# Streamlining Reporting & Planning for Dynamics Finance With Solver

October 24, 2024

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# Global Presence

**Top 10**
Global Network*

**$5bn**
Combined Revenue (2023)

**100+**
Combined Countries & Territories

**400+**
Combined Offices & Locations

**1,800+**
Combined Partners

**40,000+**
Combined Employees

*Source: IAB World Network rankings, based on most recent rankings

2023 revenues: FORVIS $1.7bn (€1.6bn), Mazars (expected) $3bn (€2.8bn)

Forvis Mazars is the brand name for the Forvis Mazars Global network (Forvis Mazars Global Limited) and its two independent members: Forvis Mazars, LLP in the United States and Forvis Mazars Group SC, an internationally integrated partnership operating in over 100 countries and territories.
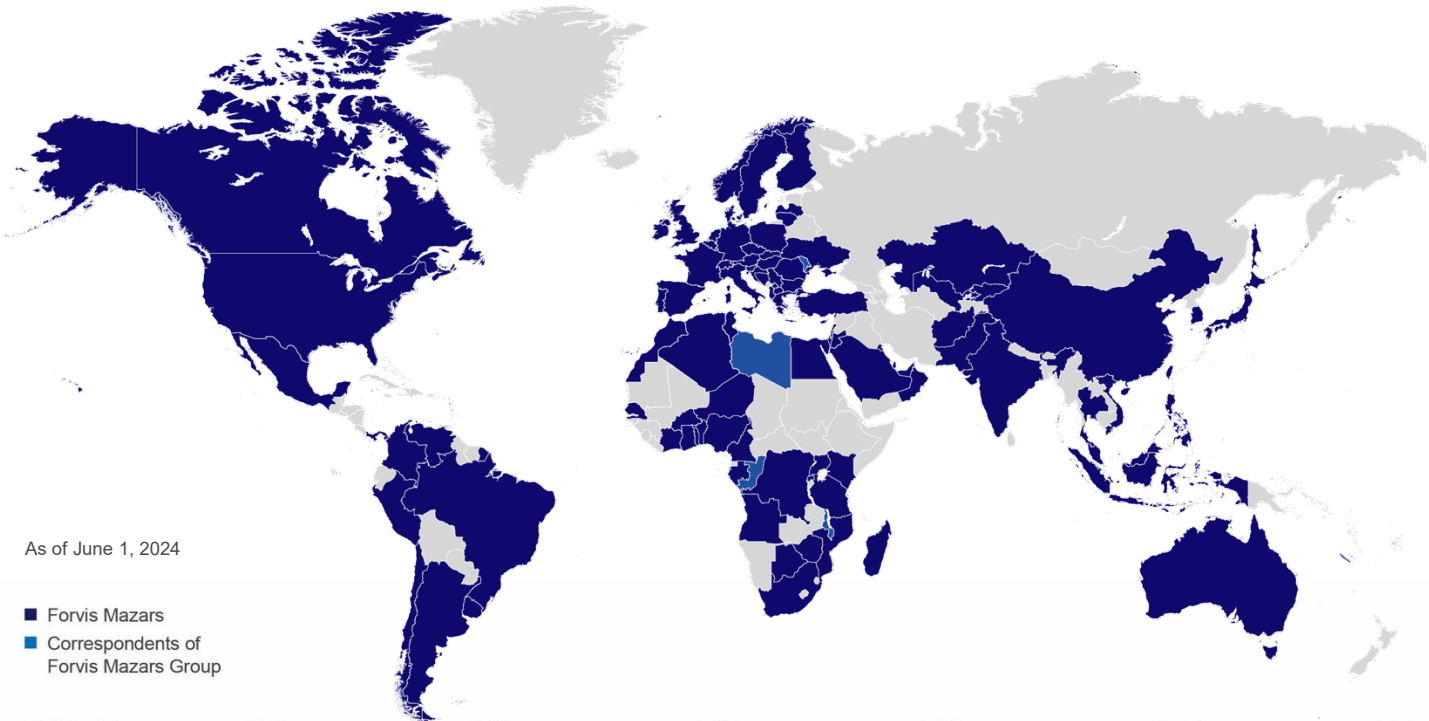
As of June 1, 2024

- Forvis Mazars
- Correspondents of Forvis Mazars Group

| | | | | | | |
|---|---|---|---|---|---|---|
| Afghanistan | Cameroon | France | Korea | Morocco | Qatar | Togo |
| Albania | Canada | Gabon | Kosovo | Mozambique | Romania | Tunisia |
| Algeria | Cayman Islands | Germany | Kuwait | Netherlands | Rwanda | Türkiye |
| Angola | Chile | Ghana | Kyrgyzstan | New Caledonia | Saudi Arabia | Uganda |
| Argentina | China | Greece | Latvia | Niger | Senegal | Ukraine |
| Australia | Colombia | Hong Kong | Lebanon | Nigeria | Serbia | United Arab Emirates |
| Austria | Congo | Hungary | Libya | North Macedonia | Singapore | United Kingdom |
| Bahrain | Côte d'Ivoire | India | Lithuania | Norway | Slovakia | United States |
| Belgium | Croatia | Indonesia | Luxembourg | Oman | Slovenia | Uruguay |
| Benin | Cyprus | Ireland | Madagascar | Pakistan | South Africa | Uzbekistan |
| Bermuda | Czech Republic | Israel | Malawi | Palestine | Spain | Venezuela |
| Bosnia and Herzegovina | Democratic Republic of the Congo (DRC) | Italy | Malaysia | Panama | Sweden | Vietnam |
| Botswana | Denmark | Japan | Malta | Peru | Switzerland | Zimbabwe |
| Brazil | Egypt | Jordan | Mauritius | Philippines | Taiwan | |
| Bulgaria | Finland | Kazakhstan | Mexico | Poland | Tanzania | |
| Burkina Faso | | Kenya | Moldova | Portugal | Thailand | |

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# Business Technology Services

Forvis Mazars provides enterprise resource planning (ERP) & customer relationship management (CRM) platform analysis, design, implementation, upgrade, training, & support services.

Our end-to-end solutions help clients achieve their digital transformation goals by:

- Creating effective processes & strategies for future operations

- Designing & implementing modern operational systems

- Reviewing new business-facing technologies

- Leveraging existing investments in legacy technologies

- Integrating data solutions

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# Business Technology Services

## ERP

**Microsoft Dynamics 365**

| Finance | Supply Chain |
|---|---|
| Commerce | Project Operations |
| Business Central | Dynamics GP |

**NetSuite**

**Sage & Sage Intacct**

**Trimble Viewpoint Spectrum & Vista**

## CRM

**Microsoft Dynamics 365**

| Sales | Customer Service |
|---|---|
| Customer Insights | Field Service |

**Salesforce**

**Marketing Automation**

## Advanced Technology

Insights

Microsoft Power BI

Solver Planning & Analysis

Automation

Microsoft Power Platform

Robotic Process Automation (RPA)

App Development

**Managed Services** for business applications, IT, & cybersecurity support.

Microsoft Partner

ORACLE NETSUITE
Solution Provider

Sage Partner

salesforce PARTNER

solver

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# Today's Presenters

Business Technology Services Practice

**"Our team is focused on delivering an Unmatched Client Experience® on every engagement."**

– Chad Back, Partner

**Charles Allen**

Senior Managing Consultant

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# Streamlining Reporting & Planning for Dynamics Finance With Solver

October 24, 2024

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# Objectives

1. Explain how Solver's reporting functionality can be used for both finance & non-finance data

2. Describe how Solver's planning functionality can be used for budgeting, forecasting, & pro forma data

3. Outline how Solver can be used with Dynamics 365 Finance to facilitate Power BI reporting

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Agenda

1. Introduction to Solver

2. Reporting

3. Planning

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# 01
## Introduction

Define Solver xFP&A.

