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SOLVER for Retail

Get Complete Insight

A Solver Vertical Industry White Paper

Updated: Jan/2020

www.solverglobal.com

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Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's web-site or email us at info@solverglobal.com.

Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.
Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system

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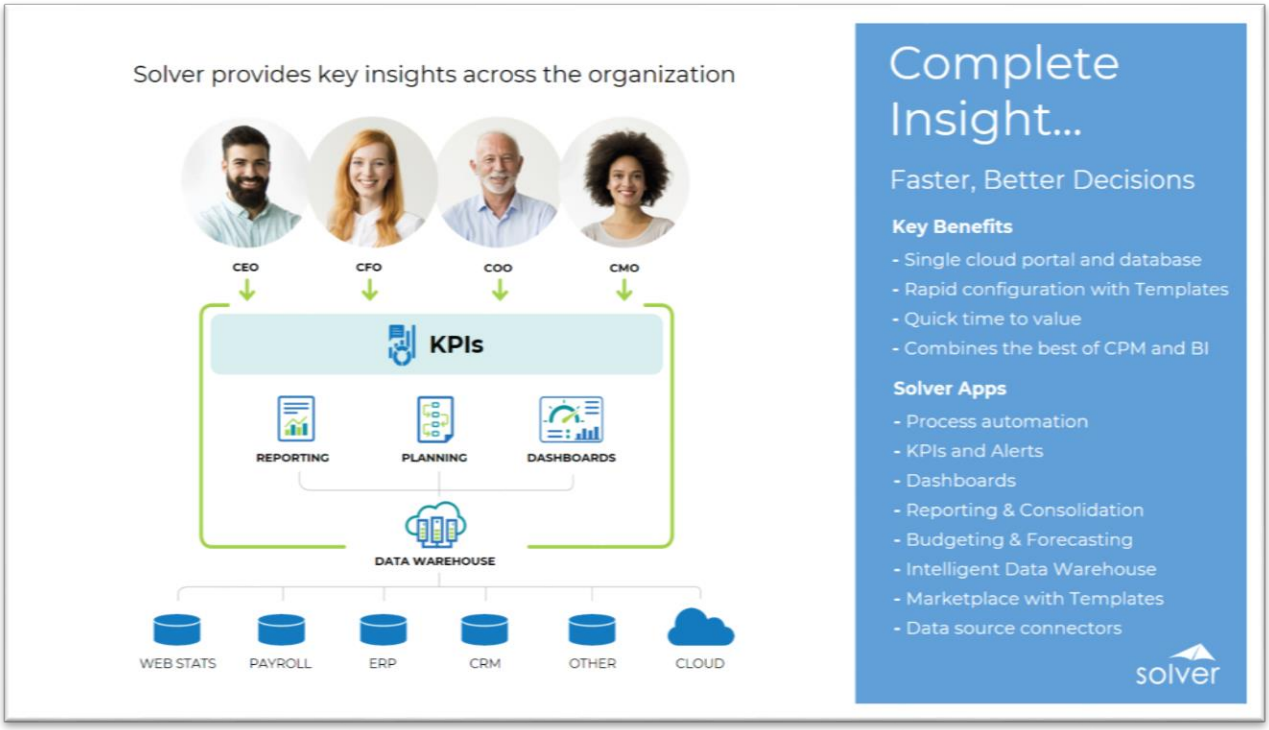

Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

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Benchmark – Single Company Analysis

This dashboard example compares key financials between your own company and selected Retail companies. It shows the capability of using the Solver Data Warehouse to load data from external data sources and then to design dashboards with the Solver for user-friendly graphical analysis, in this case used for benchmarking.

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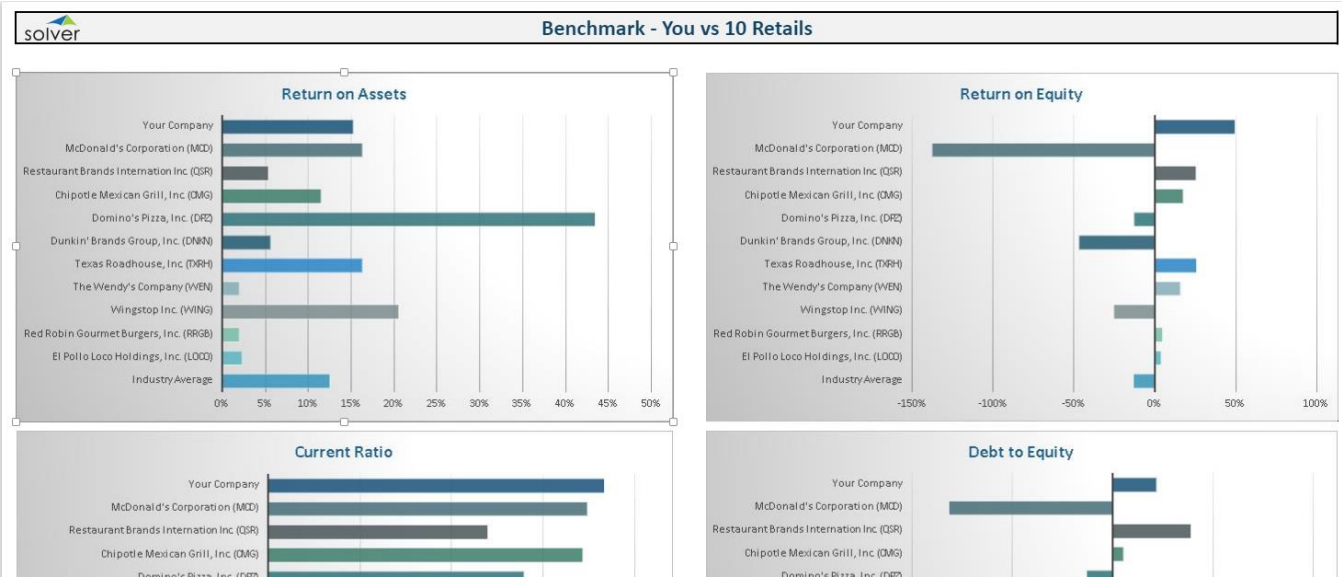
Benchmark – You vs 10 Retail Companies

This dashboard example compares key financials between your own company and selected Retail companies. It shows the capability of using the Solver Data Warehouse to load data from external data sources and then to design dashboards with Solver for user-friendly graphical analysis, in this case used for benchmarking.



