

# PASTEL | BUSINESS INTELLIGENCE CENTRE



It has been Pastel's objective to deliver technology that goes way BEYOND ACCOUNTING. What this means is "providing the tools to gain greater insights into your business". We find that many Pastel users don't maximise our accounting software to its fullest potential – to go beyond accounting – beyond the usual trial balance, income statement, age analysis reports etc. You have already achieved efficient processing with Pastel, so now your focus should be on extracting valuable customised information, at the click of a button.

Like so many companies around the globe, if you already entrust Excel for sharing, presenting and analysing information then you have been waiting for the "Pastel Business Intelligence Centre", where this kind of reporting functionality and analysis will be delivered right to your desktop!

Select either the Standard or Advanced Edition of the Pastel Business Intelligence Centre module to revolutionise the business information available to your organisation, at the click of a button.

#### **Business Intelligence Centre – Standard Edition**

Provides end users with ready-boxed intelligent Excel reporting on their Pastel data. In addition, the user can use this base of reports to create new reports or even write their own reports in Excel.

#### **Business Intelligence Centre – Advanced Edition**

Provides a skilled IT user with a powerful and cost effective report writing solution capable of delivering Excel reports from any ODBC compliant data source.

# [ THE PASTEL BUSINESS INTELLIGENCE CENTRE WILL REVOLUTIONISE THE WAY YOU VIEW YOUR ACCOUNTING DATA ]

## Why have we brought you an Alternative approach to presenting Information for decision-making?

An Excel workbook can group many sets of reports to provide the decision maker with a holistic view of the organisation, department or area of interest.

A variety of illustrative approaches can be selected including graphing, pivot tables and filters.

Summarised information can be presented with the ability to drill down to detail, all in the same Excel workbook.

An Excel report can be saved and easily distributed and therefore enhances the value of the reports.

Cell referencing across Excel workbooks even facilitates linking separate Excel workbooks.

## For Example

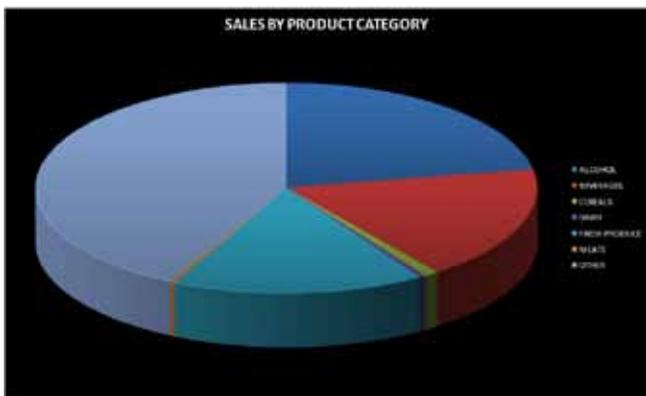
Customise your management pack to include information from any table within Pastel, giving you the “full picture” in one workbook.

Use the benefit of Pivot tables to dynamically analyse your sales information.

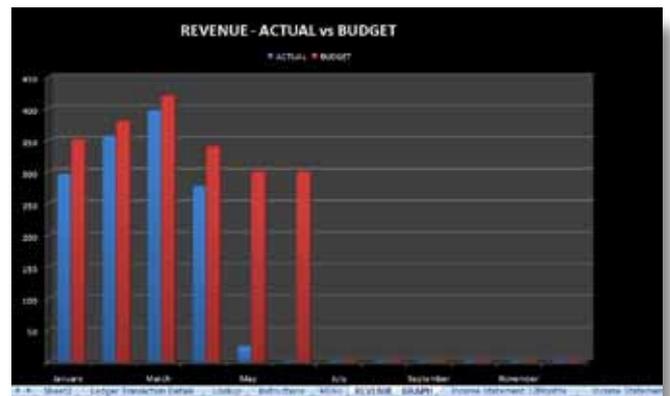
Add value to your income statement and balance sheet with the ability to drill down to detailed transactions.

Take your information off site or send to remote users, because you don't need to be connected to Pastel when you view the reports.

A practical answer to consolidating information such as monthly packs, across multiple companies.



Graphic Illustrative Capability



You may be thinking, “I already make extensive use of Excel so what is the Business Intelligence Centre really offering?”