# Solver xFP&A
## Introduction

## What is Solver?

**Microsoft Azure-Based**

**Excel Template Design**

**Data Warehouse**

**Reporting & Planning**

**Inclusive Pricing**

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# Solver xFP&A
## Introduction

What companies can benefit from Solver?

- Need to combine ERP & other data (POS, membership, payroll, etc.) for reporting & planning. It is particularly beneficial for businesses operating with different ERP/financial systems that need to consolidate multiple data silos

- Multi-entity organization needing financial consolidations & eliminations or global organizations requiring currency conversion capabilities

- Looking for detailed, decentralized budgeting & forecasting beyond the GL account & sub-account level, with support for continuous planning processes across business units. The Solver Suite also caters to continuous budgeting & forecasting requirements

- Seeking to move away from a spreadsheet-based process for budgeting & forecasting. It is also compatible with Power BI or Tableau

- Want to benefit from modeling scenarios, such as what-if analysis, multi-scenario planning, predictive planning, & financial, operational, or statistical allocations

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Solver provides key insights across the organization.

CEO CFO COO CMO

KPIs

REPORTING    PLANNING    DASHBOARDS

DATA WAREHOUSE

WEB STATS    PAYROLL    ERP    EHR    Materials    CLOUD
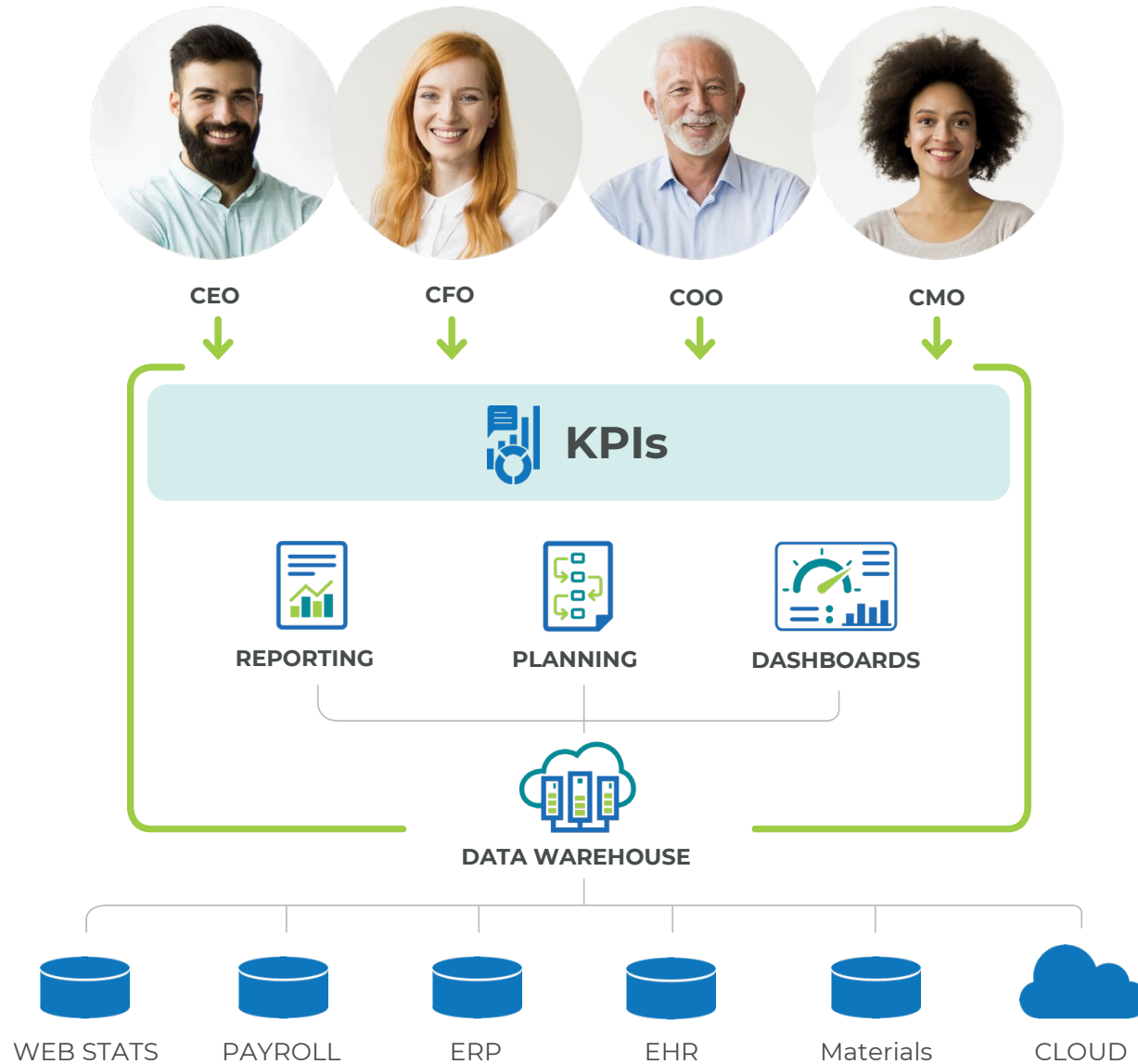
# Complete Insight...

## Faster, Better Decisions

**Key Benefits**

- Single cloud portal and database
- Rapid configuration with Templates
- Quick time to value
- Combines the best of CPM and BI

**Solver Apps**

- Process automation
- KPIs and Alerts
- Dashboards
- Reporting & Consolidation
- Budgeting & Forecasting
- Intelligent Data Warehouse
- Marketplace with Templates
- Data source connectors

Solver

# Dynamics 365 Finance Integration
## Connectors

Options

| OneLake Connector (Coming Fall 2024) | Azure Data Lake | BYOD | OData |
|---|---|---|---|

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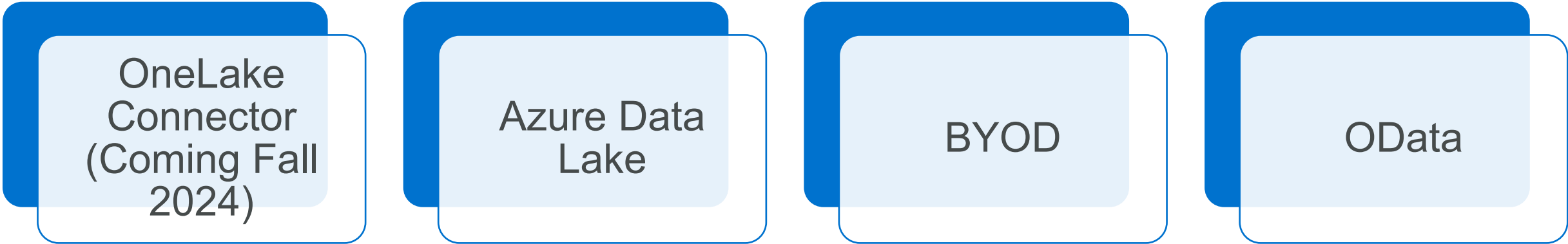
# 02
## Reporting

Creating reports.