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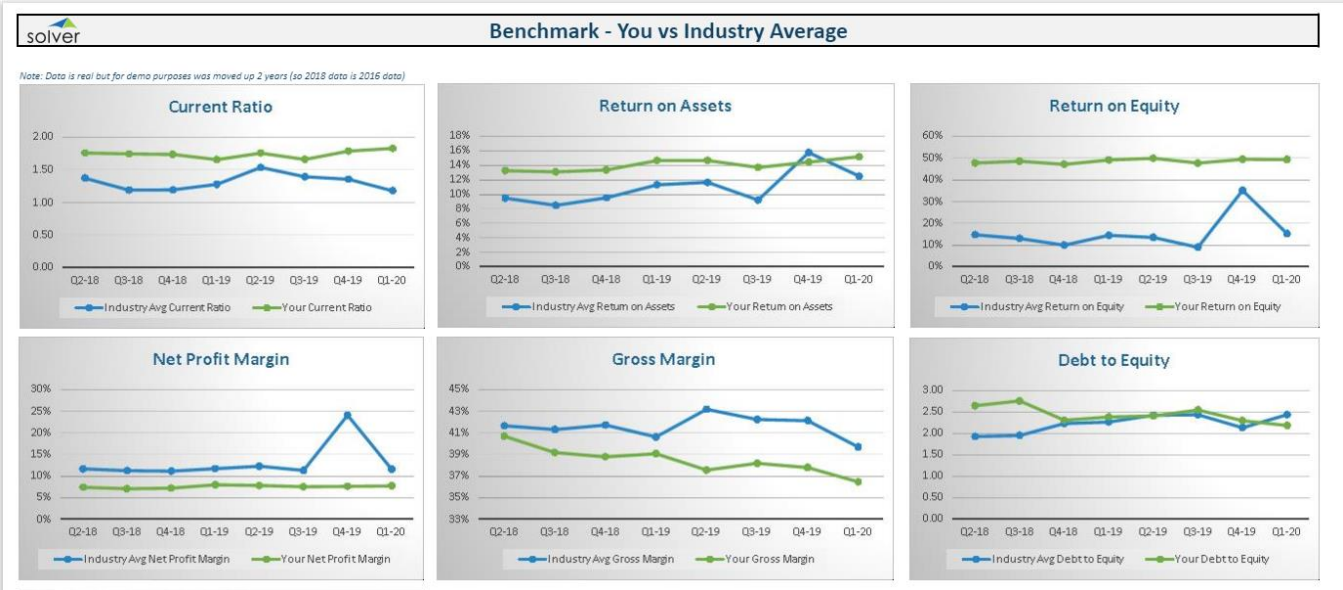
Benchmark – You vs Industry Average

This dashboard example compares key financials between your own company and selected Retail companies. It shows the capability of using the Solver Data Warehouse to load data from external data sources and then to design dashboards with Solver for user-friendly graphical analysis, in this case used for benchmarking.



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R99 – Retail Benchmark

This report example compares key financials between your own company and selected Retail companies. It shows the capability of using the Solver Data Warehouse to load data from external data sources and then to design reports used for benchmarking.

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Company: X00
Current Year: 2023
Current Qtr: 1

INCOME STATEMENT

Period Ending	Yr - 2022 Last Year	Yr - 2021 2 Yrs Ago	Yr - 2019 3 Yrs Ago
Total Revenue	**693,394,773**	**789,382,658**	**113,331,663**
Cost of Revenue	(208,708,869)	(189,175,394)	(26,433,044)
Gross Profit	**902,103,642**	**978,558,052**	**139,764,707**
Operating Expenses			
Research Development	36,307,013	34,825,918	4,956,196
Selling General and Administrative	288,035,648	276,285,558	39,319,134
Non Recurring	7,261,399	6,965,169	991,235
Others	4,840,944	4,643,458	660,827
Total Operating Expenses	**336,445,004**	**322,720,103**	**45,927,392**
Operating Income or Loss	**565,658,638**	**655,837,949**	**93,837,315**
Income from Continuing Operations			
Total Other Income/Expenses Net	4,840,944	4,643,458	660,827
Earnings Before Interest And Taxes	570,499,582	660,481,407	94,498,142
Interest Expense	2,420,455	2,321,711	330,408
Income Before Tax	568,079,127	658,159,696	94,167,734
Income Tax Expense	19,363,744	18,573,822	2,643,306

Period Ending	LAST FOUR QUARTERS FY Q4	FY Q3	FY Q2	FY Q1
Total Revenue	**92,193,491**	**67,321,717**	**59,313,230**	**52,596,526**
Cost of Revenue	27,452,596	19,600,204	17,006,382	16,811,829
Gross Profit	**64,740,895**	**47,721,513**	**42,306,849**	**35,784,697**
Operating Expenses				
Research Development	4,387,096	3,176,863	2,783,535	2,571,748
Selling General and Administrative	34,804,318	25,203,118	22,082,737	20,402,520
Non Recurring	877,420	635,375	556,706	514,345
Others	584,946	423,583	371,137	342,899
Total Operating Expenses	**40,653,780**	**29,438,939**	**25,794,115**	**23,831,512**
Operating Income or Loss	**24,087,115**	**18,282,574**	**16,512,734**	**11,953,185**
Income from Continuing Operations				
Total Other Income/Expenses Net	584,946	423,583	371,137	342,899
Earnings Before Interest And Taxes	24,672,061	18,706,157	16,883,871	12,296,084
Interest Expense	292,474	211,792	185,569	171,446
Income Before Tax	24,379,587	18,494,365	16,698,302	12,124,638
Income Tax Expense	2,339,786	1,694,327	1,484,555	1,371,599

Enter Symbol: BBBY — Statement. Data will Auto refresh after enter new symbol.

Sample Retail Tickers:
BBBY (Bed Bath & Beyond)

INCOME STATEMENT

Bed Bath & Beyond Inc. (BBBY) On Dec 23: 57.46 Down 0.12 (0.21%)

Period Ending	26-Feb-11	27-Feb-10	28-Feb-09
Total Revenue	**8,758,503**	**7,828,793**	**7,208,340**
Cost of Revenue	5,135,574	4,620,674	4,335,104
Gross Profit	**3,622,929**	**3,208,119**	**2,873,236**
Operating Expenses			
Research Development	-	-	-
Selling General and Administrative	2,334,471	2,227,432	2,199,340
Non Recurring	-	-	-
Others	-	-	-
Total Operating Expenses	-	-	-
Operating Income or Loss	**1,288,458**	**980,687**	**673,896**
Income from Continuing Operations			
Total Other Income/Expenses Net	4,520	4,568	9,412
Earnings Before Interest And Taxes	1,292,978	985,255	683,308
Interest Expense	-	-	-
Income Before Tax	1,292,978	985,255	683,308
Income Tax Expense	501,645	385,222	258,185
Minority Interest	-	-	-

Bed Bath & Beyond Inc. (BBBY) On Dec 23: 57.46 Down 0.12 (0.21%)

Period Ending	27-Aug-11	28-May-11	26-Feb-11	29-May-10
Total Revenue	**2,314,064**	**2,109,951**	**2,504,967**	**1,923,051**
Cost of Revenue	1,363,065	1,252,379	1,428,500	1,148,015
Gross Profit	**950,999**	**857,572**	**1,076,467**	**775,036**
Operating Expenses				
Research Development	-	-	-	-
Selling General and Administrative	579,363	568,624	615,415	549,642
Non Recurring	-	-	-	-
Others	-	-	-	-
Total Operating Expenses	-	-	-	-
Operating Income or Loss	**371,636**	**288,948**	**461,052**	**225,394**
Income from Continuing Operations				
Total Other Income/Expenses Net	-	552	1,681	516
Earnings Before Interest And Taxes	369,764	289,500	462,733	225,910
Interest Expense	-	-	-	-
Income Before Tax	369,764	289,500	462,733	225,910
Income Tax Expense	140,392	108,922	179,282	88,357
Minority Interest	-	-	-	-

