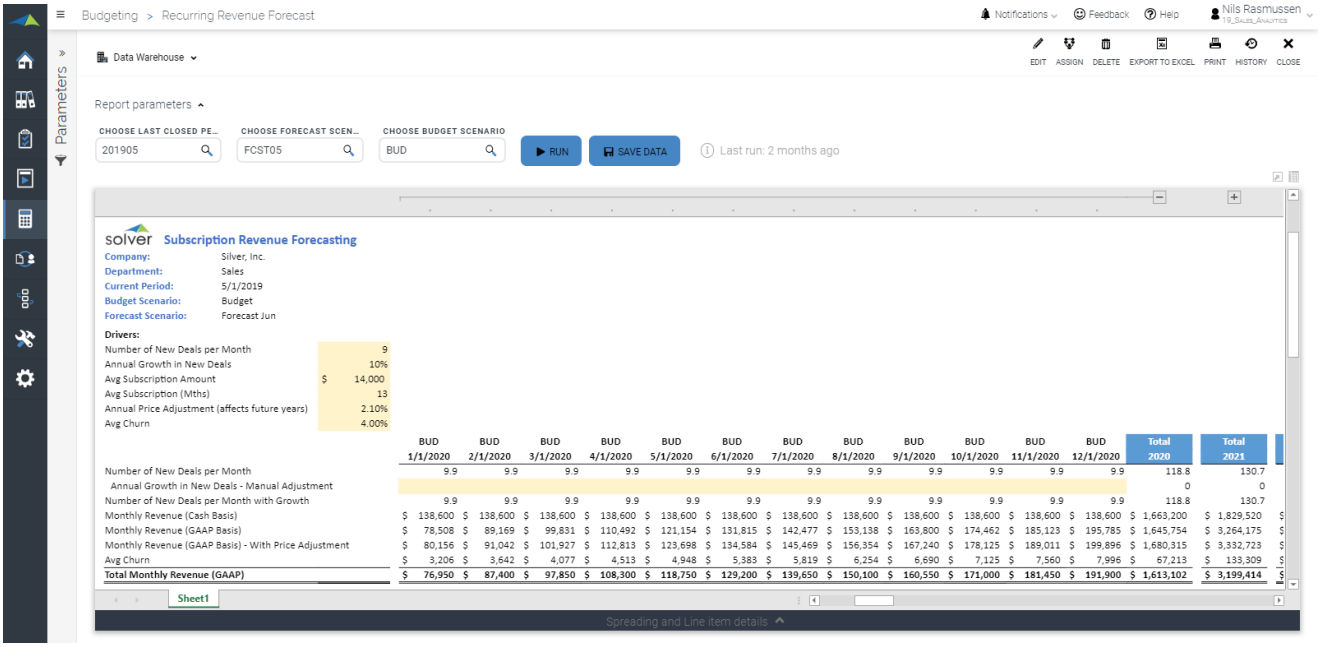
Input Data	
Customer BB	100
Churn	15%
% New Customer	15%
ARR New	12000
ARR Renewal Expansion	10%

Legend	
ARR	Annual Recurring Revenue
MRR	Monthly Recurring Revenue
BB	Beginning Balance

	Current Year													
	January	February	March	April	May	June	July	August	September	October	November	December	January	February
Customer														
Customer	100	114	130	149	170	195	223	255	292	335	384	441	506	579
New Customer	15	17	20	22	26	29	33	38	44	50	58	66	76	87
Lost Customers	1	1	1	1	1	1	1	1	1	1	1	1	3	4
Total Customer	**114**	**130**	**149**	**170**	**195**	**223**	**255**	**292**	**335**	**384**	**441**	**506**	**579**	**662**
Renewal														
1st Time Renewals													15	17
Prev Renewed Customers													7	7
Up For Renewal	8	8	8	8	8	8	8	8	8	8	8	8	22	24
Lost Customer	1	1	1	1	1	1	1	1	1	1	1	1	3	4
Renewal Customer	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**7**	**19**	**20**
ARR Input														
ARR New	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
ARR Renewals	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
MRR														
MRR BB	100,000	114,000	130,000	149,000	170,000	195,000	223,000	255,000	292,000	335,000	384,000	441,000	506,000	579,000
New MRR	15,000	17,000	20,000	22,000	26,000	29,000	33,000	38,000	44,000	50,000	58,000	66,000	76,000	87,000
Expansion MRR	700	700	700	700	700	700	700	700	700	700	700	700	1,900	2,000
Lost MRR	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	3,000	4,000
Total MRR	**114,700**	**130,700**	**149,700**	**170,700**	**195,700**	**223,700**	**255,700**	**292,700**	**335,700**	**384,700**	**441,700**	**506,700**	580,900	664,000