# The Overloaded Manager

ERP

CRM

PAYROLL

WEB STATS

OTHER

# The Reporting Hero

solver
Reporting

Formatted Report Templates

Ad Hoc Reports

solver
Data Warehouse

WEB STATS

PAYROLL

ERP

CRM

OTHER

CLOUD

# Reporting Challenges

**Typical Reporting Situation**

- **MANY** data sources

- **MANY** reporting tools

- **MANY** Excel models

## Solver to the Rescue

**Cloud-based Reporting & Consolidations**

- **ONE** database (DW)

- **ONE** reporting tool

- **ONE** user interface (portal)

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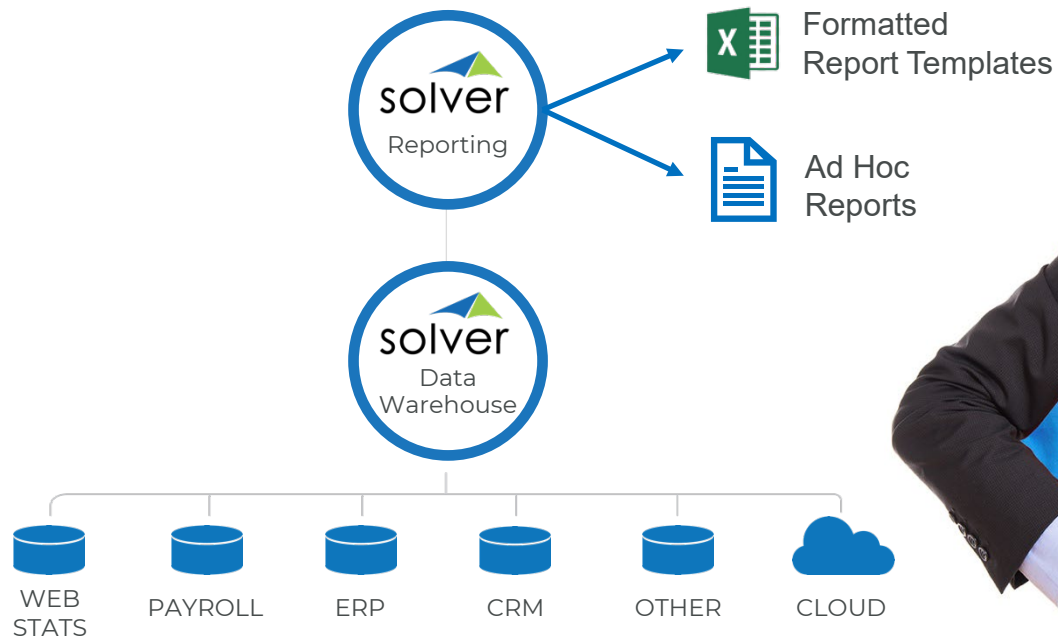
# Reporting
## Creating Reports

The Process

**Start a New Report**

**Create & Test It**

**Publish the Report**

**Share the Template**

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# Reporting
## Creating Reports

The Process

# Reporting
## Creating Reports

Viewing

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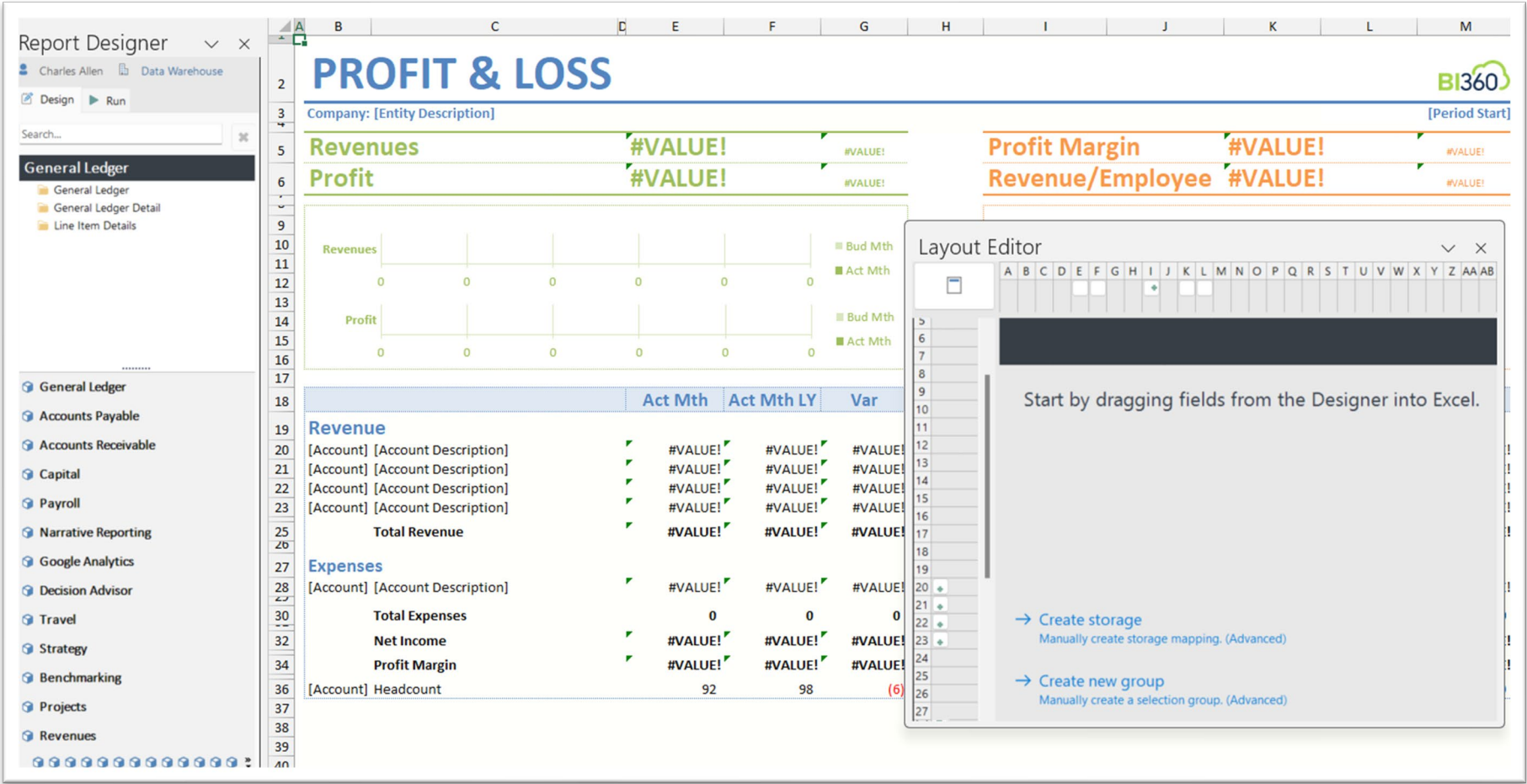
# Report Templates
**Samples**

