preludesys

Power BI Finance Dashboard Accelerator

Microsoft Gold Partner

Manual report reconciliation leads to some data errors.

Complicated & predictions made manually

Siloed Reporting Infrastructure (Excel, Power BI, etc.,)

Real-time data synchronization

Legacy Reporting methods

Business Pain Points / Challenges
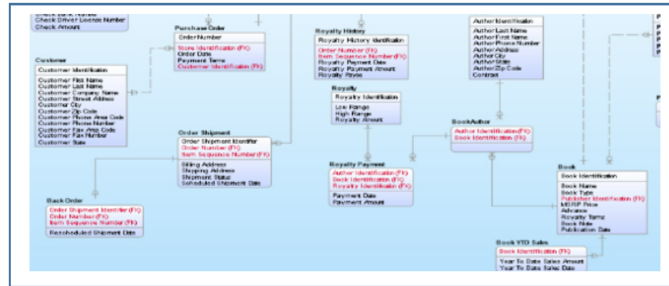
preludesys

Industrial Insights Accelerator
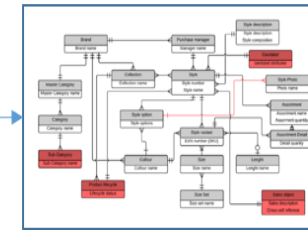
Highlights:

- Pre-Build Data Model & Visualizations were developed in reference to extensive research and analysis through Banking & Finance experts.
- Quick to plug-in the Customer Data Model with Pre-Build Data Model through mapping key dimensions and measures (metrics) using Power BI Dataflows.
- Equipped to enhance data model to address customer specific reporting demands.
- Inbuilt accurate Budget prediction for Revenue, Expenses and Gross Margin, using SARIMAX (Seasonal Auto-Regressive Integrated Moving Average with eXogenous factors) and ARIMA (Autoregressive integrated moving average) models.

preludesys

- ✓ Centralized with standard reporting structure for all the Financial statements (Profit and Loss, Gross Margin, Utilization, Budget vs Actual, Budget Forecast), is available year wise and region wise, with a functional coverage of **35-50%***

- ✓ Efficient P&L Statement through insightful reporting. Employee utilization by Department and Business Unit information is available distinctively.

- ✓ Extensive Collaborating and sharing features of Power BI.

- ✓ Monitor and forecast the Budget amount for Revenue, Expense and Gross Margin.

- ✓ Crucial KPIs like Revenue, COS Expense, OPEX expense, Profit and Loss, Gross Margin, Working Hours for Billable and Non-Billable Hours are captured.

* Functional coverage range varies based on the domain areas

Quick Wins - Industrial Insights Accelerator (IIA)

preludesys

Profit and Loss Statement

Industrial Insight Accelerator - Finance Domain

Profit and Loss Statement

Profit & Loss Statement - India

Month Name	April		May		June		July		August		September		October		November	
Entity	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA	Profit/Loss	HA
⊞ Revenue	$6.89M	189.31%	$12.03M	74.52%	$4.19M	-65.16%	$1.80M	-57.11%	$1.14M	-36.72%	$6.30M	453.90%	$3.48M	-44.70%		-100.00
⊞ COS Expense		100.00%	($0.01M)		($0.03M)	-288.92%	($0.02M)	15.85%	($0.01M)	75.84%	($0.01M)	-14.94%		100.00%		
⊞ Gross Margin	$6.89M	190.00%	$12.02M	74.41%	$4.16M	-65.38%	$1.77M	-57.40%	$1.13M	-36.18%	$6.29M	456.23%	$3.48M	-44.64%		-100.00
⊞ Opex Expense	($0.04M)	34.21%	($0.06M)	-40.78%	($0.06M)	6.56%	($0.03M)	46.56%	($0.06M)	-117.80%	($0.05M)	17.40%	($0.04M)	34.25%		100.00
⊞ EBITDA	$6.85M	196.25%	$11.96M	74.62%	$4.11M	-65.68%	$1.74M	-57.55%	$1.07M	-38.81%	$6.24M	485.09%	$3.45M	-44.73%		-100.00
⊞ Loan Interest			($0.02M)		($0.01M)	15.69%		100.00%					($0.01M)			100.00
⊞ EBTDA	$6.85M	196.25%	$11.95M	74.39%	$4.09M	-65.74%	$1.74M	-57.42%	$1.07M	-38.81%	$6.24M	485.09%	$3.44M	-44.84%		-100.00
Total	$6.85M	196.25%	$11.95M	74.39%	$4.09M	-65.74%	$1.74M	-57.42%	$1.07M	-38.81%	$6.24M	485.09%	$3.44M	-44.84%		-100.00

