



# 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 Xerant 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



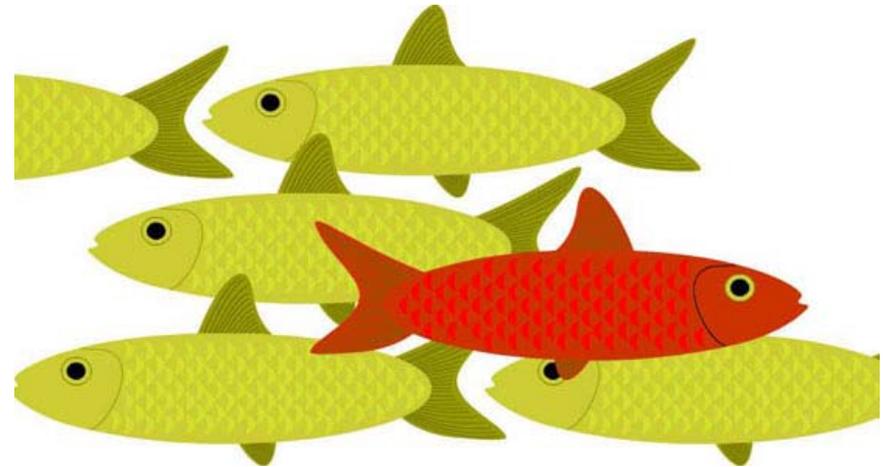
# Agenda

- Who is XLerant, Inc.
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# Revolution?