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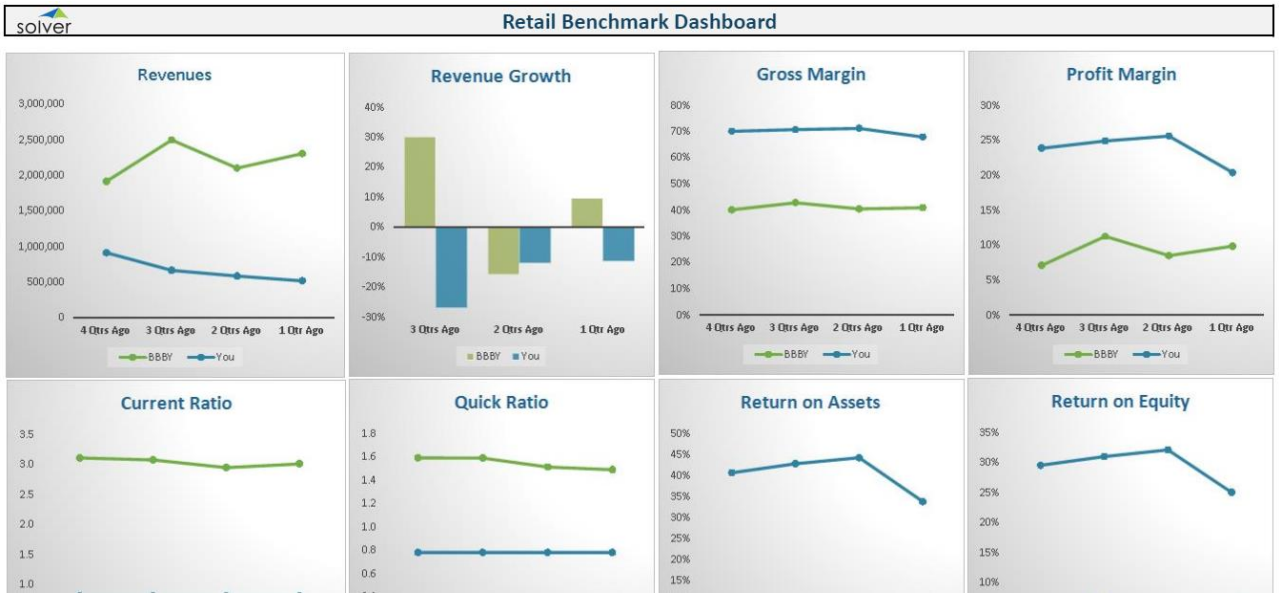
Key Performance Indicators

Profit & Loss Ratios			Last 3 Years			Last 4 Quarters			
Company	KPI	Formula	3 Yrs	2 Yrs	LY	4 Qtrs Ago	3 Qtrs Ago	2 Qtrs Ago	1 Qtr Ago
BBBY	Revenues	Total Revenue	7,208,340	7,828,793	8,758,503	1,923,051	2,504,967	2,109,951	2,314,064
You	Revenues		1,133,317	7,893,827	6,933,948	921,935	673,217	593,132	525,965
BBBY	Revenue Growth	(Curr Per Rev-Last Per Rev)/Last Per Rev		8.6%	11.9%		30.3%	-15.8%	9.7%
You	Revenue Growth		5.5%	6.7%	9.0%		-27.0%	-11.9%	-11.3%
BBBY	Gross Margin	(Revenues-COGS)/Revenues	39.9%	41.0%	41.4%	40.3%	43.0%	40.6%	41.1%
You	Gross Margin					70.2%	70.9%	71.3%	68.0%
BBBY	Profit Margin	Net Profit/Revenues	5.9%	7.7%	9.0%	7.2%	11.3%	8.6%	9.9%
You	Profit Margin					23.9%	25.0%	25.6%	20.4%

Balance Sheet Ratios			Last 3 Years			Last 4 Quarters			
Company	KPI		3 Yrs	2 Yrs	LY	4 Qtrs Ago	3 Qtrs Ago	2 Qtrs Ago	1 Qtr Ago
BBBY	Current ratio	Current Assets / Current Liabilities				3.1	3.1	3.0	3.0
You	Current ratio					0.8	0.8	0.8	0.8
BBBY	Quick ratio	(Current Assets - Inventory) / Curr Liab.				1.6	1.6	1.5	1.5
You	Quick ratio					0.8	0.8	0.8	0.8
BBBY	Return on Assets	Net Income After Tax / Total Assets				2.6%	5.0%	3.1%	4.0%
You	Return on Assets					40.7%	42.9%	44.3%	33.9%
BBBY	Return on Equity	Net Income After Tax / Total Equity				3.6%	7.2%	4.6%	5.9%
You	Return on Equity					29.6%	31.1%	32.2%	25.1%



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RET02 – Executive Dashboard

This is an example of an executive dashboard that provides easy analysis of key financial metrics. It includes actual versus budgeted revenue and profit charts as well as inforamtion about top products and top stores.
In this sample dashboard, the following information is included:

- Actual vs Budgeted Revenues – drill to Region and then to Store
- Actual vs Budgeted Revenues – twelve month trend
- Actual vs Budgeted Profit – drill to Region and then to Store
- Actual vs Budgeted Profit – twelve month trend
- Top 5 Products
- Top 5 Stores
- Revenue per Full Time Equivalent (FTE) – drill to Store

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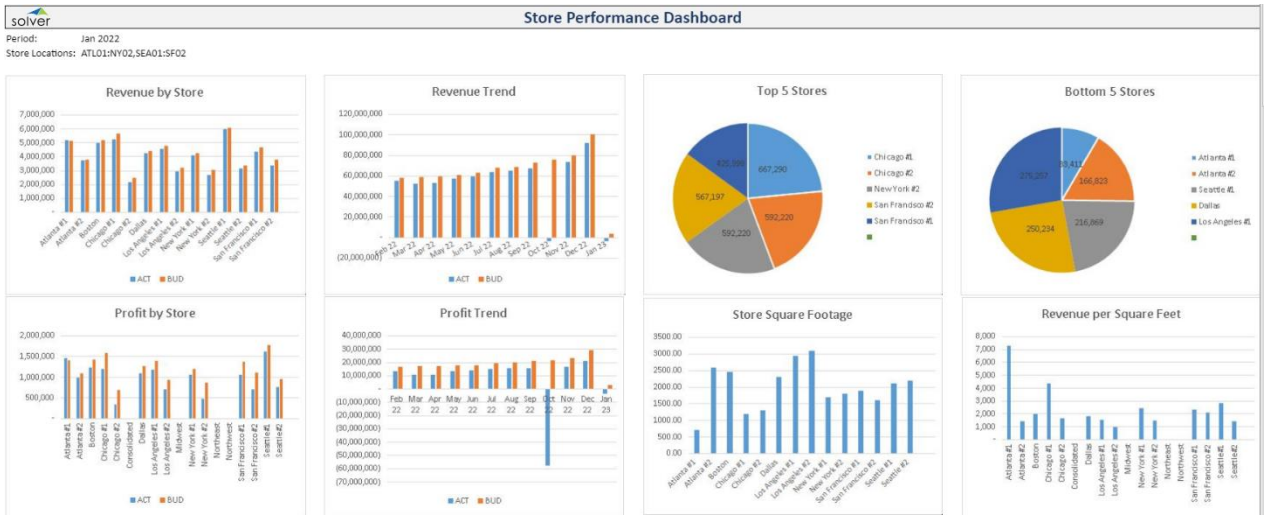
RET03 – Store Dashboard

This dashboard example focuses on performance metrics for Stores and the related roll-up levels (like State and region).
The following information is included:

- Revenue per Region – drill to Store
- Revenue Actual vs Budget Trend – twelve month trend
- Profit per Store – ranked by Store
- Profit Trend – Actual vs Budget
- Revenue per Square Feet - ranked
- Top 5 Stores - ranked
- Bottom 5 Stores - ranked



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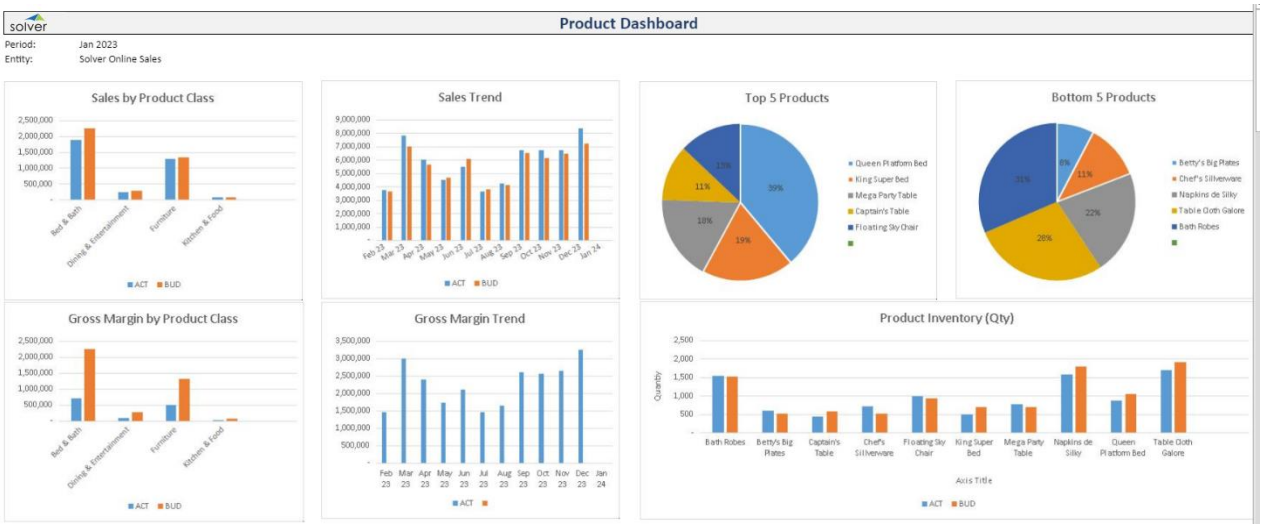
RET04 – Product Analysis Dashboard

This dashboard example focuses on Product performance and provides easy analysis of Sales, Gross Margin, and Top/Bottom Products. In the filter shown in the top left corner, one or many stores can be selected for inclusion in the analysis.
Note: If your product data does not include all related expenses by product, you can use Solver's Planning module to perform Allocations of expenses at any level.
The following information is included in this example:

- Sales by Product Class – drill to Product, ranked
- Actual vs Budget Sales Trend – twelve month trend
- Gross Margin by Product (drill to Store)
- Gross Margin Trend – twelve month trend
- Top 5 Products – drill to Quarters
- Bottom 5 Products – drill to Quarters



RET08 – Sales Variance by Product Class

This is a report example that shows how you can use Solver to design detailed or summarized reports that includes rich formatting.

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Sales Report
Variance by Product Class

Store Name	Bed & Bath				Dining & Entertainment				Kitchen & Food			
	December, 2023				December, 2023				December, 2023			
	Actual	Last Year	Var (%)	Variance	Actual	Last Year	Var (%)	Variance	Actual	Last Year	Var (%)	Variance
Midwest												
Chicago #1	2,522,125	2,231,192	13%	290,933	180,651	184,524	-2%	(3,873)	140,583	160,233	-12%	(19,649)
Chicago #2	2,475,967	2,161,862	15%	314,105	176,774	176,726	0%	47	137,812	154,356	-11%	(16,544)
Northeast												
Boston	3,155,159	3,035,885	4%	119,274	205,035	231,730	-12%	(26,696)	172,265	214,121	-20%	(41,856)
New York #1	3,041,293	2,593,665	17%	447,628	199,088	195,799	2%	3,289	169,036	183,658	-8%	(14,623)
New York #2	3,210,173	3,060,243	5%	149,930	217,246	239,588	-9%	(22,342)	177,136	219,569	-19%	(42,432)
Northwest												
Seattle #1	2,298,527	1,914,397	20%	384,129	149,177	145,985	2%	3,191	127,070	135,193	-6%	(8,123)
Seattle #2	3,198,558	2,784,708	15%	413,850	207,768	211,203	-2%	(3,434)	174,880	193,966	-10%	(19,086)
Southeast												
Atlanta #1	635,435	550,852	15%	84,583	42,804	42,744	0%	60	36,163	38,280	-6%	(2,118)
Atlanta #2	2,070,895	1,888,384	10%	182,511	129,408	142,372	-9%	(12,964)	115,707	132,057	-12%	(16,350)

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RET09 – Sales by Product Class

This report example focuses on sales performance by Product and Product class. In the first four columns it compares sales for the current month with the same month in the prior year, including variance amount and percent variance. In the next columns it lists sales for each month up to the current month the report was run for, and following that it lists each of the same months from the prior year. In the charts at the bottom of the report (not fully visible in the screenshot) it ranks the products by sales amount as well as shows the trend for current and prior year.

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Sales by Product Class

Solver Holding

Account Descriptions	September, 2023				Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Actual YTD	Jan-22
	Actual	Last Year	Variance	Var (%)	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual		Act
Bed & Bath															
Bath Robes	1,900	1,700	200	12%	2,660	1,615	3,135	2,375	1,900	2,565	1,140	1,140	1,900	18,430	3,100
King Super Bed	33,740	20,230	13,510	67%	10,845	19,280	37,355	31,330	24,100	27,715	20,485	22,895	33,740	227,745	7,140
Queen Platform Bed	33,000	21,780	11,220	52%	21,120	14,520	26,400	21,120	17,160	21,120	17,160	19,800	33,000	191,400	16,940
Dining & Entertainment															
Napkins de Silky	1,792	1,898	(106)	-6%	1,856	1,536	2,240	1,728	1,472	1,664	1,216	1,472	1,792	14,976	2,117
Table Cloth Galore	1,872	1,032	840	81%	2,418	1,872	2,340	1,716	1,248	1,482	1,248	1,404	1,872	15,600	2,236
Furniture															
Captain's Table	21,330	12,640	8,690	69%	6,320	10,270	24,490	18,170	15,800	18,960	13,430	14,220	21,330	142,988	4,740
Floating Sky Chair	10,660	11,687	(1,027)	-9%	7,380	8,610	11,070	8,200	6,560	8,200	5,330	6,970	10,660	72,978	8,866
Mega Party Table	14,000	12,410	1,590	13%	9,800	16,800	28,700	22,400	11,200	14,700	7,700	9,100	14,000	134,398	8,760
Kitchen & Food															
Betty's Big Plates	1,740	1,725	15	1%	660	1,020	1,560	1,320	1,140	1,200	840	960	1,740	10,438	1,035
Chef's Sillverware	1,672	1,235	437	35%	988	1,444	2,660	2,128	1,444	1,292	988	1,140	1,672	13,754	950
Total Revenue	**121,705**	**86,335**	**35,370**	**41%**	**64,046**	**76,966**	**139,948**	**110,486**	**82,023**	**98,897**	**69,536**	**79,100**	**121,705**	**842,708**	**55,882**

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RET10 – Sales by Store

This report example shows Sales by Store, grouped by Region. In the columns is lists Actual data for the current month compared to the same month in the prior year with variances. Following that is shows year-to-date sales for the current year versus last year and versus budgeted sales. Exception colors helps the user to easily find positive and negative variances.
Users can drill down on any number to see the underlying detail.