## Balance Sheet – Trended

- Report shows all months this year vs. last year (expandable to see months) with trend charts

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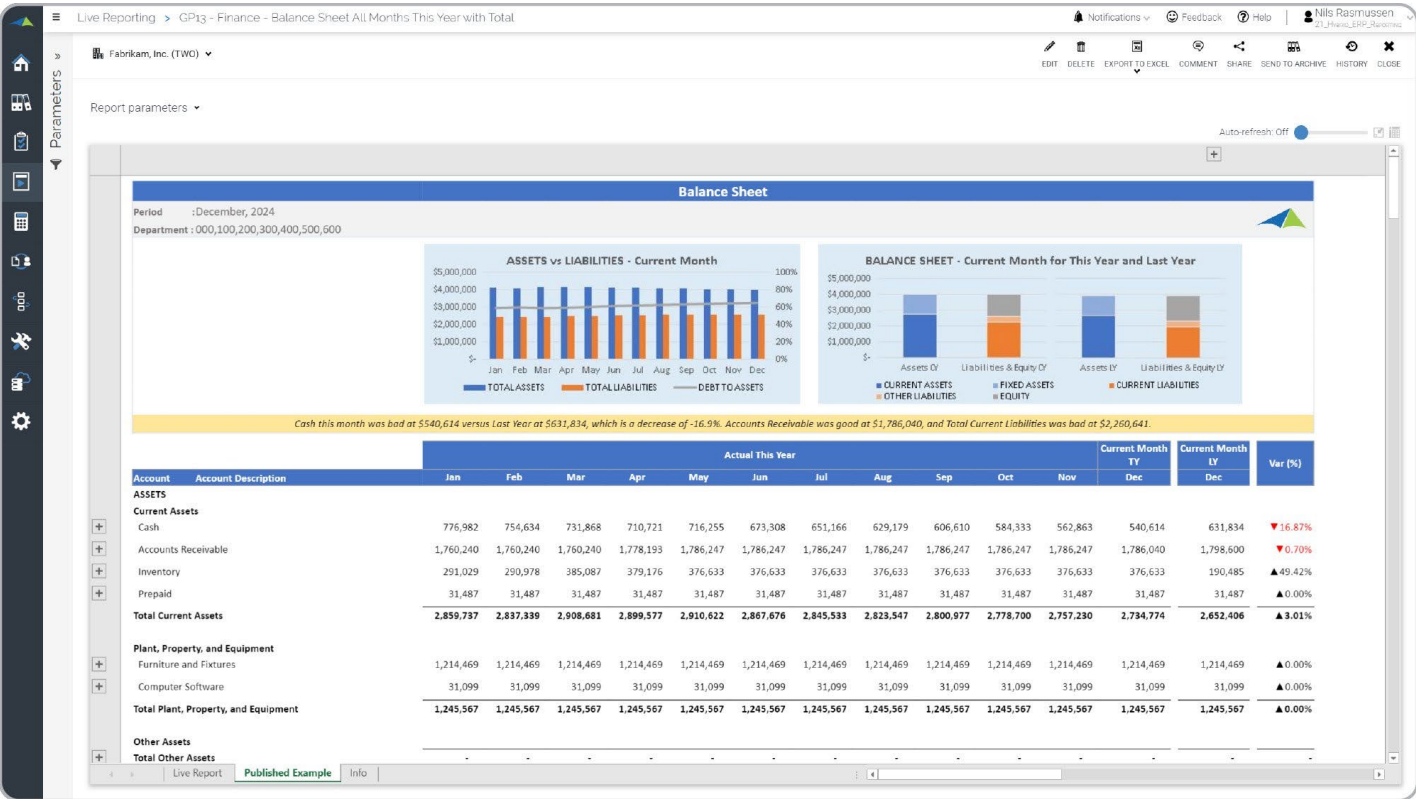
# Report Templates
## Samples

### Financial Flash Report

- Combines actual, budget, & variances for key figures from P&L, BS, & statistics

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# Report Templates
## Samples

### P&L Consolidating Report

- Displays companies across columns with eliminations

# Report Templates
## Samples

### Revenue Dashboard

- Shows 15-month graphical trend analysis of revenue categories with budget & predictions

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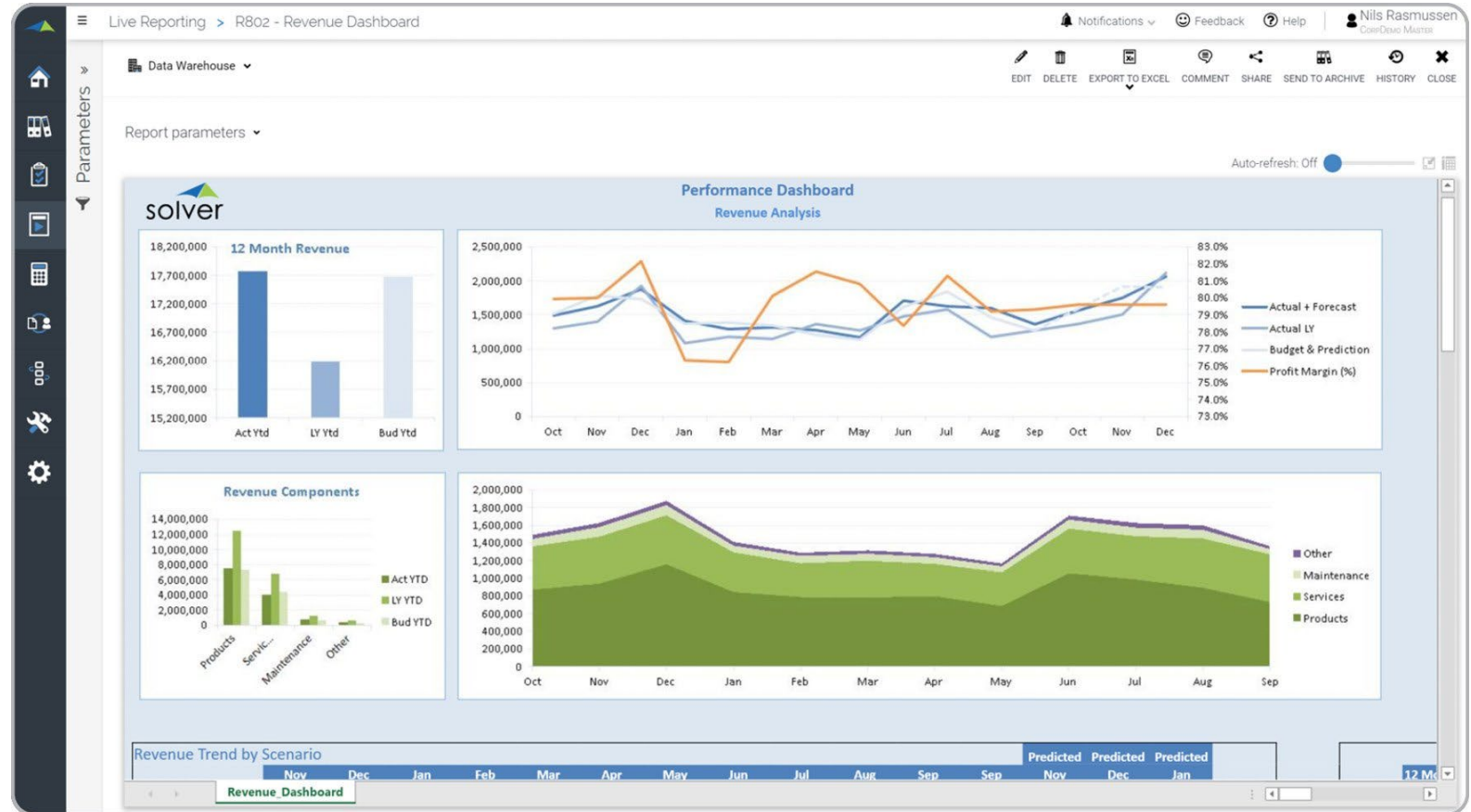
# Report Templates
**Samples**

