

WHAT'S BETTER THAN EXCEL FOR BUDGETING?

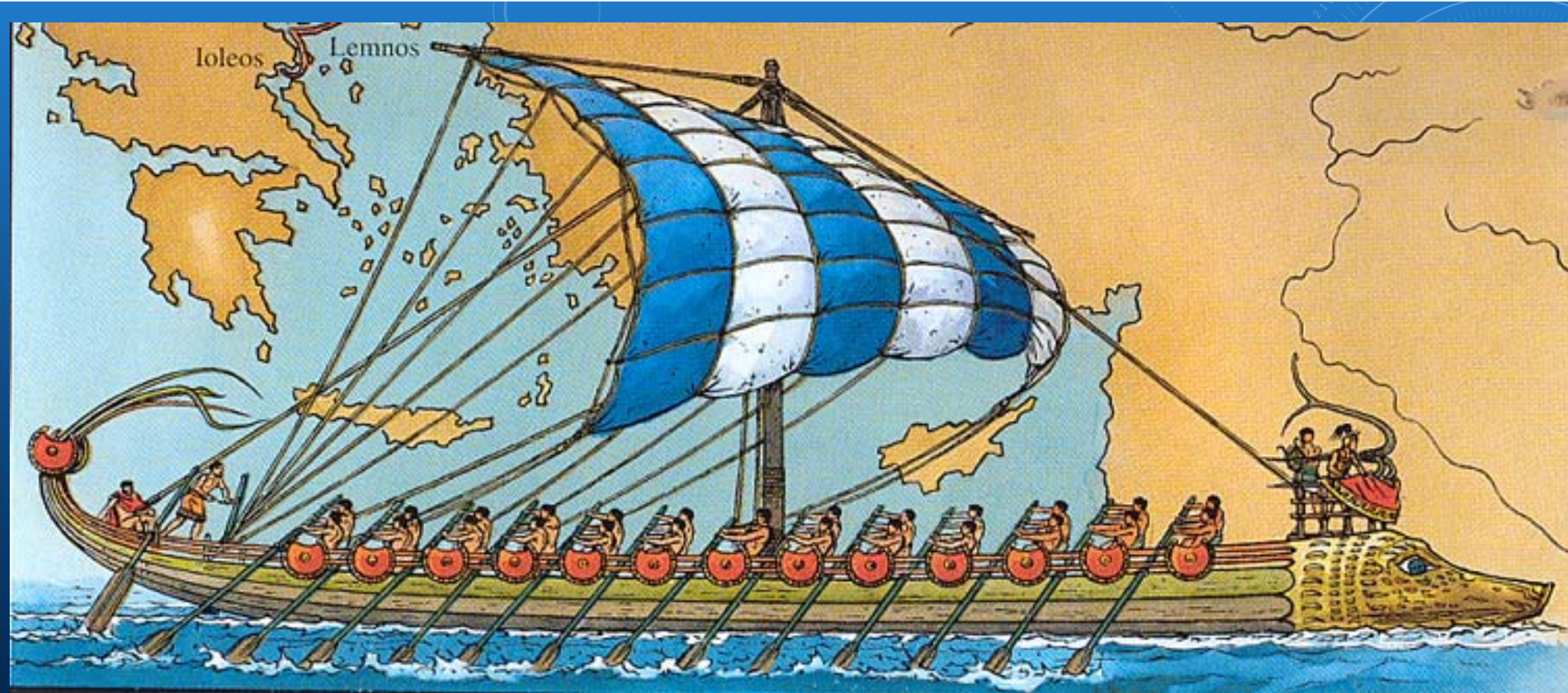
WARWICK LEITCH



CALUMO?

noun | ca·loo·mow

Definition: Derived from the Greek word Keleuma, referring to the song, chant or command given to rowers by the master of a ship. CALUMO empowers and unifies teams, allowing them to collaborate and achieve optimum performance.



CALUMO

- Making life easy
- Going home on time
- Never working overtime
- 100% accuracy
- Going to the beach

MANNY HILARIO - FORMERLY CFO, SIZZLING PLATTER

VISIONARY



WHAT IS DIGITAL TRANSFORMATION?

Digital transformation is about reimagining how you bring together people, data, and processes to create value for your customers and maintain a competitive advantage in a digital-first world.