A radical and pervasive change

A sudden, complete or marked change in something





# paradigm

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

**noun**<sup>1</sup>. *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.”

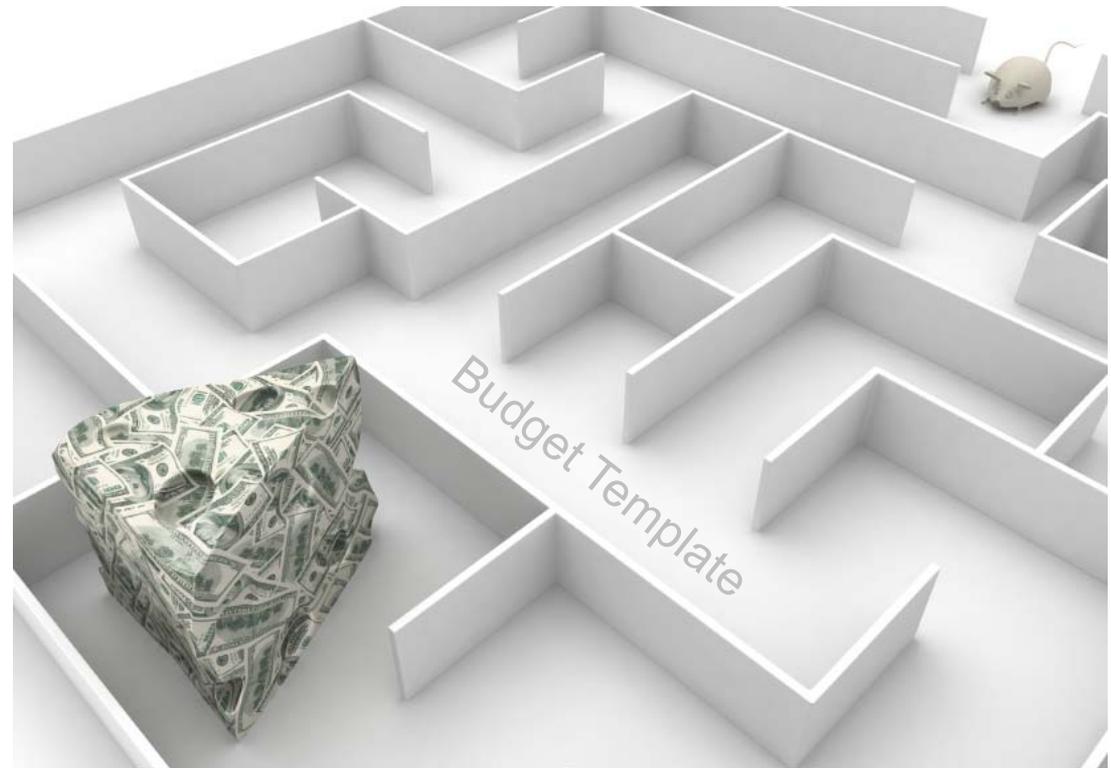
# Challenging the paradigm

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



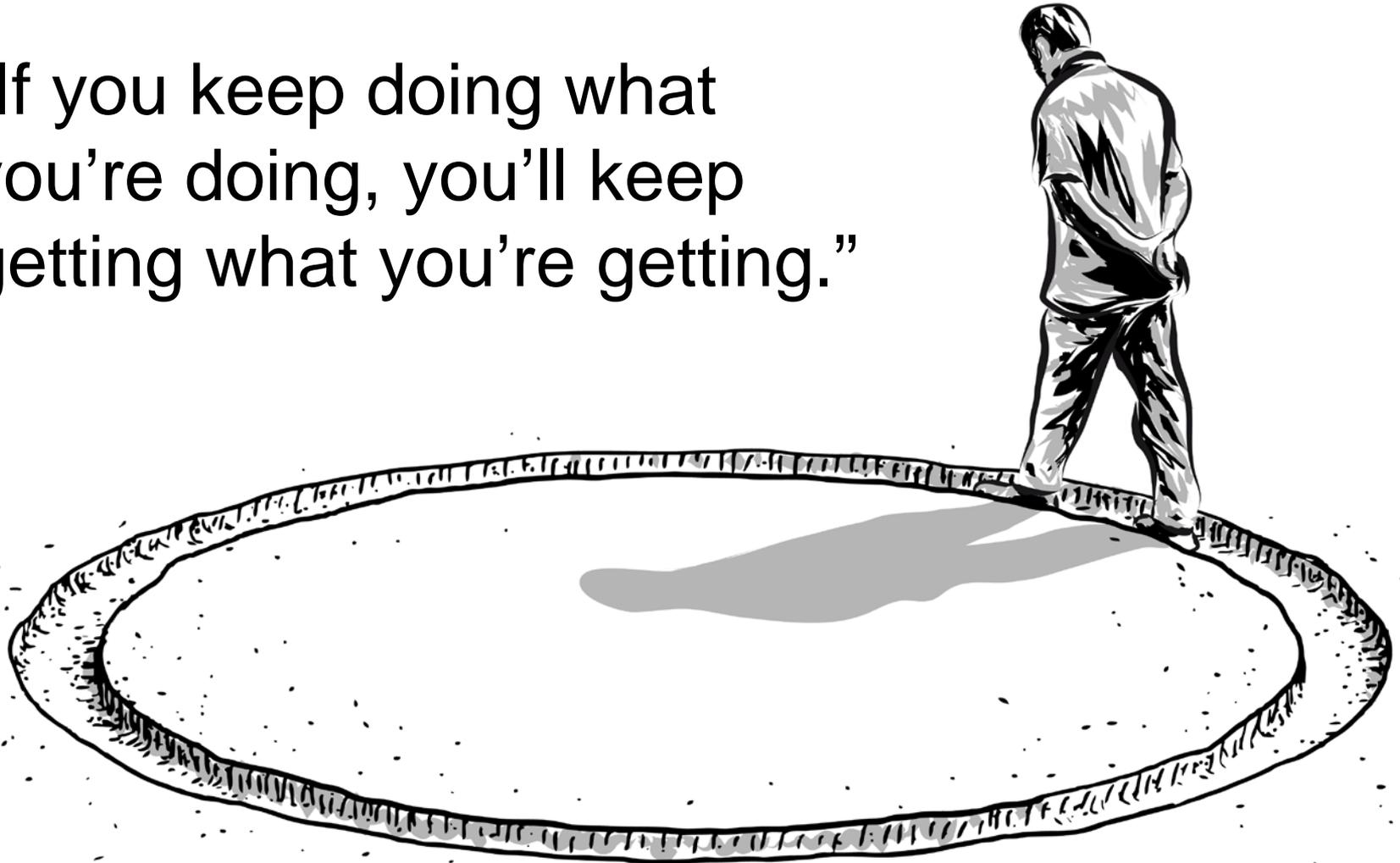
# Challenging the paradigm

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

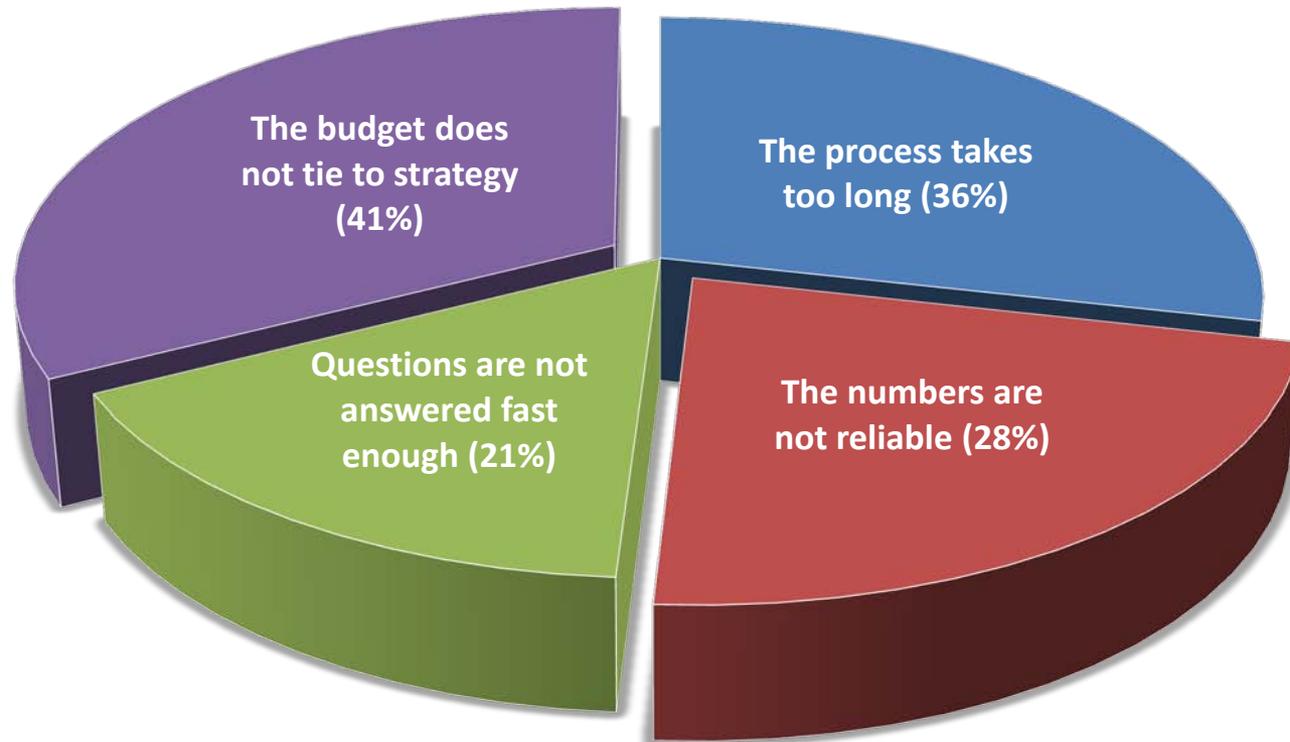


# In Need of Change

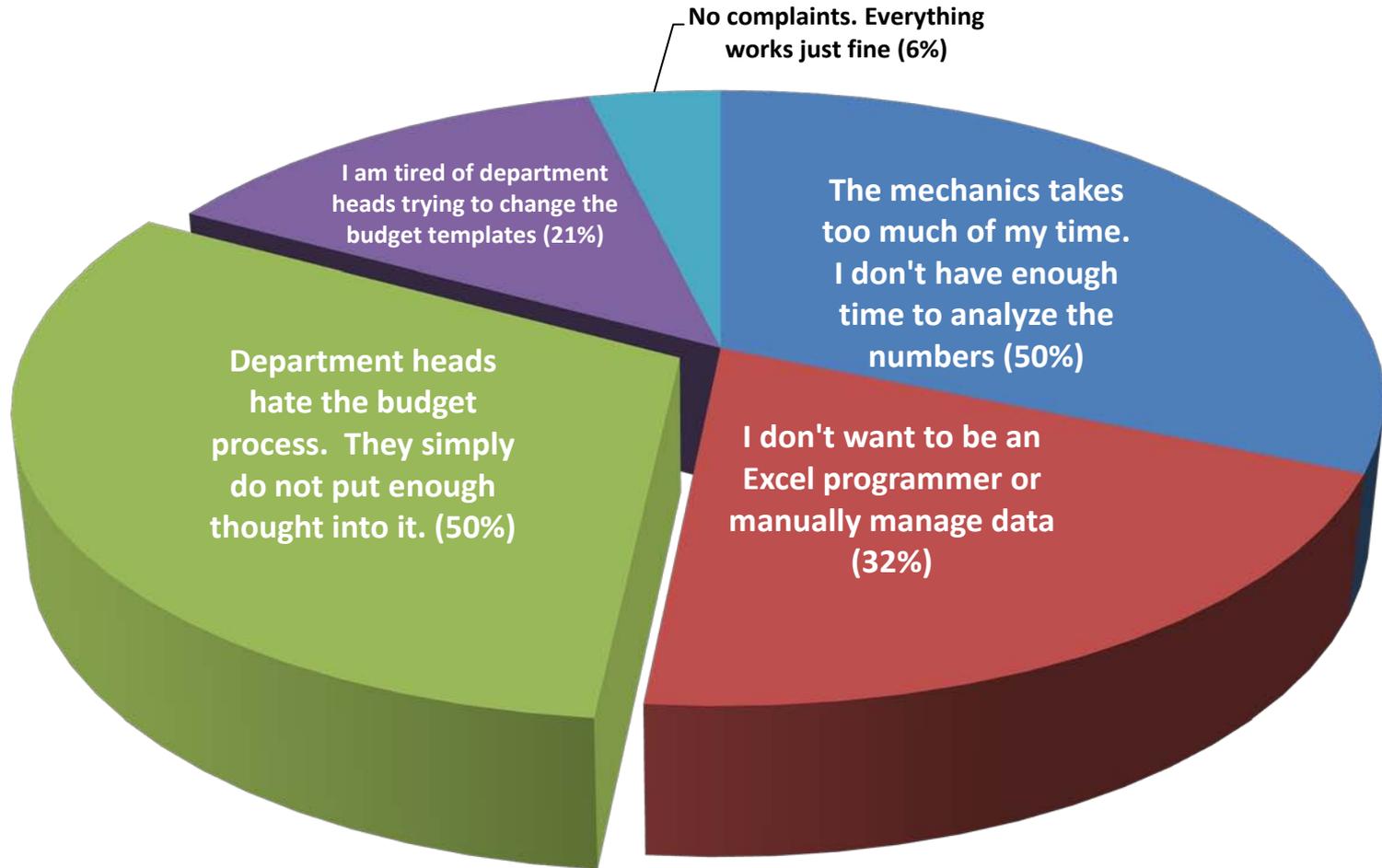
“If you keep doing what you’re doing, you’ll keep getting what you’re getting.”



