Changepoint - Analytics Accelerator Package

Changepoint Product Management

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Contents

Introduction

This document contains information on the Changepoint - Analytics Accelerator Package. This package is intended to replace all other documentation related to reporting and is specific to the support versions, CP2021 and CP2022 only. This set of dashboards and reports has been created by Changepoint to provide companies with enhanced reporting capability in addition to the standard reports included in the product. These dashboards and reports are only samples, examples and templates that can be used to report on Changepoint data. Customers are encouraged to review the configuration and settings within the reports to ensure they meet their criteria and reporting requirements.

These reports are not considered to be part of the standard Changepoint product and are therefore not supported under any maintenance agreement. Any assistance required to import, modify and/or execute these reports would be considered a billable service.

Please note that several of these reports use fiscal periods or billing offices as well as configurable fields that are included in the accelerator database. These reports will need to be modified to link to the fiscal period setup, billing office and configurable fields of the customer specific configuration. In addition, items like filters, prompts and SQL statements should be reviewed for desired results.

Many of these reports were originally released with 2012 SP1 but have been updated with various fixes, performance enhancements, and more consistent look and feel applied using a common color and font theme.

Actual vs planned revenue recognition

This report compares planned and actual revenue recognition amounts. The calculations are similar to the 'backlog report – recognition amounts' except that planned revenue recognition is calculated based on the entire billing amount over all dates (the backlog report only calculates remaining revenue recognition from the current date). Actual recognition comes from the 'Recognition details' table using a custom SQL query, and from billable, un-recognized time in the time table.

Access required

Users require engagement access to see data in the report.

The report uses information from the financial analysis summary for record type 28 and 42. These record types must be enabled and the financial analysis summary job chain run to process the data used in this report. The report also uses the billing rate from the time table (also calculated as part of the financial analysis summary job chain).

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

Users can filter on billing office, customer, date range and type (fixed fee, product or project). The 'date within the last' and 'date within the next' should be used in conjunction, and the count includes the current month. For example, putting 2 in the 'within last' will return the current month plus one month prior. Only filling out the 'date within the next' field, for example, only filters on the date being less than the number of months specified, so would include all months in the past. These prompts are useful when the report is scheduled, as they are more dynamic than a static date range.

Recognition forecast vs actual amounts (Converted to US dollars)

					2015-07-01						2015-08-01					
Company	Engagement	Item name	Fixed fee or Product billing amount	Item type	Project planned recognition	Actual project recognized	Fixed fee planned recognition	Actual Fixed Fee recognized	Total planned	Total actual	Project planned recognition	Actual project recognized	Fixed fee planned recognition	Actual Fixed Fee recognized	Total planned	Total actual
Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	2008 - Maintenance @ 50%	2500000	FixedFee	0	0	208,250	0	208,250	0	0	0	208,250	0	208,250	0
		Total			0	0	208,250	0	208,250	0	0	0	208,250	0	208,250	0
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project A	0	Project							666	0	0	0	666	0
		PSA - SharePoint Integration - BAW	0	Project							1,642	0	0	0	1,642	0
		Total									2,307	0	0	0	2,307	0
	Total				0	0	208,250	0	208,250	0	2,307	0	208,250	0	210,557	0
Asia Container	New Reservation System	Reservation System Phase 1	0	Project							783	0	0	0	783	0
		Total									783	0	0	0	783	0
	Staffing Augmentation	Asia Container - Staffing Augmentation	0	Project							450	0	0	0	450	0
		Total									450	0	0	0	450	0
	Total										1,233	0	0	0	1,233	0
Auto Wolfsburg	Staffing Augmentation	Auto Wolfsburg Staffing Augmentation	0	Project							968	0	0	0	968	0
		Total									968	0	0	0	968	0
	Total										968	0	0	0	968	0
Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	0	Project							950	0	0	0	950	0
		Total									950	0	0	0	950	0
	Total										950	0	0	0	950	0

					2015-09-01						Summary					
Company	Engagement	Item name	Fixed fee or Product billing amount	Item type	Project planned recognition	Actual project recognized	Fixed fee planned recognition	Actual Fixed Fee recognized	Total planned	Total actual	Planned billing amount	Actual project recognized	Rev rec per month	Actual Fixed Fee recognized	Total planned	Total actual
Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	2008 - Maintenance @ 50%	2500000	FixedFee	0	0	208,250	0	208,250	0	0	0	624,750	0	624,750	0
		Total			0	0	208,250	0	208,250	0	0	0	624,750	0	624,750	0
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project A	0	Project	13,366	0	0	0	13,366	0	14,032	0	0	0	14,032	0
		PSA - SharePoint Integration - BAW	0	Project	24,980	0	0	0	24,980	0	26,622	0	0	0	26,622	0
		Total			38,347	0	0	0	38,347	0	40,654	0	0	0	40,654	0
	Total				38,347	0	208,250	0	246,597	0	40,654	0	624,750	0	665,404	0
Asia Container	New Reservation System	Reservation System Phase 1	0	Project	16,433	0	0	0	16,433	0	17,215	0	0	0	17,215	0
		Total			16,433	0	0	0	16,433	0	17,215	0	0	0	17,215	0
	Staffing Augmentation	Asia Container - Staffing Augmentation	0	Project	10,350	0	0	0	10,350	0	10,800	0	0	0	10,800	0
		Total			10,350	0	0	0	10,350	0	10,800	0	0	0	10,800	0
	Total				26,783	0	0	0	26,783	0	28,015	0	0	0	28,015	0
Auto Wolfsburg	Staffing Augmentation	Auto Wolfsburg Staffing Augmentation	0	Project	20,323	0	0	0	20,323	0	21,290	0	0	0	21,290	0
		Total			20,323	0	0	0	20,323	0	21,290	0	0	0	21,290	0
	Total				20,323	0	0	0	20,323	0	21,290	0	0	0	21,290	0
Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	0	Project							950	0	0	0	950	0
		Total									950	0	0	0	950	0
	Total										950	0	0	0	950	0

Actual vs Planned Revenue recognition billing effort and cost amounts

This report combines the information from 'billing revenue, cost, margin and effort planned and actual' with the calculated and actual amounts for revenue recognition from the 'actual vs planned revenue recognition' report. Recognition, billing and cost planned and actuals are shown on the report.

