

A Revolution in EDU Budgeting

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Details, details...

View the presentation in full screen mode

Ask questions by using the Question box



Confirming this webinar is for you

**If your #1 concern is getting increased
department head participation in and
ownership of the budget, then this**

Revolution is for you.

WELCOME

Agenda

- Who is XLerant, Inc.
- The context of this revolution
- 6 Illustrations of the revolution
- Wrap up/ Q&A

Our Business

XLerant is a software solutions company that focuses on mid sized organizations and builds and implements innovative, practical and incredibly powerful corporate budget preparation software for institutions helping to create a **"Culture of Budget Accountability"** with users.



Partial XLerant EDU Client List

- Drew University
- Quinnipiac University
- Bunker Hill Community College
- University of Oklahoma
- St. Joseph's College of Maine
- Western Governors University
- Marietta College
- Rhode Island School of Design
- Roberts Wesleyan College
- Northwood University
- Fisher College
- The Sage Colleges
- Touro College

100% Satisfaction and 0% Attrition



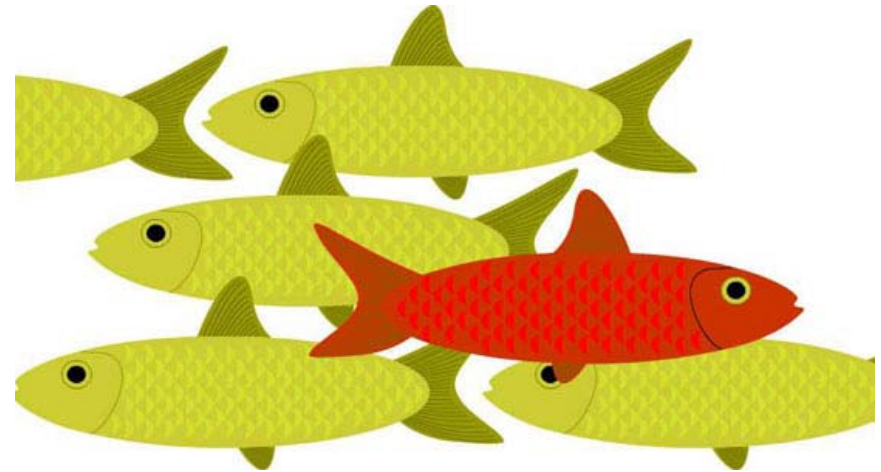
Agenda

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Revolution?

A radical and pervasive change

A sudden, complete or marked change in something





paradigm

[**par**-uh-dahym, -dim]

noun¹. *Grammar* A mental model, set of beliefs or philosophy that constitutes a way of viewing reality for the community that shares them, especially a community within a functional discipline.

Paradigm Paralysis...

Paradigm paralysis

Perhaps the greatest barrier to a paradigm shift is the reality of paradigm paralysis: the inability or refusal to see beyond the current models of thinking.



What is the OLD Budgeting Paradigm?

1. Everyone knows and loves Excel, so that should be the primary visual device, or screen, by which people input their budgets.
2. When it comes to budgeting, most people outside of Finance aren't skilled, and can mess things up.
3. The best way to control the process and the results is to rigidly control -- even dictate -- how budgets are created.



Challenging the paradigm



“Everyone knows and loves Excel, so that should be the primary visual device, or screen, by which people input their budgets.”

Challenging the paradigm

“When it comes to budgeting, most people outside of Finance aren’t skilled and can mess things up.”



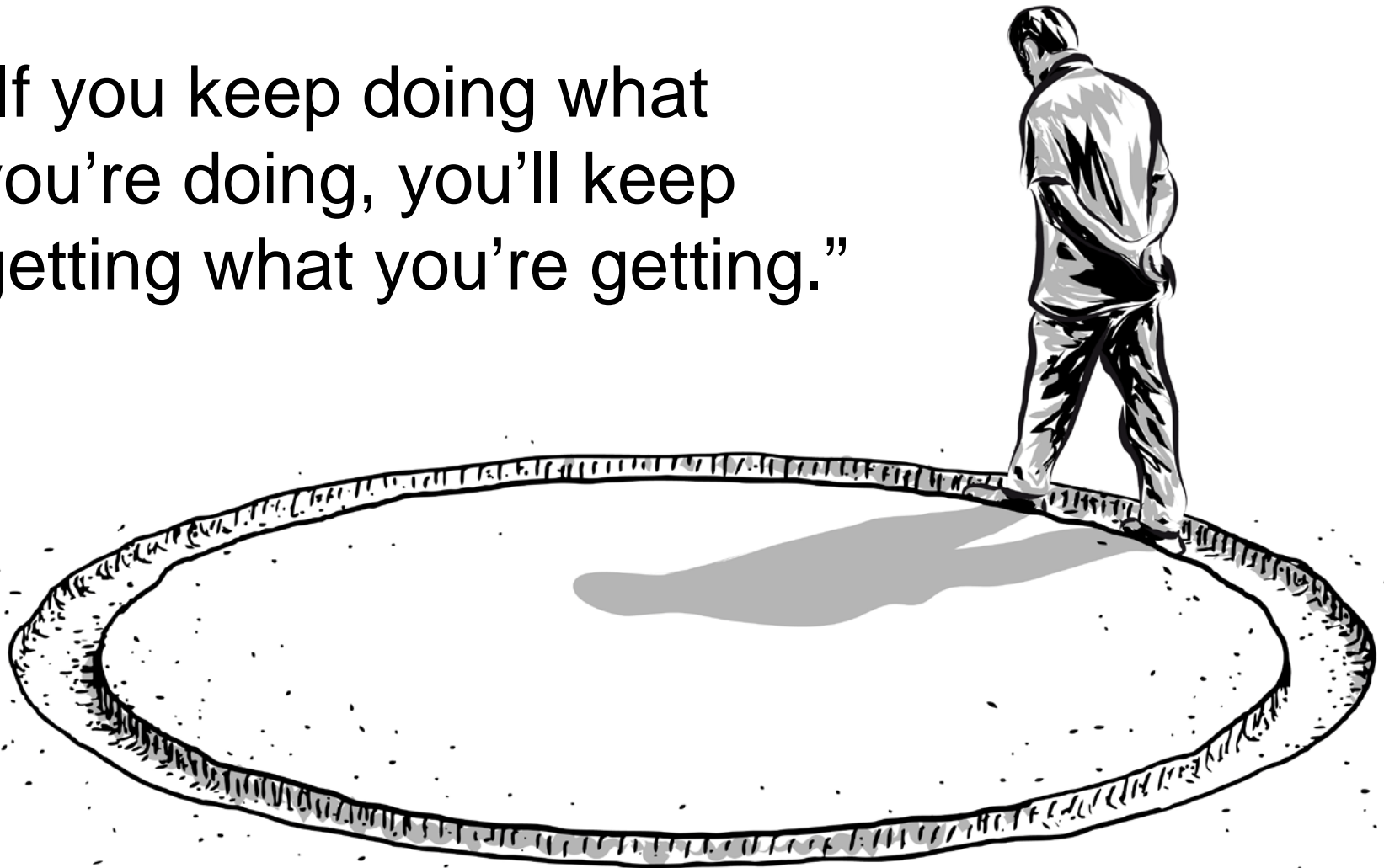
Challenging the paradigm

“The best way to control the process and the results is to rigidly control -- even dictate -- how budgets are created.”