Year: 2020 2021 2022

India | UK | UAE | US

Month: Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

$43.38M — Revenue

$88.52K — COS Expense

$497.53K — OPEX Expense

$42.74M — Profit/Loss

Key Insights:
- ✓ Matrix for Profit and Loss Statement is available for different region selection – India, UK, UAE and US.
- ✓ The P/L statement is displayed in the order of the financial year of the selected region. For India and UK – the financial year is from Apr to Mar. For US, its Jul to Jun and For UAE its Jan to Dec.
- ✓ Horizontal Analysis (HA) enable to compare the current month finance numerals with its corresponding previous month values and shows the percentage increase or decrease in the Revenue/Expenses/ Margin, etc. For the 1st month of FA, it would be blank.
- ✓ Gross Margin is the difference between Revenue and COS expense. The difference between Gross Margin and Opex expense provides EBITDA (Earnings before Interest, Tax, Depreciation, Amortization). On excluding Loan interest from EBITDA, we get EBTDA value.
- ✓ Insightful KPIs like Revenue, Cos(Cost of Sale) Expense, OPEX(Operational) Expense, Total Profit/Loss.

preludesys

Gross Margin

Industrial Insight Accelerator - Finance Domain

Gross Margin

Client_Name	Revenue Amount	Expense Amount	Client Gross Margin	Client Gross Margin %
Ruì	$4,473,929	$15,834	$4,458,095	1.00
Yóu	$3,714,275	$14,613	$3,699,662	1.00
Danièle	$3,267,414	$6,790	$3,260,624	1.00
Mahélie	$2,969,802	$8,007	$2,961,795	1.00
Marie-françoise	$2,941,202	$7,879	$2,933,323	1.00
Cécilia	$2,873,894	$15,028	$2,858,866	0.99
Méng	$2,810,635	$7,576	$2,803,059	1.00
Loïs	$2,807,838	$6,558	$2,801,280	1.00
Björn	$2,751,752	$13,531	$2,738,221	1.00
Dù	$2,523,044	$8,218	$2,514,826	1.00
Pò	$2,437,081	$6,340	$2,430,741	1.00
Régine	$2,168,831	$7,422	$2,161,409	1.00
Erwéi	$2,073,710	$8,381	$2,065,329	1.00
Marlène	$2,019,661	$7,060	$2,012,601	1.00
Maëlle	$1,962,517	$6,681	$1,955,836	1.00
Clélia	$1,952,350	$8,842	$1,943,508	1.00
Alizée	$1,530,443	$5,630	$1,524,813	1.00
Yú	$1,504,120	$8,229	$1,495,891	0.99
Méthode	$1,391,684	$5,630	$1,386,054	1.00
Josée	$1,235,829	$22,923	$1,212,906	0.98
Bérangère	$1,168,855	$5,506	$1,163,349	1.00
Gwenaëlle	$1,008,567	$5,875	$1,002,692	0.99
Solène	$752,166	$21,039	$731,127	0.97
Léonie	$745,877	$20,813	$725,064	0.97
Total	**$63,208,842**	**$571,022**	**$62,637,820**	**0.99**