Access required

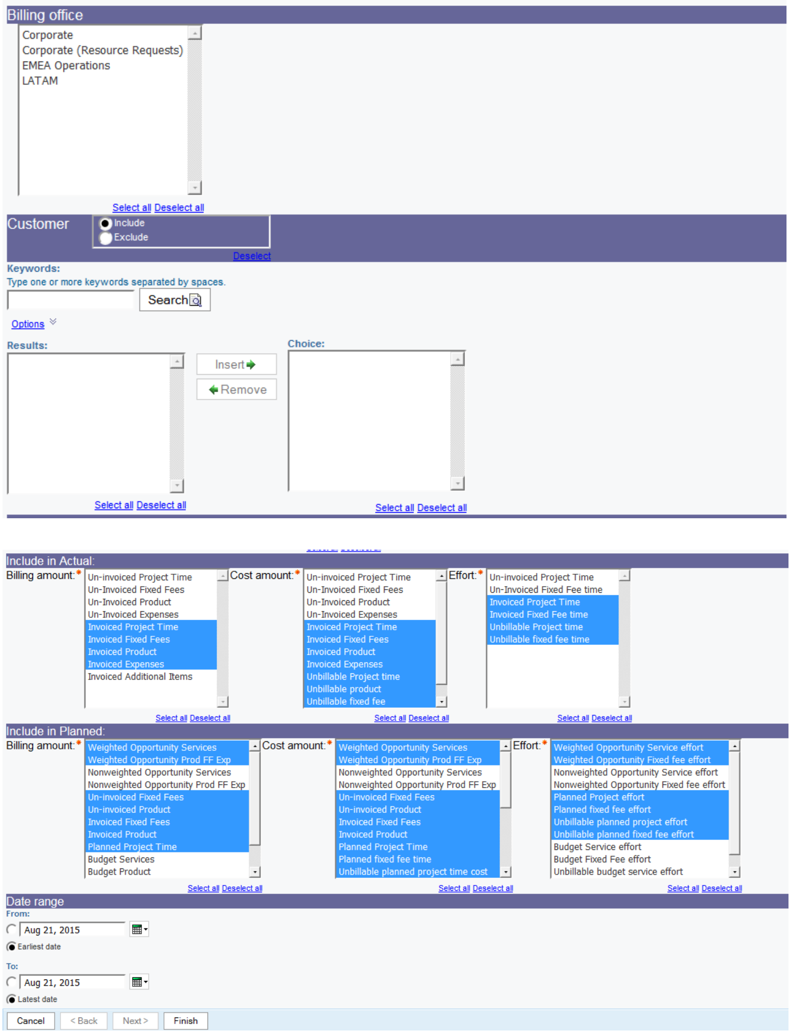
Users require engagement access to view data on the report.

This report uses these financial analysis record types (which must be enabled in the FinAnnRectype table to allow the financial analysis calculation job chain to calculate them): 0,1,2,3,4,5,6,7,8,9,10,11,12,13,14,16,18,20,26,41,48,28,42

The report also uses time billing rates from the time table (also calculated as part of the financial analysis calculation job chain)

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

Calculated 'variance' and 'margin' fields can be added, as well as 'effort', if desired. The prompts are the same as the 'billing revenue' report. In addition, there is a selection to include or exclude specific customers (useful to exclude internal non-billable engagements from the report).



Recognition, Billing and cost forecast vs actual amounts (Converted to US dollars)

Company	Item name	2015-05-01 Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost	2015-06-01 Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost
La Rochelle Electrique	ASP Hosting Agreement	0	0	7,000	7,000	3,000	3,000	0	0	7,000	7,000	3,000	3,000
	Implementation Services - La Rochelle Electrique	2,000	0	36,926	0	0	0	0	0	14,183	0	0	0
	Maintenance Agreement - La Rochelle Electrique	110,833	0	0	0	0	0	110,833	0	0	0	0	0
	Master Services Agreement - La Rochelle Electrique	0	0	350,000	350,000	0	0						
	Night Owl	247	196,800	48,586	0	0	0	257	500	59,125	0	0	0
	Total	**113,080**	**196,800**	**442,512**	**357,000**	**3,000**	**3,000**	**111,091**	**500**	**80,308**	**7,000**	**3,000**	**3,000**
Total		**113,080**	**196,800**	**442,512**	**357,000**	**3,000**	**3,000**	**111,091**	**500**	**80,308**	**7,000**	**3,000**	**3,000**

Company	Item name	2015-07-01 Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost	2015-08-01 Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost	Total Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost
La Rochelle Electrique	ASP Hosting Agreement	0	0	7,000	7,000	3,000	3,000	0	0	7,000	7,000	3,000	3,000	**0**	**0**	**28,000**	**28,000**	**12,000**	**12,000**
	Implementation Services - La Rochelle Electrique	0	0	83,663	0	0	0	4,487	0	112,539	0	0	0	**6,487**	**0**	**247,311**	**0**	**0**	**0**
	Maintenance Agreement - La Rochelle Electrique	110,833	0	0	0	0	0	110,833	0	0	0	0	0	**443,333**	**0**	**0**	**0**	**0**	**0**
	Master Services Agreement - La Rochelle Electrique	2,100	0	117,276	0	0	0	5,053	0	201,065	0	0	0	**7,153**	**0**	**668,341**	**350,000**	**0**	**0**
	Night Owl	257	0	1,299,250	0	0	0	334	0	32,074	0	0	0	**1,095**	**197,300**	**1,439,035**	**0**	**0**	**0**
	Total	**113,191**	**0**	**1,507,189**	**7,000**	**3,000**	**3,000**	**120,708**	**0**	**352,679**	**7,000**	**3,000**	**3,000**	**458,069**	**197,300**	**2,382,687**	**378,000**	**12,000**	**12,000**
Total		**113,191**	**0**	**1,507,189**	**7,000**	**3,000**	**3,000**	**120,708**	**0**	**352,679**	**7,000**	**3,000**	**3,000**	**458,069**	**197,300**	**2,382,687**	**378,000**	**12,000**	**12,000**

Actual vs Planned Revenue recognition billing effort and cost amounts by project

This report is similar to 'Actual vs Planned Revenue recognition billing effort and cost amounts' but groups the revenue, etc, by project. Only amounts associated with a project are included in the report.

Project planned recognition for fixed fees: takes the fixed fee calculated amount (see ‘actual vs planned revenue recognition billing effort and cost amounts’) and multiplies by the project percentage. The project percentage is calculated as actual hours for this project for tasks associated with the fixed fee divided by total actual hours for all tasks associated with the fixed fee. If there are no actual hours booked at all, planned hours for this project for tasks associated with the fixed fee divided by total planned hours for all tasks associated with the fixed fee is used. In cases where there are no planned hours, the number of tasks for this project for tasks associated with the fixed fee divided by total number of tasks for all tasks associated with the fixed fee is used.

Project planned recognition for milestones: Takes the milestone amount multiplied by the project percentage (see above). For product milestones, recognition is based on the project associated to the engagement product.

Project planned recognition for billable time: takes the planned billing amount multiplied by the revenue adjustment factor, capped at the time and expense maximum when maximums are enabled for revenue recognition.

Actual recognition: a custom SQL query that selects data from financial analysis by project – monthly for record type 36 is used. The ‘fixed fee’ amount includes revenue recognition for fixed fees and products. Fixed fee recognition is pro-rated to each project by the financial analysis summary job using the same logic as planned recognition, above. Product recognition is based on the project associated to the engagement product.

Planned billing and cost use data from financial analysis summary, similar to ‘Actual vs Planned Revenue recognition billing effort and cost amounts’. Only amounts associated with a project are included.