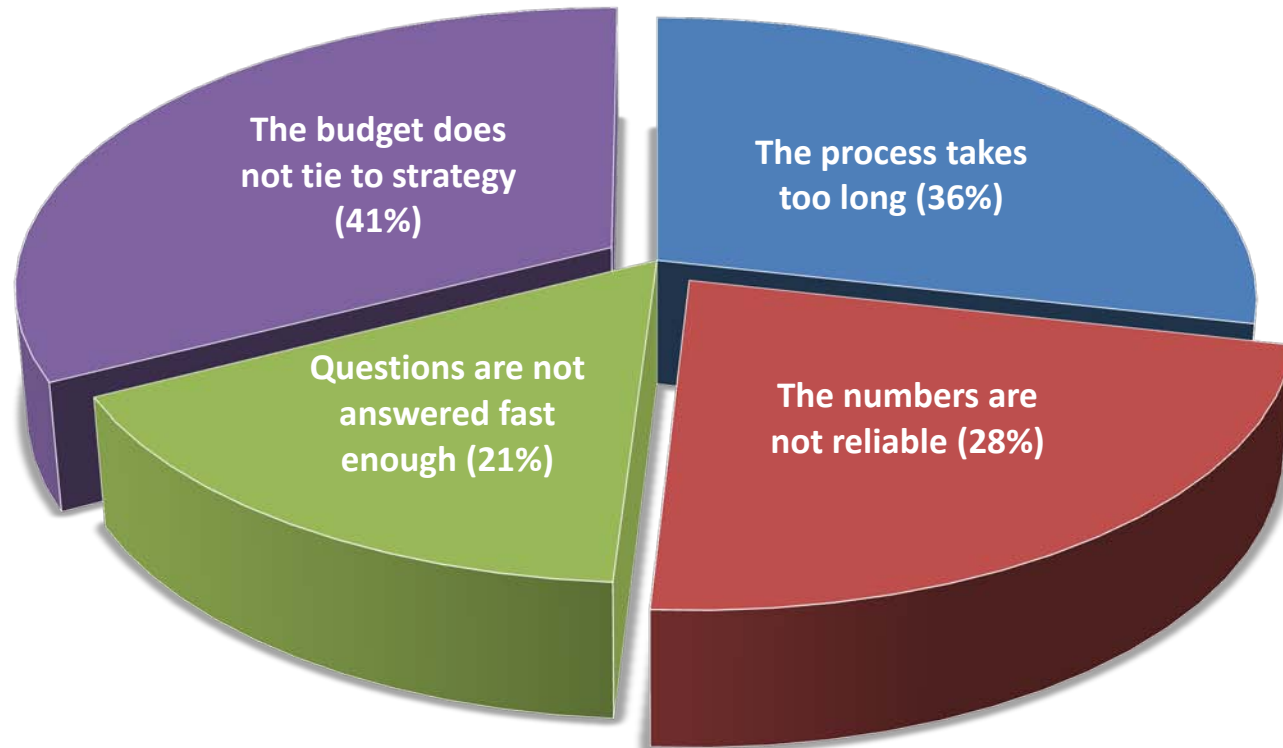


In Need of Change

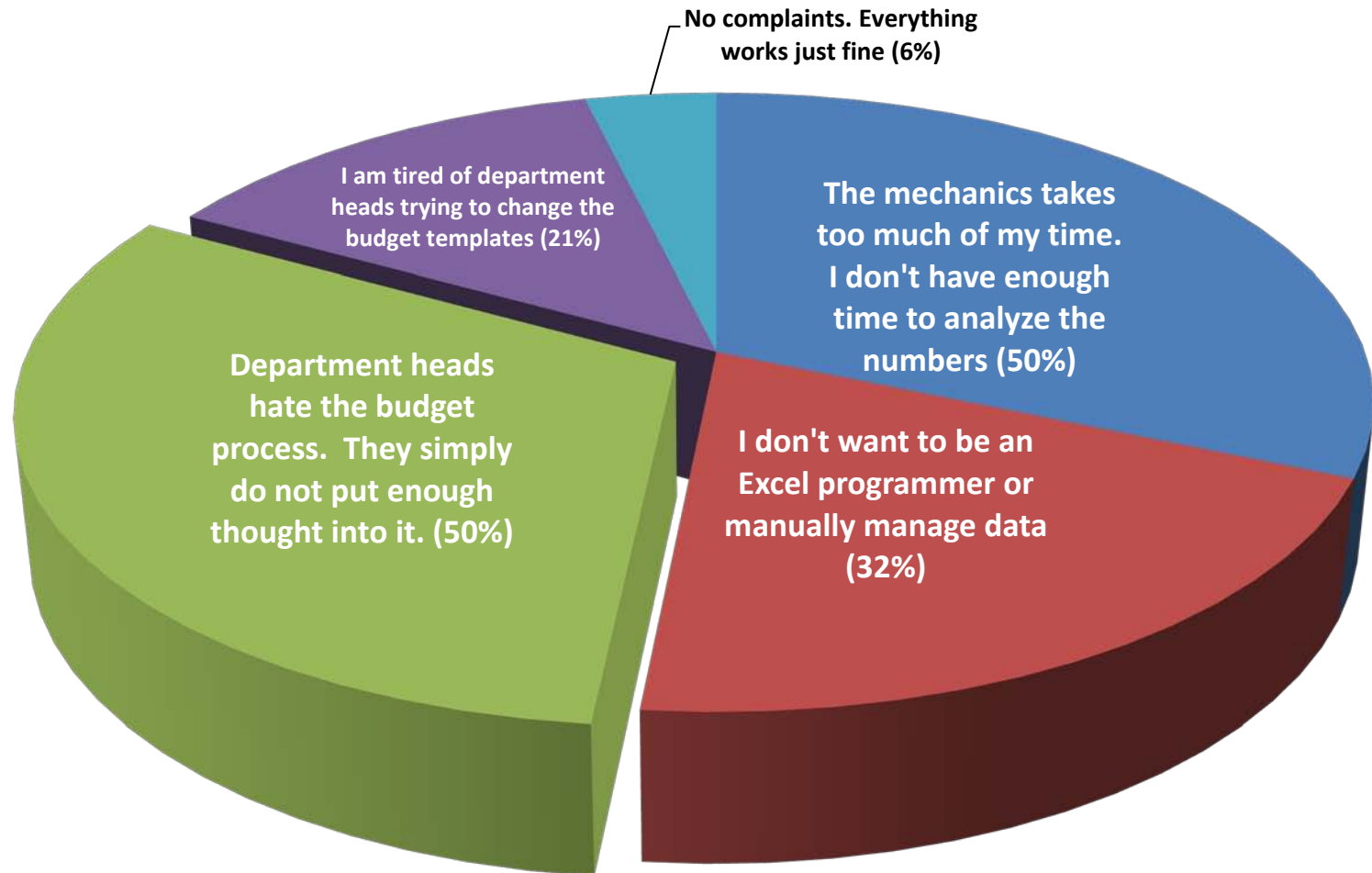
“If you keep doing what you’re doing, you’ll keep getting what you’re getting.”



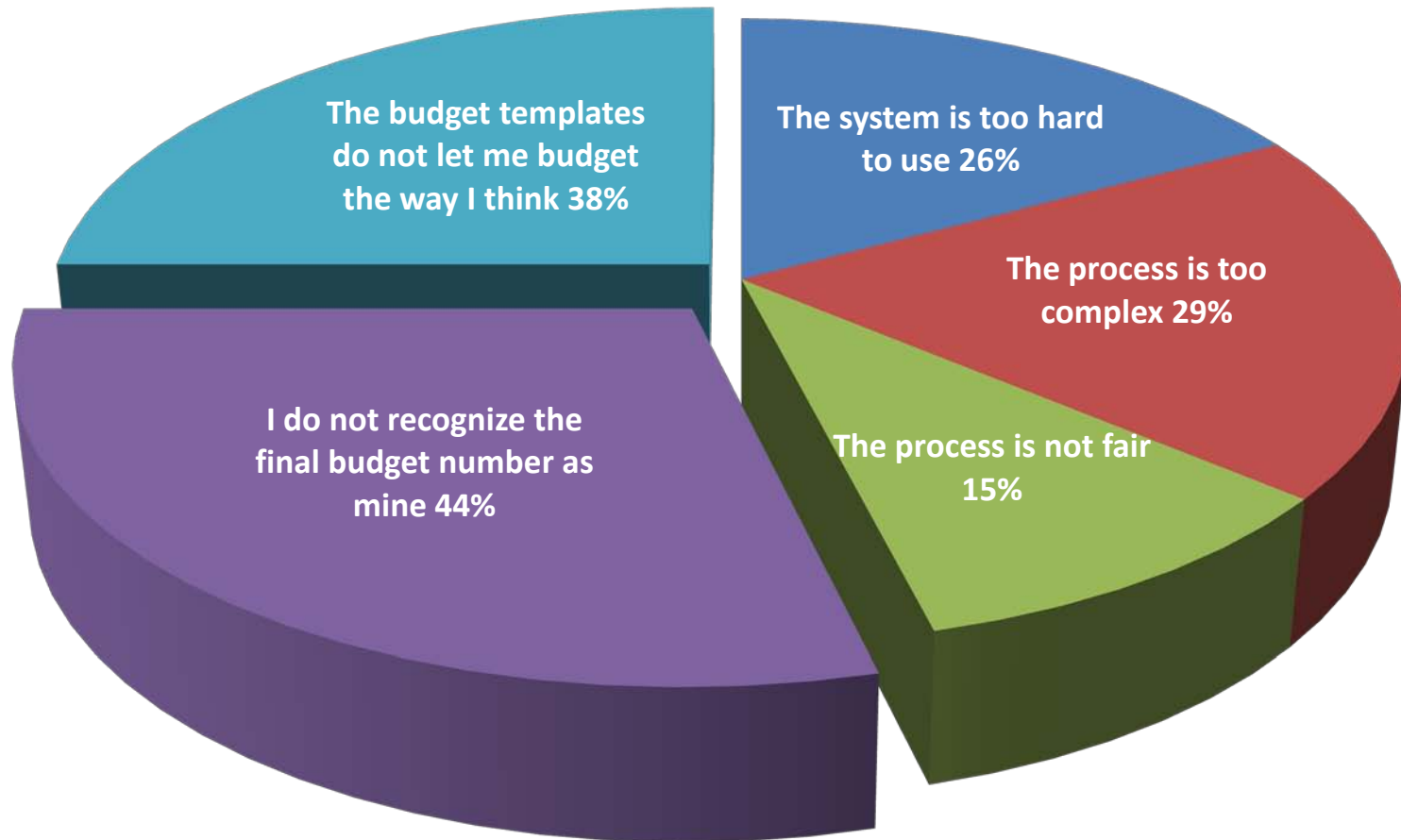
Survey — Top Complaints of Senior Execs



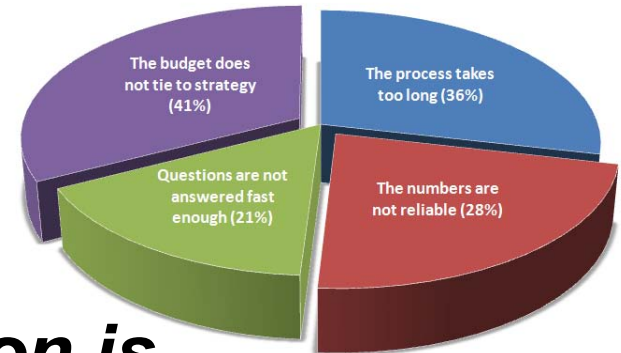
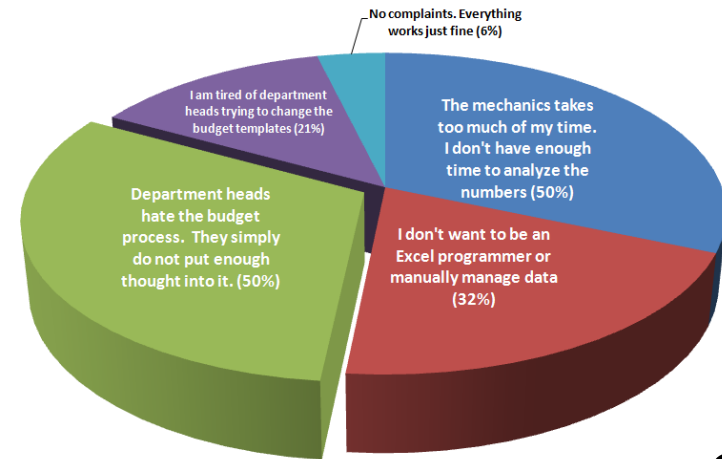
Survey — Top Complaints of Finance



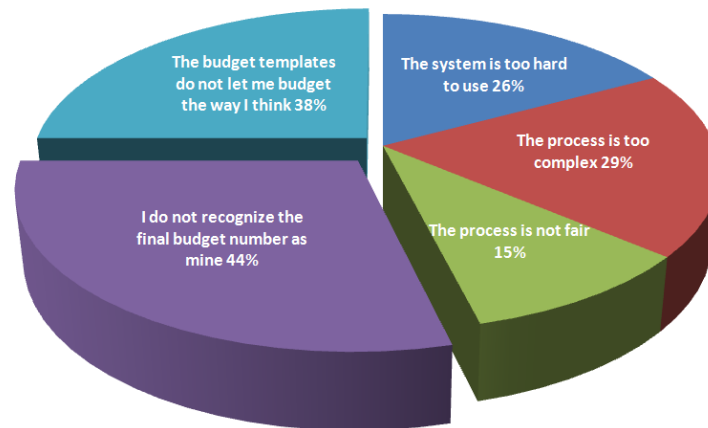
Survey — Top Complaints of Dept. Heads



Let's fix this



The Revolution is about fixing these problems, addressing these issues



Goals

- ✓ Dramatically improve end user flexibility so department heads can budget like they think; increasing ownership and understanding of their budgets.
- ✓ Enhance Finance's control and improve the reliability of the numbers.
- ✓ Get Finance out of the programming business -- eliminate the need to build, link, and manage spreadsheet budget templates.



What *doesn't* work

Own your budget!