Year: 2020, 2021, **2022**

Country: India, UK, UAE, US

Month: Jan, May, Sep, Feb, Jun, Oct, Mar, Jul, Nov, Apr, Aug, Dec

324 No.of Clients

80 No.of Employees

0.99 Client Gross Margin %
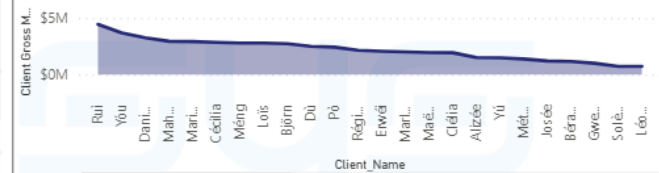
$62.64M Client Gross Margin

Best Client Name: Ruì
$4,458,095

Gross Margin Of Clients
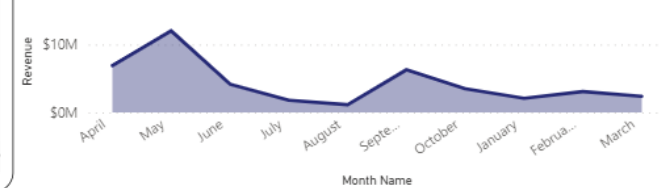$62,637,820

Client Gross Margin by Client_Name

Best Month: May
$12,029,418

Total Revenue
$43,383,060

Revenue by Month Name

Key Insights:

✓ Gross Margin report – Client name, Revenue Amount, Expense Amount, Client Gross Margin and Gross margin Percentage(%).

✓ Gross Margin can be filtered on Client, Region and Time period

✓ Best Client based on the highest Gross Margin and Best Month based on the Highest Revenue.

✓ Insightful KPIs like No of Clients and Employees, Client Gross Margin, Client Gross Margin %.

* Data in reports is only for illustration purposes.

preludesys

Budget vs Actual

Industrial Insight Accelerator - Finance Domain

Budget vs Actual Report

Year: 2020 | 2021 | **2022**

Region: India | UK | UAE | US

Month: Jan, Feb, Mar, Apr, May, Jun, Jul, Aug, Sep, Oct, Nov, Dec

$14.87M — Net Margin Budget
$42.74M — Net Margin – Actuals
$1.875 — Percentage Difference
$27.87M — Absolute Difference