Recognition, Billing and cost forecast vs actual amounts by Project (Converted to US dollars)

			2015-05-01						2015-06-01					
Customer	Engagement	Project	Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost	Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Customer Portal Development	2,000	0	0	0	0	0						
		ERP Purchase Order Implementation												
		Upgrade PSA												
	Master Services Agreement - La Rochelle Electrique	Accounting Transition for Acquisition												
	Night Owl	La Rochelle Special Project	257	195,975	0	0	0	0	268	500	0	0	0	0
Total			**2,257**	**195,975**	**0**	**0**	**0**	**0**	**268**	**500**	**0**	**0**	**0**	**0**

			2015-07-01						2015-08-01					
Customer	Engagement	Project	Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost	Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Customer Portal Development												
		ERP Purchase Order Implementation	0	0	5,501	0	0	0	0	0	4,719	0	0	0
		Upgrade PSA	0	0	78,162	0	0	0	0	0	107,820	0	0	0
	Master Services Agreement - La Rochelle Electrique	Accounting Transition for Acquisition	700	0	117,276	0	0	0	1,350	0	201,065	0	0	0
	Night Owl	La Rochelle Special Project	268	0	1,299,250	0	0	0	364	0	32,074	0	0	0
Total			**968**	**0**	**1,500,189**	**0**	**0**	**0**	**1,714**	**0**	**345,679**	**0**	**0**	**0**

			Summary					
Customer	Engagement	Project	Planned recognition	Actual recognition	Planned Billing	Actual Billing	Planned cost	Actual cost
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Customer Portal Development	**2,000**	**0**	**0**	**0**	**0**	**0**
		ERP Purchase Order Implementation	**0**	**0**	**10,220**	**0**	**0**	**0**
		Upgrade PSA	**0**	**0**	**185,982**	**0**	**0**	**0**
	Master Services Agreement - La Rochelle Electrique	Accounting Transition for Acquisition	**2,050**	**0**	**318,341**	**0**	**0**	**0**
	Night Owl	La Rochelle Special Project	**1,156**	**196,475**	**1,331,324**	**0**	**0**	**0**
Total			**5,206**	**196,475**	**1,845,868**	**0**	**0**	**0**

Actual vs planned recognition billing effort cost and margin summary by project

This report contains the same data and prompt page as the ‘Actual vs Planned Revenue recognition billing effort and cost amounts by project’, summarizes the data by project and adds margin and margin percent calculations (margin for revenue recognition amounts vs cost and billing amounts vs cost, planned and actual). Any margin in any of the 4 categories (planned, actual, billing or recognition) that is less than 0 will be highlighted.

Users can optionally filter on a margin or margin percentage value, to show all projects with less than the selected value. A project with a margin or percentage less than the selected value in any of the 4 categories (planned, actual, billing or recognition) would appear on the report.

Recognition, Billing, cost and margin forecast vs actual amounts by Project (Converted to US dollars) for date range: Between Mar 1, 2016 and Sep 30, 2016

Company	Engagement	Project	Planned recognition	Planned Billing	Planned cost	Planned recognition margin	Planned recognition margin percent	Planned billing margin	Planned billing margin percent	Actual recognition	Actual Billing	Actual cost	Actual recognition margin	Actual recognition margin percent	Actual billing margin	Actual billing margin percent
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System	0	100,000	0	0		100,000	100.0%	0	100,000	0	0		100,000	100.0%
	Dynamics Great Plains Implementation - Acucar Exportacoes	Dynamics Great Plains Implementation	1,600	73,600	0	1,600	100.0%	73,600	100.0%	0	8,000	0	0		8,000	100.0%
	Electronic policy - engagement and project budget	Electronic policy - engagement and project budget	1,720	28,060	21,400	-19,680	-1,144.2%	6,660	23.7%	6,608	0	3,200	3,408	51.6%	-3,200	
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project A	1,260	0	0	1,260	100.0%	0		0	0	0	0		0	
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project B	1,575	0	0	1,575	100.0%	0		0	0	0	0		0	
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project C		0	0			0		0	0	0	0		0	
	Master Services Agreement - Acucar Exportacoes	PSA - SharePoint Integration - BAW	2,976	0	0	2,976	100.0%	0		0	85,635	57,235	-57,235		28,400	33.2%
Acucar Exportacoes - Summary			**9,131**	**201,660**	**21,400**	**-12,269**	**-134.4%**	**180,260**	**89.4%**	**6,608**	**193,635**	**60,435**	**-53,827**	**-814.6%**	**133,200**	**68.8%**
Apeldoorn Bloem	Compliance Services	Compliance System	10,235	66,517	54,297	-44,061	-430.5%	12,221	18.4%	0	0	0	0		0	
	Services Engagement	Apeldoorn Bloem Consulting Services	17,974	65,604	58,153	-40,179	-223.5%	7,451	11.4%	0	0	0	0		0	
Apeldoorn Bloem - Summary			**28,209**	**132,121**	**112,450**	**-84,241**	**-298.6%**	**19,671**	**14.9%**	**0**	**0**	**0**	**0**		**0**	
Asia Container	New Reservation System	Reservation System Phase 1	8,936	452,117	0	8,936	100.0%	452,117	100.0%	0	81,508	5,700	-5,700		75,808	93.0%
	Staffing Augmentation	Asia Container - Staffing Augmentation	25,536	937,983	1,025,322	-999,786	-3,915.2%	-87,338	-9.3%	0	900,000	1,000,000	-1,000,000		-100,000	-11.1%
Asia Container - Summary			**34,472**	**1,390,100**	**1,025,322**	**-990,850**	**-2,874.4%**	**364,778**	**26.2%**	**0**	**981,508**	**1,005,700**	**-1,005,700**		**-24,192**	**-2.5%**
Auto Wolfsburg	Services Engagement	Auto Wolfsburg Implementation	13,831	103,257	92,668	-78,837	-570.0%	10,589	10.3%	0	0	0	0		0	
	Staffing Augmentation	Auto Wolfsburg Staffing Augmentation	15,816	571,040	315,058	-299,242	-1,892.0%	255,982	44.8%	0	0	0	0		0	
Auto Wolfsburg - Summary			**29,647**	**674,298**	**407,726**	**-378,079**	**-1,275.3%**	**266,572**	**39.5%**	**0**	**0**	**0**	**0**		**0**	

Backlog report – billing amounts

This report is a cross-tab by month, showing all un-billed engagement fixed fee, engagement product and project time amounts, plus future planned billable project amounts. Users can filter on billing date and billing office. Fixed fee schedules are included in the row for the parent fixed fee.

Access required

Users require both engagement access and project access to see the data. There is another version of the report that only requires engagement access.

This report uses information from the financial analysis summary tables for record types 28, 33 and 34. These record types must be enabled and the financial analysis summary job chain run to process the data used in this report.

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

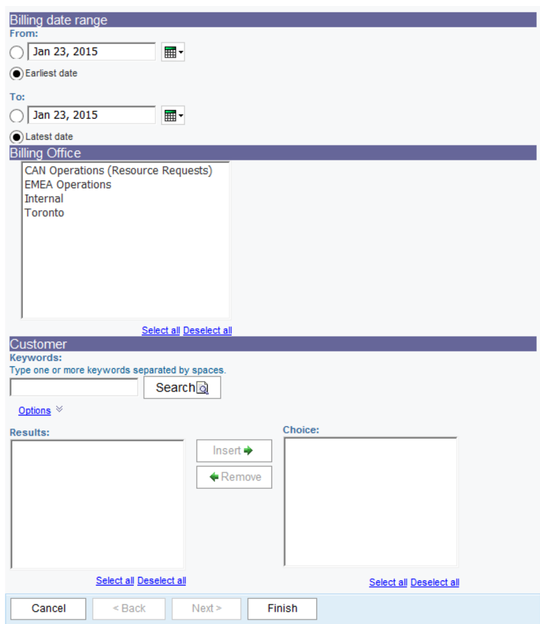
Amounts are converted to US dollars. If desired, the queries can be modified to convert to a different currency or prompt for a currency.

The report uses engagement fixed fees and engagement product query subjects. Thus, users require access to the engagement to see the data in the report.