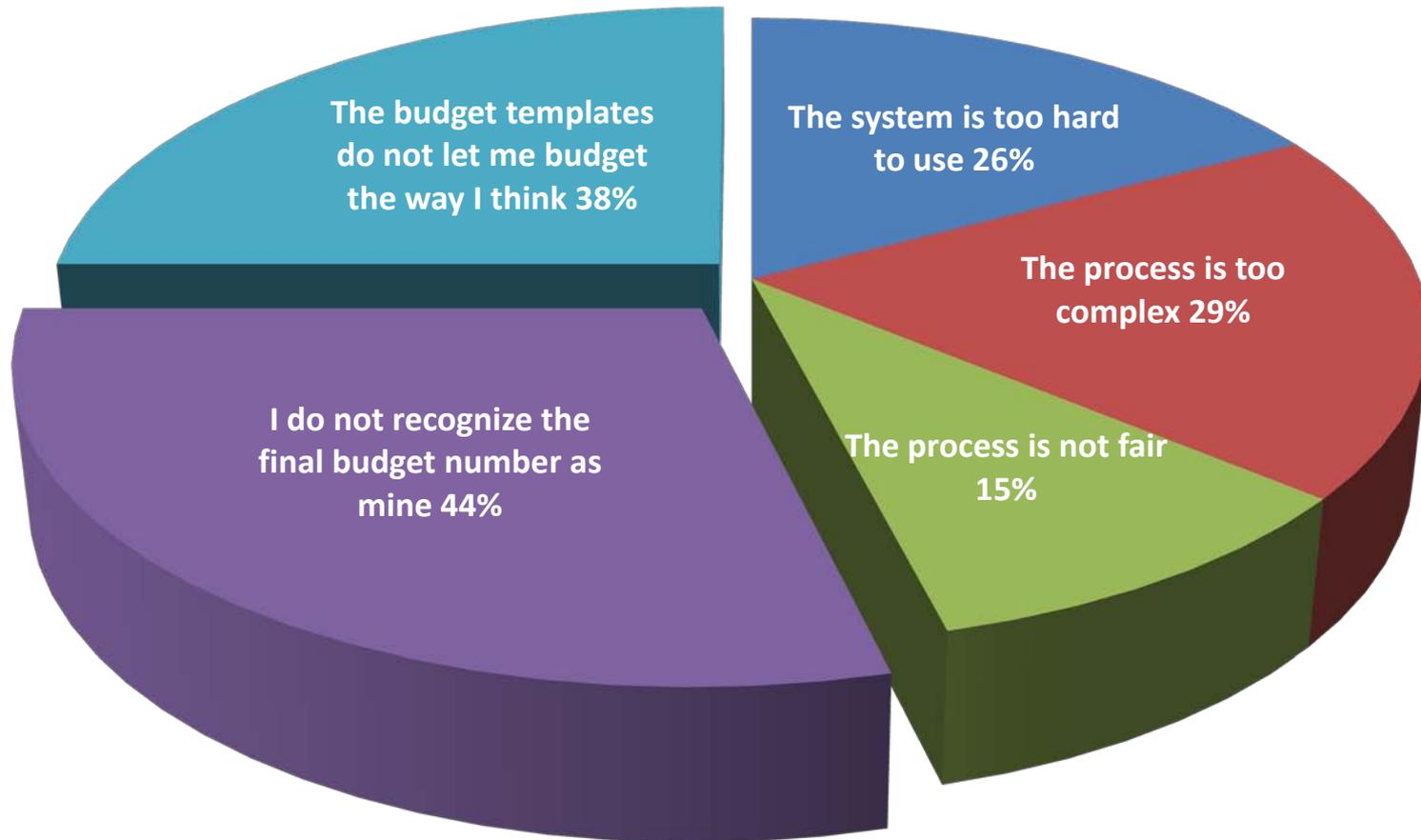
# Survey — Top Complaints of Senior Execs



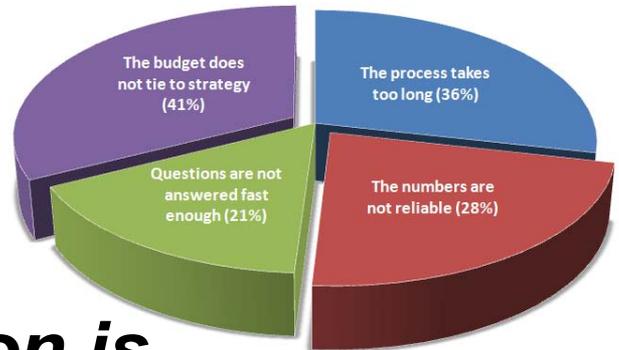
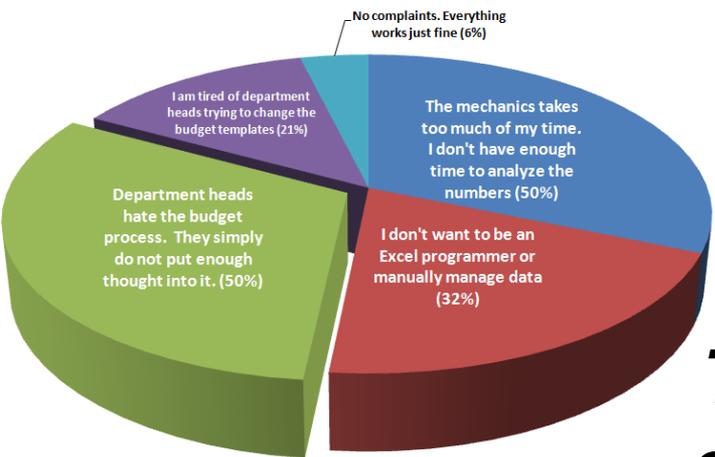
# Survey — Top Complaints of Finance



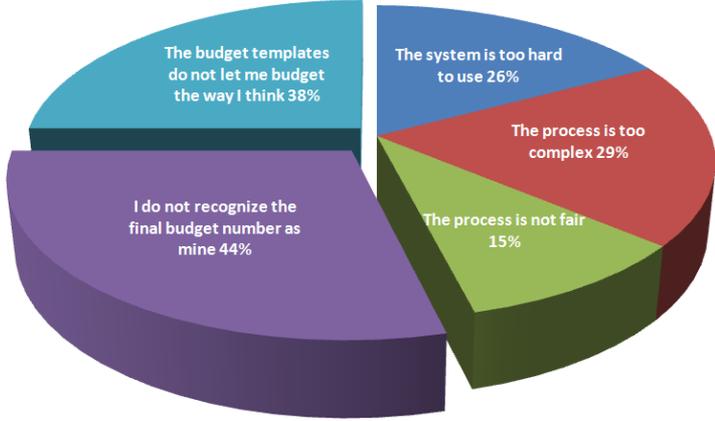
# Survey — Top Complaints of Dept. Heads



# 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...

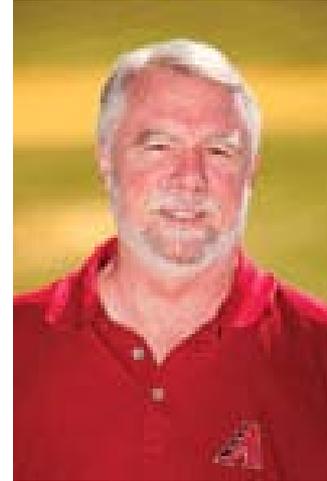
If you keep handing your department heads rigid budget templates in Excel – or a million dollar system that looks like Excel – you'll keep gettin' what you're gettin'.

The screenshot shows an Excel spreadsheet titled 'Salaries - Non Exec FT'. The spreadsheet is a budget template with columns for months from January to December and a 'Total' column. The rows list various budget categories and their corresponding amounts for each month. The total for the entire budget is \$278,098.

Section	Account number	Line Item	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
5	10001	Peppy Cola Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6	10002	Mc Dewey Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	10003	Other Cola Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8	10004	New Product Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10		Income: Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
11		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
12	1001	Salaries - Non Exec FT	\$3,515	\$3,208	\$3,515	\$3,402	\$3,515	\$3,402	\$3,515	\$3,515	\$3,402	\$3,515	\$3,402	\$3,515	\$41,502
13	1002	Salaries - Non Exec FT	\$80,856	\$64,413	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$60,856	\$812,143
14	1000	Salaries - Exec	\$43,227	\$48,438	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$43,227	\$510,158
15	1100	Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
16	1400	Federal Payroll Tax	\$9,645	\$8,422	\$9,601	\$8,600	\$8,857	\$8,558	\$8,843	\$8,513	\$8,642	\$8,718	\$8,088	\$8,163	\$98,149
17	1500	State Payroll Tax	\$3,615	\$3,569	\$3,464	\$2,435	\$1,882	\$846	\$361	\$236	\$236	\$236	\$236	\$236	\$17,655
18	4400	Recruiting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	4421	Allocation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	1300	Medical Benefits - Exec	\$8,645	\$8,080	\$8,645	\$8,368	\$8,645	\$8,368	\$8,645	\$8,645	\$8,368	\$8,645	\$8,368	\$8,645	\$102,071
21	1301	Medical Benefits - Non Exec FT	\$10,328	\$9,662	\$10,328	\$9,995	\$10,328	\$9,995	\$10,328	\$10,328	\$9,995	\$10,328	\$9,995	\$10,328	\$121,041
22	1302	Dental	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$1,331
23	401K	401K	\$1,387	\$1,288	\$1,387	\$1,342	\$1,387	\$1,342	\$1,387	\$1,342	\$1,387	\$1,342	\$1,387	\$1,342	\$16,378
24	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
25	1400	Expensed Equipment Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
26	9000	Expiring Depreciation	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
27	9001	New Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	9002	New Leases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
29	Alloca4	Allocations From IT	\$108,704	\$192,282	\$154,887	\$81,020	\$104,311	\$103,830	\$109,150	\$196,789	\$236,134	\$71,320	\$68,980	\$154,240	\$1,648,987
30		Expense: Non-Discretionary total	\$278,098	\$333,326	\$306,816	\$226,543	\$252,284	\$256,199	\$266,199	\$343,384	\$326,666	\$216,126	\$268,765	\$296,466	\$3,391,055
31	1000	Other Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
32	4500	Temp Help	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
33	4300	Consulting Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34	4350	Other Advisory Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	4800	Messenger/Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36	4700	Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
37	5000	Photography	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
38	5100	Printing Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
39	5200	Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
40	8800	Training Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	8000	Meeting Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	9100	Air Transportation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