## Pipeline & Sales Combo Report

- Combines pipeline estimates with actual sales & key metrics for deal size & sales cost
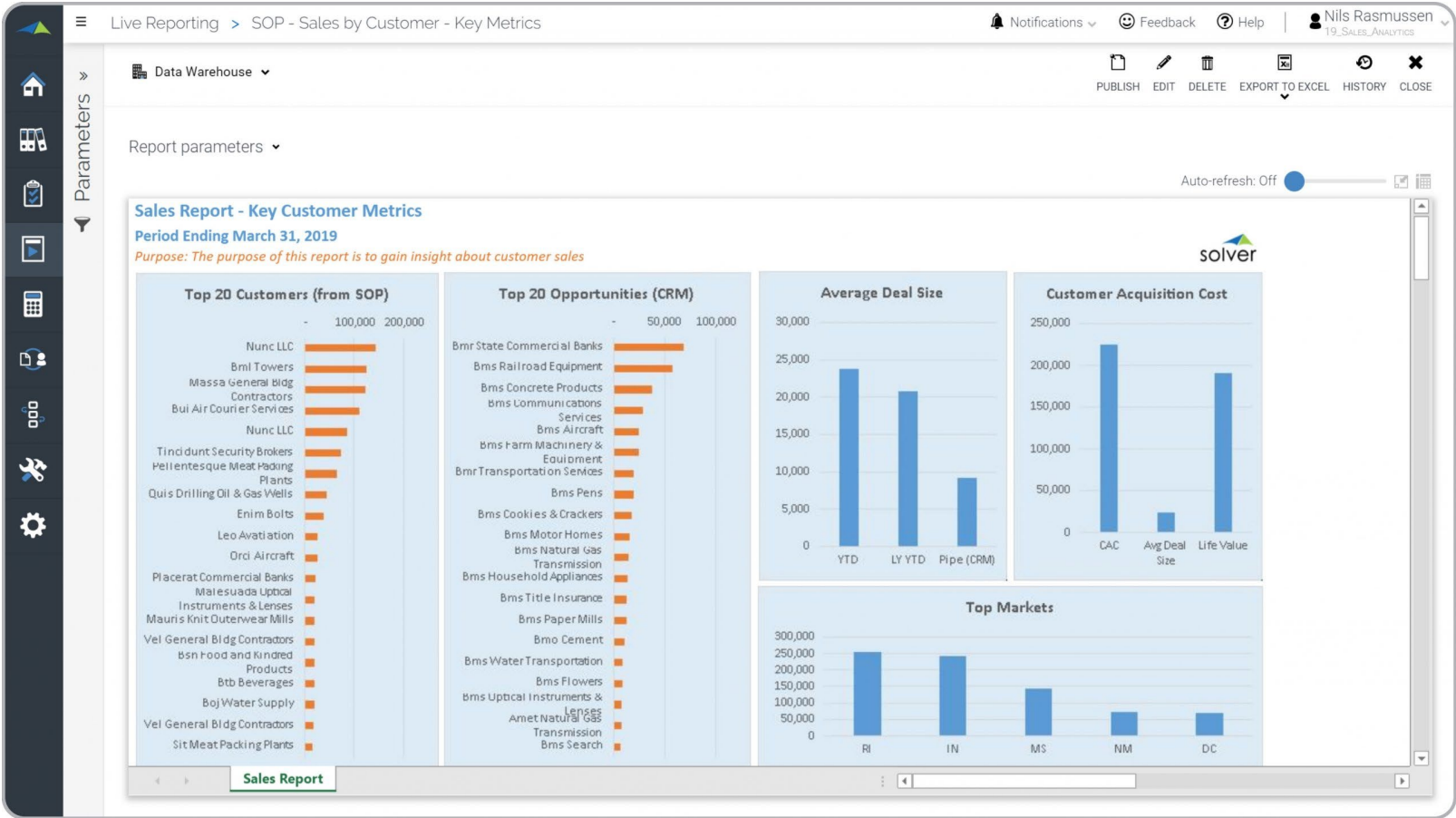
# Power BI Templates
## Samples

Customer & Products Analysis

- Distribution dashboard with customer & product analysis

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# Power BI Templates
## Samples

### Liquidity Analysis

- Power BI dashboard showing analysis of AR, AP, & Cash with ranked lists & trends