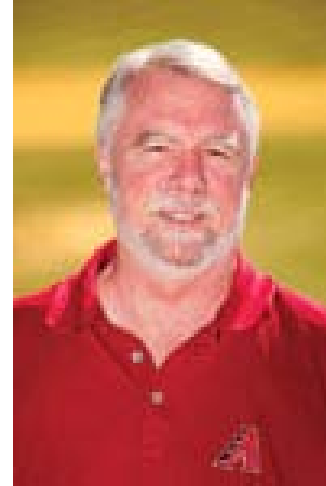
What else doesn't work...

If you keep handing your department heads rigid budget templates in Excel – or a million dollar system that looks like Excel – you'll keep gettin' what you're gettin'.

Section	Account number	Line item	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Peppy Cola	10001	Peppy Cola Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Wt. Dewey	10002	Wt. Dewey Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	10003	Other Cola Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Product Launch Revenue	10004	New Product Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income: Total			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Compensation Review	1001	Salaries - Non Exec PT	\$3,515	\$3,288	\$3,515	\$3,402	\$3,515	\$3,402	\$3,515	\$3,515	\$3,402	\$3,515	\$3,402	\$3,515	\$41,502
Compensation Review	1002	Salaries - Non Exec PT	\$80,856	\$84,413	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$80,856	\$812,643
Compensation Review	1003	Salaries - Exec	\$43,227	\$45,438	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$510,358
Compensation Review	1100	Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Compensation Review	1400	Federal Payroll Tax	\$9,645	\$8,422	\$9,645	\$8,857	\$9,645	\$8,843	\$9,645	\$8,843	\$9,645	\$8,843	\$9,645	\$8,843	\$96,149
Compensation Review	1500	State Payroll Tax	\$3,615	\$3,569	\$3,464	\$2,435	\$1,882	\$848	\$361	\$238	\$238	\$238	\$238	\$238	\$17,655
Compensation Review	4400	Recruiting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Compensation Review	4401	Recruitment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Medical	1300	Medical Benefits - Exec	\$0,645	\$0,600	\$0,645	\$0,368	\$0,645	\$0,368	\$0,645	\$0,645	\$0,368	\$0,645	\$0,368	\$0,645	\$102,071
Medical	1301	Medical Benefits - Non Exec PT	\$10,328	\$9,662	\$10,328	\$9,996	\$10,328	\$9,996	\$10,328	\$10,328	\$9,996	\$10,328	\$9,996	\$10,328	\$121,641
Dental	1302	Dental	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$1,331
401K	1200	401K	\$1,367	\$1,288	\$1,367	\$1,342	\$1,367	\$1,342	\$1,367	\$1,342	\$1,367	\$1,342	\$1,367	\$1,342	\$16,378
Rent	2000	Rent	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$1,625	\$19,500
Leasehold summary	5400	Expensed Equipment Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Leasehold summary	9000	Expensed Depreciation	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Leasehold summary	9001	New Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Leasehold summary	9002	New Leases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Allocations In	Alloc4	Allocations In From IT	\$106,794	\$192,262	\$154,807	\$81,020	\$104,311	\$103,833	\$108,550	\$196,789	\$236,134	\$71,320	\$68,980	\$154,240	\$1,648,907
Expenses: Non-discretionary total			\$278,666	\$333,326	\$266,816	\$225,543	\$252,264	\$256,796	\$256,699	\$543,384	\$216,666	\$216,130	\$206,966	\$206,466	\$5,391,655
Other Benefits	1600	Other Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Temporary Help	4500	Temp Help	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Consulting	4300	Consulting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Advisory Services	4350	Other Advisory Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Messenger/Postage	4600	Messenger/Delivery/Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Professional Fees	4700	Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Photography	5000	Photography	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Printing Costs	5100	Printing Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising Expense	5200	Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Training Fees	6000	Training Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Meeting Expense	6000	Meeting Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Air Transportation	6100	Air Transportation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

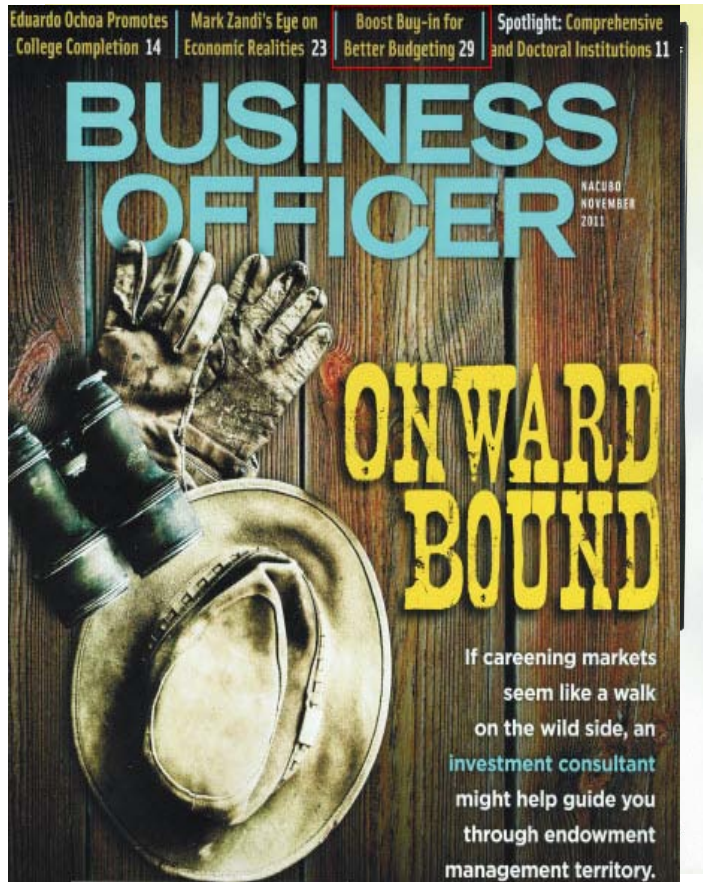
Lessons from TurboTax

- ✓ **Make it powerful, but “hide” the mechanics so people can focus on decisions and outcomes.**
- ✓ **Use guided workflow, make use of plain English prompts and selections to minimize training needs.**
- ✓ **Make use of devices like running real time totals so people can see and internalize how their decisions impact the outcome and results.**





Lessons from TurboTax



Agenda

- Who is XLerant, Inc.
- The context of this revolution
- 6 Illustrations of the revolution
- Wrap up/ Q&A

There are 6 illustrations of the revolution in budgeting we want to show you today

- This is *not* a demo
- Can't show everything
- Flavor of what the revolution is all about
- Curious? Call us!