Budget vs Actual - India

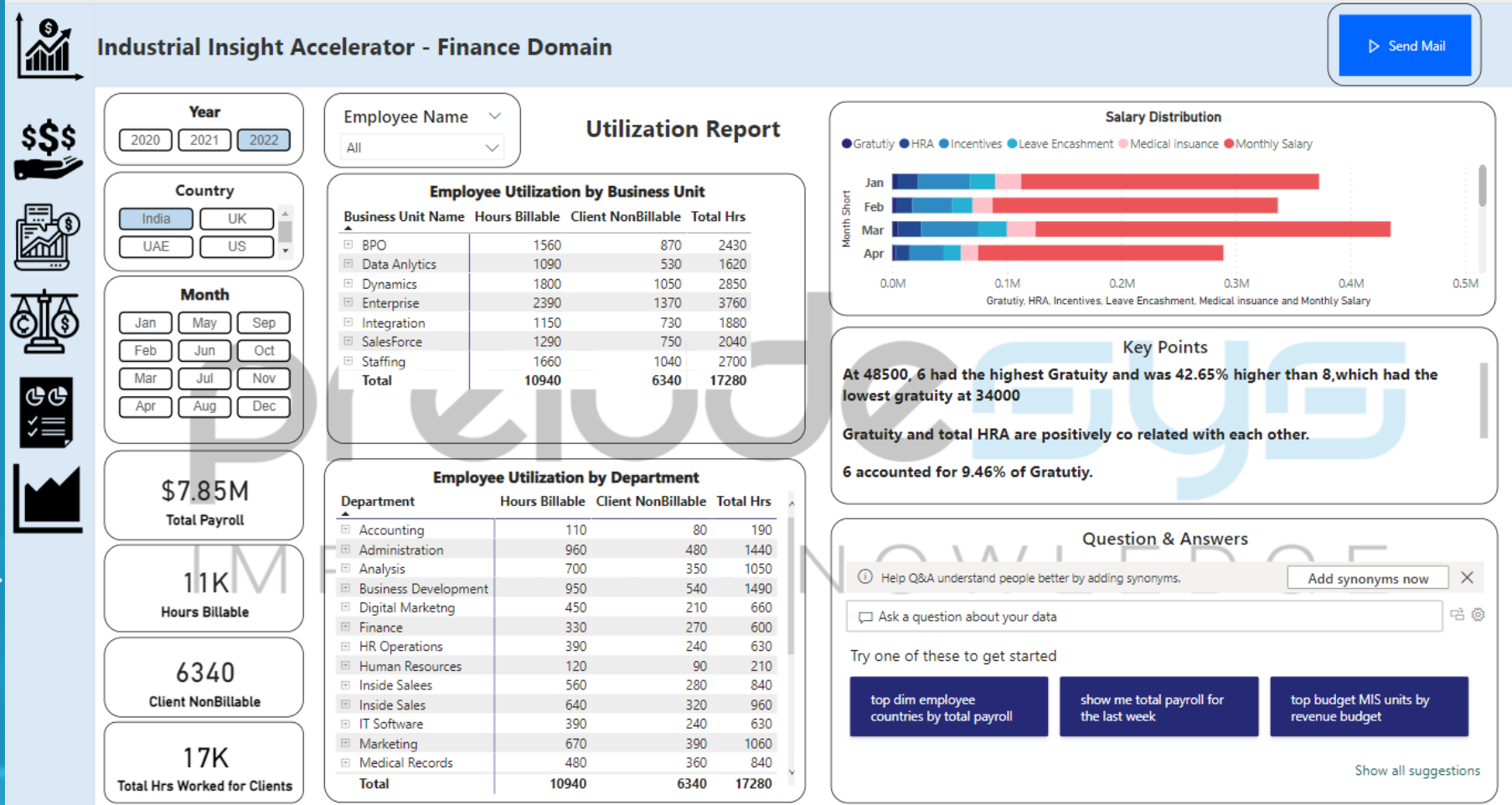| Month Name	April			May			June			July			August		
Entity	Budget	Actuals	Difference	Budget	Actuals	Difference	Budget	Actuals	Difference	Budget	Actuals	Difference	Budget	Actuals	Difference
Revenue	$1.10M	$5.11M	▲ $3.669	$3.14M	$4.98M	▲ $0.585	$2.42M	$7.44M	▲ $2.079	$1.72M	$7.70M	▲ $3.471	$7.48M	$2.80M	▼ ($0.62)
COS Expense	($0.01M)	($0.01M)	▲ $0.473	($0.02M)	($0.02M)	▼ ($0.143)		($0.02M)		($0.03M)	($0.01M)	▲ $0.593	($0.01M)		
Gross Margin	$1.08M	$5.11M	▲ $3.718	$3.12M	$4.96M	▲ $0.587	$2.42M	$7.42M	▲ $2.071	$1.69M	$7.68M	▲ $3.552	$7.48M	$2.79M	▼ ($0.62)
Opex Expense	($0.04M)	($0.04M)	▲ $0.157	($0.03M)	($0.03M)	▼ ($0.044)	($0.03M)	($0.06M)	▼ ($0.969)	($0.07M)	($0.01M)	▲ $0.811	($0.03M)	($0.03M)	▲ $0.1
EBITDA	$1.04M	$5.07M	▲ $3.877	$3.09M	$4.93M	▲ $0.593	$2.38M	$7.36M	▲ $2.085	$1.62M	$7.67M	▲ $3.731	$7.45M	$2.77M	▼ ($0.62)

Key Insights:
- This report compares the Budget with the Actuals for the selected time period.
- KPIs like Net Margin Budget, Net Margin Actuals, Percentage Difference and Absolute Difference.
- Matrix for Budget vs Actual Report which can be filtered for region and time period.
- Horizontal trend Analysis (HA) for every month to compare the current month finance numerals with its corresponding previous month values and shows the percentage increase or decrease in the Revenue/Expenses/ Margin, etc. For the 1st month of FA, it would be blank.
- Month wise Revenue, COS Expense, Gross Margin, OPEX Expense, EBITDA.