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Sales by Store and Region

Solver Holding

Store Name	December, 2023				YTD	YTD	Variance	YTD	YTD	Variance
	Actual	Last Year	Variance (%)	Variance	Actual	Last Year		Actual	Plan	
Midwest										
Chicago #1	294,469	282,958	4%	11,511	4,860,293	4,542,568	317,726	4,860,293	4,707,073	153,221
Chicago #2	196,313	203,376	-3%	(7,063)	4,774,625	4,401,006	373,619	4,774,625	4,579,943	194,682
Northeast										
Boston	942,302	1,008,039	-7%	(65,737)	5,978,699	6,105,022	(126,323)	5,978,699	6,009,333	(30,634)
Southeast										
Atlanta #1	111,812	104,434	7%	7,378	1,218,194	1,109,979	108,214	1,218,194	1,233,705	(15,512)
Atlanta #2	805,872	783,708	3%	22,164	3,939,574	3,750,246	189,329	3,939,574	3,859,433	80,141
Dallas	785,252	707,396	11%	77,856	3,277,531	2,967,571	309,960	3,277,531	3,109,058	168,473
Southwest										
Los Angeles #1	687,095	654,341	5%	32,754	4,551,972	3,979,078	572,894	4,551,972	4,018,653	533,319
Los Angeles #2	785,252	725,081	8%	60,171	6,566,006	5,970,759	595,246	6,566,006	6,156,180	409,826
Total Revenue	**4,608,367**	**4,469,332**	**3%**	**139,034**	**35,166,894**	**32,826,228**	**2,340,666**	**35,166,894**	**33,673,378**	**1,493,516**

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RET15 – Profit & Loss Report – Stores Consolidated

This example shows a Profit and Loss report with stores across the columns and a consolidated total. The report can be run for selected stores and for any month and year. The charts located at the top of the report helps the user to easily analyze revenues and Gross Margin for each of the selected stores.

Users can drill down on any number to see the underlying detail.

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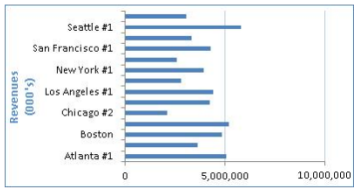
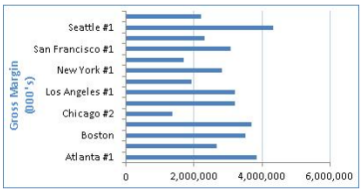
P&L Consolidation Report

Entity: X00 Solver Holding
Period: February, 2022
Scenario: ACT Actuals





Account Description		Atlanta #1	Atlanta #2	Boston	Chicago #1	Chicago #2	Dallas	Los Angeles #1	Los Angeles #2	New York #1	New York #2	San Francisco #1	San Francisco #2
Revenue													
40005	Furniture Revenue	1,473,574	1,032,368	1,357,949	1,433,589	542,562	1,231,240	1,236,365	751,035	1,093,511	671,194	1,191,201	900,448
40007	Dining and Entertainment Revenue	1,104,166	805,425	1,097,909	1,190,105	527,466	926,615	996,569	665,498	901,711	638,874	978,189	784,777
40010	Kitchen and Food Revenue	878,597	638,661	868,005	938,886	411,267	737,036	788,083	522,370	711,752	498,866	772,377	616,769
40015	Bed and Bath Revenue	1,378,166	974,262	1,292,067	1,372,545	540,586	1,152,629	1,175,549	730,576	1,045,284	665,007	1,137,547	872,322
40040	Other Revenue	224,114	163,855	223,794	242,927	108,489	188,123	203,104	136,291	183,995	131,279	199,556	160,588
	Total Revenue	**5,058,618**	**3,614,571**	**4,839,725**	**5,178,052**	**2,130,371**	**4,235,644**	**4,399,670**	**2,805,770**	**3,936,253**	**2,605,220**	**4,278,871**	**3,334,904**
Cost of Sales													
50010	Store Cost of Sales	1,168,149	895,474	1,270,973	1,416,870	722,667	985,799	1,149,822	843,944	1,066,057	860,984	1,151,431	980,103
50040	Other Cost of Sales	59,764	43,695	59,679	64,781	28,931	50,166	54,161	36,345	49,065	35,008	53,215	42,823
	Total Cost of Sales	**1,227,913**	**939,169**	**1,330,652**	**1,481,651**	**751,598**	**1,035,965**	**1,203,983**	**880,289**	**1,115,122**	**895,992**	**1,204,646**	**1,022,926**

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RET16 – P&L Actual versus Budget

This Profit & Loss report is an example that compares Actual and Budget data for the current month, including variance. It also compares with the same month for the prior year as well as year-to-date information.

Users can drill down on any number to see the underlying detail.

solver

P&L Variance Report

Entity: X00 Solver Online Sales
Store: ATL01 Atlanta #1
Scenario: BUD Budgets

Account Description	Dec-2022	Actual vs BUD		Dec 2022 vs 2021 Actual		2022 YTD	Actual vs BUD		2022 vs 2021 YTD Actual	
	Actual	BUD	Variance(%)	2021 Actual	Variance(%)	Actual	BUD	Variance	2021 Actual	Variance
Revenue										
40005 Furniture Revenue	2,529,535	2,522,748	0.3%	2,451,650	3.1%	18,849,889	21,134,096	(2,284,207)	20,289,517	(1,439,628)
40007 Dining and Entertainment Revenue	1,883,921	1,904,932	-1.1%	1,796,258	4.7%	14,158,449	15,523,019	(1,364,570)	14,865,587	(707,138)
40010 Kitchen and Food Revenue	1,500,463	1,518,798	-1.2%	1,432,152	4.6%	11,265,846	12,378,640	(1,112,794)	11,852,292	(586,446)
40015 Bed and Bath Revenue	2,341,532	2,419,779	-3.3%	2,281,734	2.6%	17,459,107	19,865,977	(2,406,870)	18,883,312	(1,424,205)
40040 Other Revenue	382,311	378,488	1.0%	364,106	4.8%	3,163,958	3,144,474	19,484	3,013,295	150,663
Total Revenue	**8,637,762**	**8,744,745**	**-1.2%**	**8,325,900**	**3.6%**	**64,897,249**	**72,046,206**	**(7,148,957)**	**68,904,003**	**(4,006,754)**
Cost of Sales										
50010 Store Cost of Sales	1,989,206	1,898,305	-4.8%	1,844,806	-7.8%	15,114,711	16,089,504	974,793	15,267,358	152,647
50040 Other Cost of Sales	101,950	103,989	2.0%	97,095	-5.0%	843,723	833,780	(9,943)	803,544	(40,179)
Total Cost of Sales	**2,091,156**	**2,002,294**	**-4.4%**	**1,941,901**	**-7.7%**	**15,958,434**	**16,923,284**	**964,850**	**16,070,902**	**112,468**
Gross Margin	**6,546,606**	**6,742,451**	**-3.0%**	**6,383,999**	**2.5%**	**48,938,815**	**55,122,922**	**(6,184,107)**	**52,833,101**	**(3,894,286)**
Expenses										
60010 Salaries	1,529,247	1,483,370	-3.1%	1,456,426	-5.0%	12,655,837	12,486,673	(169,164)	12,053,178	(602,659)
60020 Overtime	127,437	123,614	-3.1%	121,369	-5.0%	1,054,651	1,047,498	(7,153)	1,004,431	(50,220)
60030 Bonuses	101,950	99,911	-2.0%	97,095	-5.0%	843,723	833,114	(10,609)	803,544	(40,179)
60500 FICA	229,387	227,093	-1.0%	218,464	-5.0%	1,898,377	1,890,389	(7,988)	1,807,977	(90,400)
60510 Other Fringe Benefits	229,387	229,387	0.0%	218,464	-5.0%	1,898,377	1,886,386	(11,991)	1,807,977	(90,400)
60520 Pension Expenses	76,462	76,462	0.0%	72,821	-5.0%	632,792	627,919	(4,873)	602,659	(30,133)
60530 Workers Compensation	101,950	98,892	-3.1%	97,095	-5.0%	843,723	836,593	(7,130)	803,544	(40,179)