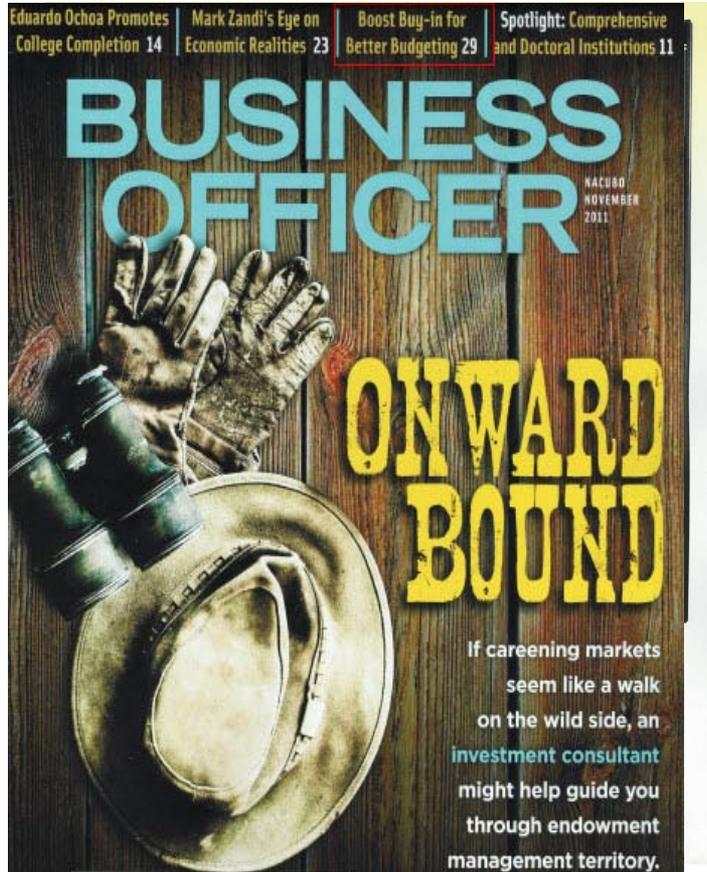
# Lessons from TurboTax

- ✓ **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.
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## 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



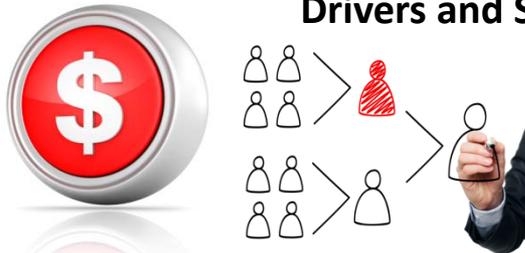
Budget Database



Departmental Managers



Security



Salary Planning



Departmental Initiatives



Asset Planning



Reports

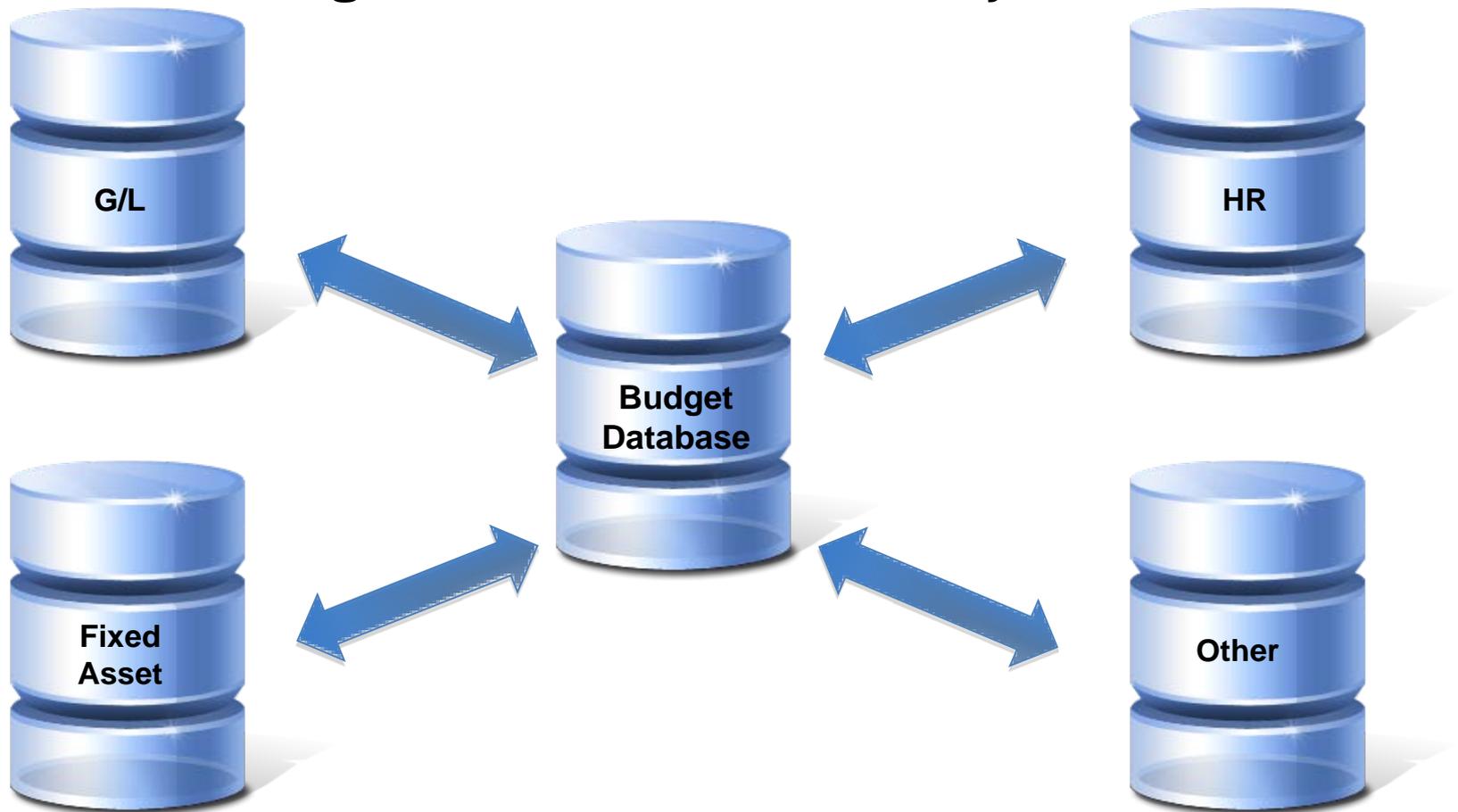


Approval Process



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



Versions



Asset Planning



Reports



Approval Process

**You need user navigation  
or a BudgetMap**



# Old World

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

Home Insert Page Layout Formulas Data Review View Developer Acrobat Xlerant

Microsoft Sans 9 A A

General

Normal Bad Good Neutral Calculation

Check Cell Explanatory Input Linked Cell Note

U53

Do not delete or modify this row or hidden rows. They are required to import this data back into BudgetPak.

