



DataRails

The Smarter Way to Excel

Does Excel
Give You
Everything
You Need?

Are you concerned with your data integrity and its ability to help you drive decisions?

- 45% of CFOs said that processing errors were one of the biggest month-end challenges and a whopping 80% said their teams had encountered problems with errors in spreadsheets over the last 12 months.
- 88% of spreadsheets reviewed by researchers going back to the 1990s had an error and half of them had a "material defect".
- Work in collaboration, in real-time, on a spreadsheet, maintaining version control, because there is ever only one version. The correct version.

DataRails provides a spreadsheet management solution for Enterprise

The Issue

Because of its flexibility, speed and computational abilities, Microsoft Excel remains the program of choice of many companies, particularly financial institutions, to perform their most important processes.

But for all its ability, Excel has serious limitations that limit your ability to ensure data integrity, collaboration, and consolidation.

Microsoft Excel, Office 360, and Google Sheets have not been able to solve these very real limitations. But DataRails has.

The Solution

DataRails gives you a full, cloud-based solution to manage and analyze data on your Excel spreadsheets, no matter where they reside.

It syncs the data from your spreadsheets into a structured, centralized database; providing you with a high level of data integrity, simple consolidation, collaboration, data visualization, and regulatory compliance. All without changing the Excel experience you know and love.

For Your Business

DataRails syncs the data from your spreadsheets into a structured, centralized cloud platform; providing you with a high level of data integrity, simple consolidation, data visualization, and regulatory compliance, all without changing the Excel experience you know and love.



Version Control

Ensure All Users are Working From the Single Version of Truth



Compliance

Effective Control over Financial Reporting for Regulatory Compliance



Data Visualization

Create Stunning Live Dashboards With Easy Drill-Downs and Sharing



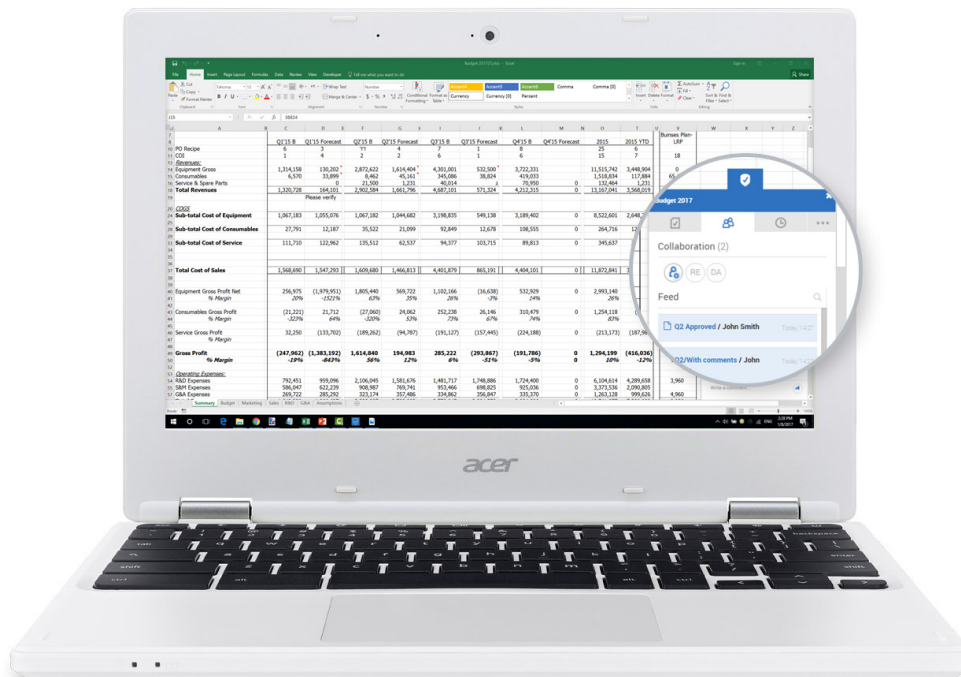
Collaboration

DataRails allows you to share files and message your teammates directly from your spreadsheets. Because of our built-in version control, all updates will be received in real-time by all team members.