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RET17 – Balance Sheet

This Balance Sheet example shows data for the current month, prior month and closing balance for the prior year, including the year-to-date change.

Users can drill down on any number to see the underlying detail.

solver

Balance Sheet Report

Solver Holding

	February, 2022	January, 2022	December, 2021	YTD Change
ASSETS				
Current Assets				
Cash & Equivalents	111,390,169	104,189,231	96,818,918	14,571,251
Accounts Receivable	13,260,701	12,403,452	11,526,032	1,734,669
Prepaid Expenses	5,304,285	4,961,386	4,610,415	693,870
Other Current Assets	5,304,285	4,961,386	4,610,415	693,870
Total Current Assets	*135,259,440*	*126,515,455*	*117,565,780*	*17,693,660*
Property & Equipment				
Building	66,303,511	62,017,268	57,630,172	8,673,339
Equipment	45,086,397	42,171,749	39,188,521	5,897,876
Computer	31,825,684	29,768,287	27,662,480	4,163,204
Accumulated Depreciation	39,782,093	37,210,350	34,578,094	5,203,999
Net Property & Equipment	*182,997,685*	*171,167,654*	*159,059,267*	*23,938,418*
Long-Term Account Receivables	37,129,971	34,729,673	32,272,897	4,857,074
Other Long-Term Receivables	31,825,684	29,768,287	27,662,480	4,163,204
Goodwill	0	0	0	0
Other Long-Term Assets	79,564,221	74,420,727	69,156,211	10,408,010
TOTAL ASSETS	**466,777,001**	**436,601,796**	**405,716,635**	**61,060,366**
LIABILITIES				
Current Liabilities				
Accounts Payable	39,782,114	37,210,366	34,578,106	5,204,008

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RET20 – New Store Simulation to Create a Forecast

This report example is interactive and provides a tool where the user automatically can create a forecasted Profit & Loss for a Planned store by copying data from a similar store (selected from a drop down list) and store the data in the Solver Data Warehouse. The opening of the new store can quickly be changed in the yellow box in the upper left corner of the report.

solver

Simulation: Move Revenue and Expenses Based on Store Opening

Solver Holding
Atlanta #1
Budgets

January <= Original Start Month
<= Updated Start Month

Acct	Description	Recalc'ed Jan	Recalc'ed Feb	Recalc'ed Mar	Recalc'ed Apr	Recalc'ed May	Recalc'ed Jun	Recalc'ed Jul	Recalc'ed Aug	Recalc'ed Sep	Recalc'ed Oct	Recalc'ed Nov	Recalc'ed Dec	2022 Total
40005	Furniture Revenue	1,498,204	1,463,762	1,478,852	1,513,649	1,580,046	1,633,307	1,775,155	1,793,086	1,864,100	1,972,395	2,038,792	2,522,748	21,134,096
40007	Dining and Entertainment Revenue	1,097,694	1,083,515	1,083,515	1,154,276	1,146,081	1,160,780	1,313,487	1,287,732	1,352,118	1,445,121	1,493,768	1,904,932	15,523,019
40010	Kitchen and Food Revenue	875,188	899,144	899,144	884,211	895,307	935,028	1,026,705	1,037,076	1,088,930	1,152,191	1,166,918	1,518,798	12,378,640
40015	Bed and Bath Revenue	1,437,492	1,376,357	1,432,535	1,437,492	1,499,949	1,504,906	1,603,052	1,668,812	1,769,603	1,799,344	1,916,656	2,419,779	19,865,977
40040	Other Revenue	231,681	219,632	221,873	233,975	229,967	247,421	253,196	263,663	268,541	287,130	308,907	378,488	3,144,474
	Total Revenue	**5,140,259**	**5,042,410**	**5,115,919**	**5,223,603**	**5,351,350**	**5,481,442**	**5,971,595**	**6,050,369**	**6,343,292**	**6,656,181**	**6,925,041**	**8,744,745**	**72,046,206**
50010	Store Cost of Sales	1,162,227	1,158,220	1,124,155	1,173,849	1,200,834	1,192,151	1,348,986	1,349,253	1,416,716	1,484,178	1,580,630	1,898,305	16,089,504
50040	Other Cost of Sales	59,335	59,166	59,764	59,947	61,324	62,744	68,215	68,904	72,349	78,114	79,929	103,989	833,780
	Total Cost of Sales	**1,221,562**	**1,217,386**	**1,183,919**	**1,233,796**	**1,262,158**	**1,254,895**	**1,417,201**	**1,418,157**	**1,489,065**	**1,562,292**	**1,660,559**	**2,002,294**	**16,923,284**
	Gross Margin	**3,918,697**	**3,825,024**	**3,932,000**	**3,989,807**	**4,089,192**	**4,226,547**	**4,554,394**	**4,632,212**	**4,854,227**	**5,093,889**	**5,264,482**	**6,742,451**	**55,122,922**
60010	Salaries	908,373	878,526	905,420	890,022	929,255	979,984	1,012,783	1,054,653	1,085,238	1,160,119	1,198,930	1,483,370	12,486,673
60020	Overtime	77,991	72,463	75,451	75,697	76,656	80,856	87,009	86,130	94,128	98,611	98,892	123,614	1,047,498
60030	Bonuses	60,558	59,166	57,971	59,947	60,699	63,391	67,519	68,201	75,303	78,888	81,560	99,911	833,114
60500	FICA	137,632	134,468	134,468	140,385	142,205	144,088	156,616	156,616	161,125	174,018	181,675	227,093	1,890,389
60510	Other Fringe Benefits	139,008	130,434	133,123	137,632	143,613	141,177	151,918	159,780	162,786	174,018	183,510	229,387	1,886,386
60520	Pension Expenses	44,502	43,477	44,822	45,419	45,524	47,059	52,205	53,260	55,370	57,426	62,393	76,462	627,919

Directions | RevenueExpenses

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RET20 – Corporate Assumptions Form

This form captures budget assumptions that drive other budgets such as labor.

solver

Assumptions Form

Entity: CORP
SourceDoc PRASSUMP
Scenario: BUD
Store: ZZZ01
Category: GLOBAL
Budget For: 2023