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# Reporting
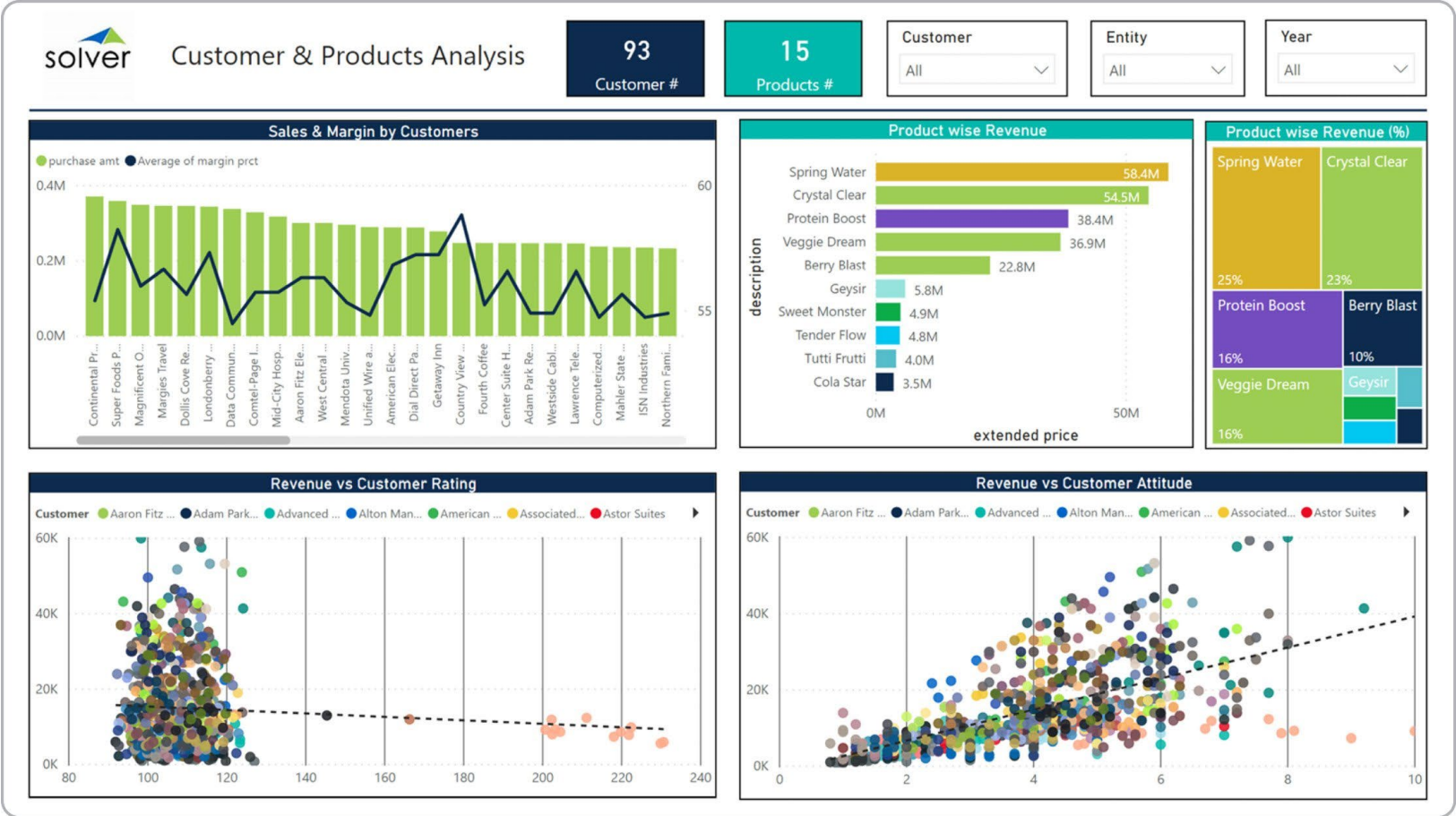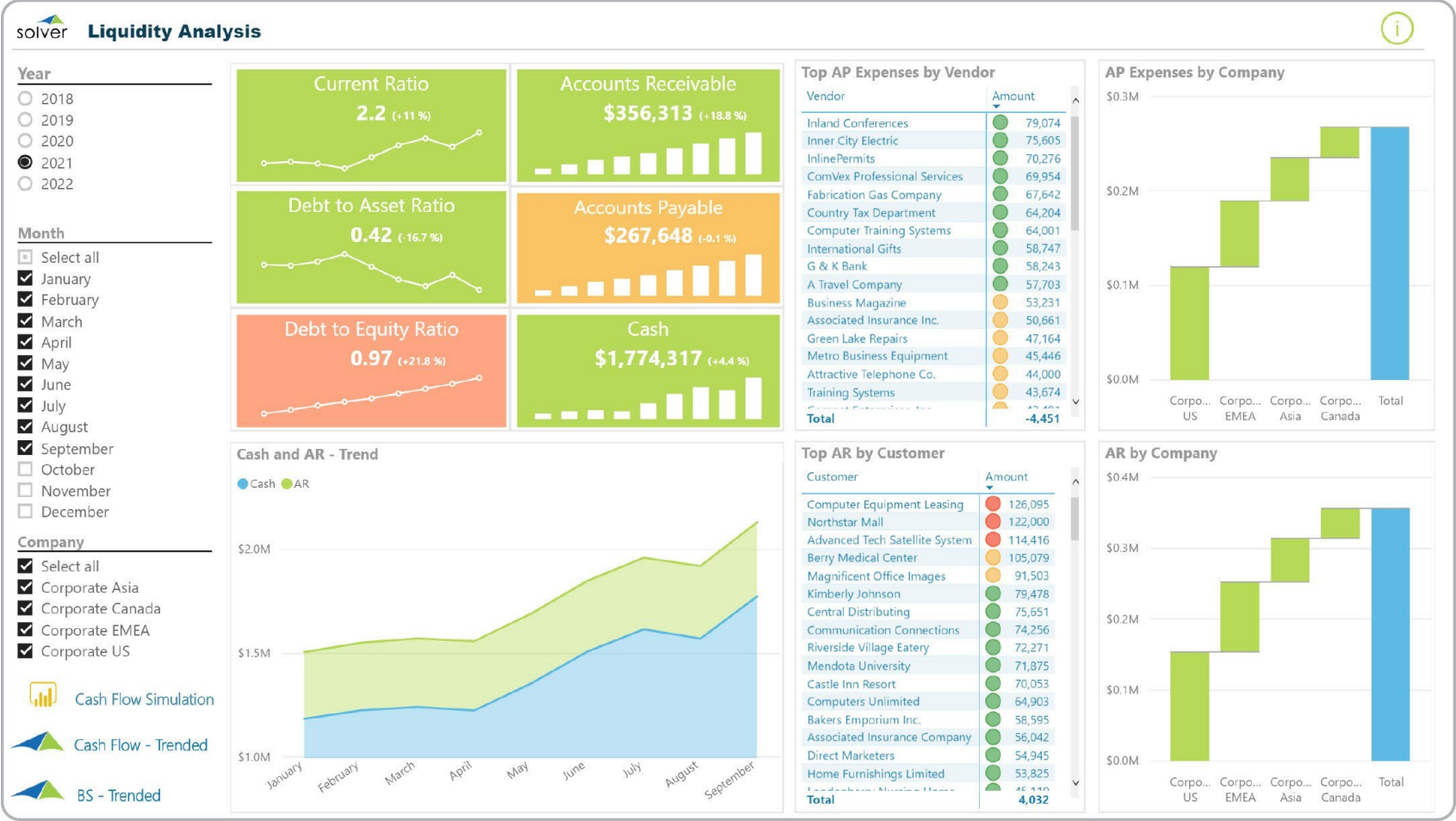## Ad Hoc Reporting

## Viewing Data

| | 202010 | 202011 | 202012 | 202101 | 202102 | 202103 | Total |
|---|---|---|---|---|---|---|---|
| 💾 Save ⌄   ⊢ Export ⌄   ✐ Revert to saved   🔵 Pivot | | | | | | Data Warehouse ⌄ ↗ ❓ ⚙ | |

**Revenue for 12 Months**  ‹ ‹

| Account Account Description | 202010 Monthly Amount | 202011 Monthly Amount | 202012 Monthly Amount | 202101 Monthly Amount | 202102 Monthly Amount | 202103 Monthly Amount | Total Monthly Amount |
|---|---|---|---|---|---|---|---|
| 40040 Other Revenue | -38,138.49 | -51,498.62 | -11,123.56 | -56,726.63 | 955.59 | -50,243.25 | -934,081.63 |
| 40010 Product Revenue | 561,205.06 | -262,573.96 | -10,669.02 | 919,402.17 | -3,206,190.89 | -270,295.80 | -9,386,404.68 |
| 40020 Services Revenue | -200,568.59 | 454,755.17 | 615,666.21 | 1,112,763.82 | 1,222,493.76 | 625,499.61 | 1,166,822.80 |
| 40030 Maintenance Revenue | -90,378.58 | -226,995.50 | -109,340.64 | 96,694.74 | 75,776.39 | -108,513.22 | -1,086,586.34 |
| | 232,119.40 | -86,312.91 | 484,532.99 | 2,072,134.11 | -1,906,965.14 | 196,447.33 | -10,240,249.85 |