**You need budget
intelligence and a real
database application**



Old World



Keys to Success

- ✓ **Built in Budget Intelligence**
- ✓ **Integration with other systems**



New World



Accounts



Time periods



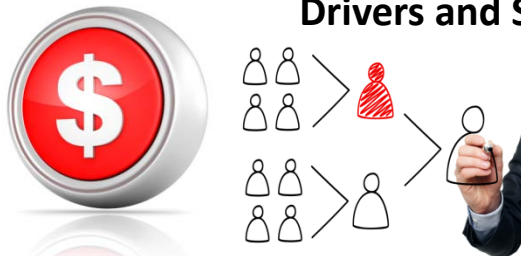
Units



Foreign Currency



Drivers and Spreading



Salary Planning



Budget Database



Departmental Managers



Security



Departmental Initiatives



Asset Planning



Reports

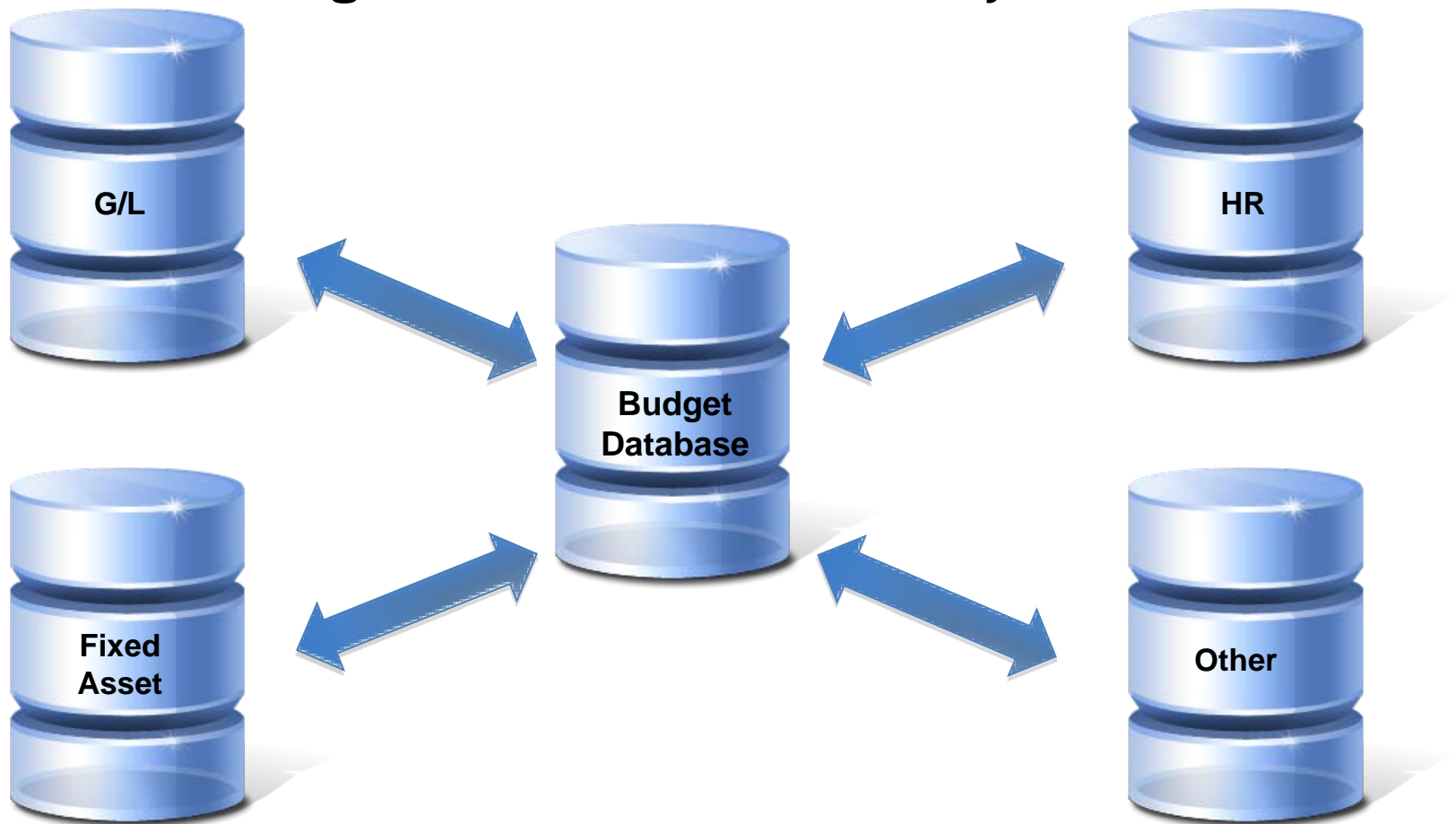


Approval Process



Versions

Integration with Other Systems





✓ Built in Budget Intelligence



Accounts



Time periods



Units



Foreign Currency

✓ Integration with other systems



Drivers and Spreading



BudgetPak



Departmental Managers



Security



Salary Planning



Departmental Initiatives



Asset Planning



Reports



Approval Process



Versions

**You need user navigation
or a BudgetMap**



Old World


Standard ugly Excel budget template [Compatibility Mode] - Microsoft Excel

U53																
<p>Do not delete or modify this row or hidden rows. They are required to import this data back into BudgetPak.</p> <p>Version: 2012 Draft Budget 1 Unit: 5680: Math Exported 3/8/2012 2:46 PM</p>																
Section	Account number	Line item	Type of automatic spreading	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	Total
22 Adjunct Faculty	4300-100	Adjunct Faculty	As last year	\$33,714	\$8,429	\$8,429	\$0	\$8,429	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$59,000
23 Student Interns	4500-100	Student Interns	As last year	\$2,026	\$6,078	\$4,052	\$0	\$1,520	\$4,052	\$1,824	\$6,078	\$8,104	\$0	\$0	\$4,052	\$37,784
24 Other Benefits	1600-100	Other Benefits	As last year	\$2,140	\$2,140	\$2,140	\$0	\$2,140	\$2,140	\$0	\$0	\$2,140	\$2,140	\$2,140	\$2,140	\$19,260
25 Phone	2300-100	Phone	As last year	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$30,816
26 Messenger/Postage	4600-100	Messenger/Delivery/Postage	As last year	\$856	\$2,567	\$1,712	\$0	\$642	\$1,712	\$770	\$2,567	\$3,424	\$0	\$0	\$1,712	\$15,964
27 Other Professional Fees	4700-100	Other Professional Fees	As last year	\$535	\$1,605	\$1,070	\$0	\$401	\$1,070	\$481	\$1,605	\$2,140	\$0	\$0	\$1,070	\$9,978
28 Training Fees	8600-100	Training Fees	As last year	\$535	\$1,605	\$1,070	\$0	\$401	\$1,070	\$481	\$1,605	\$2,140	\$0	\$0	\$1,070	\$9,978
29 Seminar Fees	8500-100	Seminar Fees	As last year	\$510	\$1,530	\$1,020	\$0	\$382	\$1,020	\$459	\$1,530	\$2,040	\$0	\$0	\$1,020	\$9,512
30 Air Transportation	8100-100	Air Transportation	As last year	\$385	\$1,155	\$770	\$0	\$288	\$770	\$346	\$1,155	\$161	\$0	\$0	\$770	\$5,800
31 Rental Car	8200-100	Rental car	As last year	\$67	\$186	\$124	\$0	\$46	\$124	\$56	\$186	\$249	\$0	\$0	\$124	\$1,161
32 Auto Expense	8300-100	Auto Expense - Travel	As last year	\$0	\$249	\$166	\$0	\$582	\$166	\$166	\$249	\$249	\$0	\$0	\$166	\$1,996
33 Lodging Expense	8400-100	Lodging Expense	As last year	\$0	\$0	\$452	\$0	\$0	\$543	\$0	\$136	\$0	\$181	\$27	\$0	\$1,339
34 Meeting Expense	8000-100	Meeting Expense	As last year	\$804	\$2,412	\$1,609	\$0	\$604	\$1,609	\$723	\$2,412	\$3,217	\$0	\$0	\$1,609	\$15,000
35 Dues & Subscriptions	8800-100	Dues & Subscriptions	As last year	\$535	\$1,605	\$1,070	\$0	\$401	\$1,070	\$481	\$1,605	\$2,140	\$0	\$0	\$1,070	\$9,978
36 Miscellaneous Expenses	8700-100	Misc Expenses	As last year	\$214	\$642	\$427	\$0	\$161	\$427	\$193	\$642	\$856	\$0	\$0	\$427	\$3,991
37 Innovation Fund	8100-555	Air Transportation - Innovation Fund	By days per month	\$85	\$85	\$82	\$85	\$82	\$85	\$85	\$77	\$85	\$82	\$85	\$82	\$1,000
38 Innovation Fund	8300-555	Auto Expense - Innovation	Evenly	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$500
39 Innovation Fund	8400-555	Lodging Expense - Innovation Fund	By days per month	\$68	\$68	\$66	\$68	\$66	\$68	\$68	\$61	\$68	\$66	\$68	\$66	\$800
40 Toronto Symposium	8100-100	Air Transportation	Evenly	\$0	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000
41 Toronto Symposium	8200-100	Rental car	Evenly	\$0	\$0	\$0	\$0	\$0	\$240	\$0	\$0	\$0	\$0	\$0	\$0	\$240
42 Toronto Symposium	8400-100	Lodging Expense	Evenly	\$0	\$0	\$0	\$0	\$0	\$800	\$0	\$0	\$0	\$0	\$0	\$0	\$800
43 Toronto Symposium	8500-100	Seminar Fees	Evenly	\$0	\$0	\$0	\$0	\$0	\$3,500	\$0	\$0	\$0	\$0	\$0	\$0	\$3,500
44		Discretionary total		\$45,086	\$32,968	\$26,869	\$2,763	\$18,755	\$24,075	\$8,744	\$22,520	\$29,621	\$5,079	\$4,930	\$17,988	\$239,396
45		Total		\$214,088	\$228,839	\$181,889	\$161,818	\$172,461	\$181,549	\$154,845	\$155,279	\$175,722	\$161,417	\$156,473	\$164,908	\$2,109,289
46				10.1 %	10.8 %	8.6 %	7.7 %	8.2 %	8.6 %	7.3 %	7.4 %	8.3 %	7.7 %	7.4 %	7.8 %	100. %
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51																

Keys to Success

- ✓ **Organize the accounts – visually – so users can better understand their budgets**
- ✓ **Present users with everything they need all on a single screen, so they can manage the entirety of their budget and see how it all comes together.**
- ✓ **Let them see the real time impact of their budget decisions right on the screen.**



- You are currently viewing:	- FYI:	- Headcount:	- Version comparison:															
Company: MS University Unit: 5680: Math Version: 2012 Draft Budget 2 Your budget's status is:  Started		As of 6/30/2012: 13 Additions: - Reductions: - As of 6/30/2013: 13	<div>Select comparison: <div>Expense line items ▾</div><div>2010 Actuals: \$1,545,037 2011 Forecast: \$1,857,592 2012 Budget Target: \$1,857,201 2012 Draft Budget 2: \$1,617,715</div></div> <div><div>This unit: Math</div><table><tr><th>Total</th><th>Your difference</th><th></th></tr><tr><td>\$1,545,037</td><td>+\$72,678</td><td>+5 %</td></tr><tr><td>\$1,857,592</td><td>(\$239,877)</td><td>-13 %</td></tr><tr><td>\$1,857,201</td><td>(\$239,485)</td><td>-13 %</td></tr><tr><td>\$1,617,715</td><td></td><td></td></tr></table></div>	Total	Your difference		\$1,545,037	+\$72,678	+5 %	\$1,857,592	(\$239,877)	-13 %	\$1,857,201	(\$239,485)	-13 %	\$1,617,715		
Total	Your difference																	
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\$1,857,201	(\$239,485)	-13 %																
\$1,617,715																		

Your budget navigation:



New World

Standard ugly Excel budget template [Compatibility Mode] - Microsoft Excel

Version: 2012 Draft Budget 1
Unit: 5680: Math
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Section	Account number	Line item	Type of automatic spreading	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	Total
Adjunct Faculty	4300-100	Adjunct Faculty	As last year	\$33,714	\$8,429	\$8,429	\$0	\$8,429	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$59,000
Student Interns	4500-100	Student Interns	As last year	\$2,026	\$6,078	\$4,052	\$0	\$1,520	\$4,052	\$1,824	\$6,078	\$8,104	\$0	\$0	\$4,052	\$37,784
Other Benefits	1600-100	Other Benefits	As last year	\$2,140	\$2,140	\$2,140	\$0	\$2,140	\$2,140	\$0	\$0	\$2,140	\$2,140	\$2,140	\$2,140	\$19,260
Phone	2300-100	Phone	As last year	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$2,568	\$30,816
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Seminar Fees	8500-100	Seminar Fees	As last year	\$510	\$1,530	\$1,020	\$0	\$382	\$1,020	\$459	\$1,530	\$2,040	\$0	\$0	\$1,020	\$9,512
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Innovation Fund	8100-555	Air Transportation - Innovation Fund	By days per month	\$85	\$85	\$82	\$85	\$82	\$85	\$85	\$77	\$85	\$82	\$85	\$82	\$1,000
Innovation Fund	8300-555	Auto Expense - Innovation	Evenly	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$500
Innovation Fund	8400-555	Lodging Expense - Innovation Fund	By days per month	\$68	\$68	\$66	\$68	\$66	\$68	\$68	\$61	\$68	\$66	\$68	\$66	\$800
Toronto Symposium	8100-100	Air Transportation	Evenly	\$0	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000
Toronto Symposium	8200-100	Rental car	Evenly	\$0	\$0	\$0	\$0	\$0	\$240	\$0	\$0	\$0	\$0	\$0	\$0	\$240
Toronto Symposium	8400-100	Lodging Expense	Evenly	\$0	\$0	\$0	\$0	\$0	\$800	\$0	\$0	\$0	\$0	\$0	\$0	\$800
Toronto Symposium	8500-100	Seminar Fees	Evenly	\$0	\$0	\$0	\$0	\$0	\$3,500	\$0	\$0	\$0	\$0	\$0	\$0	\$3,500
		Discretionary total		\$45,086	\$32,968	\$26,869	\$2,763	\$18,755	\$24,075	\$8,744	\$22,520	\$29,621	\$5,079	\$4,930	\$17,988	\$239,396
		Total		\$214,088	\$228,839	\$181,889	\$161,818	\$172,461	\$181,549	\$154,845	\$155,279	\$175,722	\$161,417	\$156,473	\$164,908	\$2,109,289
				10.1 %	10.8 %	8.6 %	7.7 %	8.2 %	8.6 %	7.3 %	7.4 %	8.3 %	7.7 %	7.4 %	7.8 %	100. %

Do not delete or modify this row or hidden rows.