If you are dependent on Pastel's 'export to Excel' feature, you will be aware of the repetitive requirement to format the same report every time you export. When you create an Excel report we retain every step in the process, as a future automated Excel report. The query to determine what data is fetched and the final format of the report are stored as a new report in your Pastel Business Intelligence Centre.

# [ PASTEL BUSINESS INTELLIGENCE CENTRE - STANDARD EDITION ]

## What is the standard edition?

The Standard Edition empowers Pastel end users with the benefits of automated Excel reporting. Users can help themselves, with only Excel skills as a requirement. The module ships with a variety of useful management reports, including a Monthly Management Pack, Sales, Inventory and other insightful reports. Creating your own reports in Excel has been made easy!

## How is it different from a Pastel export to Excel?

After your traditional export you usually spend time formatting the report, but there's no easy way to save this format and link it to the export for future use. The result is that you find yourself formatting after each export. The Business Intelligence Centre saves these steps for you – so each time, you just run the report and it's automatically updated with your latest data in the correct format.

# [ PASTEL BUSINESS INTELLIGENCE CENTRE - STANDARD EDITION ]

How does the Pastel Business Intelligence Centre work?

Identify and run an "Intelligent" report that closely resembles your specific requirement. Then, using standard Excel functionality modifies the standard report. Lastly, save and link the new report layout and give it an appropriate name. Your brand new formatted custom report is then available at the click of a button.

Can I write my own reports?

A container is a set of tables and fields from your Pastel database. We have made typical Pastel containers available to you in the Business Intelligence Centre, making it easy for end users to write their own reports. Select a container that fits your requirement; add your 'query' parameters and the data is transferred to Excel. Format your report the way you want and save and link this format for future use.

What if my reports are a nonstandard requirement?

Once you have the Pastel Business Intelligence Centre, your link to Excel is set up. Professional and certified Excel report writers are able to create any Excel report for import to your Business Intelligence Centre. You can even receive your custom report via e-mail.