There is a hard-coded filter including only engagements where 'billable' is selected and excluding engagements with the 'Closed' engagement status. The filter can be modified in both the fixed fee and product queries, if desired, to add or remove values based on the specific 'billable' statuses used at the customer (i.e. the engagement statuses that allow invoices to be created).

The report also uses a custom SQL query that selects from the 'financial analysis' (daily) table for FinAnnRectype 28 (planned billable project amounts) from today to the end of the month, from the 'financial analysis – monthly' table for FinAnnRectype 28 (planned billable project amounts) for next month and less than 365 days into the future, FinAnnRectype 33 (un-invoiced project amounts), and FinAnnRectype 34 (billable not invoiceable project amounts) for all dates in the past and less than 365 days into the future. This query is joined to the 'Project' query subject and thus users require project access to see the project-related data (there is another version of the report that uses engagement access). All un-invoiced amounts where the date is less than today's date + 365 days are included. Project planned data where the planned date is greater than today's date and less than today's date + 365 days is included, where the task assignment is not completed and the task is not marked as 'fixed fee'.

Prompt page



Report:

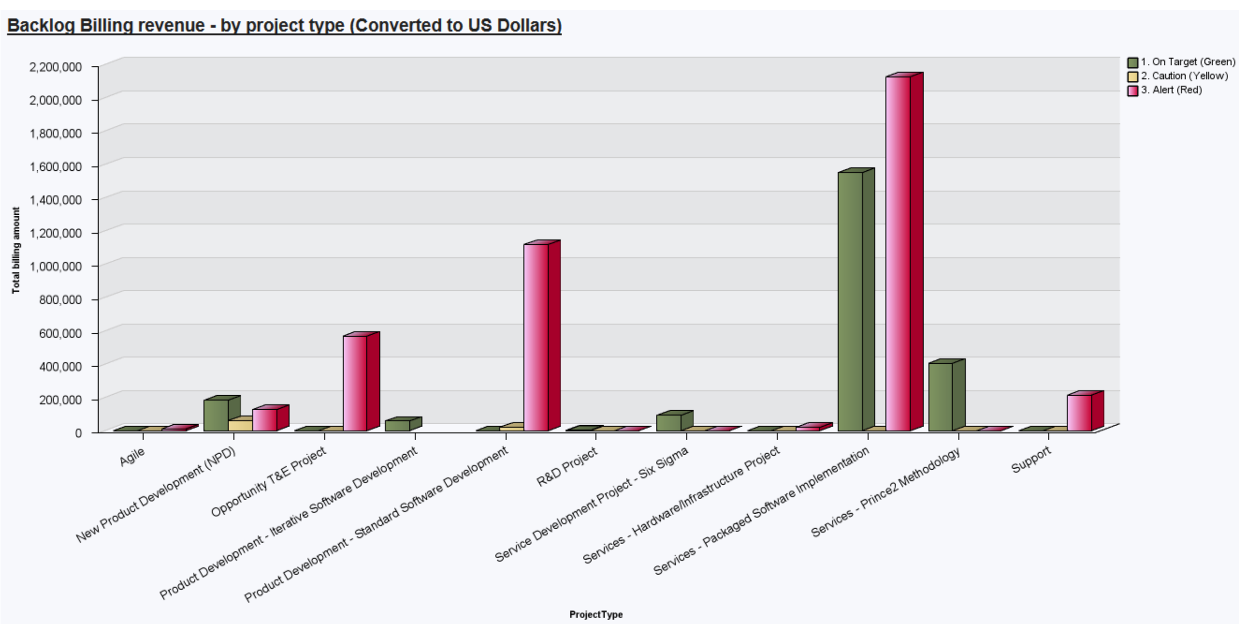
Backlog report - Invoiced Amounts (Converted to US Dollars)

Customer	Engagement	Project or Deliverable	Type	2014-07-01 Uninvoiced Hrs	2014-07-01 Uninvoiced amount	2014-07-01 Planned Billable Hrs	2014-07-01 Planned Billing amount	2014-07-01 Fixed fee billing amount	2014-07-01 Product billing amount	2014-07-01 Total billing amount	2014-08-01 Uninvoiced Hrs	2014-08-01 Uninvoiced amount	2014-08-01 Planned Billable Hrs	2014-08-01 Planned Billing amount	2014-08-01 Fixed fee billing amount	2014-08-01 Product billing amount	2014-08-01 Total billing amount
Atlantic Software	Billing System	Collector	Product														
	Create engagement	Fixed fee	Fixed Fee														
		Fixed fee 1	Fixed Fee														
		Foto-Fly	Product														
		On eng	Fixed Fee														
		on eng 3	Fixed Fee														
	New Reservation System	Collector	Product														
Bank of US	Custom Inventory Management System - Bank of US	Custom Inventory Management System	Fixed Fee														
Cheetah Software	JD Edwards Customization	Train-the-Trainer Package	Product														
Freedown Software	2013 - Master Services Agreement - Freedown Software	Customer Integration - Web Services	Project														
		Implement Document Management - CRM	Project								8	1,656	0	0	0	0	1,656
		Phase I	Fixed Fee								0	0	0	0	500,000	0	500,000
		Project Portfolio Management Implementation	Project	132	18,900	0	0	0	0	18,900	164	21,516	0	0	0	0	21,516

Customer	Engagement	Project or Deliverable	Type	2014-09-01 Uninvoiced Hrs	2014-09-01 Uninvoiced amount	2014-09-01 Planned Billable Hrs	2014-09-01 Planned Billing amount	2014-09-01 Fixed fee billing amount	2014-09-01 Product billing amount	2014-09-01 Total billing amount	2014-10-01 Uninvoiced Hrs	2014-10-01 Uninvoiced amount	2014-10-01 Planned Billable Hrs	2014-10-01 Planned Billing amount	2014-10-01 Fixed fee billing amount	2014-10-01 Product billing amount	2014-10-01 Total billing amount
Atlantic Software	Billing System	Collector	Product								0	0	0	0	0	6,000,000	6,000,000
	Create engagement	Fixed fee	Fixed Fee														
		Fixed fee 1	Fixed Fee														
		Foto-Fly	Product														
		On eng	Fixed Fee														
		on eng 3	Fixed Fee														
	New Reservation System	Collector	Product								0	0	0	0	0	2,000	2,000
Bank of US	Custom Inventory Management System - Bank of US	Custom Inventory Management System	Fixed Fee	0	0	0	0	50,000	0	50,000	0	0	0	0	50,000	0	50,000
Cheetah Software	JD Edwards Customization	Train-the-Trainer Package	Product								0	0	0	0	0	0	0
Freedown Software	2013 - Master Services Agreement - Freedown Software	Customer Integration - Web Services	Project								7	1,127	0	0	0	0	1,127
		Implement Document Management - CRM	Project														
		Phase I	Fixed Fee														
		Project Portfolio Management Implementation	Project	256	35,344	0	0	0	0	35,344	7	1,176	0	0	0	0	1,176

Backlog report - Billing amounts by project type and health chart- Engagement access

This report uses the same query information as the ‘backlog report – billing amounts for at risk projects – engagement access’ report, and shows a chart of project billing amounts with CP project type in the X-axis, each bar colour-coded based on the project manager’s health assessment value. The report shows the breakdown of backlog revenue by project type and indicates where the revenue may be in jeopardy, based on the project manager’s health assessment. Filters include billing office, date range, customer, project, project manager and project manager’s health assessment (ProjectCode497, as configured in the accelerator database).