Rows: 48   Row limit: **1,000**
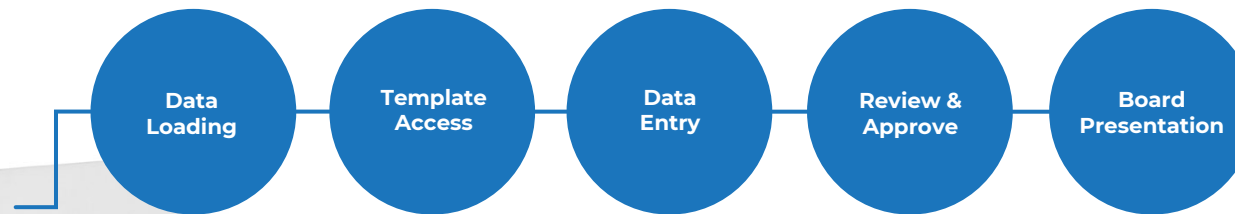
Last refreshed: 1 second ago
Duration: 0.22s   ↻ **Refresh**

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Demo

# 03
## Solver Planning

Budgeting, forecasting, & other input.

# Planning Challenges

## The Spreadsheet Juggler

- Data Loading
- Template Distribution
- Data Entry
- Review & Approve
- Board Presentation

### Spreadsheet Budgeting & Forecasting

- Manual data loading
- Manual spreadsheets
- Manual template distribution
- Manual workflow
- Manual comments & line items
- Manual forecasting & modeling

## The Decision Optimizer

- Data Loading
- Template Access
- Data Entry
- Review & Approve
- Board Presentation

## Solver to the Rescue

### Cloud-based Budgeting & Forecasting

- Data integration
- Parameter-driven models
- Web-based data entry
- Budget workflow
- Built-in comments & line items
- Dynamic forecasting & modeling

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# Planning
## Creating Plans

The Process

Start a New Plan

Create & Test It

Publish the Plan

Share the Template

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# Planning
## Creating Plans

The Process

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# Planning
## Using Plans

The Process

**Other Expenses**
**Corporate US**
**Administration**
**Budget**

| Account | Description | Dept Comment | Budget Jan | Budget Feb | Budget Mar | Budget Apr | Budget May | Budget Jun | Budget Jul | Budget Aug | Budget Sep | Budget Oct | Budget Nov | Budget Dec | 2023 Total | Actual Jan | Actual Feb |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Operating Expenses** | | | | | | | | | | | | | | | | | |
| 62010 | Marketing | | 381,336 | 311,622 | 289,992 | 248,493 | 248,493 | 394,536 | 392,516 | 352,578 | 324,172 | 312,462 | 357,064 | 413,000 | 4,026,264 | 167,612 | 161,207 |
| 62020 | Conference and seminars | | 1,771 | 1,223 | 1,595 | 1,348 | 1,157 | 1,632 | 1,821 | 1,451 | 1,168 | 1,290 | 1,471 | 2,037 | 17,964 | 1,399 | 1,249 |
| 62030 | Advertising | | 523 | 471 | 489 | 443 | 413 | 524 | 508 | 565 | 425 | 462 | 596 | 716 | 6,135 | 427 | 431 |
| 62040 | Gift and donations | | 500 | 600 | 175 | | | 175 | | | | 175 | | 175 | 1,800 | 44 | 50 |
| 63010 | Travel | | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 2,991 | 35,897 | 803 | 759 |
| 63020 | Special events | | 205 | 167 | 142 | 154 | 133 | 222 | 207 | 157 | 180 | 148 | 191 | 210 | 2,116 | 174 | 148 |
| 64010 | Consulting | | 3,268 | 3,423 | 3,212 | 3,158 | 2,672 | 4,344 | 4,007 | 3,669 | 2,781 | 3,580 | 3,361 | 4,399 | 41,874 | 3,077 | 3,435 |
| 64020 | Audit and Accounting | | 529 | 576 | 516 | 497 | 536 | 749 | 790 | 669 | 622 | 651 | 657 | 785 | 7,577 | 552 | 673 |
| 64030 | Legal | | 2,966 | 3,055 | 2,748 | 2,522 | 2,365 | 3,030 | 3,921 | 3,247 | 2,832 | 2,827 | 3,395 | 4,383 | 37,291 | 3,010 | 3,121 |
| 64040 | Contractual Services | | 524 | 415 | 501 | 476 | 435 | 547 | 554 | 540 | 476 | 562 | 519 | 700 | 6,249 | 540 | 474 |
| 64050 | Training | | 34 | 34 | 38 | 35 | 29 | 42 | 39 | 43 | 38 | 38 | 48 | 48 | 466 | 38 | 33 |
| 65010 | Bad Debt Expense | | 41 | 37 | 34 | 28 | 30 | 49 | 47 | 41 | 36 | 40 | 42 | 55 | 480 | 33 | 38 |
| 66010 | Insurance | | 1,863 | 1,351 | 1,584 | 1,420 | 1,254 | 1,823 | 1,770 | 1,795 | 1,613 | 1,426 | 1,747 | 1,890 | 19,536 | 1,342 | 1,514 |
| 67010 | Office Supplies | | 1,050 | 1,260 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 1,050 | 12,810 | 1,070 | 1,088 |
| 67020 | Other Supplies | | | | | | | | | | | | | | 0 | 519 | 547 |
| 68010 | Hosting Fees | | 126 | 103 | 127 | 103 | 98 | 139 | 135 | 125 | 125 | 106 | 129 | 163 | 1,479 | 102 | 119 |
| 68020 | Telephone | | 3,254 | 2,717 | 2,649 | 2,342 | 2,587 | 4,032 | 3,295 | 2,929 | 2,812 | 2,980 | 3,502 | 3,840 | 36,939 | 3,214 | 3,063 |
| 68030 | Telephone - Cellular | | 1,229 | 915 | 985 | 814 | 861 | 1,120 | 1,086 | 1,036 | 1,010 | 932 | 1,248 | 1,401 | 12,637 | 1,012 | 962 |
| 69010 | Electricity | | 56 | 54 | 68 | 58 | 51 | 82 | 68 | 82 | 67 | 66 | 65 | 82 | 799 | 53 | 51 |
| 69020 | Natural Gas | | 50 | 52 | 57 | 51 | 54 | 68 | 72 | 71 | 60 | 57 | 64 | 87 | 743 | 52 | 53 |
| 69030 | Rent | | 3,375 | 2,789 | 2,662 | 2,636 | 2,605 | 3,454 | 3,050 | 3,618 | 3,318 | 3,116 | 3,628 | 4,414 | 38,665 | 3,269 | 2,845 |
| 69040 | Repairs and maintenance | | 222 | 245 | 224 | 186 | 184 | 274 | 245 | 282 | 208 | 211 | 256 | 328 | 2,865 | 248 | 241 |
| 70010 | Printing and Publications | | 129 | 106 | 105 | 101 | 105 | 155 | 155 | 121 | 104 | 112 | 133 | 147 | 1,473 | 115 | 108 |
| 70020 | Postage | | 534 | 540 | 582 | 521 | 451 | 697 | 574 | 639 | 450 | 608 | 667 | 691 | 6,954 | 541 | 546 |
| 70030 | Dues, Licenses and Permits | | 3,465 | 2,483 | 3,149 | 2,743 | 2,518 | 4,036 | 3,626 | 3,161 | 2,755 | 3,266 | 3,104 | 4,280 | 38,586 | 3,254 | 2,924 |
| 70040 | Books and Subscriptions | | 297 | 281 | 294 | 295 | 277 | 398 | 439 | 391 | 323 | 290 | 374 | 441 | 4,100 | 288 | 324 |
| 70050 | Bank charges | | 47 | 35 | 41 | 35 | 36 | 50 | 55 | 48 | 42 | 41 | 46 | 54 | 530 | 38 | 40 |
| 70060 | Miscellaneous expenses | | 86 | 70 | 75 | 74 | 53 | 92 | 92 | 78 | 66 | 68 | 89 | 98 | 941 | 69 | 65 |
| 75010 | Taxes | | 34,189 | 91,015 | 49,340 | 92,295 | 91,804 | 1,647 | 5,218 | 24,876 | 67,449 | 43,484 | 18,104 | | 519,422 | 16,915 | 14,125 |
| 76010 | Interest | | 1,733 | 1,315 | 1,270 | 1,172 | 1,273 | 1,699 | 1,533 | 1,404 | 1,390 | 1,340 | 1,549 | 1,936 | 17,614 | 1,224 | 1,437 |
| **Budget to Accounts with No History** | | | | | | | | | | | | | | | 0 | | |