Recurring Revenue – Forecast – Multi-Year

This input form is driver driven and provides a 10 year forecast of your recurring/subscription revenues.



HT-PL02 – Product Sales Forecasting

This form allows for a desired % increase input to automatically populate the forecast around product sales for the remaining periods of the year.

solver

Product Sales Forecasting

% Increase 1%

Headquarters - CMP001

Product Name		202101	202102	202103	202104	202105	202106	202107	202108	202109	202110	202111	202112	TOTAL
PRD001	CPM Basic Training	38,000	28,000	10,000	20,000	12,000	0	10,000						118,000
PRD002	CPM Advanced Training	62,000	36,000	10,000	30,000	20,000	20,000	100,000						278,000
PRD003	CPM Consultancy	97,200	178,800	86,400	115,200	52,800	52,800							583,200
PRD004	SW Enhancements (1st year)	7,000	7,000	1,750	1,750	0	0							17,500
PRD006	CPM Reporting Module	10,000	10,000	2,500	2,500	0	0							25,000
PRD007	CPM Planning & DW Module	7,500	52,500	7,500	7,500	0	0							75,000
PRD008	CPM Web Portal & Dashboards Module	6,500	13,000	0	0	0	91,000							110,500
PRD009	CPM Power User License	19,000	18,000	2,000	2,000	0	0							41,000
PRD010	CPM End-User License	9,300	10,500	6,600	900	0	0							27,300
PRD011	CPM Cloud Power User Subscription (initial)	0	0	370	1,295	925	925							3,515
PRD012	CPM Cloud End-User Subscription (initial)	0	0	150	300	600	600							1,650
PRD013	CPM Cloud Power User Subscription (comm.)	1,295	0	0	370	1,665	2,590							5,920
PRD014	CPM Cloud End-User Subscription (comm.)	330	0	0	150	450	1,140							2,070
PRD015	CPM Cloud Power User Subscription (renewal)	0	0	0	2,775	0	0							2,775
PRD017	Annual Support (initial)	6,000	4,000	2,000	4,000	2,000	2,000							20,000

HT-SA01 – Monthly and Annual Product Sales by Company

This report shows the individual products by company by region and how many quantity and sales amount were sold for the particular year. This report can be formatted to show individual products or summarize by company or region.

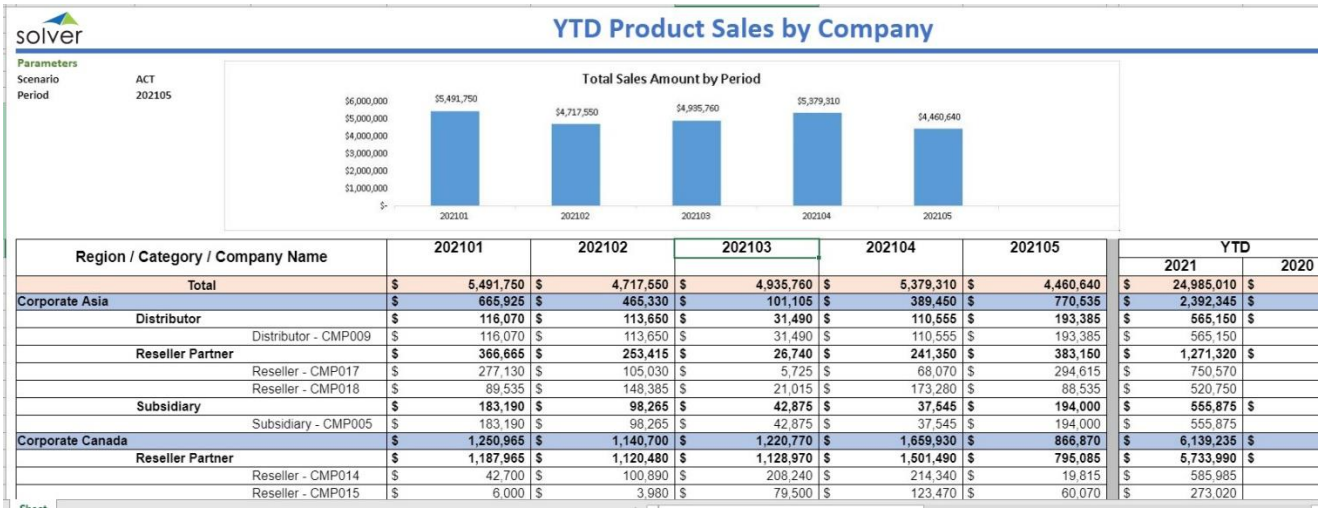
solver **Monthly and Annual Product Sales by Company**