Backlog report - Billing amounts for at risk projects- Engagement access

This report is similar to the ‘backlog report – billing amounts’, but shows project billing amounts, plus the project manager and project manager’s health assessment value. The report prompt page defaults to display only projects with health assessment of ‘2. Caution (Yellow)’ or ‘3. Alert (Red)’, which indicates projects where the revenue may be in jeopardy. Additional filters include billing office, date range, customer, project, project manager and project manager’s health assessment (ProjectCode497, as configured in the accelerator database).

The report uses a custom SQL query that selects from ‘financial analysis monthly’ for these record types: '3', '7','5','6',’16’, which must be enabled in the FinAnnRecType table. The chain of jobs starting with ‘update time rates’ needs to be run to populate data for this report.

The query filters the data for ‘16’ (billable project planned) where the financial analysis date is greater than or equal to the beginning of this month and less than today’s date + 365 days, and the other record types (un-invoiced time, fixed fees and product) are filtered where the financial analysis date is less than today’s date + 365 days (un-invoiced amounts in all past dates will be shown on the report). The query also filters on active projects only and engagements that are not in ‘closed’ status.

Access requirements: as the report title suggests, users require engagement access to see the data in this report.

Backlog Billing revenue - at risk projects (Converted to US Dollars)

					Total	2015-10-01						2015-11-01						2015-12-01						2016-01-01					
Customer	Engagement	Project	Project health	Project Manager	Total billing amount	Uninvoiced Hrs	Uninvoiced amount	Planned Billable Hrs	Planned Billing amount	Fixed fee billing amount	Product billing amount	Uninvoiced Hrs	Uninvoiced amount	Planned Billable Hrs	Planned Billing amount	Fixed fee billing amount	Product billing amount	Uninvoiced Hrs	Uninvoiced amount	Planned Billable Hrs	Planned Billing amount	Fixed fee billing amount	Product billing amount	Uninvoiced Hrs	Uninvoiced amount	Planned Billable Hrs	Planned Billing amount	Fixed fee billing amount	Product billing amount
Asia Container	New Reservation System	Reservation System Phase 1	3. Alert (Red)	Changepoint Admin	512,765	0	0	361	92,107	0	0	0	0	329	83,733	0	0	0	0	378	96,293	0	0	0	0	329	83,733	0	0
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Customer Portal Development	2. Caution (Yellow)	Reus Granada	40,631																			0	0	40	12,502	0	0
		ERP Purchase Order Implementation	2. Caution (Yellow)	Randel Mannheim	21,003	0	0	67	21,003	0	0																		
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Customer Management System	3. Alert (Red)	Edison Santori	109,607													0	0	146	16,552	0	0	0	0	323	36,466	0	0
		Implement Document Management - CRM	3. Alert (Red)	Ruri Mito	430,998	0	0	625	106,362	0	0	0	0	446	77,281	0	0	0	0	447	80,136	0	0	0	0	220	35,090	0	0
Total					**1,115,004**	**0**	**0**	**1,054**	**219,472**	**0**	**0**	**0**	**0**	**775**	**161,015**	**0**	**0**	**0**	**0**	**971**	**192,982**	**0**	**0**	**0**	**0**	**912**	**167,791**	**0**	**0**

Backlog report - Recognition amount task audit

This report contains two tables that display audit information to assist in determining if the task information is up to date or needs updates. The information will assist in determining if the amounts in the backlog revenue recognition report are accurate.

Access required

Users require engagement access to see data in this report.

Billable task assignments effort comparison – This table compares the amounts for planned minus actual hours against the planned hours from the beginning of the month from the financial analysis table (planned hours from the beginning of the month is the amount used on the backlog report). A large variance between the two would indicate that updates to task information is required.

Fixed fees with maximum planned finish date – since the PPC and effort expended calculation is based on planned hours from today onward, the report shows the maximum finish date for all tasks associated with the fixed fee. If there is no planned finish date (indicating no tasks are associated with the fixed fee) or a finish date in the past, no calculation will be done for the fixed fee. Task information should be updated in this situation, adjusting the planned finish date or associating tasks with the fixed fee.

Backlog report – Recognition amounts

This report is a cross-tab by month, showing a calculated amount for engagement fixed fees with revenue method PPC, PPC Cost and effort expended, un-recognized milestones for engagement product and engagement fixed fees, unrecognized billable time amounts and future planned recognition amounts for billable project time. Milestone amounts are included in the row for the parent fixed fee / engagement product. The PPC and effort expended calculations are an approximation of the amounts that would be calculated by the revenue recognition process and include only fixed fees with the 'Physical Percent Complete', 'Physical Percent Complete - Cost' or 'Effort Expended' recognition method. Engagement products with PPC methods are not included in the report.

Access required

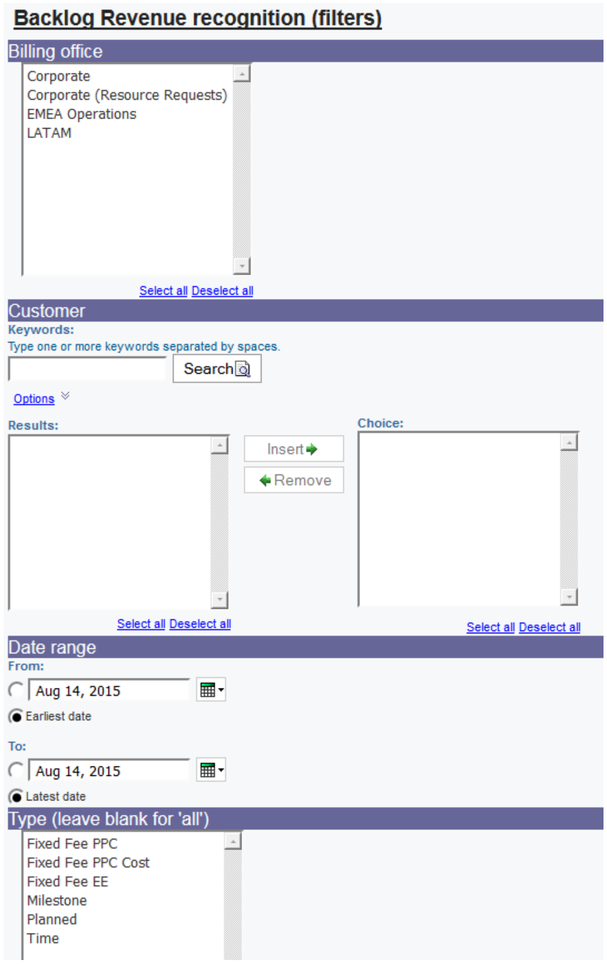
Users require engagement access to see data on this report

The report uses information from the financial analysis summary for record type 28 and 42. These record types must be enabled and the financial analysis summary job chain run to process the data used in this report.

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

Amounts are converted to US dollars. If desired, the queries can be modified to convert to a different currency or prompt for a currency.