New World

- You are currently viewing:		- Headcount:	- Version comparison:	
Company:	MS University		Select comparison:	This unit:
Unit:	5680: Math	As of 6/30/2012: 13	Expense line items ▼	Math
Version:	2012 Draft Budget 2	Additions: -	2010 Actuals:	Total
Your budget's status is:	Started	Reductions: -	2011 Forecast:	Your difference
		As of 6/30/2013: 13	2012 Budget Target:	\$1,545,037 +\$72,678 +5 %
			2012 Draft Budget 2:	\$1,857,592 (\$239,877) -13 %
				\$1,857,201 (\$239,485) -13 %
				\$1,617,715

Your budget navigation:





Your budget navigation:

✓ Organize the accounts – visually – so users can better understand their budgets

✓ Present users with everything they need all on a single screen, so they can manage the entirety of their budget and see how it all comes together.

✓ Let them see the real time impact of their budget decisions right on the screen.

**You need situational
budgeting**



Old World

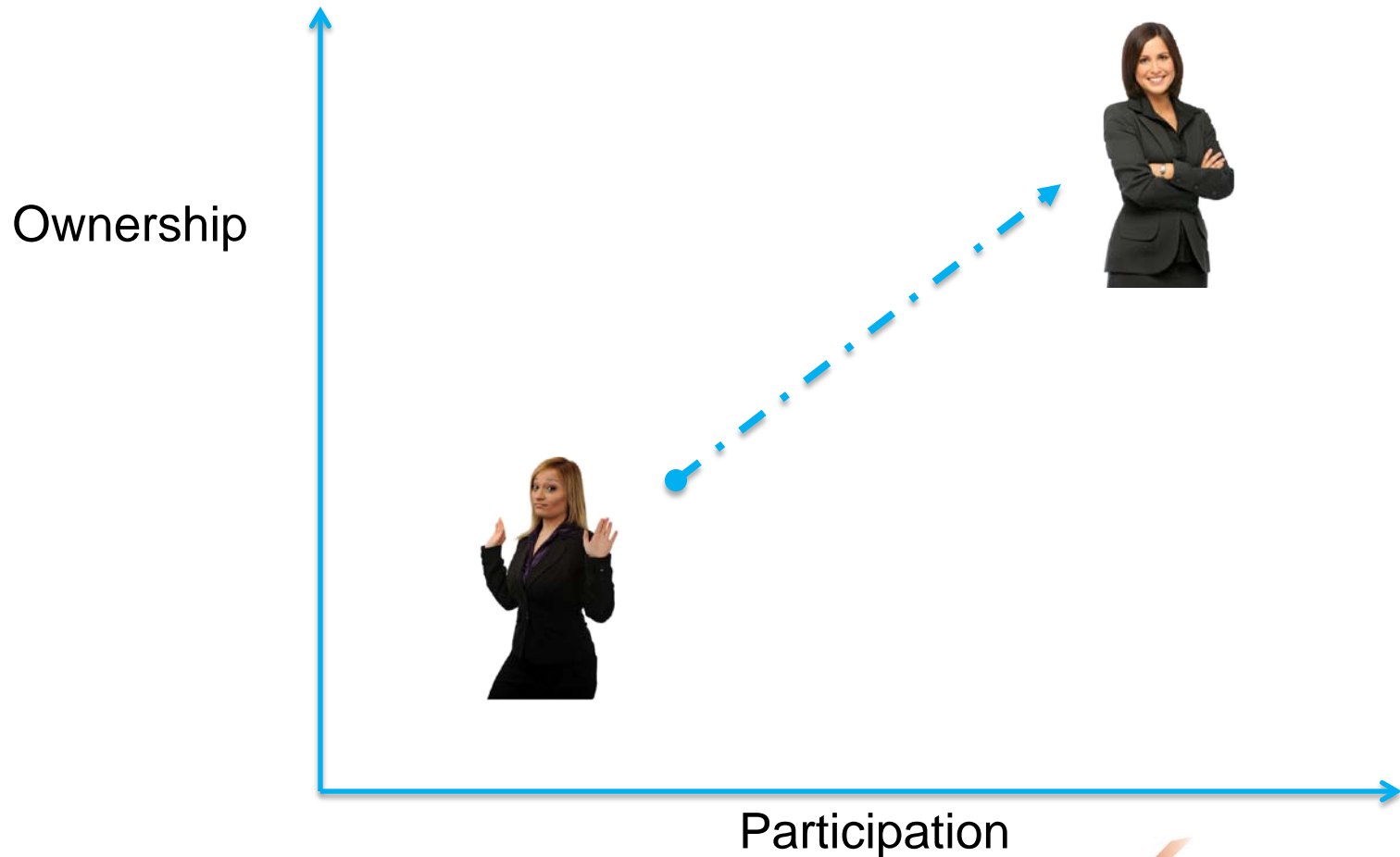


“Let your users decide”



Why Participation Matters

Active engagement and participation drives increased ownership & understanding of the numbers



Keys to Success

- ✓ **Provide multiple ways to budget...
Situational Budgeting**
- ✓ **Eliminate or minimize the need for users to write formulas (and all the headaches that follow)**



The New World

Step 1:

Training Fees:

(Account number 8600-100)



Please select one of the budget methods below and use it to designate the annual amount for this line item.

Select budget methods from here:

By annual amount

By percent increase

By per head

By line item detail

By unit x rate

By driver x rate

By advanced modeling

✓ By line item detail

You may build up your annual budget by entering line item detail here.

	Description	Amount	
1	Staff training event	\$5,200	Delete
2	Associate professor training	\$5,200	Delete

+ Add detail row



Annual total: \$10,400

Step 2: (optional)

Would you like to make a note about this line item? If so, enter your note here. (It will be printed on some P&L reports.)

We will be running 2 critical training programs next year, both are vital to "retaining and growing talent" which is one of the President's 5 Pillar Strategies.

The New World

Step 1:
✓ **Provide multiple ways to budget...**
Situational Budgeting
Please select one of the budget methods below and use it to designate the annual amount for this line item (number 4300) ⓘ

Select budget methods from here:

- ☒ By annual amount
- ☐ By annual amount per head
- ☐ By percent increase
- ☐ By percent decrease
- ☐ By per head
- ☐ By unit x rate
- ☐ By driver x rate
- ☐ By advanced model

2011 Draft 1 annual amount:

Enter your percent increase/decrease here:

2012 Draft 2 annual amount:

By annual amount per head

Your budgeted headcount: As of 12/31/2012

Enter your annual amount per head here:

This year's annual budget:

Note: Last year's annual budget was \$482,550, and the annual amount per head would have been \$27,186.



**You need flexible
spreading**



Old World - Spreading

Microsoft Office Excel

Circular Reference Warning

One or more formulas contain a circular reference and may not calculate correctly. Circular references are any references within a formula that depend upon the results of that same formula. For example, a cell that refers to its own value or a cell that refers to another cell which depends on the original cell's value both contain circular references.

For more information about understanding, finding, and removing circular references, click OK. If you want to create a circular reference, click Cancel to continue.

OK Cancel

	ak code															
32	Temporary Help	4500	Temp Help	\$1,000	\$500	\$3,000	\$1,500	\$2,000	\$1,000	\$1,500	\$3,000	\$3,500	\$1,000	\$2,200	\$2,000	\$22,200
33	Consulting	4300	Consulting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34	Other Advisory Services	4350	Other Advisory Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	Messenger/Postage	4600	Messenger/Delivery/Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Old World - Spreading

Excel ribbon: Clipboard (Cut, Copy, Paste, Format Painter), Font (Arial, Bold, Italic, Underline, Text Color, Background Color), Alignment (Wrap Text, Merge & Center), Number (Custom, \$, %, Decimals, Thousands), Conditional Formatting (Normal, Bad, Good, Neutral, Calculation, Check Cell, Explanatory..., Input, Linked Cell, Note).

Formula bar: $=\$R\$32/12$

Row 1: Do not delete or modify this row or hidden rows. They are required. Version: 2012 Draft 2 Unit: 200: Marketing Exported 3/6/2012 8:28 AM

Section	ActionP ak code	Account number	Line item	Jan	Feb	March	April	May	June	July	Aug
32 Temporary Help		4500	Temp Help	\$1,833	\$1,833	\$1,833	\$1,833	\$1,833	\$1,833	\$1,833	\$1,833
33 Consulting		4300	Consulting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34 Other Advisory Services		4350	Other Advisory Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35 Messenger/Postage		4600	Messenger/Delivery/Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36 Other Professional Fees		4700	Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
37 Photography		5000	Photography	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
38 Printing Costs		5400	Printing Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Keys to Success

- ✓ **Spread budgets based on the real world**
- ✓ **Flexibility is key. Allow users the ability to choose different methods or create their own spread.**
- ✓ **Make it easy (2 click rule) for anyone, even non-finance people to do**



The New World

Step 1:

How would you like to spread your annual amounts on a monthly basis?

- ➔ Spread all line items the same way
- ⇒ Choose different spreading line by line

Step 2:

How would you like to spread the annual amounts?

- ➔ Based on 2010 Actuals monthly amounts (RECOMMENDED)
- ⇒ Spread evenly throughout the year
- ⇒ Spread based on the number of days in a month
- ⇒ Do not do automated spreading

Travel & Meeting Related line items:

Autosize numerical columns

Section	Line item	Type of automatic spreading	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Training Fe	Training Fees	As last year ▼	\$1,113	\$3,339	\$2,226	\$0	\$834	\$2,226	\$1,002	\$3,339	\$4,452	\$0	\$0	\$2,226	\$20,756
Meeting Ex	Meeting Exper	As last year ▼	\$16,504	\$49,512	\$33,008	\$0	\$12,378	\$33,008	\$14,854	\$49,512	\$66,015	\$0	\$0	\$33,008	\$307,798
Air Transpc	Air Transporta	As last year ▼	\$5,375	\$16,125	\$10,750	\$0	\$4,031	\$10,750	\$4,838	\$16,125	\$21,500	\$0	\$0	\$10,750	\$100,243
Rental Car	Rental car	As last year ▼	\$2,101	\$6,304	\$4,202	\$0	\$1,576	\$4,202	\$1,891	\$6,304	\$8,405	\$0	\$0	\$4,202	\$39,188
Auto Expen	Auto Expense	As last year ▼	\$498	\$1,496	\$998	\$0	\$374	\$998	\$449	\$1,496	\$1,996	\$0	\$0	\$998	\$9,302
Lodging Ex	Lodging Exper	As last year ▼	\$4,113	\$12,339	\$8,226	\$0	\$3,085	\$8,226	\$3,702	\$12,339	\$16,452	\$0	\$0	\$8,226	\$76,710
Seminar Fe	Seminar Fees	As last year ▼	\$1,200	\$3,599	\$2,399	\$0	\$899	\$2,399	\$1,080	\$3,599	\$4,798	\$0	\$0	\$2,399	\$22,372
	Total		\$30,904	\$92,713	\$61,809	\$0	\$23,178	\$61,809	\$27,816	\$92,713	\$123,618	\$0	\$0	\$61,809	\$576,367
			5.4 %	16.1 %	10.7 %	0 %	4 %	10.7 %	4.8 %	16.1 %	21.4 %	0 %	0 %	10.7 %	100 %