BUDGETING IN EXCEL PROBLEMS

- Many budget contributors
- More departments you can handle
- Scores of people for your payroll budget
- More complex activity-based costing and revenue planning
- Only basic data entry capabilities.

CALUMO DEMONSTRATION – BUDGET ENTRY



Expense Budget

Departments ▶ 32 Olympics Region ▶ 01 United States Workflow In Progress ▼

Detail	Spread	LY Actual	Variance	FY2009	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Notes
Total Controllables		473,498	(3,400,437)	3,873,935							4,173	3,489,675	31,041	27,463	18,024	38,931	
Advertising		126,256	76,256	50,000							2,925	5,606	4,891	938	1,018	6,652	
2100 Local Advertising	Last Year	45,541	(4,459)	50,000							2,925	5,606	4,891	938	1,018	6,652	10% Inc as discussed. In Jan?
2110 Merchandising Displays	Last Year	26,404	26,404														Text and info.
2120 Non-Promotional Consumables	Even	54,311	54,311														
Training		108,549	108,549														
2805 Training Company	4-4-5																
2810 Training External Courses	Even																
2815 Conferences	Even																
Entertainment																	
2300 Entertainment-Xmas party	Last Year																
2310 Entertainment-travel	Last Year																
2320 Entertainment-on premises	Last Year																



Payroll Planning

Region ▶ 01 United States Dept ▶ 01 Operations Scenario Budget

	Base Salary	Training Days	Sick Leave	Entry Type	Total		FTE	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	
					Salary	Bonus												
Mike Beckham	120,000	5.0	5.0	▶ FTE	120,000	(0)	-	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Kim Sherb	120,000	5.0	5.0	▶ FTE	(0)	(0)	0	-	-	-	-	-	-	-	-	-	-	-
Inventory Planning Support	50,000	-	-	▶ FTE	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Planner	-	-	-	▶ FTE	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Freight & Planning Manager	-	-	-	▶ FTE	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Driver	-	-	-	▶ FTE	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Stock Controller	-	-	-	▶ FTE	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	290,000	10.0	10.0		120,000	(0)	(0)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0

Income Statement Excerpt

Global Drivers		Full Year	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10
	Total Salary	120,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sick Leave	2,400	200	200	200	200	200	200	200	200	200	200	200	200
Retirement %	9.00%	10,800	900	900	900	900	900	900	900	900	900	900	900	900
	Training	2,400	200	200	200	200	200	200	200	200	200	200	200	200
	Vacation	9,600	800	800	800	800	800	800	800	800	800	800	800	800
Workers Comp %	2.00%	200	17	17	17	17	17	17	17	17	17	17	17	17
Payroll Tax %	2.50%	3,000	250	250	250	250	250	250	250	250	250	250	250	250
	Total Salary Inc On Costs	148,400	12,367	12,367	12,367	12,367	12,367	12,367	12,367	12,367	12,367	12,367	12,367	12,367

CALUMO DEMONSTRATION – EXCEL INTEGRATION

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CALUMO
BUSINESS INTELLIGENT™

Income Statement for June 2006

Date June 2006 Organization AdventureWorks Cycle Department Corporate

	Current Month				YTD				YTD Act vs Bud	Comments
	Actual	Budget	Var	Var %	Actual	Budget	Var	Var %		
Gross Sales	1,372,476	1,485,900	(113,424)	(7.6%)	16,882,125	18,658,200	(1,776,075)	(9.5%)	Hi there!	
Returns and Adjustments	50,347	56,500	6,153	10.9%	470,856	523,750	52,894	10.1%	Hi Chris!	
Discounts	306,709	342,600	35,891	10.5%	311,657	348,800	37,143	10.6%	Collaboration!	
Net Sales	1,015,420	1,086,800	(71,380)	(6.6%)	16,099,612	17,785,650	(1,686,038)	(9.5%)		
Travel Transportation	5,359	5,400	41	0.8%	66,230	62,130	(4,100)	(6.6%)	Great work!	
Travel Lodging	4,871	4,740	(131)	(2.8%)	60,191	57,060	(3,131)	(5.5%)	We need to improve here	
Meals	2,473	2,440	(33)	(1.4%)	30,575	29,280	(1,295)	(4.4%)	Bailey, what's happening here	
Entertainment	1,858	1,990	132	6.6%	22,935	23,130	195	0.8%	Well done Harry for keeping	
Other Travel Related	538	-	-	0.0%	6,634	-	-	0.0%		
Total Cost of Sales	513,584	576,700	63,116	10.9%	5,385,426	5,937,000	551,574	9.3%		
Gross Margin	501,836	510,100	(8,264)	(1.6%)	10,714,186	11,848,650	(1,134,464)	(9.6%)	Costs are too high	