Prompt page



Backlog Report - Recognition amounts (Converted to US dollars)

				2015-08-01					2015-09-01					2015-10-01									
Customer	Engagement	Type	Project or Fixed Fee	Billable Hrs	Service Recognition Amount	FF Hrs	FF Amount	Recognition Total	Billable Hrs	Service Recognition Amount	FF Hrs	FF Amount	Recognition Total	Billable Hrs	Service Recognition Amount	FF Hrs	FF Amount	Recognition Total	Billable Hrs	Service Recognition Amount	FF Hrs	FF Amount	Recognition Total
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Planned	ERP Purchase Order Implementation	2	351	0	0	351	13	3,229	0	0	3,229	35	11,002	0	0	11,002	50	14,582	0	0	14,582
	Maintenance Agreement - La Rochelle Electrique	Milestone	2008 Maintenance	0	0	0	110,833	110,833	0	0	0	110,833	110,833	0	0	0	110,833	110,833	0	0	0	332,500	332,500
	Master Services Agreement - La Rochelle Electrique	Planned	Accounting Transition for Acquisition	222	53,341	0	0	53,341	441	102,377	0	0	102,377	481	79,820	0	0	79,820	1,144	235,538	0	0	235,538
		Time	Accounting Transition for Acquisition	254	53,150	0	0	53,150	152	34,200	0	0	34,200						406	87,350	0	0	87,350
	Night Owl	Fixed Fee PPC Cost	Customization work	0	0	39	0	0	0	0	34	222	222	0	0	36	232	232	0	0	109	454	454
		Milestone	08/19/15-Foto	0	0	0	25	25	0	0	0	25	25	0	0	0	25	25	0	0	0	75	75
		Planned	La Rochelle Special Project	49	7,470	0	0	7,470	9	1,132	0	0	1,132						59	8,602	0	0	8,602
MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	Planned	RR Example Hourly - Billing System Upgrade - MUWI Bank	16	1,920	0	0	1,920	35	4,176	0	0	4,176	27	3,264	0	0	3,264	78	9,360	0	0	9,360
	CRM License Agreement (Product $ Recognized RR Example) - MUWI Bank	Milestone	03/30/15-Report Server	0	0	0	25,000	25,000	0	0	0	25,000	25,000	0	0	0	25,000	25,000	0	0	0	75,000	75,000
	Hosting Services (FF with % of Total Deliverable RR Example) - MUWI Bank	Milestone	Hosting Services - Annual Fee 2008	0	0	0	12,495	12,495	0	0	0	12,495	12,495	0	0	0	12,495	12,495	0	0	0	37,485	37,485
	Maintenance Agreement (FF $ Recognized RR Example) - MUWI Bank	Milestone	2008 - Maintenance Fee	0	0	0	41,667	41,667	0	0	0	41,667	41,667	0	0	0	41,667	41,667	0	0	0	125,000	125,000
	Master Services Agreement - MUWI Bank	Planned	Fixed Assets Implementation											60	7,500	0	0	7,500	60	7,500	0	0	7,500
			Oracle Financials Implementation	218	48,300	0	0	48,300	510	114,350	0	0	114,350	411	88,717	0	0	88,717	1,139	251,367	0	0	251,367
		Time	Oracle Financials Implementation	21	4,882	0	0	4,882	2	465	0	0	465						23	5,348	0	0	5,348
	Portfolio Management Implementation (FF with Effort Expended RR Example) - MUWI Bank	Fixed Fee EE	Portfolio Management Implementation	0	0	34	0	0	0	0	35	4,176	4,176	0	0	37	4,764	4,764	0	0	106	8,940	8,940
	PSA License Agreement (Product % of Total Deliverable RR Example) - MUWI Bank	Milestone	03/30/15-Expedier	0	0	0	16,660	16,660	0	0	0	16,660	16,660	0	0	0	16,660	16,660	0	0	0	49,980	49,980
	Quick Books Conversion (FF with PPC Cost RR Example) - MUWI Bank	Fixed Fee PPC Cost	Quick Books Conversion	0	0	152	0	0	0	0	69	8,036	8,036	0	0	25	2,880	2,880	0	0	246	10,916	10,916

The report includes amounts for the following types:

Project planned billable ('Planned' and 'Time' types):

The report uses a custom SQL query that selects from the ‘financial analysis – monthly’ table for FinAnnRectype 28 (planned billable project amounts by task assignment). This query is joined to a custom SQL ‘Project’ query subject (so that it only requires engagement access). All project planned data where the planned date is greater than today’s date and less than today’s date + 365 days is included, for task assignments where percent complete is not equal to 100, there is no fixed fee associated with the task and the engagement has ‘enable revenue recognition’ selected and one of ‘Time and expense based’ or ‘time based’ recognition enabled. The recognition amount is the billing amount multiplied by the recognition adjustment factor on the engagement, up to the maximum recognizable revenue for time. If cutoffs are enabled for the engagement, the recognition amounts will stop once the ‘Time and expense’ cutoff amount is reached. Expenses are not included.

There are 3 sections to the SQL query:

Finannrectype 28 ‘daily’ amounts from today to the end of the month

Finannrectype 28 ‘monthly’ amounts from next month out 365 days

Unrecognized time – a query from the ‘time’ table for all unrecognized, billable time

Fixed fee and product milestones (‘Milestone’ type):

The report uses a custom SQL query that selects from the ‘Milestone’ table where revenue has not been recognized for the milestone (Revrec is null), the engagement has ‘enable revenue recognition’ selected, the milestone date is less than or equal to today’s date plus 365 days and the user has access to the engagement. The milestone amounts are converted to US dollars (the query can be modified, if desired, to convert to a different currency or prompt the user for a currency).

Fixed fee PPC, PPC Cost and Effort expended amounts (‘Fixed fee’ types):

The report uses a combination of three queries:

Fixed Fee query subject (where the fixed fee revenue recognition method = 'Physical percent complete' or 'Physical percent complete - cost' or ‘Effort expended’, the fixed fee billing amount * the engagement revenue adjustment factor (called ‘fixed fee billing amount’ in the query) minus recognized amounts and adjustments is not equal to 0 and the engagement has ‘Enable revenue recognition’ selected).

Tasks query subject (where the fixed fee id is not null)

A custom SQL query that selects from the ‘financial analysis – monthly’ table for FinAnnRectype 28 (planned billable project amounts). This query is joined to a custom SQL ‘Tasks’ query subject (so users require engagement access only). All project planned data where the planned date is greater than today’s date and less than today’s date + 365 days is included, for task assignments where percent complete is not equal to 100, there is a fixed fee associated with the task and the engagement has ‘enable revenue recognition’ selected.

The fixed fee recognition amount ('Calculated rev rec') for PPC is calculated as ((running-total ([PlannedBillableHrsFF] for [Fixed fees and tasks].[Fixed fee ID]) + total ([FS planned fixed fee tasks].[TotalPlannedHours] for [Fixed fees and tasks].[Fixed fee ID] prefilter)) / [Fixed fees and tasks].[Planned effort (hours)]) * [Fixed fees and tasks].[Fixed fee billing amount] - [Fixed fees and tasks].[Revenue recognized] – in other words, the total planned hours for the fixed fee as at the month is divided by the total planned hours for the fixed fee for all months, multiplied by the fixed fee billing amount (which has been multiplied by the recognition adjustment factor on the engagement) and subtracting the amounts already recognized in previous months. This calculation is similar to the one performed by the revenue recognition tentative process. In the formula above, 'TotalPlannedHours' represents planned hours that are less than the current date and 'Planned effort (hours)' represents the planned hours for all dates. The delta for each month is calculated and shown on the report: coalesce(running-difference ([Calculated rev rec] for [fixedfeeid]),[Calculated rev rec]).