* Data in reports is only for illustration purposes.

preludesys

Utilization Report

Industrial Insight Accelerator - Finance Domain

▷ Send Mail

Utilization Report

Year: 2020 | 2021 | **2022**

Country: India | UK | UAE | US

Month: Jan | May | Sep | Feb | Jun | Oct | Mar | Jul | Nov | Apr | Aug | Dec

Employee Name: All

Employee Utilization by Business Unit

Business Unit Name	Hours Billable	Client NonBillable	Total Hrs
⊞ BPO	1560	870	2430
⊞ Data Anlytics	1090	530	1620
⊞ Dynamics	1800	1050	2850
⊞ Enterprise	2390	1370	3760
⊞ Integration	1150	730	1880
⊞ SalesForce	1290	750	2040
⊞ Staffing	1660	1040	2700
Total	**10940**	**6340**	**17280**

$7.85M — Total Payroll

11K — Hours Billable

6340 — Client NonBillable

17K — Total Hrs Worked for Clients

Employee Utilization by Department

Department	Hours Billable	Client NonBillable	Total Hrs
⊞ Accounting	110	80	190
⊞ Administration	960	480	1440
⊞ Analysis	700	350	1050
⊞ Business Development	950	540	1490
⊞ Digital Marketng	450	210	660
⊞ Finance	330	270	600
⊞ HR Operations	390	240	630
⊞ Human Resources	120	90	210
⊞ Inside Salees	560	280	840
⊞ Inside Sales	640	320	960
⊞ IT Software	390	240	630
⊞ Marketing	670	390	1060
⊞ Medical Records	480	360	840
Total	**10940**	**6340**	**17280**

Salary Distribution

● Gratutiy ● HRA ● Incentives ● Leave Encashment ● Medical insuance ● Monthly Salary

Jan / Feb / Mar / Apr

0.0M — 0.1M — 0.2M — 0.3M — 0.4M — 0.5M

Gratutiy, HRA, Incentives, Leave Encashment, Medical insuance and Monthly Salary

Key Points

At 48500, 6 had the highest Gratuity and was 42.65% higher than 8,which had the lowest gratuity at 34000

Gratuity and total HRA are positively co related with each other.

6 accounted for 9.46% of Gratutiy.

Question & Answers

ⓘ Help Q&A understand people better by adding synonyms. [Add synonyms now] ✕

💬 Ask a question about your data

Try one of these to get started

| top dim employee countries by total payroll | show me total payroll for the last week | top budget MIS units by revenue budget |

Show all suggestions

Key Insights:

✓ KPIs like Total payroll, Billable Hours, Client Non-billable and Total Hours worked for Clients.

✓ Employee Utilization (Client billable and Client Non-billable hours) by Department and Business unit .

✓ Month wise Salary distribution for Salary, Gratuity, HRA, Incentive, etc.

✓ Interactive slicers selection for Time Period and Employees.

✓ Automated mail for clients regarding the balance amount to be paid.

✓ Question and Answers and Key points to summarize the insights.

* Data in reports is only for illustration purposes.