	January		February		March		April	
Region / Company Name /Product	**Quantity**	**Sales Amount**	**Quantity**	**Sales Amount**	**Quantity**	**Sales Amount**	**Quantity**	**Sales Amount**
Corporate US		**$ 3,950,831**		**$ 3,340,394**		**$ 3,220,063**		**$ 3,873,912**
Headquarters - CMP001		**$ 2,712,711**		**$ 2,612,599**		**$ 2,458,953**		**$ 2,725,082**
Professional Services - CPM Advanced Training	47	$ 94,000	32	$ 1,124,343	31	$ 62,000	18	$ 36,000
Professional Services - CPM Basic Training	43	$ 1,285,266	28	$ 28,000	10	$ 10,000	20	$ 20,000
Professional Services - CPM Consultancy	1008	$ 151,200	1196	$ 179,400	576	$ 1,480,350	795	$ 119,250
Software Maintenance - SW Enhancements (1st year)	13	$ 22,750	29	$ 50,750	1	$ 1,750	9	$ 1,306,269
Software Maintenance - SW Enhancements (renewal)	3	$ 5,250	2	$ 3,500			1	$ 1,750
Software SKU - CPM Cloud End-User Subscription (comm.)	26	$ 780	38	$ 1,026,526	67	$ 2,010	69	$ 2,070
Software SKU - CPM Cloud End-User Subscription (initial)	16	$ 480			5	$ 150	13	$ 390
Software SKU - CPM Cloud End-User Subscription (renewal)	22	$ 660	19	$ 570	33	$ 990	19	$ 925,618
Software SKU - CPM Cloud Power User Subscription (comm.)	16	$ 1,002,960	16	$ 2,960	19	$ 3,515	34	$ 6,290
Software SKU - CPM Cloud Power User Subscription (initial)	22	$ 4,070			20	$ 3,700	17	$ 3,145
Software SKU - CPM Cloud Power User Subscription (renewal)	7	$ 1,295	30	$ 5,550	5	$ 822,888	20	$ 3,700
Software SKU - CPM End-User License	40	$ 12,000	35	$ 10,500	22	$ 6,600	17	$ 5,100
Software SKU - CPM Planning & DW Module	1	$ 7,500	14	$ 105,000	7	$ 52,500	15	$ 112,500
Software SKU - CPM Power User License	29	$ 29,000	18	$ 18,000	7	$ 7,000	2	$ 2,000
Software SKU - CPM Reporting Module	9	$ 22,500	13	$ 32,500	1	$ 2,500	2	$ 5,000
Software SKU - CPM Web Portal & Dashboards Module	8	$ 52,000	2	$ 13,000			22	$ 143,000
Support - Annual Support (initial)	4	$ 8,000	5	$ 10,000	1	$ 2,000	16	$ 32,000
Support - Annual Support (renewal)	13	$ 13,000	2	$ 2,000	1	$ 1,000	1	$ 1,000
Reseller - CMP013		**$ 248,525**		**$ 200,815**		**$ 25,400**		**$ 150,230**
Reseller - CMP020		**$ 635,105**		**$ 412,635**		**$ 386,330**		**$ 636,595**
Subsidiary - CMP007		**$ 354,490**		**$ 114,345**		**$ 349,380**		**$ 362,005**
Professional Services - CPM Advanced Training			4	$ 8,000	12	$ 24,000	22	$ 44,000