	FICA	SSI %	Med %	Payroll Limit SSI
60500	FICA	7.95%	1.45%	106,800

	OTHER FRINGE EXPENSE	Rate		Payroll Limit
60510	Other Fringe Benefits	8.00%		75,000

	PENSION EXPENSE	Rate
60520	Pension Expenses	8.00%

	WORKERS COMPENSATION EXPENSE	Rate
60530	Workers Compensation	3.00%

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RET51 – Sales Commission Input Form

This form captures the ability to input budgeted commission payout by the different commission levels.

solver

Salesperson Commission Grid Form

Entity: CORP
Scenario: BUD
Category: GLOBAL
Store: ZZZ01
Budget For: 2023

Commission Payout Levels (Level 1 Production $ = 0)		Production $	Payout %	(Leave unused levels blank)	
	Commission - Level 1	$ 100,000	10.0%		
	Commission - Level 2	$ 90,000	11.0%		
	Commission - Level 3	$ 110,000	12.0%		
	Commission - Level 4	$ 130,000	13.0%		
	Commission - Level 5	$ 140,000	14.0%		
	Commission - Level 6	$ 160,000	15.0%		
	Commission - Level 7	$ 175,000	16.0%		
	Commission - Level 8	$ 190,000	17.0%		
	Commission - Level 9	$ 195,000	18.0%		
	Commission - Level 10				

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RET52 – Commission Staff Input Form

This form takes the commission assumptions to calculate out the budgeted commission and other labor related costs for each employee.

solver

Commission Staff Input Form

Scenario: BUD
Entity: X00
Category: MAIN
Store: ATL01
Year: 2023

Name	Employee Code	Title	Hire Date	Hire Month (Lookup)	Termination Month (Lookup)	2023 Allocated Revenue %	2023 Projected Revenue Production	2023 Payout % Based On Revenues	Curent Annual Salary	Increase Month (Lookup)	Increase %	12 Month Salary	2023 Annual Salary	2023 Total Compensation	2023 Budgeted Production
J.J. Santana	1039	Sales Manager	04/04/2004				-	0.0%	65,000				65,000	65,000	0
Jack LaRoche	1044	Salesperson	05/03/2008				-	0.0%	36,000				36,000	36,000	0
Matt Ellis	1078	Salesperson	05/05/2005				-	0.0%	36,000				36,000	36,000	0
Carlos Jones	1166	Salesperson	07/07/2007				-	0.0%	36,000				36,000	36,000	0
Ervin Raburn	1221	Salesperson	01/01/2001				-	0.0%	36,000				36,000	36,000	0
Brian Thames	1238	Salesperson	05/05/2005				-	0.0%	36,000				36,000	36,000	0
Brad Wolf	1263	Salesperson	07/15/2008				-	0.0%	36,000				36,000	36,000	0
Sales - To Be Hired #1	9991						-	0.0%					0	-	0
Sales - To Be Hired #2	9992						-	0.0%					0	-	0
Sales - To Be Hired #3	9993						-	0.0%					0	-	0
TOTALS						**0%**	**0**						**281,000**	**281,000**	**-**

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RET53 – Non-Commission Staff Input Form

This form calculates out the budgeted labor related costs for non-commission staff.

solver

Non-Commission Payroll Budget

Entity: Solver Holdi
Store: Atlanta #1
Scenario: Budgets
Budget Year: 2023

Employee Name	Employee ID #	Business Title	Hire Date	Hire Month	Separation Month	Current FTE	Override FTE	Current Rate	Base Salary	Change Month	% Change	Target Bonus	Overtime	Yr - 2 Total Com
Exempt:														
Isaac Montero	1007	Office Manager	06/06/06		FEB	1.00		38000	38,000			4500		
Luis Pierzynski	1008	Vice President	05/05/05			1.00		175000	175,000			35000		
Michael Carroll	1088	Financial Analyst	05/05/05			1.00		54000	54,000			8000		
Nyjer Fontenot	1091	Accountant	01/01/01			1.00		54000	54,000			8000		
Brad Ryan	1094	FP&A Manager	05/03/08			1.00		54000	54,000			8000		
Matt McLouth	1167	Store Manager	06/06/06			1.00		85000	85,000			25000		
Jaff Gardner	1189	Accountant	04/04/04			1.00		54000	54,000			8000		
Craig Liriano	1302	HR Coordinator	04/12/04			1.00		38000	38,000			4500		
Fausto Hammel	1327	HR Director	06/06/06			1.00		90000	90,000			16000		
Victor Maloney	1364	Purchasing Coordinator	05/03/08			1.00		38000	38,000			4500		
Rob Silva	1392	Purchasing Coordinator	04/12/04			1.00		38000	38,000			4500		
Billy Westbrook	1402	COO	04/12/04			1.00		165000	165,000			21000		
Aubrey Perez	1412	Purchasing Manager	04/12/04			1.00		54000	54,000			8000		
Exempt - To Be Hired #1	9981								0					
Exempt - To Be Hired #2	9982								0					
Exempt - To Be Hired #3	9983								0					
Non-exempt:														
Chris Molina	1006	Administrative Assistant	07/07/07			1.00		12.5	26,000			4500		

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RET54 – Taxes and Benefits Form

This form calculates out the budgeted taxes and benefits for each employee.

solver

Payroll Taxes and Benefits

Scenario: BUD
SourceDoc PTEB
Entity: X00
Category: STAT
Store: ATL01
Year: 2023

SSI RATE 7.95%
MEDICARE RATE 0.0145
SSI LIMIT 106800

OTHER FRINGE RATE 8.00%
OTHER FRINGE LIMIT 75000

PENSION RATE 8.00%

Worker's Comp Contribution % 0.03

Name	Employee Code	2023 Total Compensation	2023 FICA	2023 Other Fringes	2023 Pensions	2023 Profit Sharing Rate	2023 Profit Sharing
Exempt Employees:							
Isaac Montero	1007	42,500	3,995	3,400	3,400		1275.000012
Luis Pierzynski	1008	210,000	11,536	6,000	16,800		6300
J.J. Santana	1039	187,137	11,204	6,000	14,971		5614.105008
Jack LaRoche	1044	21,000	1,974	1,680	1,680		630
Matt Ellis	1078	50,804	4,776	4,064	4,064		1524.133944
Michael Carroll	1088	62,000	5,828	4,960	4,960		1860.000012
Nyjer Fontenot	1091	62,000	5,828	4,960	4,960		1860.000012
Brad Ryan	1094	62,000	5,828	4,960	4,960		1860.000012
Carlos Jones	1166	36,000	3,384	2,880	2,880		1080

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RET55 – Estimated Unit Selling Price Form

This input form allows for the input of the budgeted selling price and the estimated cost per product.

solver

Forecast Average Selling Price

Year: 2023

Scenario: BUD

		Selling Price	Est. Cost
Bed & Bath			
SER001	King Super Bed	1000	650
SER002	Queen Platform Bed	1199.99	610
SER003	Bath Robes	99.99	49.995
Dining & Entertainment			
DWA001	Table Cloth Galore	79.99	39.995
MAI001	Napkins de Silky	69.99	34.995
Furniture			
BUD001	Floating Sky Chair	399.99	199.995
CUS001	Captain's Table	799.99	399.995
DAS001	Mega Party Table	699.99	349.995
Kitchen & Food			
OTH001	Chef's Sillverware	79.99	39.995
REP001	Betty's Big Plates	69.99	34.995