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# Reporting
## Creating Plans

Other Options

**Set Up Planning Security**

**Create Input Flows**

**Create Workflows**

**Begin the Process**

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# Planning
## Creating Plans

## Other Options



**5. Annual Budget - Department**                                17 % PROGRESS    1/6 COMPLETE

| Not started | 0 |
| --- | --- |

| In progress | 5 |
| --- | --- |

**B202 - Budget Accuracy Analysis**

Entity: 'SUS'
Period: 202109
Scenario: 'BUD'
Company: Data Warehouse

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**B204 - Personnel**

Entity: 'SUS'
Department: 100
Scenario: 'BUD'
Forecast: 'FCST'
Period: 202109
Company: Data Warehouse

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**B206 - Travel**

Entity: 'SUS'
Scenario: 'BUD'
Period: 202109
Company: Data Warehouse

Charles Allen 👤

| ✓ Completed | 1 |
| --- | --- |

**B208 - Capital**

Entity: 'SUS'
Scenario: 'BUD'
Estimate: 'BUD'
Period: 202109
Company: Data Warehouse

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# Planning Templates
## Samples

### Breakback (Top-Down Budget)

- Input net income target & algorithms automatically create revenue & expense budgets
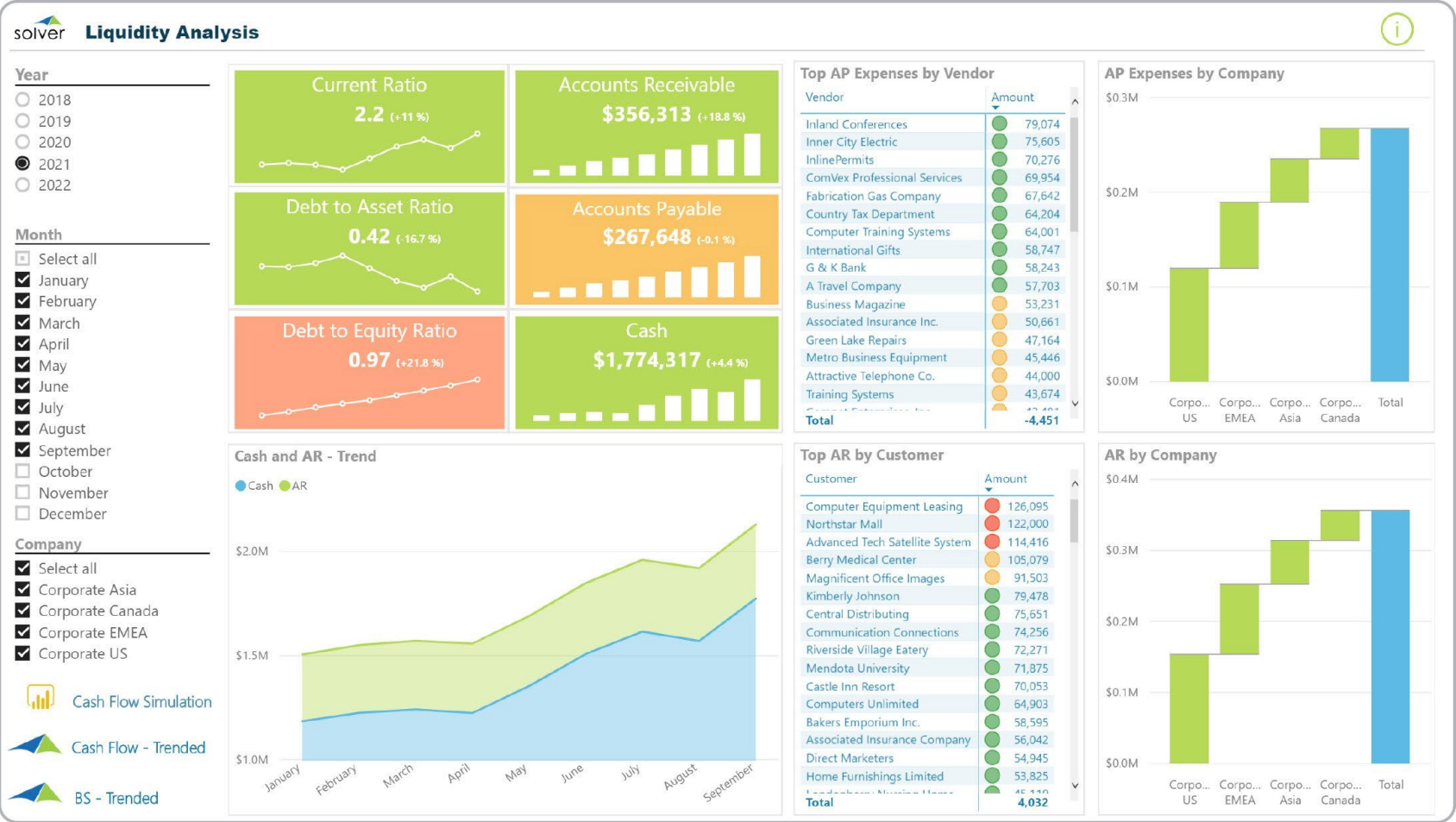
# Planning Templates
**Samples**

Sales Forecast

- Enter sales target & the form generates the forecast, then override where desired

# Planning Templates
**Samples**

Vendor Expense Budget

- Enter budgeted expenses per vendor. Actual history from ERP can also be integrated

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# Demo

# Solver Templates
## Marketplace & Examples

https://www.solverglobal.com/marketplaces-templates

Q&A

**Business Technology Services**

# Questions?

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# Contact

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