| R.K.L Coastal Trading CC.                        |                   |                   |             |                   |                   |             |                   |                   |             |                   |                   |             |
|--|-------------------|-------------------|-------------|-------------------|-------------------|-------------|-------------------|-------------------|-------------|-------------------|-------------------|-------------|
| Income Statement for Period Ending December 2002 |                   |                   |             |                   |                   |             |                   |                   |             |                   |                   |             |
|  | Jan 02            |                   |             | Feb 02            |                   |             | Mar 02            |                   |             | Apr 02            |                   |             |
|  | Actual            | Budget            | Var%        |
| <b>REVENUE</b>                                   | <b>236,516.05</b> | <b>350,500.00</b> | <b>-18%</b> | <b>357,002.15</b> | <b>380,000.00</b> | <b>-6%</b>  | <b>338,030.00</b> | <b>420,000.00</b> | <b>-6%</b>  | <b>278,363.33</b> | <b>340,000.00</b> | <b>-23%</b> |
| Sales  | 236,516.05        | 350,500.00        | -18%        | 357,002.15        | 380,000.00        | -6%         | 338,030.00        | 420,000.00        | -6%         | 278,363.33        | 340,000.00        | -23%        |
| <b>COST OF SALES</b>                             | <b>177,330.32</b> | <b>180,000.00</b> | <b>10%</b>  | <b>215,841.47</b> | <b>180,000.00</b> | <b>-17%</b> | <b>250,004.32</b> | <b>200,000.00</b> | <b>-20%</b> | <b>215,321.23</b> | <b>200,000.00</b> | <b>-7%</b>  |
| Cost Variance                                    |                   |                   |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Cost of Sales                                    | 185,022.43        | 180,000.00        | 7%          | 217,530.27        | 180,000.00        | -17%        | 234,317.35        | 200,000.00        | -8%         | 218,300.24        | 200,000.00        | -8%         |
| Inventory Adjustment                             | 9,307.89          |                   | -100%       | 11,748.80         |                   | -100%       | 15,686.97         |                   | -100%       | 13,779.03         |                   | -100%       |
| <b>GROSS PROFIT</b>                              | <b>159,185.73</b> | <b>170,500.00</b> | <b>-43%</b> | <b>141,160.68</b> | <b>200,000.00</b> | <b>-42%</b> | <b>88,025.68</b>  | <b>220,000.00</b> | <b>-50%</b> | <b>63,042.10</b>  | <b>140,000.00</b> | <b>-57%</b> |
| <b>EXPENSES</b>                                  | <b>70,207.72</b>  | <b>105,475.00</b> | <b>58%</b>  | <b>32,041.00</b>  | <b>80,375.00</b>  | <b>-6%</b>  | <b>73,051.80</b>  | <b>94,000.00</b>  | <b>34%</b>  | <b>47,291.64</b>  | <b>78,780.00</b>  | <b>67%</b>  |
| Accounting Fees                                  |                   | 3,500.00          |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Advertising                                      |                   |                   |             | 300.16            |                   | -100%       |                   |                   |             |                   |                   |             |
| Bad Debt   |                   |                   |             |                   |                   |             | 637.01            | 600.00            | -100%       |                   |                   |             |
| Bank Charges                                     | 707.69            | 600.00            | -15%        | 2,254.34          | 600.00            | -73%        | 643.73            | 600.00            | -8%         | 606.69            | 600.00            | -100%       |
| Bank Fees  |                   | 60.00             |             |                   | 60.00             | -100%       | 482.88            | 60.00             | -88%        | 501.89            | 60.00             | -86%        |
| Car Expenses                                     | 5,898.62          | 12,300.00         | 15%         | 5,001.96          | 4,300.00          | -2%         | 3,707.58          | 5,700.00          | 54%         | 384.89            | 1,500.00          | 230%        |
| Cell Phones                                      | 436.96            | 500.00            | 14%         | 607.12            | 500.00            | -9%         |                   | 500.00            |             | 567.10            | 200.00            | -65%        |
| Cleaning   | 137.60            | 100.00            | -27%        | 242.60            | 100.00            | -65%        |                   | 100.00            |             |                   |                   |             |
| Consulting Fees                                  | 395.94            |                   | -100%       | 640.17            |                   | -100%       |                   |                   |             |                   |                   |             |
| Conveyance and Postage                           | 362.51            | 1,200.00          | 22%         | 336.08            | 1,200.00          | 257%        |                   | 600.00            |             | 413.40            | 800.00            | 45%         |
| Depreciation                                     |                   | 500.00            |             |                   | 400.00            |             |                   |                   |             |                   |                   |             |
| Discounts Allowed                                | 2,909.87          | 600.00            | -73%        | 224.16            |                   | -100%       | 823.09            | 500.00            | -39%        | 1,485.9           | 500.00            | -66%        |
| Electricity                                      |                   | 900.00            |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Electricity and Water                            |                   | 1,200.00          |             |                   | 1,200.00          |             |                   |                   |             |                   |                   |             |
| Employee Recruitment                             |                   | 5,000.00          |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Employee Training                                |                   | 1,200.00          |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Employee Welfare                                 |                   | 300.00            |             |                   | 300.00            | 45%         |                   | 300.00            |             |                   | 400.00            |             |
| Entertainment Expenses                           |                   | 300.00            |             | 620.10            | 300.00            | 45%         |                   | 300.00            |             |                   | 400.00            |             |
| Finance Charges                                  |                   |                   |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Fines  | 182.92            |                   | -100%       | 606.32            |                   | -100%       |                   |                   |             |                   |                   |             |
| General Expenses                                 | 311.43            | 200.00            | -36%        |                   | 200.00            |             | 260.51            | 200.00            | -23%        |                   | 200.00            |             |
| Gifts  |                   | 100.00            |             |                   |                   |             |                   |                   |             |                   |                   |             |
| Insurance  | 4,338.62          | 4,000.00          | -13%        | 5,596.94          | 4,000.00          | -28%        | 5,045.25          | 4,000.00          | -28%        | 4,378.75          | 4,000.00          | -8%         |

Example of Income Statement

## [ BENEFITS AND FEATURES ]

### Save vast amounts of time every month

One of the most valuable benefits of the Pastel Business Intelligence Centre is the speed at which you can access your formatted Excel reports. This not only saves you time, but also provides you with "live" information that's far more valuable than "out of date" information. That last minute journal no longer impacts your Excel reporting. Simply hit the run button again!