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
22	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	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	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	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	4600-100	Messenger/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	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	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	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	8100-100	Air Transportation	As last year	\$385	\$1,155	\$770	\$0	\$288	\$770	\$346	\$1,155	\$161	\$0	\$0	\$770	\$5,800
31	8200-100	Rental Car	As last year	\$67	\$186	\$124	\$0	\$46	\$124	\$56	\$186	\$249	\$0	\$0	\$124	\$1,161
32	8300-100	Auto Expense - Travel	As last year	\$0	\$249	\$166	\$0	\$582	\$166	\$166	\$249	\$249	\$0	\$0	\$166	\$1,996
33	8400-100	Lodging Expense	As last year	\$0	\$0	\$452	\$0	\$0	\$543	\$0	\$136	\$0	\$181	\$27	\$0	\$1,339
34	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	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	8700-100	Misc Expenses	As last year	\$214	\$642	\$427	\$0	\$161	\$427	\$193	\$642	\$856	\$0	\$0	\$427	\$3,991
37	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	8300-555	Auto Expense - Innovation	Evenly	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$500
39	8400-555	Lodging Expense - Innovation Fund	By days per month	\$68	\$68	\$66	\$68	\$66	\$68	\$61	\$68	\$66	\$68	\$66	\$68	\$800
40	8100-100	Air Transportation	Evenly	\$0	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000
41	8200-100	Rental car	Evenly	\$0	\$0	\$0	\$0	\$0	\$240	\$0	\$0	\$0	\$0	\$0	\$0	\$240
42	8400-100	Lodging Expense	Evenly	\$0	\$0	\$0	\$0	\$0	\$800	\$0	\$0	\$0	\$0	\$0	\$0	\$800
43	8500-100	Seminar Fees	Evenly	\$0	\$0	\$0	\$0	\$0	\$3,500	\$0	\$0	\$0	\$0	\$0	\$0	\$3,500
44		<b>Discretionary total</b>		<b>\$45,086</b>	<b>\$32,968</b>	<b>\$26,869</b>	<b>\$2,763</b>	<b>\$18,755</b>	<b>\$24,075</b>	<b>\$8,744</b>	<b>\$22,520</b>	<b>\$29,621</b>	<b>\$5,079</b>	<b>\$4,930</b>	<b>\$17,988</b>	<b>\$239,396</b>
45		<b>Total</b>		<b>\$214,088</b>	<b>\$228,839</b>	<b>\$181,889</b>	<b>\$161,818</b>	<b>\$172,461</b>	<b>\$181,549</b>	<b>\$154,845</b>	<b>\$155,279</b>	<b>\$175,722</b>	<b>\$161,417</b>	<b>\$156,473</b>	<b>\$164,908</b>	<b>\$2,109,289</b>
46				<b>10.1 %</b>	<b>10.8 %</b>	<b>8.6 %</b>	<b>7.7 %</b>	<b>8.2 %</b>	<b>8.6 %</b>	<b>7.3 %</b>	<b>7.4 %</b>	<b>8.3 %</b>	<b>7.7 %</b>	<b>7.4 %</b>	<b>7.8 %</b>	<b>100. %</b>
50	Do not delete or modify this row or hidden rows.															
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.**



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

## Your budget navigation:

📍 = You are here  
 🟢 = Reviewed

Show ALL sections

View/edit drivers

Across the Board - All line items

Spreading - All line items

Headcount & Salaries	Adjuncts & Interns	Benefits	Occupancy Related	Professional Fees	Travel & Meeting Related	Other Expenses	Special Funds	PCs, Laptops and Other Assets
Headcount Review	Across the Board Change	Across the Board Change	Across the Board Change	New Assets				
New Hires	Adjunct Faculty	401K	Rent	Messenger/Postage	Training Fees	Dues & Subscriptions	Innovation Fund	Lease/depr. summary
Salary Increases	Student Interns	Medical/ Dental/ Life	Phone	Other Professional Fees	Seminar Fees	Miscellaneous Expenses	Monthly Spreading	Monthly Spreading
Performance Pay/ Award	Monthly Spreading	Other Benefits	Monthly Spreading	Monthly Spreading	Air Transportation	Monthly Spreading		
Compensation Review		Monthly Spreading			Rental Car			
Monthly Spreading					Auto Expense			
					Lodging Expense			
					Meeting Expense			
					Monthly Spreading			

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

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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
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
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
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
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
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
Rental Car	8200-100	Rental car	As last year	\$67	\$186	\$124	\$0	\$46	\$124	\$56	\$186	\$249	\$0	\$0	\$124	\$1,161
Auto Expense	8300-100	Auto Expense - Travel	As last year	\$0	\$249	\$166	\$0	\$582	\$166	\$166	\$249	\$249	\$0	\$0	\$166	\$1,996
Lodging Expense	8400-100	Lodging Expense	As last year	\$0	\$0	\$452	\$0	\$0	\$543	\$0	\$136	\$0	\$181	\$27	\$0	\$1,339
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
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
Miscellaneous Expenses	8700-100	Misc Expenses	As last year	\$214	\$642	\$427	\$0	\$161	\$427	\$193	\$642	\$856	\$0	\$0	\$427	\$3,991
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%	100.0%

Do not delete or modify this row or hidden rows.

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

**Your budget navigation:**

- = You are here
- = Reviewed

Show ALL sections

View/edit drivers

Across the Board - All line items

1234 Spreading - All line items





**Your budget navigation:**

- ✓ You are here
- ✓ Reviewed
- SHOW ALL sections
- new drivers
- Across the Board - All line items

Headcount & Salaries	Adjuncts & Interns	Benefits	Occupancy Related	Professional Fees	Travel & Meeting Related	Other Expenses	Special Funds	PC
Headcount Review	Across the Board Change	Across the Board Change	Across the Board Change	New Assets				
New Hires	Adjunct Salary	Adjunct Salary	Innovation Fund	Lease/depr. summary				
Salary Increases	Performance Pay	Medical	Other Professional Fees	Other Professional Fees	Other Professional Fees	Miscellaneous Expenses	Monthly Spreading	Monthly Spreading
Performance Pay/Award	Performance Pay	Other Professional Fees	Monthly Spreading	Airfare	Monthly Spreading	Monthly Spreading		
Compensation Review	Monthly Spreading	Monthly Spreading						
Monthly Spreading				Auto Expense				
				Monthly Spreading				

✓ 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

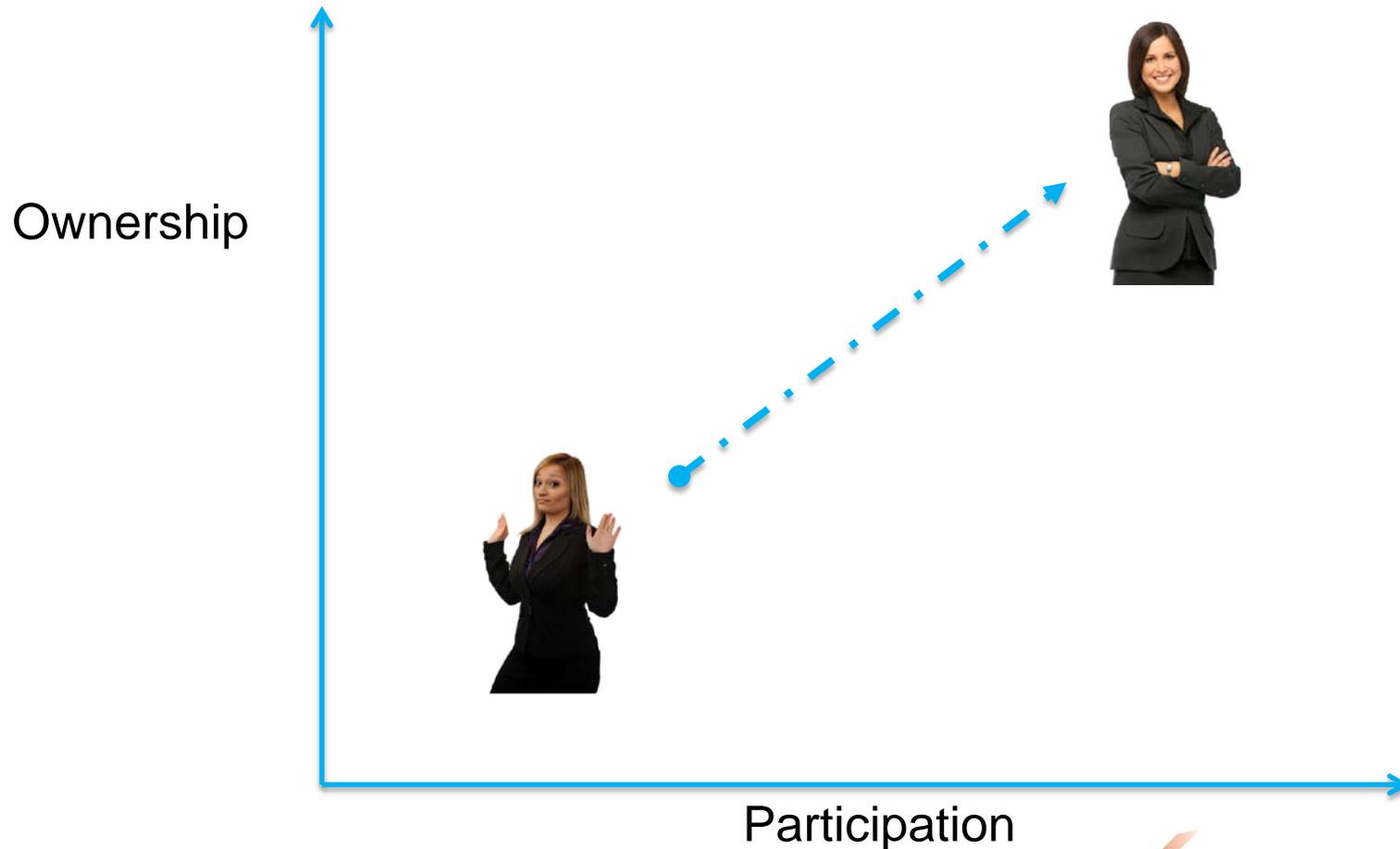


**“Let your users decide”**



# Why Participation Matters

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



- ✓ **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**

✓ **Eliminate or minimize the need for users to write formulas (and all the headaches that follow)**

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

Forecast annual amount: \$482,550

Enter your percent increase/decrease here: 3.62% \$17,450

2012 Draft 2 annual amount: \$500,000

Your budgeted headcount: 17.75 As of 12/31/2012

Enter your annual amount per head here: \$28,169.01

This year's annual budget: \$500,000

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

**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

The screenshot shows the Microsoft Excel interface. The formula bar at the top displays the formula  $=SR\$32/12$ . Below the formula bar, there is a warning message: "Do not delete or modify this row or hidden rows. They are required." To the right of this message, it says "Version: 2012 Draft 2", "Unit: 200: Marketing", and "Exported 3/6/2012 8:28 AM". The main data table has columns for months from January to July and rows for various categories like Temporary Help, Consulting, etc.