Monthly Spreading

The New World



Travel & Meeting Related line items:

Autosize numerical columns

Section	Line Item	Type of spreading	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	%
✓ Training Fees	Training Fees	As last year	\$1,113	\$3,339	\$2,226	\$0	\$834	\$2,226	\$1,002	\$3,339	\$4,452	\$0	\$0	\$0	\$2,226	\$20,756
✓ Meeting Expenses	Meeting Expenses	As last year	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744	\$16,744
Air Transport	Air Transport	As last year	\$5,375	\$16,125	\$10,750	\$0	\$4,031	\$10,750	\$4,838	\$16,125	\$21,500	\$0	\$0	\$0	\$10,750	\$100,243
Rental Car	Rental Car	As last year	\$2,101	\$6,304	\$4,202	\$0	\$1,616	\$4,202	\$1,616	\$6,304	\$8,405	\$0	\$0	\$0	\$4,202	\$39,188
Auto Expense	Auto Expense	As last year	\$498	\$1,496	\$998	\$0	\$374	\$998	\$449	\$1,496	\$1,996	\$0	\$0	\$0	\$998	\$9,302
Lodging Expense	Lodging Expense	As last year	\$4,113	\$12,339	\$8,226	\$0	\$3,085	\$8,226	\$3,702	\$12,339	\$16,452	\$0	\$0	\$0	\$8,226	\$76,710
Seminars	Seminars	As last year	\$2,399	\$2,399	\$2,399	\$0	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399	\$2,399
Total			\$30,904	\$92,713	\$61,809	\$0	\$23,178	\$61,809	\$27,816	\$92,713	\$123,618	\$0	\$0	\$0	\$61,809	\$576,367
			16.1 %	16.1 %	10.7 %	0 %	4 %	10.7 %	4.8 %	16.1 %	21.4 %	0 %	0 %	0 %	10.7 %	100 %

**You need approval
workflow**



Old World — Approval Process

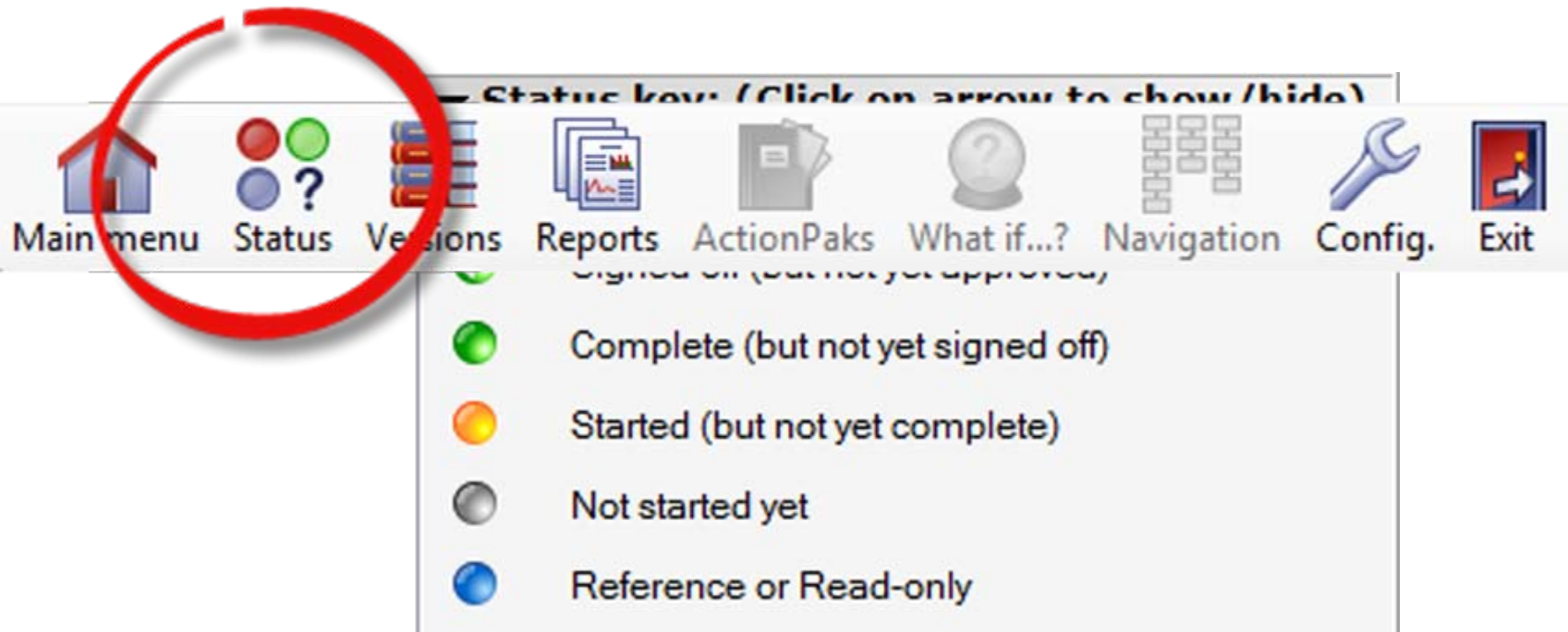


Keys to Success

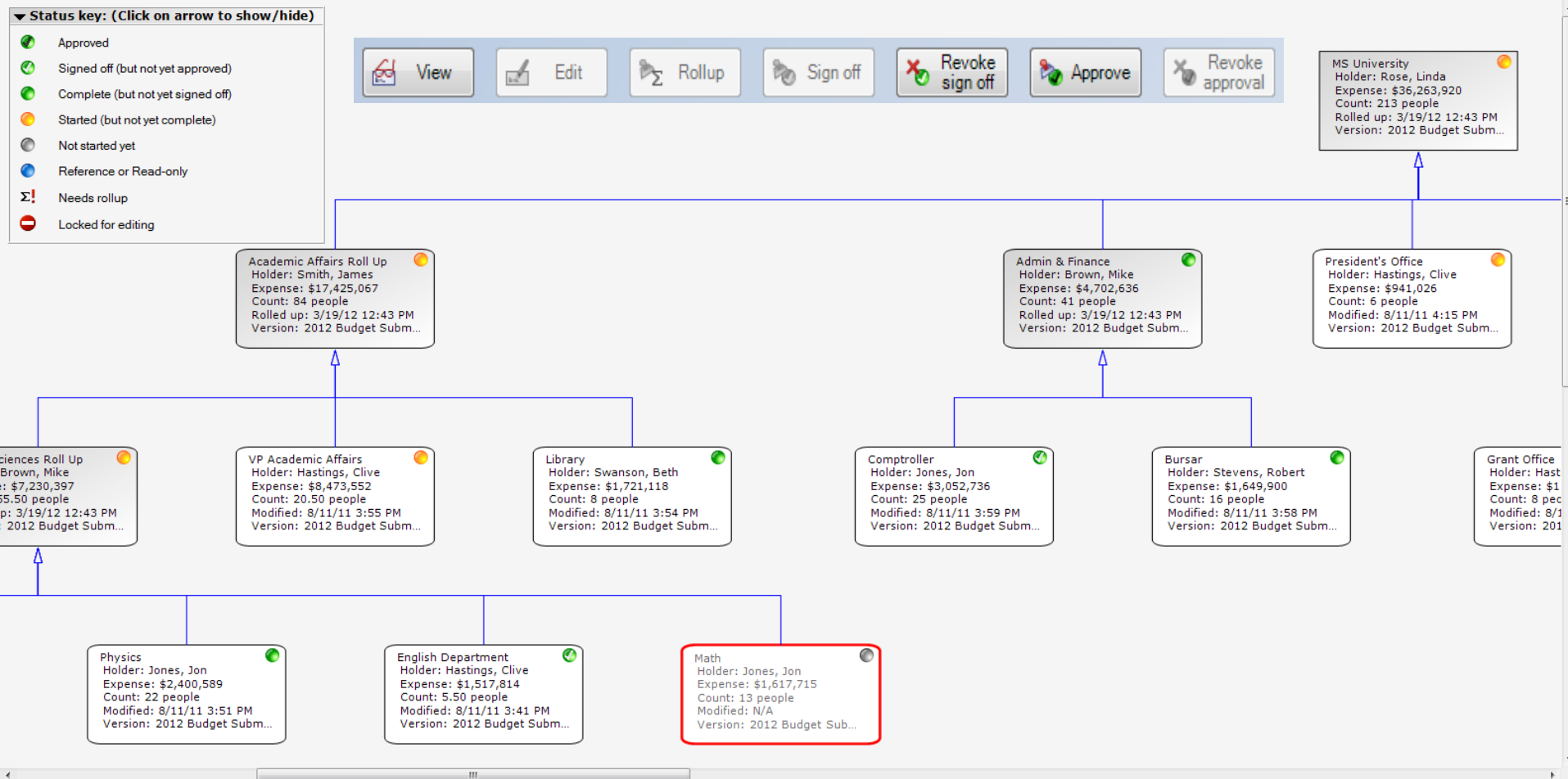
- ✓ **Finance has visibility into where everyone is in the process**
- ✓ **There's a “no doubt about it” approval workflow with operational sign off**