preludesys

Revenue Forecasting

Industrial Insight Accelerator - Finance Domain
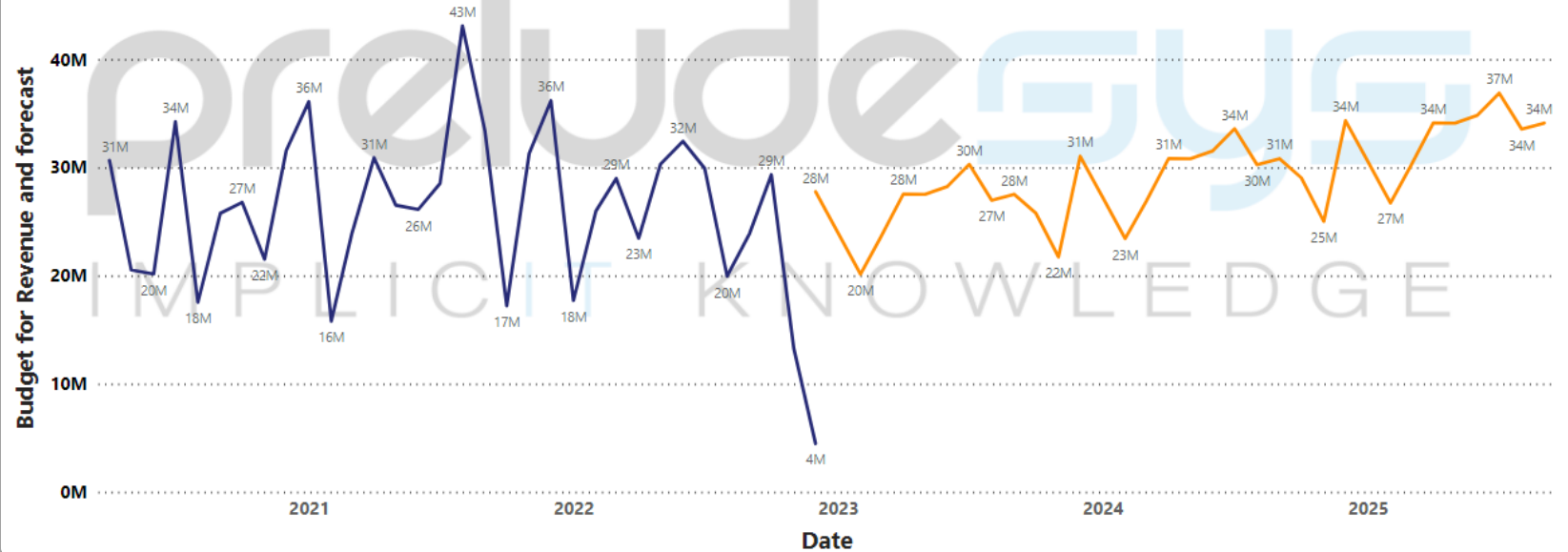
Budget Forecast Report

Revenue Forecast | **Expense Forecast** | **Gross Margin Forecast**
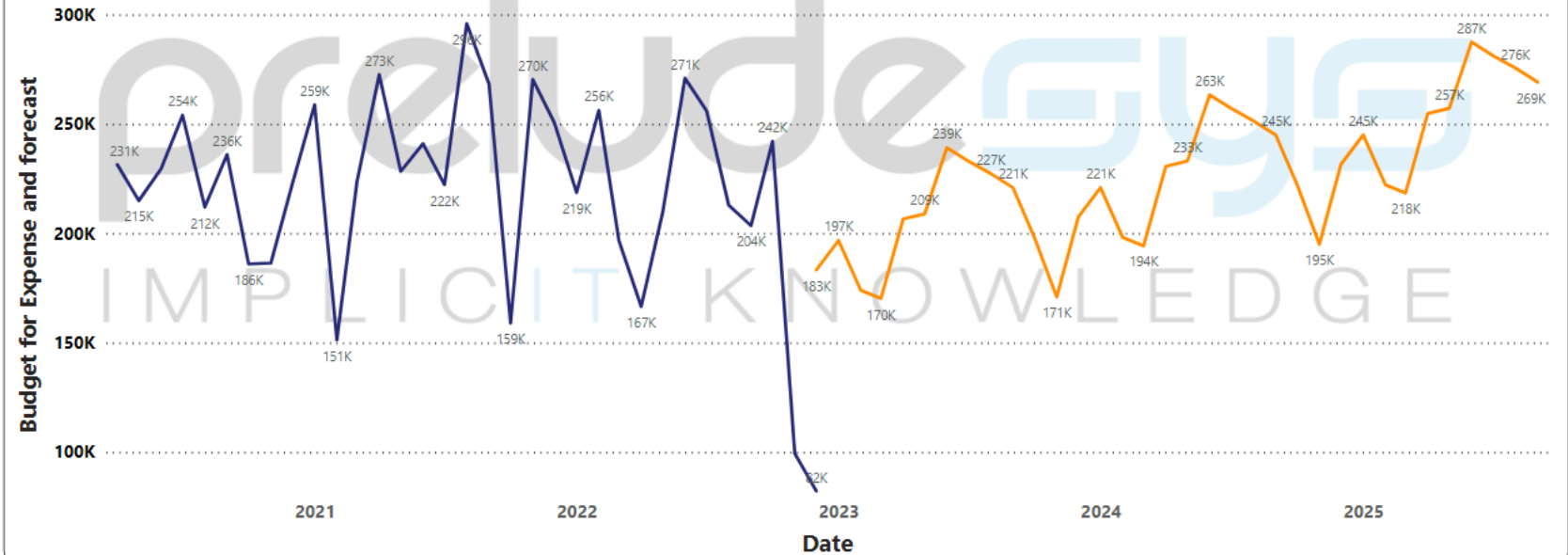
Budget for Revenue and forecast by Date