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

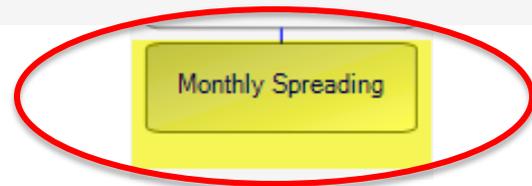
- ➔ Based on 2010 Actuals monthly amounts (RECOMMENDED)
- ⇨ Spread evenly throughout the year
- ⇨ Spread based on the number of days in a month
- ⇨ Do not do automated spreading

Travel & Meeting

### 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
	<b>Total</b>		<b>\$30,904</b>	<b>\$92,713</b>	<b>\$61,809</b>	<b>\$0</b>	<b>\$23,178</b>	<b>\$61,809</b>	<b>\$27,816</b>	<b>\$92,713</b>	<b>\$123,618</b>	<b>\$0</b>	<b>\$0</b>	<b>\$61,809</b>	<b>\$576,367</b>
			5.4 %	16.1 %	10.7 %	0 %	4 %	10.7 %	4.8 %	16.1 %	21.4 %	0 %	0 %	10.7 %	100 %



# 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	YTD %
✓	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 Fees	As last year	\$16,442	\$12,339	\$8,226	\$0	\$1,002	\$12,339	\$14,652	\$16,442	\$66,015	\$0	\$0	\$0	\$33,008	\$307,798
	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	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 Expen	As last year	\$498	\$1,496	\$998	\$0	\$374	\$998	\$449	\$1,496	\$1,996	\$0	\$0	\$0	\$998	\$9,302
	Lodging Ex	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	As last year	\$2,399	\$2,399	\$2,399	\$0	\$833	\$2,399	\$1,002	\$3,599	\$4,798	\$0	\$0	\$0	\$2,399	\$22,372
	<b>Total</b>		<b>\$30,904</b>	<b>\$92,713</b>	<b>\$61,809</b>	<b>\$0</b>	<b>\$23,178</b>	<b>\$61,809</b>	<b>\$27,816</b>	<b>\$92,713</b>	<b>\$123,618</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$61,809</b>	<b>\$576,367</b>
			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