CALUMO DEMONSTRATION - REPORTING

CALUMO BUSINESS INTELLIGENT™ Balance Sheet for June 2006

	March 2006	Actual
Cash	1,822,311	
Receivables	2,162,013	
Allowance for Bad Debt	41,912	
Inventory	1,860,024	
Deferred Taxes	336,411	
Prepaid Expenses	207,275	
Intercompany Receivables	421,456	
Current Assets	6,851,402	
Land & Improvements	52,136	
Buildings & Improvements	166,136	
Machinery & Equipment	51,407	
Office Furniture & Equipment	294,848	
Leasehold Improvements	44,536	
Construction In Progress	18,477	
Property, Plant, Equipment	627,540	
Other Assets	91,941	
Assets	7,570,883	

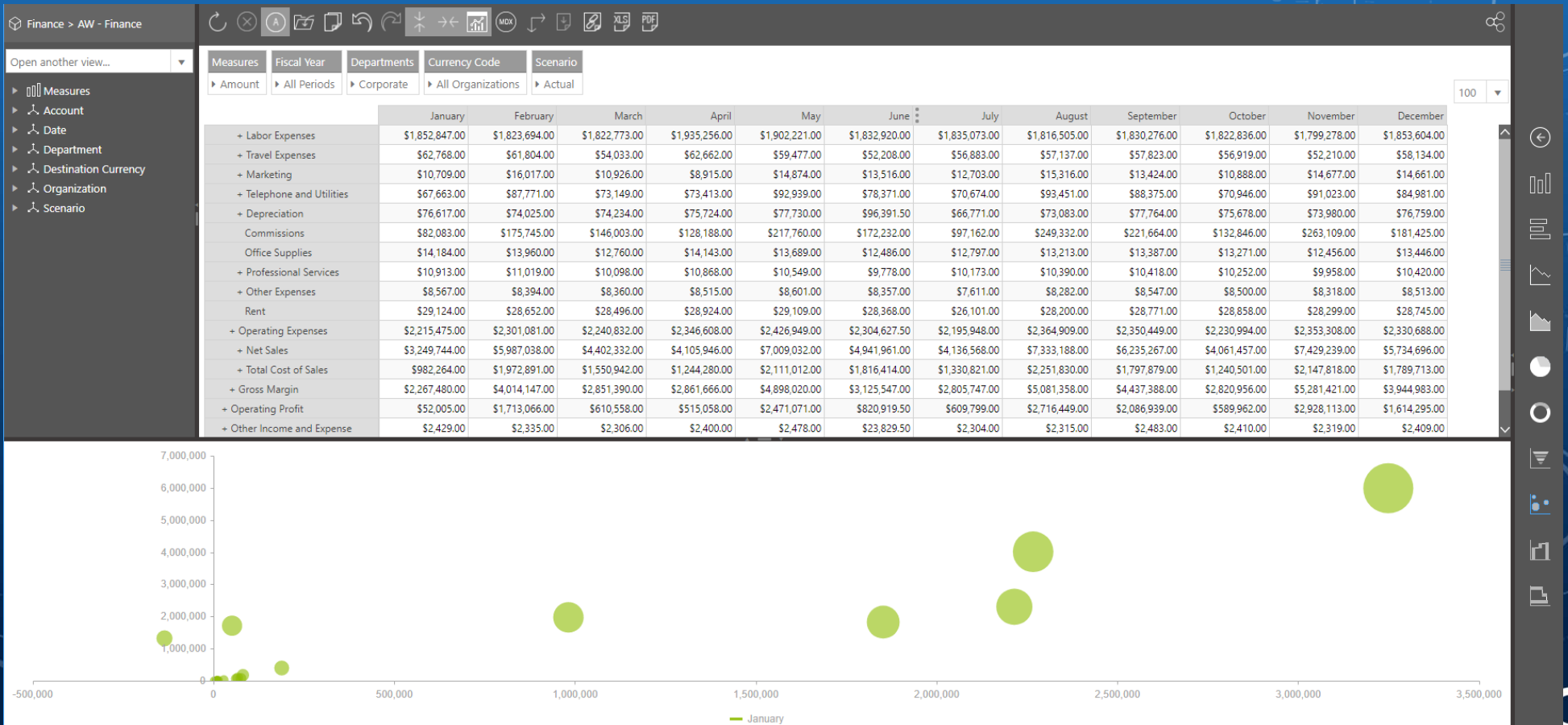


Income Statement for June 2006

Date ▶ June 2006 Organization ▶ AdventureWorks Cycle Department ▶ Corporate

	Current Month				YTD				YTD Act vs Bud	Commentary
	Actual	Budget	Var	Var %	Actual	Budget	Var	Var %		
Gross Sales	1,372,476	1,485,900	(113,424)	(7.6%)	16,882,125	18,658,200	(1,776,075)	(9.5%)	Hi there! Hi Chris! Collaboration!	
Returns and Adjustments	50,347	56,500	6,153	10.9%	470,856	523,750	52,894	10.1%		
Discounts	306,709	342,600	35,891	10.5%	311,657	348,800	37,143	10.6%		
Net Sales	1,015,420	1,086,800	(71,380)	(6.6%)	16,099,612	17,785,650	(1,686,038)	(9.5%)		
Travel Transportation	5,359	5,400	41	0.8%	66,230	62,130	(4,100)	(6.6%)	Great work! We need to improve here Bailey, what's happening here? We need to get to the bot... Well done Harry for keeping the spend down	
Travel Lodging	4,871	4,740	(131)	(2.8%)	60,191	57,060	(3,131)	(5.5%)		