● Budget for Revenue   ● forecast
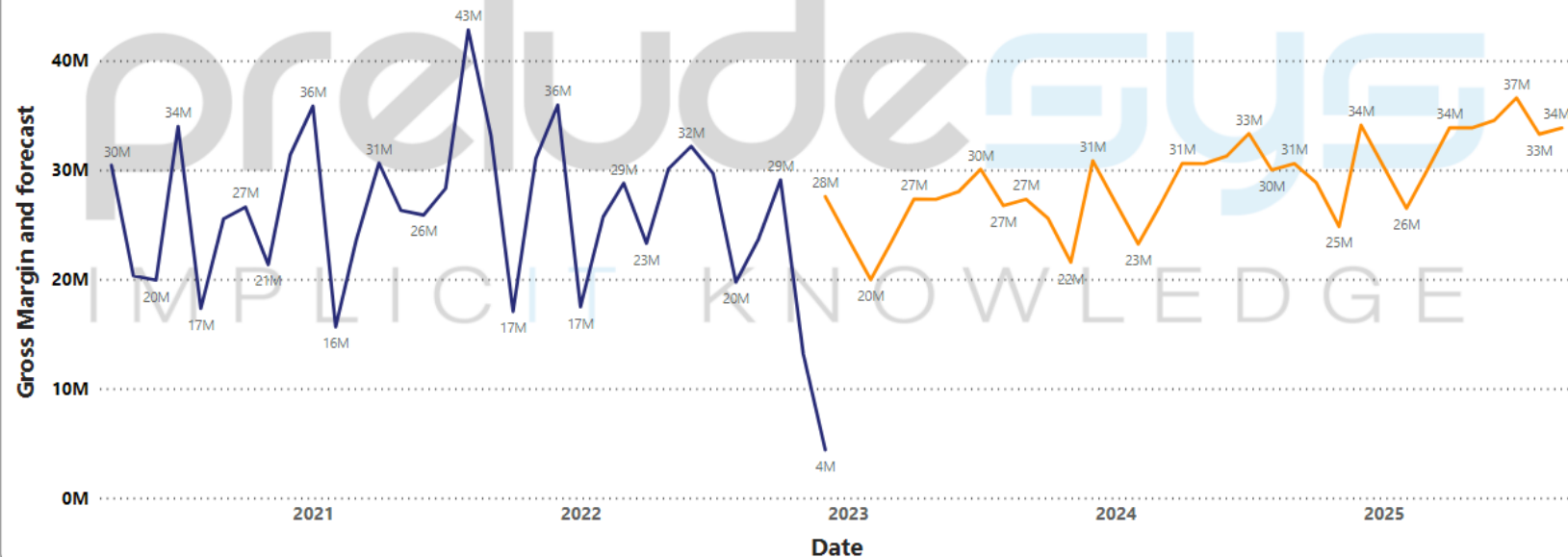
Key Insights:.

✓ Line chart for plotting the graph for Revenue Amount and Forecast.

✓ The Graph shows Month wise and Year wise Revenue for the available data till 2022 and forecast for next 3 years

✓ Revenue Forecast with by Year and Month with 75% model accuracy match

* Data in reports is only for illustration purposes.

preludesys

Gross margin Forecasting

Thank You!

preludesys