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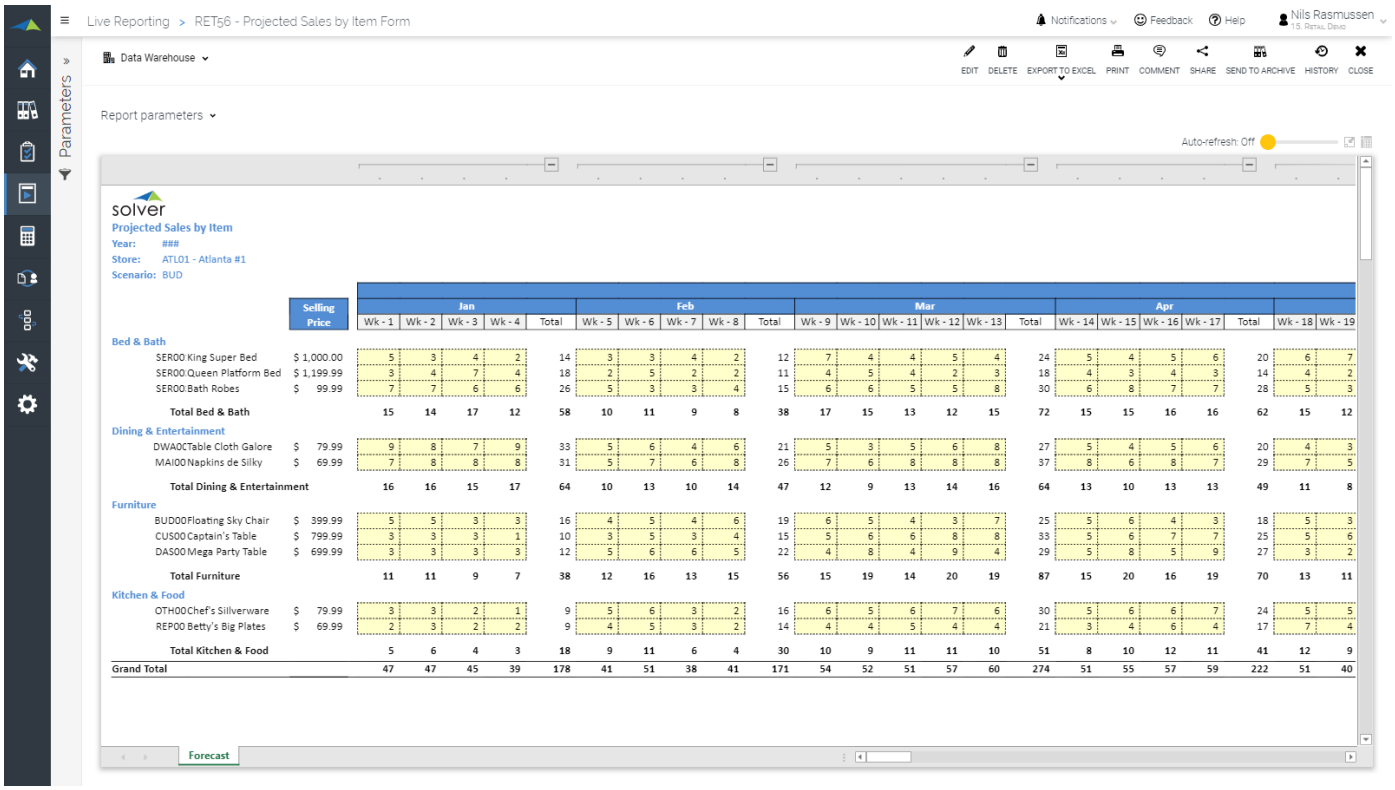
RET56 – Projected Sales by Item Form

This input automatically brings in the budgeted selling price and estimated cost from the previous form. This input form captures the number of quantity per product at the weekly level to come up with an overall sales revenue projection.



	Selling Price	Jan					Feb					Mar						Apr						
		Wk - 1	Wk - 2	Wk - 3	Wk - 4	Total	Wk - 5	Wk - 6	Wk - 7	Wk - 8	Total	Wk - 9	Wk - 10	Wk - 11	Wk - 12	Wk - 13	Total	Wk - 14	Wk - 15	Wk - 16	Wk - 17	Total	Wk - 18	Wk - 19
Bed & Bath																								
SER00 King Super Bed	$ 1,000.00	5	3	4	2	14	3	3	4	2	12	7	4	4	5	4	24	5	4	5	6	20	6	7
SER00 Queen Platform Bed	$ 1,199.99	3	4	7	4	18	2	5	2	2	11	4	5	4	2	3	18	4	3	4	3	14	4	2
SER00 Bath Robes	$ 99.99	7	7	6	6	26	5	3	3	4	15	6	6	5	5	8	30	6	8	7	7	28	5	3
Total Bed & Bath		**15**	**14**	**17**	**12**	**58**	**10**	**11**	**9**	**8**	**38**	**17**	**15**	**13**	**12**	**15**	**72**	**15**	**15**	**16**	**16**	**62**	**15**	**12**
Dining & Entertainment																								
DWA0C Table Cloth Galore	$ 79.99	9	8	7	9	33	5	6	4	6	21	5	3	5	6	8	27	5	4	5	6	20	4	3
MAI00 Napkins de Silky	$ 69.99	7	8	8	8	31	5	7	6	8	26	7	6	8	8	8	37	8	6	8	7	29	7	5
Total Dining & Entertainment		**16**	**16**	**15**	**17**	**64**	**10**	**13**	**10**	**14**	**47**	**12**	**9**	**13**	**14**	**16**	**64**	**13**	**10**	**13**	**13**	**49**	**11**	**8**
Furniture																								
BUD00 Floating Sky Chair	$ 399.99	5	5	3	3	16	4	5	4	6	19	6	5	4	3	7	25	5	6	4	3	18	5	3
CUS00 Captain's Table	$ 799.99	3	3	3	1	10	3	5	3	4	15	5	6	6	8	8	33	5	6	7	7	25	5	6
DAS00 Mega Party Table	$ 699.99	3	3	3	3	12	5	6	6	5	22	4	8	4	9	4	29	5	8	5	9	27	3	2
Total Furniture		**11**	**11**	**9**	**7**	**38**	**12**	**16**	**13**	**15**	**56**	**15**	**19**	**14**	**20**	**19**	**87**	**15**	**20**	**16**	**19**	**70**	**13**	**11**
Kitchen & Food																								
OTH00 Chef's Sillverware	$ 79.99	3	3	2	1	9	5	6	3	2	16	6	5	6	7	6	30	5	6	6	7	24	5	5
REP00 Betty's Big Plates	$ 69.99	2	3	2	2	9	4	5	3	2	14	4	4	5	4	4	21	3	4	6	4	17	7	4
Total Kitchen & Food		**5**	**6**	**4**	**3**	**18**	**9**	**11**	**6**	**4**	**30**	**10**	**9**	**11**	**11**	**10**	**51**	**8**	**10**	**12**	**11**	**41**	**12**	**9**
Grand Total		**47**	**47**	**45**	**39**	**178**	**41**	**51**	**38**	**41**	**171**	**54**	**52**	**51**	**57**	**60**	**274**	**51**	**55**	**57**	**59**	**222**	**51**	**40**

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