The fixed fee recognition amount ('Calculated rev rec') for PPC Cost is calculated as ((running-total ([FS planned fixed fee tasks].[PlannedCostFF] for [Fixed fees and tasks].[Fixed fee ID]) + total ([FS planned fixed fee tasks].[TotalFFCost] for [Fixed fees and tasks].[Fixed fee ID] prefilter)) / [FS planned fixed fee tasks].[SummaryFFCost]) * [Fixed fees and tasks].[Fixed fee billing amount] - [Fixed fees and tasks].[Revenue recognized] – in other words, the total planned cost for the fixed fee as at the month is divided by the total planned cost for the fixed fee for all months, multiplied by the fixed fee billing amount (which has been multiplied by the recognition adjustment factor on the engagement) and subtracting the amounts already recognized in previous months. This calculation is similar to the one performed by the revenue recognition tentative process. In the formula above, 'TotalFFCost' represents planned hours that are less than the current date and 'SummaryFFCost' represents the total cost for all dates. The delta for each month is calculated and shown on the report: coalesce(running-difference ([Calculated rev rec] for [fixedfeeid]),[Calculated rev rec]).

The fixed fee recognition amount for effort expended is calculated as the total billing amount * the revenue adjustment factor for each month for tasks associated with the fixed fee. The amount stops once the accumulated total reaches the remaining revenue amount (fixed fee billing amount * the revenue adjustment factor – revenue recognized – adjustments) is reached.

The amounts calculated for each month will be the same regardless of the date filter used. If a fixed fee or engagement has no data within the date filter selected it will not be shown on the report.

Billing revenue, cost, margin and effort planned and actual

This report compares the planned and actual billing revenue, cost, effort and margin for the past 6 months and next 6 months. Users can select specific types of data to include in 'planned' and 'actual'.

Access required

The report uses the 'financial analysis by customer – monthly' query subject and thus users only need access to the customer to see all the data in the report. The prompt filters require engagement or opportunity access.

This report uses these financial analysis record types (which must be enabled in the FinAnnRectype table to allow the financial analysis calculation job to calculate them): 0,1,2,3,4,5,6,7,8,9,10,11,12,13,14,16,18,20,26,41,48

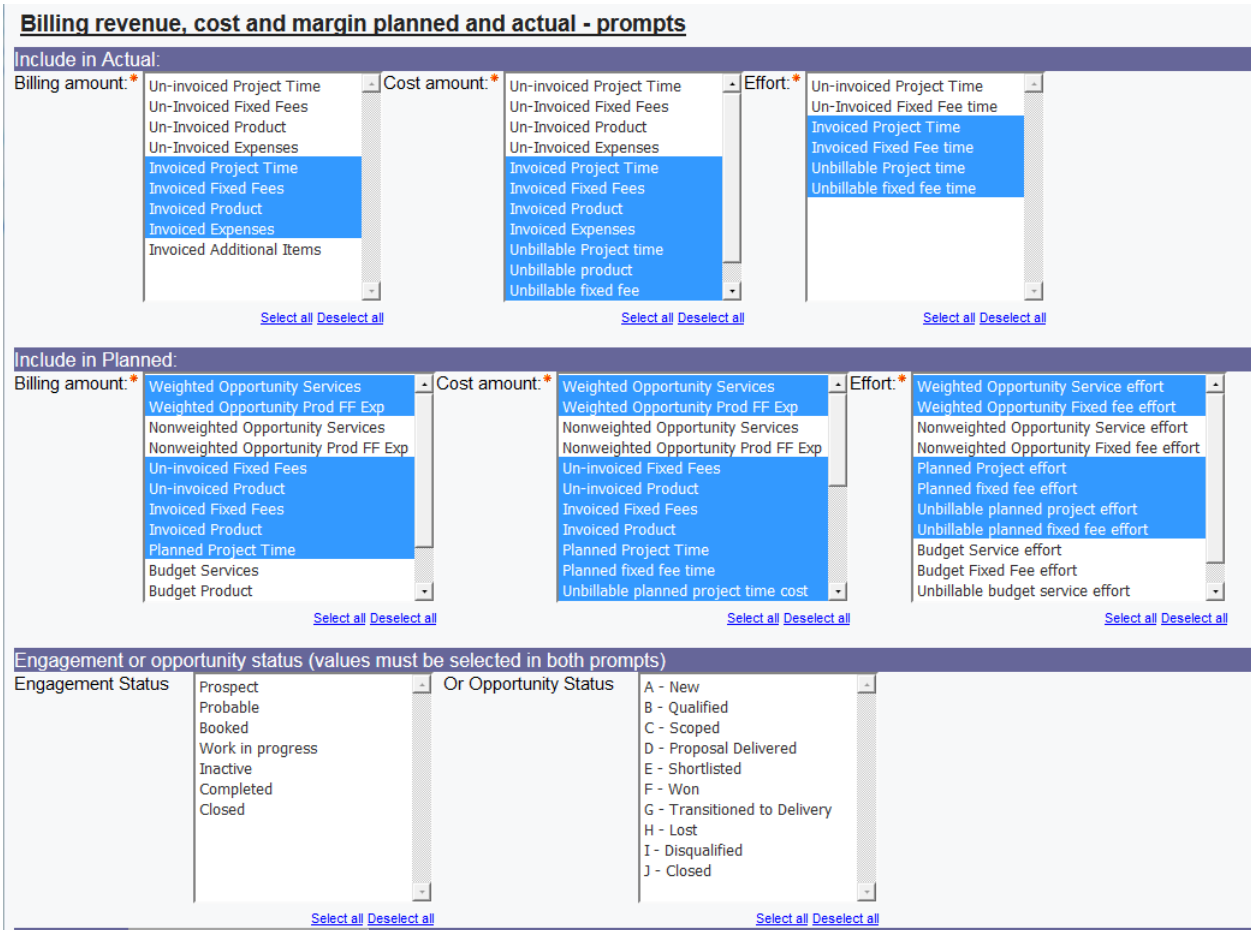
The query and calculations are similar to 'billing revenue planned and actual', above, adding cost, effort and margin fields. The cost and effort fields are similar in concept, i.e. users are prompted for what to include in 'cost' and 'effort'. The defaults can be changed, if desired, to reflect the most commonly used options. There is also an include/exclude option to filter customers (useful to exclude internal non-billable customers from the report).

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

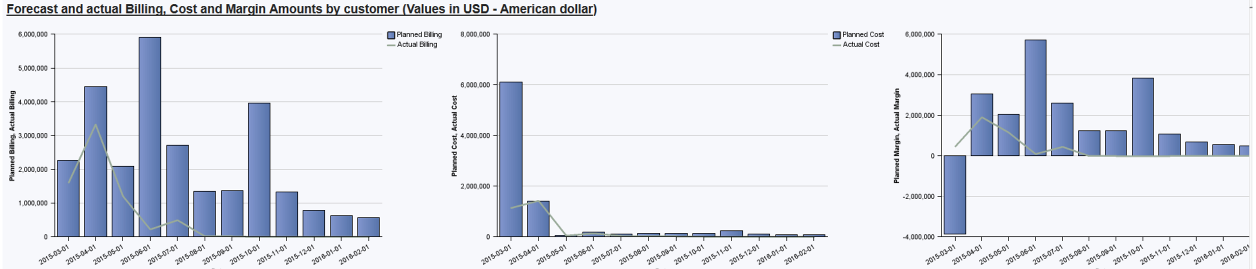
When selecting status, values must be selected in both the engagement status and opportunity status prompts, as indicated on the prompt page. If users desire only certain opportunity statuses and all engagement statuses, for example, select the specific opportunity statuses and select all engagement statuses. Both prompts can both be left blank to include all statuses.