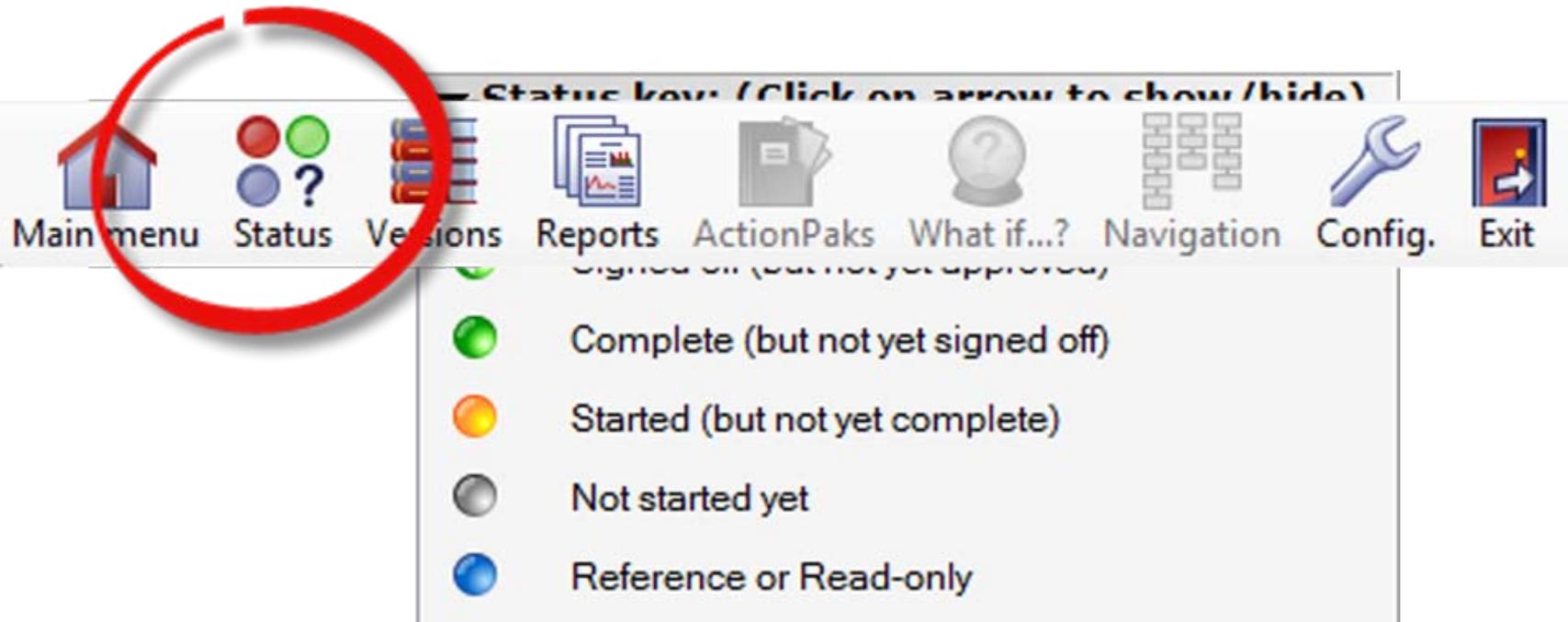


# Keys to Success

- ✓ **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

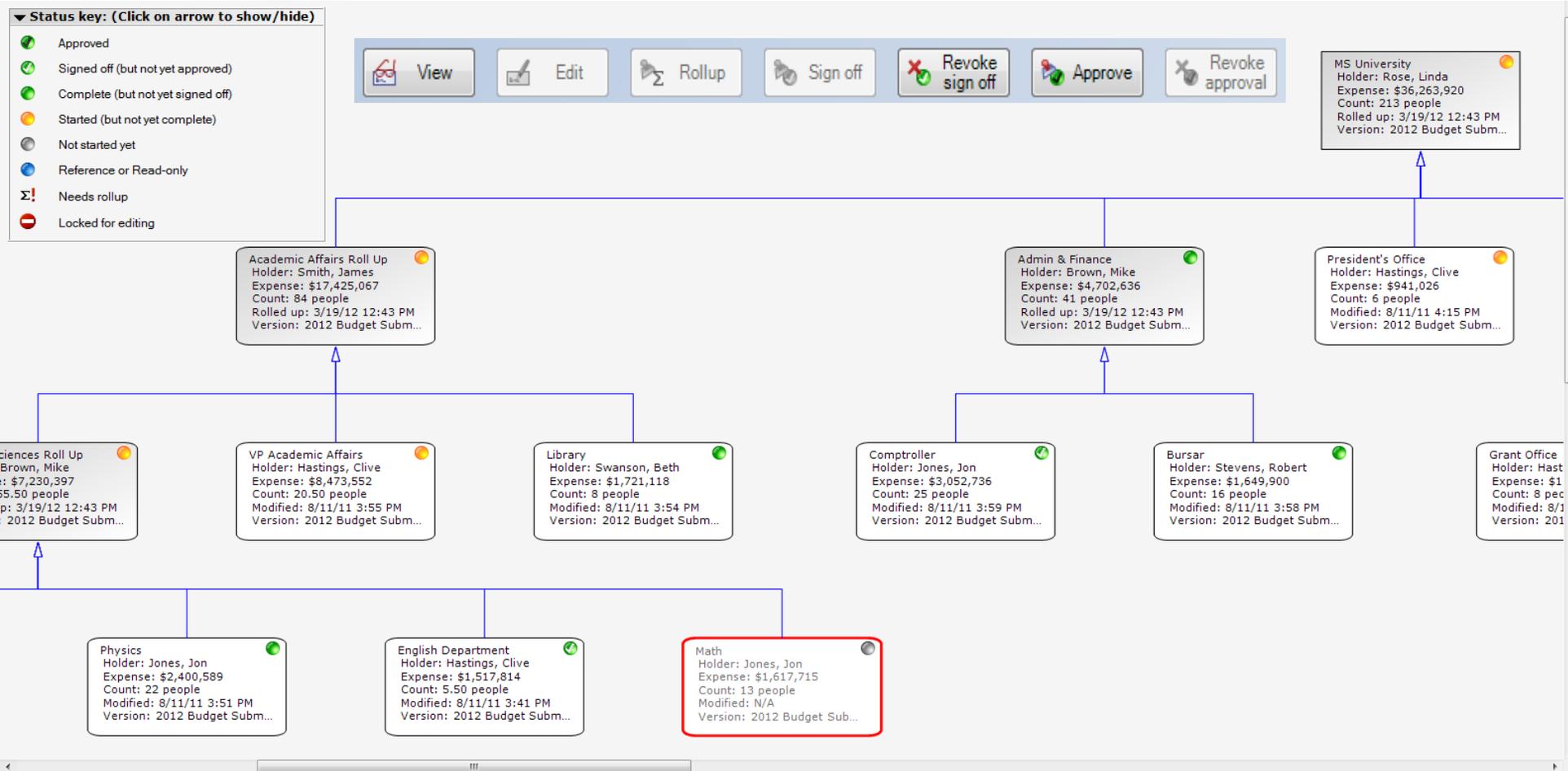


— Status key: (Click on arrow to show/hide)

Main menu Status Versions Reports ActionPaks What if...? Navigation Config. Exit

- Signed on (but not yet approved)
- Complete (but not yet signed off)
- Started (but not yet complete)
- Not started yet
- Reference or Read-only

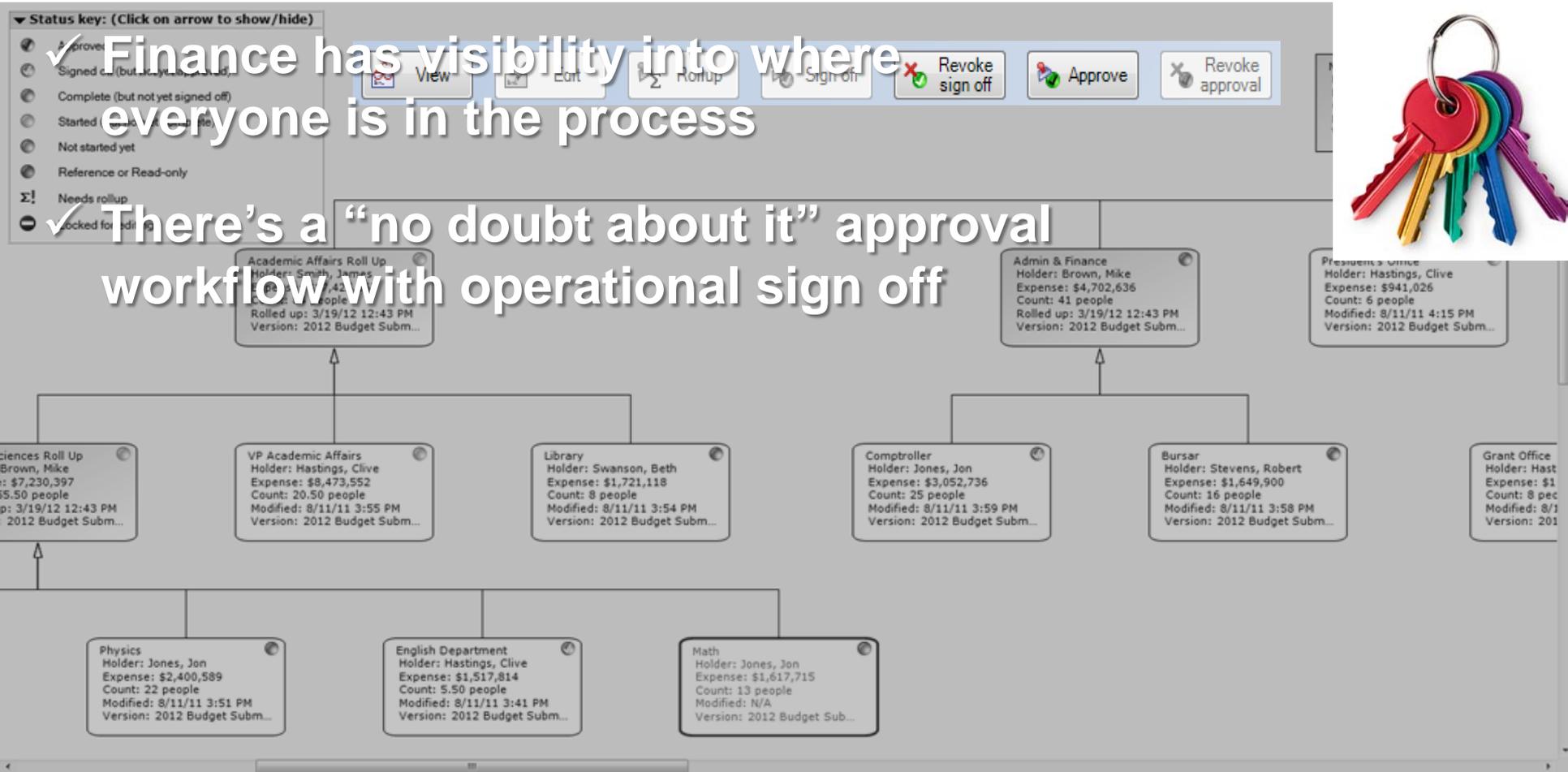
# The New World



# The New World

✓ Finance has visibility into where everyone is in the process

✓ There's a "no doubt about it" approval workflow with operational sign off



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



# Old World – Salary Planning

Copy of anon salary [Compatibility Mode] - Microsoft Excel

Home Insert Page Layout Formulas Data Review View Developer Acrobat Xlerant

Georgia 9 A A

General

Normal\_0721 Normal\_Revis... Normal Bad Good

Neutral Calculation Check Cell Explanatory... Input

A10 fx

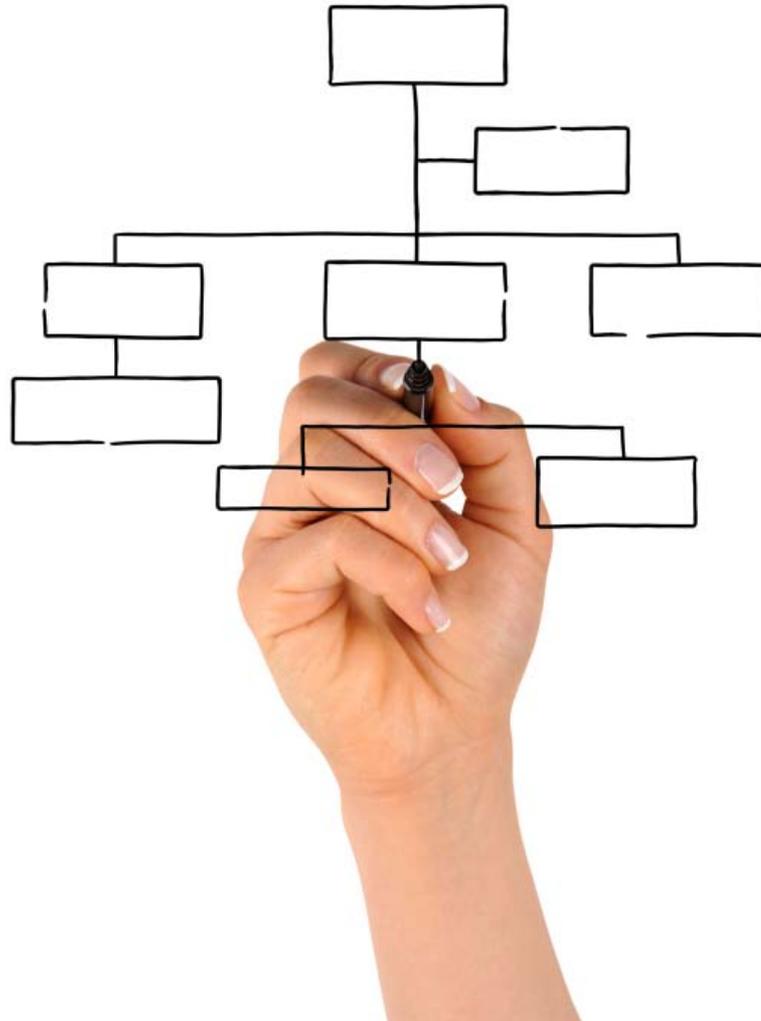
Department	Name	ACTUAL ANNUAL PAY RATE AS OF 11/14/2011	Employee Class	PAY GRADE	GRADE MINIMUM	GRADE MIDPOINT	GRADE MAXIMUM	FY 12 Merit Date	FY 12 Budgeted Salary	FICA	SUTA	Worker's Comp	Total Fringe Benefits
Executive Office	Martha Coombs	139,090	FT					01/00/00	141,590	10,832	720	1,745	19,105
Executive 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	62,000	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	77,000	FT	26	49,712	63,378	77,043	12/18/08	79,578	6,088	405	981	12,984
Communications and Marketing	Burt Alls	46,000	FT	16	33,654	42,910	52,166	03/10/09	50,964	3,899	259	628	9,793
Communications and Marketing	Martha Coombs	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	05	18,886	24,076	35,214	09/01/09	31,000	1,186	79	191	7,006
Communications and Marketing	Mark Jones	0	FT	05	18,886	24,076	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	9,793
Administrative Services	Charlie Jones	63,274	FT	26	49,712	63,378	77,043	07/29/08	74,390	3,414	227	550	9,793
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 Coombs	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!