HT-SA02 – YTD Product Sales by Company

This report summarizes total sales by YTD. It breaks it out by the individual months and summarizes at the YTD level. Product sales can be seen at individual product, category and region level. The YTD amount is compared to prior year data for variance analysis.

P&L Variance:



Region / Category / Company Name	202101	202102	202103	202104	202105	YTD 2021	YTD 2020
Total	**$ 5,491,750**	**$ 4,717,550**	**$ 4,935,760**	**$ 5,379,310**	**$ 4,460,640**	**$ 24,985,010**	**$**
Corporate Asia	**$ 665,925**	**$ 465,330**	**$ 101,105**	**$ 389,450**	**$ 770,535**	**$ 2,392,345**	**$**
Distributor	**$ 116,070**	**$ 113,650**	**$ 31,490**	**$ 110,555**	**$ 193,385**	**$ 565,150**	**$**
Distributor - CMP009	$ 116,070	$ 113,650	$ 31,490	$ 110,555	$ 193,385	$ 565,150	
Reseller Partner	**$ 366,665**	**$ 253,415**	**$ 26,740**	**$ 241,350**	**$ 383,150**	**$ 1,271,320**	**$**
Reseller - CMP017	$ 277,130	$ 105,030	$ 5,725	$ 68,070	$ 294,615	$ 750,570	
Reseller - CMP018	$ 89,535	$ 148,385	$ 21,015	$ 173,280	$ 88,535	$ 520,750	
Subsidiary	**$ 183,190**	**$ 98,265**	**$ 42,875**	**$ 37,545**	**$ 194,000**	**$ 555,875**	**$**
Subsidiary - CMP005	$ 183,190	$ 98,265	$ 42,875	$ 37,545	$ 194,000	$ 555,875	
Corporate Canada	**$ 1,250,965**	**$ 1,140,700**	**$ 1,220,770**	**$ 1,659,930**	**$ 866,870**	**$ 6,139,235**	**$**
Reseller Partner	**$ 1,187,965**	**$ 1,120,480**	**$ 1,128,970**	**$ 1,501,490**	**$ 795,085**	**$ 5,733,990**	**$**
Reseller - CMP014	$ 42,700	$ 100,890	$ 208,240	$ 214,340	$ 19,815	$ 585,985	
Reseller - CMP015	$ 6,000	$ 3,980	$ 79,500	$ 123,470	$ 60,070	$ 273,020	

HT-SA03 – Sales by Region – Customer - Product

This report provides quantity sold and sales amount for each product by industry and by region.
% of Total Sales Amount is included to show how each product contributes to the overall sales amount.

solver

Sales by Region - Customer - Product

Current Year: 2021

Region / Industry - Customer / Product	202107		% Total Sales Amount
	Sold Quantity	Sales Amount	
Corporate Asia		**$ 271,480**	**11.92%**
Custon- Accounting		**$ 52,695**	**2.31%**
Annual Support (initial)	1	$ 2,000	0.09%
CPM Advanced Training	5	$ 10,000	0.44%
CPM Basic Training	5	$ 5,000	0.22%
CPM Cloud End-User Subscription (initial)	5	$ 150	0.01%
CPM Cloud Power User Subscription (initial)	17	$ 3,145	0.14%
CPM Consultancy	176	$ 26,400	1.16%
CPM Power User License	6	$ 6,000	0.26%
Custon- Business Services		**$ 39,700**	**1.74%**
Annual Support (renewal)	6	$ 6,000	0.26%
CPM Cloud End-User Subscription (initial)	10	$ 300	0.01%
CPM End-User License	3	$ 900	0.04%
CPM Reporting Module	6	$ 15,000	0.66%
SW Enhancements (renewal)	10	$ 17,500	0.77%
Custon- Hospitality		**$ 112,860**	**4.95%**
CPM Advanced Training	14	$ 28,000	1.23%
CPM Cloud End-User Subscription (comm.)	12	$ 360	0.02%
CPM Web Portal & Dashboards Module	13	$ 84,500	3.71%
Custon- Retail		**$ 62,165**	**2.73%**
Annual Support (renewal)	13	$ 13,000	0.57%
CPM Basic Training	8	$ 8,000	0.35%
CPM Cloud End-User Subscription (comm.)	17	$ 510	0.02%