### Monthly Financials with drill down to ledger detail

Your monthly financials usually account for a large percentage of manual Excel labour. The Pastel Business Intelligence Centre offers a customisable pack which provides drill down functionality. Because it's all in one Excel workbook it can be saved and easily distributed.

### Pastel Business Intelligence Centre On-Line Community for Pastel Cover Customers

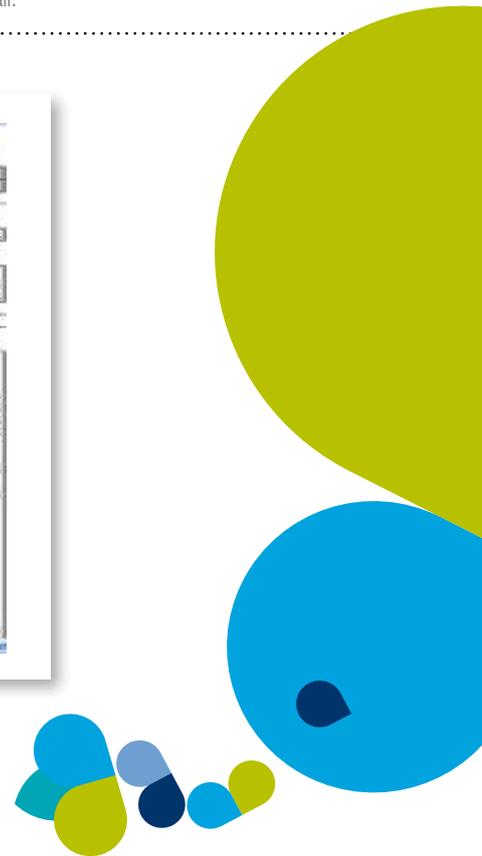
As a Pastel Cover customer you will always have access to a growing collection of standard report templates via the Online Business Intelligence Community which can be accessed from within Pastel Business Intelligence Centre.

### End User Empowerment

The Business Intelligence Centre is designed to empower end users skilled in Excel, with a tool to retain the design and formatting time they invest in creating Excel reports. This is unlike an Excel export where the formatting is lost and must be repeated every time the report is run.

### Maximise your investment in Microsoft

Your company already invests in Excel so make sure repetitive Excel tasks are automated. Use the savings available through the Pastel Business Intelligence Centre to grow your base of reports required for good decision-making.



## [ PASTEL BUSINESS INTELLIGENCE CENTRE - ADVANCED EDITION ]

### What is the Pastel Business Intelligence Centre – Advanced Edition?

The Advanced Edition is a powerful and flexible tool that allows you to create and deploy any reporting tasks, from any modern database, throughout an organisation. Skilled IT personnel will be required to deliver the potential that the Advanced version offers.

### But how is it different from the Standard offering?

Pastel Business Intelligence Advanced Edition ships with an additional tool called the Administrator. This provides the user with the ability to report on any ODBC compliant database. With the Advanced Edition you can use additional functionality to achieve consolidations, batch reporting, scheduled reporting and much more.

### How does the Administrator work?

The Administrator is used to connect to databases and make data available for reporting. This is achieved by creating data containers, which are groups of tables and fields logically assembled to provide efficient data for the purpose of writing specific reports.

### When should I consider the Advanced Edition?

Information demands in small and medium companies are growing alongside the knowledge and skills of your staff. If your information demands are leading users to 'improvising' in Excel, or if your IT department can't keep up with your organisational reporting demands, then you should investigate the Advanced solution.

## [ ADDITIONAL BENEFITS OF THE ADVANCED VERSION ]

### Connections to any ODBC compliant data source

Report on all data in your organisation – not just data from within Pastel. This is very useful when combining data from legacy systems with your Pastel data.

### Container design and functionality

The most important element of the advanced offering is the ability to create sophisticated containers available for reporting. A well-designed container can be used as the base for many reports. It is then easy for a skilled Excel user to write reports, reducing the load on the IT department.

### Virtual fields

Containers can incorporate standard fields from your database as well as fields that do not exist. Options include a SQL field as well as a field created from an Excel formula. The benefit is that you can produce your own fields containing calculations and formulas and then report on these fields in one Excel report.

### Consolidated Reporting

You can create a sequence of automated reports and consolidate the results into one Excel workbook. This can even include data from disparate data sources. This feature is used very successfully to consolidate financials from multiple sets of books.