Consolidation

Simple and Easy Consolidation of Multiple Excel Files



For Your Employees

The Permanent Solution For Your Spreadsheet Problems

DataRails is the Excel solution that you've been looking for because we make it easy for you to ensure that your data is up-to-date and that everyone is working from the Single Version of Truth. Call us today to see a demo and we will show you specifically how your business can learn "The Smarter Way to Excel".

| | Q1'15 B | Q1'15 Forecast | Q2'15 B | Q2'15 Forecast | Q3'15 B | Q3'15 Forecast | Q4'15 B | Q4'15 Forecast | 2015 | 2015 YTD | Business Plan-LRP |
|-------------------------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|------------|-----------|-------------------|
| PO Recipe | 6 | 3 | 11 | 4 | 7 | 1 | 8 | | 25 | 6 | |
| COI | 1 | 4 | 2 | 2 | 6 | | 6 | | 15 | 7 | 18 |
| Revenues: | | | | | | | | | | | |
| Equipment Gross | 1,314,158 | 130,202 | 2,872,622 | 1,614,404 | 4,301,001 | 532,500 | 3,722,331 | | 11,515,742 | 3,448,904 | 0 |
| Consumables | 6,570 | 33,899 | 8,462 | 45,161 | 345,086 | 38,824 | 419,033 | | 1,518,834 | 117,884 | 65,422 |
| Service & Spare Parts | | 0 | 21,500 | 1,231 | 40,014 | | 70,950 | 0 | 132,464 | 1,231 | 240 |
| Total Revenues | 1,320,728 | 164,101 | 2,902,584 | 1,661,796 | 4,687,101 | 571,324 | 4,212,315 | 0 | 13,167,041 | 3,568,019 | 65,662 |
| COGS | | | | | | | | | | | |
| Sub-total Cost of Equipment | 1,067,183 | 1,055,076 | 1,067,182 | 1,044,682 | 3,198,835 | 549,138 | 3,189,402 | 0 | 8,522,601 | 2,648,797 | 9,304 |
| Sub-total Cost of Consumables | 27,791 | 12,187 | 35,522 | 21,099 | 92,849 | 12,678 | 108,555 | 0 | 264,716 | 126,647 | 721 |
| Sub-total Cost of Service | 111,710 | 122,962 | 135,512 | 62,537 | 94,377 | 103,715 | 89,813 | 0 | 345,637 | 289,214 | 512 |
| Total Cost of Sales | 1,568,690 | 1,547,293 | 1,609,680 | 1,466,813 | 4,401,879 | 865,191 | 4,404,101 | 0 | 11,872,841 | 3,984,055 | 10,537 |
| Equipment Gross Profit Net | 256,975 | (1,979,951) | 1,805,440 | 569,722 | 1,102,166 | (16,638) | 532,929 | 0 | 2,993,140 | 800,107 | (9,304) |
| % Margin | 20% | -1521% | 63% | 35% | 26% | -3% | 14% | | 26% | 23% | 65,422 |
| Consumables Gross Profit | (21,221) | 21,712 | (27,060) | 24,062 | 252,238 | 26,146 | 310,479 | 0 | 1,254,118 | (8,763) | 64,701 |
| % Margin | -323% | 64% | -320% | 53% | 73% | 67% | 74% | | 83% | -7% | 99% |
| Service Gross Profit | 32,250 | (133,702) | (189,262) | (94,787) | (191,127) | (157,445) | (224,188) | 0 | (213,173) | (187,983) | (272) |
| % Margin | | | | | | | | | | | |
| Gross Profit | (247,962) | (1,383,192) | 1,614,840 | 194,983 | 285,222 | (293,867) | (191,786) | 0 | 1,294,199 | (416,036) | 55,125 |
| % Margin | -19% | -843% | 56% | 12% | 6% | -51% | -5% | | 10% | -12% | 84% |
| Operating Expenses: | | | | | | | | | | | |
| R&D Expenses | 792,451 | 959,096 | 2,106,045 | 1,581,676 | 1,481,717 | 1,748,886 | 1,724,400 | 0 | 6,104,614 | 4,289,658 | 3,960 |
| S&M Expenses | 586,047 | 622,239 | 908,987 | 769,741 | 953,466 | 698,825 | 925,036 | 0 | 3,373,536 | 2,090,805 | |
| G&A Expenses | 269,722 | 285,292 | 323,174 | 357,486 | 334,862 | 356,847 | 335,370 | 0 | 1,263,128 | 999,626 | 4,960 |

Excel As You've Always Wanted It To Be

With our flagship product, DataRails has managed to turn Excel into an enterprise solution that syncs the data from your spreadsheets into a structured, centralized database; providing you with a high level of data integrity, simple consolidation, data visualization, and regulatory compliance. All without changing the Excel experience you know and love.