Meals	2,473	2,440	(33)	(1.4%)	30,575	29,280	(1,295)	(4.4%)		
Entertainment	1,858	1,990	132	6.6%	22,935	23,130	195	0.8%		
Other Travel Related	538	-	-	0.0%	6,634	-	-	0.0%		
Total Cost of Sales	513,584	576,700	63,116	10.9%	5,385,426	5,937,000	551,574	9.3%		
Gross Margin	501,836	510,100	(8,264)	(1.6%)	10,714,186	11,848,650	(1,134,464)	(9.6%)	Costs are too high	
Labor Expenses	462,658	456,680	(5,978)	(1.3%)	4,975,992	4,869,240	(106,752)	(2.2%)	More info please	
Travel Expenses	15,099	14,570	(529)	(3.6%)	186,565	171,600	(14,965)	(8.7%)		
Marketing	2,779	3,520	741	21.1%	39,838	41,670	1,832	4.4%		
Telephone and Utilities	20,903	20,570	(333)	(1.6%)	253,938	239,850	(14,088)	(5.9%)	Hi there!	
Depreciation	28,474	19,050	(9,424)	(49.5%)	249,780	230,130	(19,650)	(8.5%)	This needs more attention please!	
Commissions	51,282	45,900	(5,382)	(11.7%)	531,184	525,900	(5,284)	(1.0%)		
Office Supplies	3,531	3,990	459	11.5%	43,031	45,330	2,299	5.1%		
Professional Services	2,355	2,180	(175)	(8.0%)	29,350	27,060	(2,290)	(8.5%)	New information here	
Other Expenses	2,303	2,250	(53)	(2.4%)	27,589	27,540	(49)	(0.2%)		
Rent	7,742	7,150	(592)	(8.3%)	91,841	86,430	(5,411)	(6.3%)		
Operating Expenses	597,126	575,860	(21,266)	(3.7%)	6,429,108	6,264,750	(164,358)	(2.6%)		
Operating Profit	(95,290)	(65,760)	(29,530)	(44.9%)	4,285,079	5,583,900	(1,298,822)	23.3%		
Other Income and Expense	9,079	-	-	-	15,703	-	-	-		

CALUMO DEMONSTRATION - ANALYSIS



THANK YOU

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