GRANT

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

**Step 1:**

**Review your current headcount below 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 data is correct, you may proceed with it and come back here later to verify.

⇒ No

**Your budget navigation:**

- 📍 = You are here
- ✅ = Reviewed

Headcount & Salaries	Adjuncts & Interns	Benefits
Headcount Review	Across the Board Change	Across the Board Change
New Hires	Adjunct Faculty	401K
Salary Increases	Student Interns	Medical/ Dental/ Life
Performance Pay/ Award	Monthly Spreading	Other Benefits
Compensation Review		Monthly Spreading
Monthly Spreading		

# The New World

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

<p><b>Step 1:</b></p> <p><b>Review your current headcount below. Is the list complete and correct?</b></p> <p><small>Note: Please consider at this point ONLY your CURRENT headcount. We will ask about new hires later.</small></p> <p><input checked="" type="radio"/> Yes <small>Even if you are not sure all the details are correct, you may proceed with budgeting and come back here later to verify.</small></p> <p><input type="radio"/> No</p>	<p><b>Step 2:</b></p> <p><b>Are any of your current headcount going to be leaving permanently, for any reason?</b></p> <p><input checked="" type="radio"/> Yes <small>Designate the departure date(s) below.</small></p> <p><input type="radio"/> No <small>All terminations must be reviewed with Human Resources</small></p>	<p><b>Step 3:</b></p> <p><b>Are any of your current headcount going on parental leave?</b></p> <p><input type="radio"/> Yes</p> <p><input checked="" type="radio"/> No <small>Please discuss with your Human Resource representative</small></p>
--	--	--

## Current employees as of 8/15/2011

Name	Headcount / FTE	Title	Permanent departure	Current salary	Est. impact on budget	Employee notes
			Departure date			
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



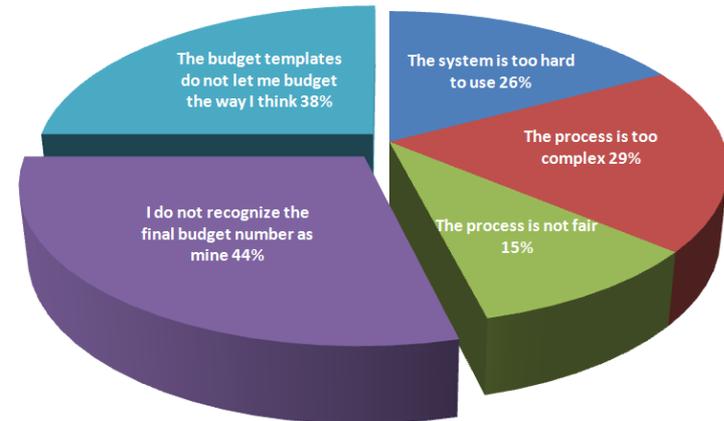
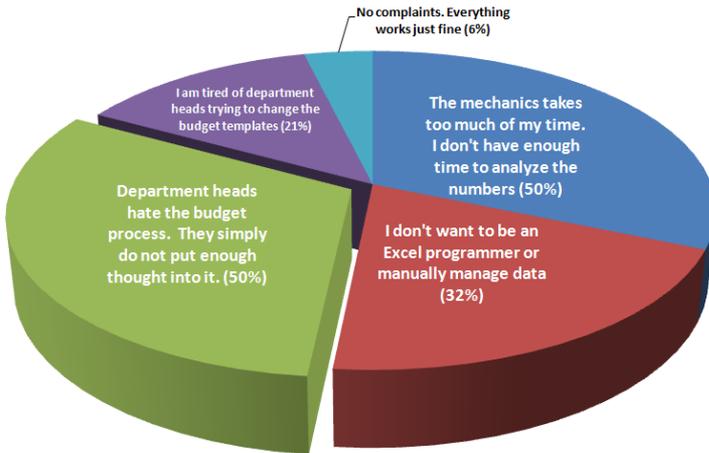
# Agenda

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

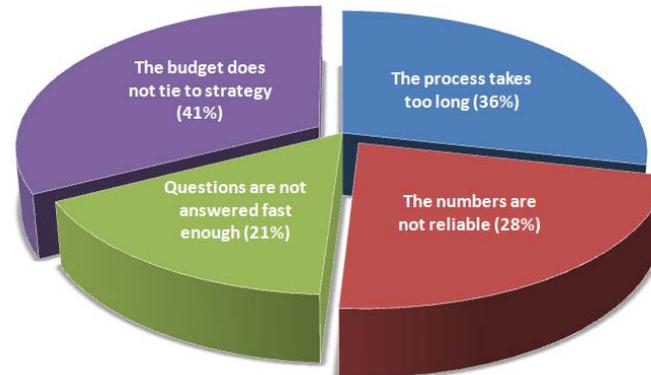
# Tie it together

## Finance

## Dept. Heads



## Sr. Management



# What we didn't show today...

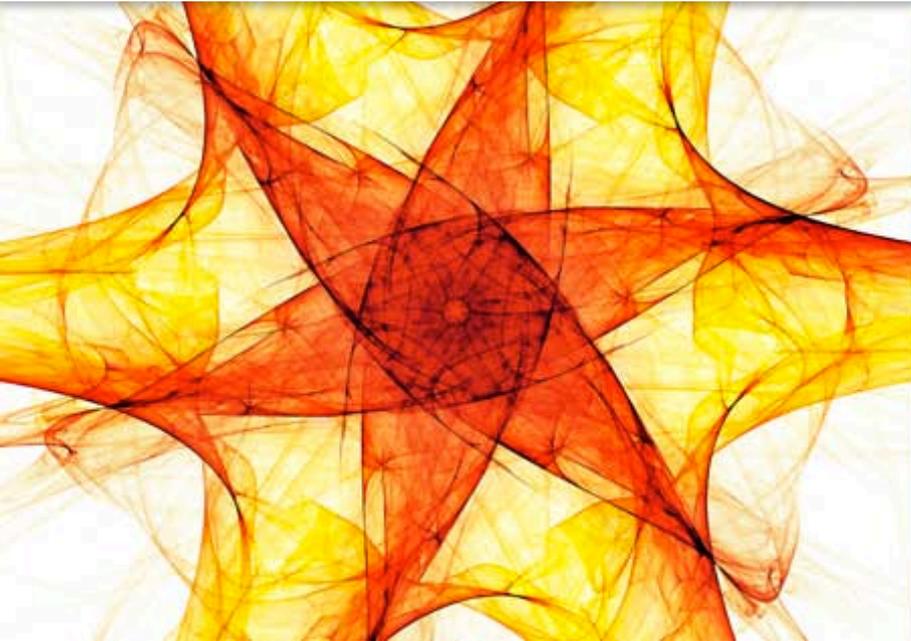
- ✓ **ActionPaks**
- ✓ **Reporting**
- ✓ **Drivers**
- ✓ **Revenue Planning**
- ✓ **Excel Integration**
- ✓ **Data Exchange with other systems**
- ✓ **Practical What-If**
- ✓ **Configuration**
- ✓ **And more**

# Take the Next Step



# Questions





# A Revolution in Corporate Budgeting

[Info@XLerant.com](mailto:Info@XLerant.com)

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# WWW.XLERANT.COM