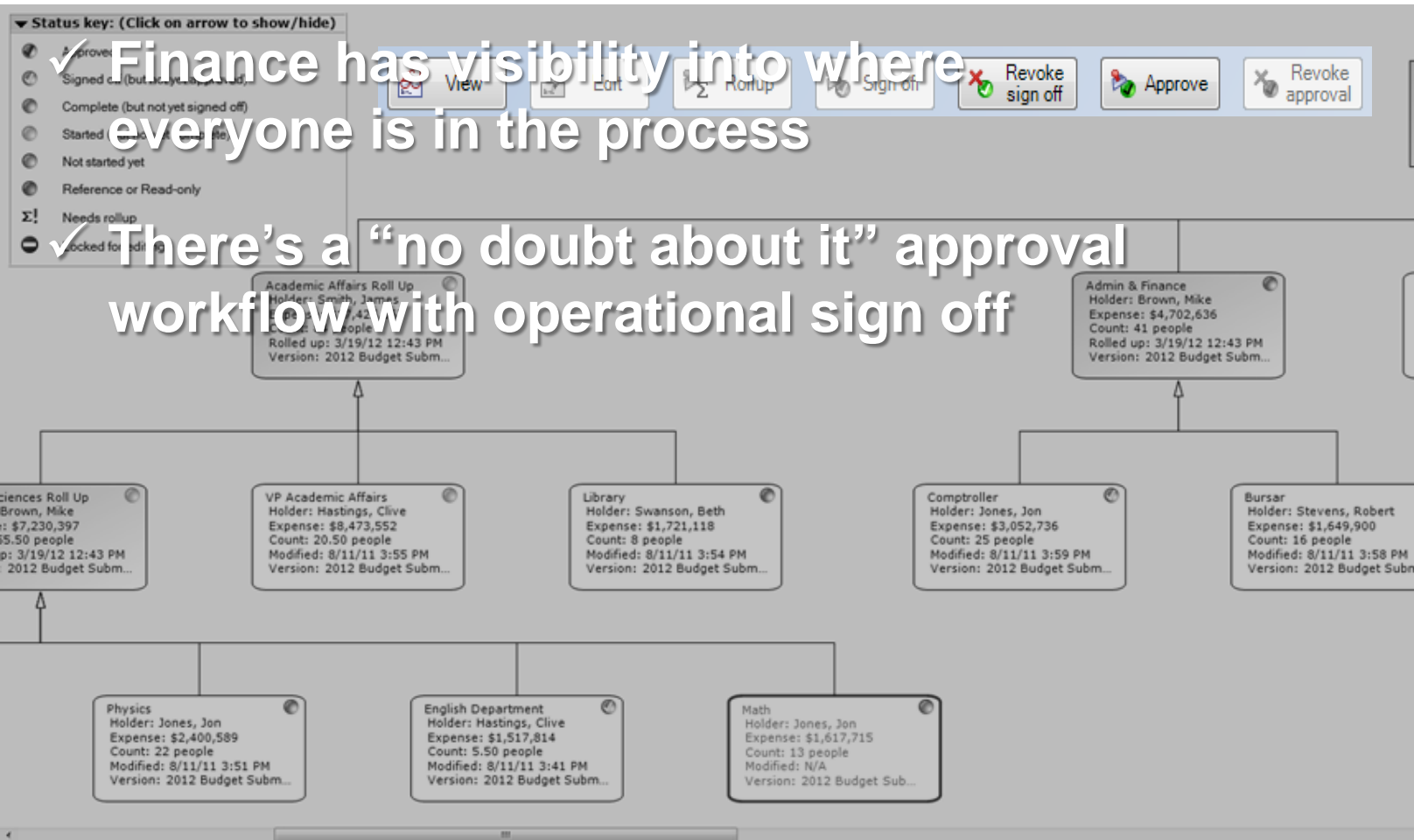
The New World



The New World



The New World



**You need specialized
functionality like salary
planning and asset
planning and reporting**



Old World – Salary Planning

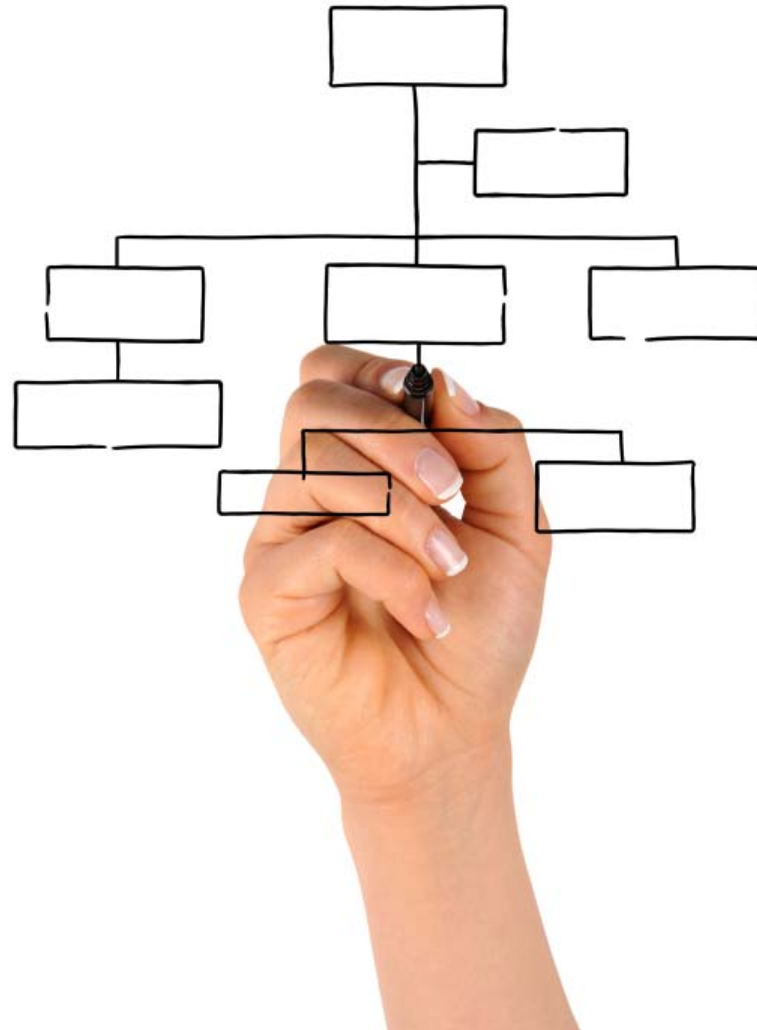
Copy of anon salary [Compatibility Mode] - Microsoft Excel

FY 2012 Personnel Salary Schedule														
7/1/2011 6/30/2012														
estimated salaries 26,73,														
CurrentStatus														
FY 11 Update														
30,267,872														
1,274,311														
84,721														
205,289														
5,671,699														
0.0765														
0.005086														
0.012324														
4540817														
4540818														
4540823														
Total FB														
Break														
Department	Name	ACTUAL ANNUAL PAY RATE AS OF 11/14/2011	Employee Class	PAY GRADE	GRADE MINIMUM	GRADE MIDPOINT	GRADE MAXIMUM	FY 12 Merit Date	FY 12 Budgeted Salary	FICA	SUTA	Worker's Comp	Total Fringe Benefits	zz
Executive Office	Martha Coomb	139,090	FT					01/00/00	141,590	10,832	720	1,745	19,105	
Executive Office	Dell Rya	35,443	FT	12	27,789	35,443	43,098	11/05/08	40,143	3,071	204	495	8,777	
Executive Office	Mark Jones	41,101	FT	11	26,541	33,821	41,101	03/06/09	42,454	3,248	216	523	8,994	
Human Resources	Sal Messt	70,782	FT	28	53,518	68,234	82,950	06/01/09	79,877	6,111	406	984	18,864	
Human Resources	Charlie Jones	64,501	FT	21	41,642	53,071	64,501	04/14/09	66,624	5,097	339	821	11,102	
Human Resources	Rita Mae	39,146	FT	10	25,251	32,198	39,146	08/04/09	40,434	3,093	206	498	4,313	
Human Resources	Bob Coyl		PT	10	25,251	32,198	39,146	07/29/08	0	0	0	0	0	
Human Resources	Frank Jones	62,0	FT	21	41,642	53,071	64,501	05/10/09	64,501	4,934	328	795	11,064	
Communications and Marketing	Marthe Ray	39,146	FT	10	25,251	32,198	39,146	10/13/08	40,434	3,093	206	498	8,804	
Communications and Marketing	Dean Tie	77,0	FT	26	49,712	63,378	77,043	12/18/08	79,578	6,088	405	981	12,984	
Communications and Marketing	Burt Alls	46,0	FT	16	33,654	42,910	52,166	03/10/09	50,964	3,899	259	628	9,793	
Communications and Marketing	Martha Coomb	35,000	FT	12	27,789	35,443	43,098	11/19/08	39,638	3,032	202	489	8,567	
Budget & Compliance	Dell Rya	0	FT	0	0	0	35,214	09/01/09	31,000	1,186	79	191	7,006	
Communications and Marketing	Mark Jones	0	FT	0	0	0	35,214	09/01/09	31,000	1,186	79	191	7,006	
Administrative Services	Sal Messt	63,274	FT	26	49,712	63,378	77,043	07/29/08	74,390	3,414	227	550	9,191	
Administrative Services	Charlie Jones	63,274	FT	26	49,712	63,378	77,043	07/29/08	74,390	3,414	227	550	9,191	
Administrative Services	Rita Mae	61,984	FT	24	46,304	59,015	71,885	12/08/08	71,073					
Administrative Services	Bob Coyl	40,040	FT	20	40,040	52,026	62,026	02/19/09	49,128					
Administrative Services	Frank Jones	38,480	FT	13	29,078	37,065	45,051	09/22/08	44,646					
Administrative Services	Marthe Ray	43,888	FT	13	29,078	37,065	45,051	10/06/08	47,942					
Administrative Services	Dean Tie	30,160	FT	10	25,251	32,198	39,146	07/01/08	34,990					
Administrative Services	Burt Alls	28,964	FT	08	22,714	28,964	35,214	00/00/00	32,440					
Administrative Services	Martha Coomb	43,098	FT	12	27,789	35,443	43,098	07/01/08	44,515					
Administrative Services	Dell Rya	22,880	FT	05	18,886	24,076	29,266	08/06/08	26,373					
Administrative Services	Mark Jones	29,266	FT	05	18,886	24,076	29,266	05/11/09	30,229					
Administrative Services	Sal Messt	19,760	FT	05	18,886	24,076	29,266	02/04/09	23,856					
Finance	Charlie Jones	52,166	FT	16	33,654	42,910	52,166	07/01/08	53,883					
Finance	Rita Mae	39,146	FT	10	25,251	32,198	39,146	03/21/09	40,434					
Finance	Bob Coyl	59,592	FT	19	38,438	49,015	59,592	01/28/09	61,553					
Finance	Frank Jones	40,082	FT	12	27,789	35,443	43,098	12/01/08	43,741					
Finance	Marthe Ray	52,166	FT	16	33,654	42,910	52,166	10/09/08	53,883					
Finance	Dean Tie	-	FT	26	49,712	63,378	77,043	05/01/09	65,494					
Finance	Burt Alls	79,082	FT	28	53,518	68,234	82,950	01/01/09	89,306					

WIKES!