HT-SA04 – Sales Amount by Year

This report compares products grouped by product sub class and product class and shows quantity amount and sales amount sold. It summarizes the sales data for the whole year and compares against last year for variance analysis.

solver

Sales Amount By Year

Product Class / Product SubClass / Product Name	2022 January		2021 January		Var		Var %	
	Quantity	US$ Sales Amount	Quantity	US$ Sales Amount	Quantity	Sales Amount	Quantity	Sales Amount
Professional Services		**$ 1,064,550.00**		**$ 2,487,066.00**		$ (1,422,516)		-57.20%
#N/A		**$ 290,000.00**		**$ 1,494,266.00**		**$ (1,204,266)**		**-80.59%**
CPM Basic Training	290	$ 290,000.00	252	$ 1,494,266.00	38	$ (1,204,266)	15.08%	-80.59%
Consultancy Services		**$ 338,550.00**		**$ 412,800.00**		**$ (74,250)**		**-17.99%**
CPM Consultancy	2257	$ 338,550.00	2752	$ 412,800.00	-495	$ (74,250)	-17.99%	-17.99%
Training Services		**$ 436,000.00**		**$ 580,000.00**		**$ (144,000)**		**-24.83%**
CPM Advanced Training	218	$ 436,000.00	290	$ 580,000.00	-72	$ (144,000)	-24.83%	-24.83%
Software Maintenance		**$ 572,250.00**		**$ 460,250.00**		$ 112,000		24.33%
Software Maintenance		**$ 572,250.00**		**$ 460,250.00**		**$ 112,000**		**24.33%**
SW Enhancements (1st year)	198	$ 346,500.00	119	$ 208,250.00	79	$ 138,250	66.39%	66.39%
SW Enhancements (renewal)	129	$ 225,750.00	144	$ 252,000.00	-15	$ (26,250)	-10.42%	-10.42%
Software SKU		**$ 5,019,640.00**		**$ 3,251,700.00**		$ 1,767,940		54.37%
Cloud Software (saas)		**$ 1,115,440.00**		**$ 104,100.00**		**$ 1,011,340**		**971.51%**
CPM Cloud End-User Subscription (comm.)	334	$ 10,020.00	117	$ 3,510.00	217	$ 6,510	185.47%	185.47%
CPM Cloud End-User Subscription (initial)	163	$ 4,890.00	181	$ 5,430.00	-18	$ (540)	-9.94%	-9.94%
CPM Cloud End-User Subscription (renewal)	169	$ 5,070.00	138	$ 4,140.00	31	$ 930	22.46%	22.46%
CPM Cloud Power User Subscription (comm.)	250	$ 1,046,250.00	134	$ 24,790.00	116	$ 1,021,460	86.57%	4120.45%
CPM Cloud Power User Subscription (initial)	130	$ 24,050.00	173	$ 32,005.00	-43	$ (7,955)	-24.86%	-24.86%
CPM Cloud Power User Subscription (renewal)	136	$ 25,160.00	185	$ 34,225.00	-49	$ (9,065)	-26.49%	-26.49%
On-premises Software		**$ 3,904,200.00**		**$ 3,147,600.00**		**$ 756,600**		**24.04%**
CPM End-User License	249	$ 74,700.00	337	$ 101,100.00	-88	$ (26,400)	-26.11%	-26.11%
CPM Planning & DW Module	214	$ 1,605,000.00	167	$ 1,252,500.00	47	$ 352,500	28.14%	28.14%