60

Old World – Salary Planning

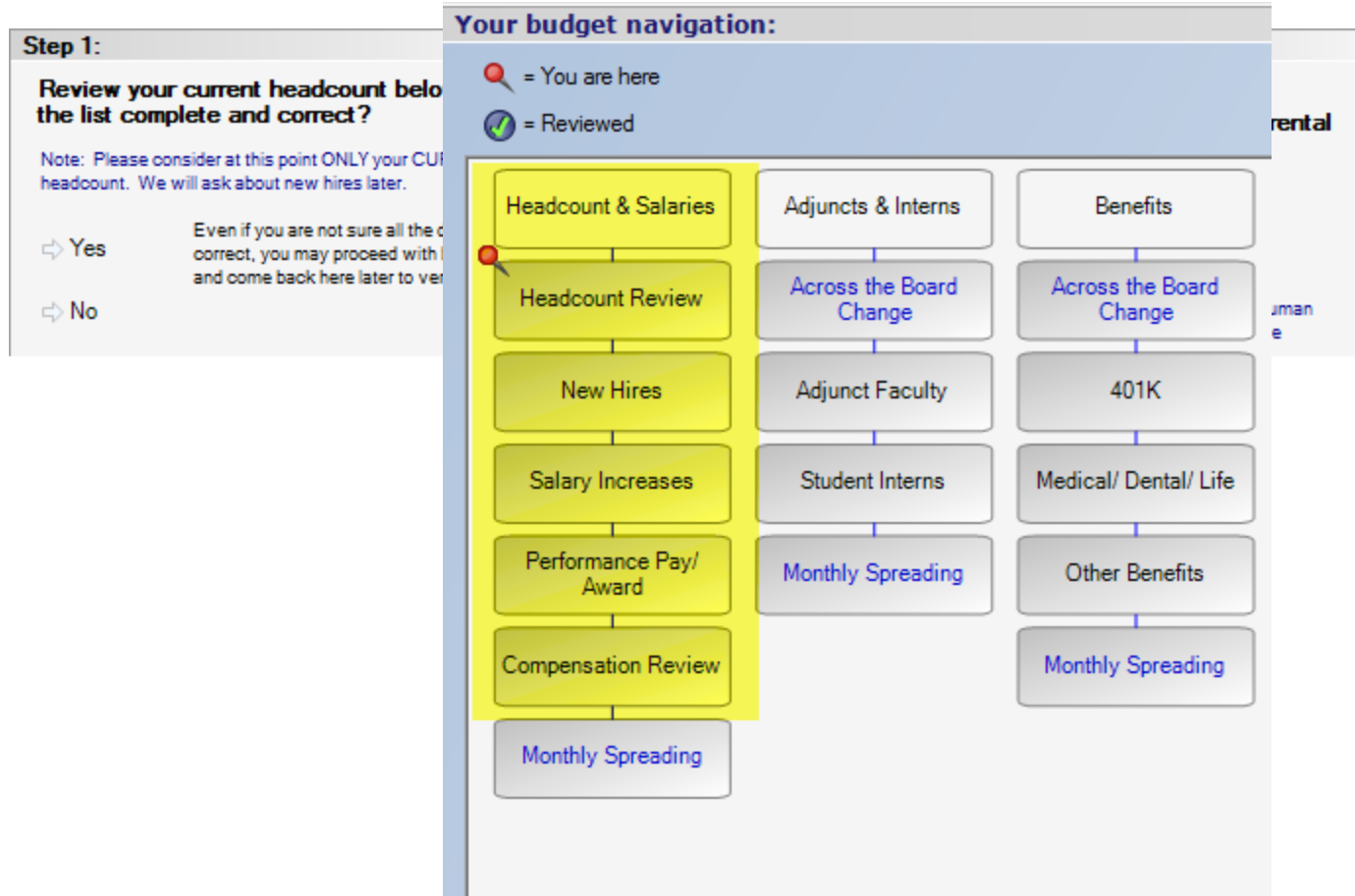


Keys to Success

- ✓ **Security, security, security**
- ✓ **Make the complex look simple, so even non-finance trained managers can budget for people related costs.**



The New World



The New World

Please review and answer the questions step by step. You can always come back later and change your answers.

Step 1:
Review your current headcount below. Is the list complete and correct?
Note: Please consider at this point ONLY your CURRENT headcount. We will ask about new hires later.
☒ Yes Even if you are not sure all the details are correct, you may proceed with budgeting and come back here later to verify.
☐ No

Step 2:
Are any of your current headcount going to be leaving permanently, for any reason?
☒ Yes Designate the departure date(s) below.
☐ No
All terminations must be reviewed with Human Resources

Step 3:
Are any of your current headcount going on parental leave?
☐ Yes
☒ No
Please discuss with your Human Resource representative

Current employees as of 8/15/2011

Name	Headcount / FTE	Title	Permanent departure			Employee notes
			Departure date	Current salary	Est. impact on budget	
Apple, Michael	1.000	Proff- Position #12369	11/1/2012	\$81,353	(\$64,726)	Retiring
Chu, David	1.000	Proff- Position #12366		\$192,000	\$0	
Chu, Maureen	1.000	Sr. Supervisor- Position #12363		\$49,500	\$0	
Green, David	1.000	Proff- Position #12376		\$177,760	\$0	
Grey, Robert	1.000	Legal Director- Position #12373		\$176,000	\$0	
Jasper, Paul	1.000	Sr. Proff- Position #12370		\$112,750	\$0	
Longview, Luke	0.500	Clerk- Position #12367		\$19,695	\$0	
Mansfield, Charles	1.000	Proff- Position #12364		\$181,333	\$0	
Mansfield, Paul	1.000	Sr. Proff- Position #12377		\$184,500	\$0	
Nieber, Michael	1.000	Proff- Position #12368		\$94,250	\$0	
Tampa, Leslie	0.500	Admin Assitant- Position #12374		\$19,500	\$0	
Tangers, Michael	1.000	Sr. Supervisor- Position #12371		\$69,085	\$0	
To Be, Hired	1.000	Proff- Position #383651		\$88,000	\$0	
To Be, Hired	1.000	Admin- Position #384569		\$45,000	\$0	

☐ Show hire date
 ☒ Show titles
 ☒ Show FTE
 ☐ Show employee notes
 ☐ Show Employee ID

\$1,480,726
(\$64,726)

The New World



The New World





The New World

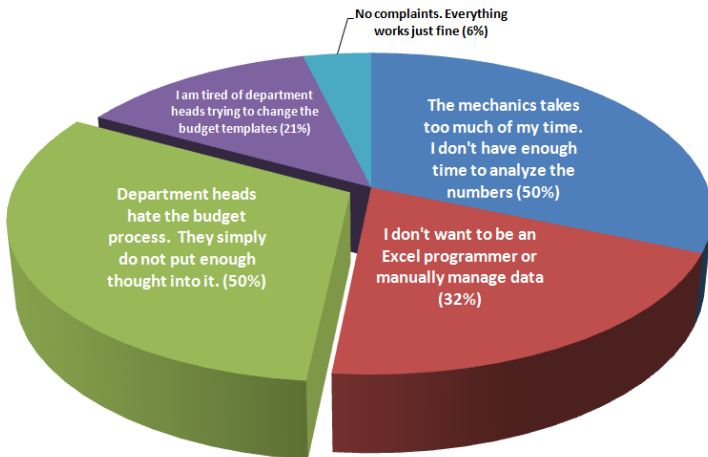


Agenda

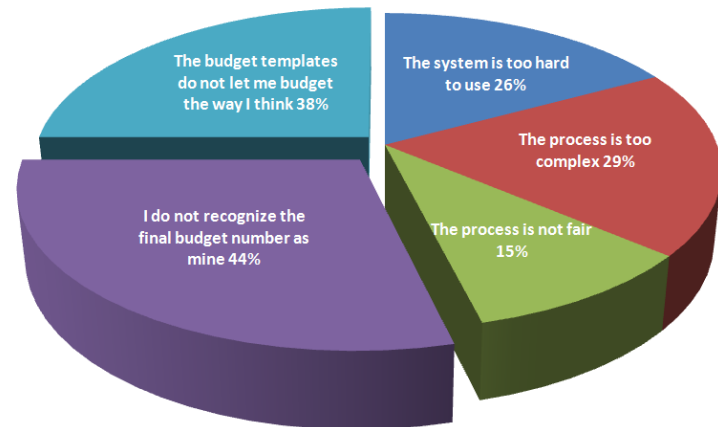
- Who is XLerant, Inc.
- The context of this revolution
- 6 Illustrations of the revolution
- Wrap up/ Q&A

Tie it together

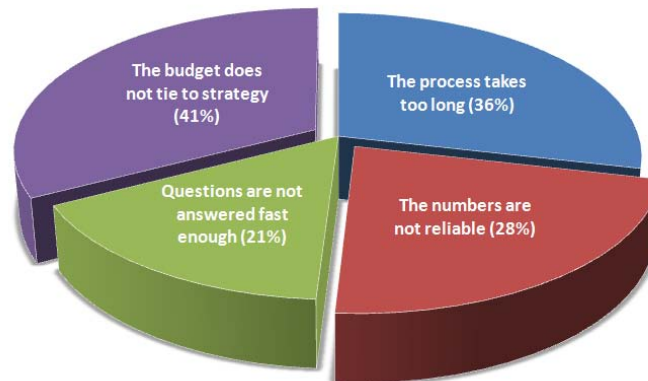
Finance



Dept. Heads



Sr. Management



What we didn't show today...

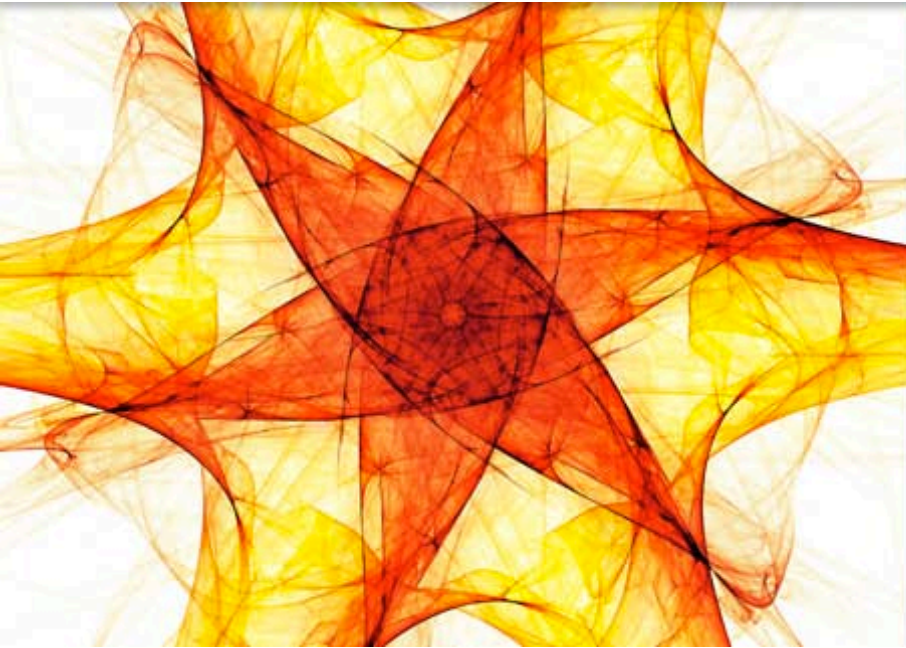
- ✓ **ActionPaks**
- ✓ **Reporting**
- ✓ **Drivers**
- ✓ **Revenue Planning**
- ✓ **Excel Integration**
- ✓ **Data Exchange with other systems**
- ✓ **Practical What-If**
- ✓ **Configuration**
- ✓ **And more**

Take the Next Step



Questions





A Revolution in Corporate Budgeting

Info@XLerant.com

203-883-4380

WWW.XLERANT.COM