Note: the prompt static values for opportunity and engagement status should be reviewed and modified to reflect the actual values available in each entity. They are based on the values available in the blank accelerator.

The engagement and opportunity prompts must be used the same way, i.e. selections must be made in both prompts or the filter will be ignored.



Forecast and actual Billing, Cost and Margin Amounts by customer (Values in USD - American dollar)



Customer	Engagement or Opportunity	Type	2015-03-01 Planned Effort	Actual Effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual Margin
Acucar Exportacoes	Advantage System	Eng								
	Custom Inventory Management System - Acucar Exportacoes	Eng								
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng	134	0	26,857	0	0	0	26,857	0
	Employee Express e-Solution	Opp								

Customer	Engagement or Opportunity	Type	2015-04-01 Planned Effort	Actual Effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual Margin
Acucar Exportacoes	Advantage System	Eng	0	0	400,000	400,000	200,000	200,000	200,000	200,000
	Custom Inventory Management System - Acucar Exportacoes	Eng	0	0	100,000	100,000	0	0	100,000	100,000
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng	92	40	18,476	8,000	0	0	18,476	8,000
	Employee Express e-Solution	Opp								

Customer	Engagement or Opportunity	Type	2015-05-01 Planned Effort	Actual Effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual Margin
Acucar Exportacoes	Advantage System	Eng								
	Custom Inventory Management System - Acucar Exportacoes	Eng	0	0	14,500	0	0	0	14,500	0
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng	78	0	15,556	0	0	0	15,556	0
	Employee Express e-Solution	Opp								

Customer	Engagement or Opportunity	Type	2015-06-01 Planned Effort	Actual Effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual Margin
Acucar Exportacoes	Advantage System	Eng								
	Custom Inventory Management System - Acucar Exportacoes	Eng	0	0	14,500	0	0	0	14,500	0
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng	64	0	12,711	0	0	0	12,711	0
	Employee Express e-Solution	Opp								

Customer	Engagement or Opportunity	Type	2015-07-01 Planned Effort	Actual Effort
Acucar Exportacoes	Advantage System	Eng		
	Custom Inventory Management System - Acucar Exportacoes	Eng		
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng		
	Employee Express e-Solution	Opp		

Billing revenue and cost planned and actual by task assignment and project – fiscal

This report is similar to the 'Billing revenue, cost, margin and effort planned and actual report', uses the financial analysis by task assignment – fiscal query subject and groups by customer, engagement, project and task. Users can select a set of fiscal periods (mandatory) to group data by. The fiscal periods are those configured for use in financial analysis summary (i.e. they exist in the FinAnnFiscalPeriod table). Date is filtered to the last 30 days and next 90 days.

These financial analysis record types must be enabled: 28,30,32,33,34,35,42,46,47,49

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

Users can select which data to include in planned and actual.

Forecast and actual Billing, Cost and Margin Amounts by task assignment (Values in USD - American dollar)

Customer	Engagement	Project	Task	Resource	Billing role	2015-06-21								2015-06-28								2015-07-01							
						Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin
Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	PSA - SharePoint Integration - BAW	Test	Total																									
			User Acceptance	Shelly Phoenix	Consultant - Senior																								
				Total																									
			Total			3,845	0	0	0	9	0	3,845	0	5,398	0	0	0	13	0	5,398	0	21,040	0	0	0	51	0	21,040	0
		Total				3,845	0	0	0	9	0	3,845	0	5,398	0	0	0	13	0	5,398	0	21,040	0	0	0	51	0	21,040	0
	Total					5,445	0	0	0	17	0	5,445	0	19,898	0	0	0	13	0	19,898	0	21,040	0	0	0	51	0	21,040	0
Apeldoorn Bloem	Compliance Services	Compliance System	Define	Romero Salvador	Analyst - Senior																								
				Total																									
			Deploy	Ri Hubei	Consultant - Senior																								
				Total																									
			Design	Rosaline Esmeraldas	Consultant - Senior																								
				Total																									
			Total																										
		Total																											
	Total																												
Asia Container	New Reservation System	Reservation System Phase 1	Consulting	Edison Santori - VP Sales		495	0	0	0	2	0	495	0	495	0	0	0	2	0	495	0	2,180	0	0	0	9	0	2,180	0
				Reon Saldahna		3,964	0	0	0	16	0	3,964	0	3,964	0	0	0	16	0	3,964	0	18,250	0	0	0	74	0	18,250	0
				Shelly Phoenix		3,417	0	0	0	16	0	3,417	0	3,417	0	0	0	16	0	3,417	0	15,035	0	0	0	71	0	15,035	0
				Silvio San Marino		7,772	0	0	0	16	0	7,772	0	7,772	0	0	0	16	0	7,772	0	34,197	0	0	0	71	0	34,197	0
				Thierry Chambery		5,285	0	0	0	16	0	5,285	0	5,285	0	0	0	16	0	5,285	0	23,254	0	0	0	71	0	23,254	0

Billing revenue and cost planned and actual by task assignment and resource – fiscal

This report uses the same data as 'by project', above, but groups by workgroup, resource, project and task.

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

Forecast and actual Billing, Cost and Margin Amounts by task assignment (Values in USD - American dollar)

					2015-06-21								2015-06-28								2015-07-01							
Workgroup	Resource	Project	Task	Billing role	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Effort	Actual Effort	Planned Margin	Actual Margin
APAC Sales	Simon Brisbane	Opportunity - MUWI Bank - Oracle Financial Enhancements	Opportunity Time	Sales Rep	0	0	146	0	2	0	-146	0	0	0	146	0	2	0	-146	0	0	0	674	0	9	0	-674	0
			Total		**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**674**	**0**	**9**	**0**	**-674**	**0**
		Total			**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**674**	**0**	**9**	**0**	**-674**	**0**
	Total				**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**146**	**0**	**2**	**0**	**-146**	**0**	**0**	**0**	**674**	**0**	**9**	**0**	**-674**	**0**
APAC Services	Ren Uljin	Customer Management System	Technical Design and Construction																		11,941	0	0	0	49	0	11,941	0
			Verification	Consultant - Junior																								
			Total																		**11,941**	**0**	**0**	**0**	**49**	**0**	**11,941**	**0**
		La Rochelle Special Project	Verification	Consultant - Junior																	4,000	0	0	0	40	0	4,000	0
			Total																		**4,000**	**0**	**0**	**0**	**40**	**0**	**4,000**	**0**
		Project Portfolio Management Implementation	Report Design		4,776	0	0	0	19	0	4,776	0	4,776	0	0	0	19	0	4,776	0	19,981	0	0	0	81	0	19,981	0
			Total		**4,776**	**0**	**0**	**0**	**19**	**0**	**4,776**	**0**	**4,776**	**0**	**0**	**0**	**19**	**0**	**4,776**	**0**	**19,981**	**0**	**0**	**0**	**81**	**0**	**19,981**	**0**
		Total			**4,776**	**0**	**0**	**0**	**19**	**0**	**4,776**	**0**	**4,776**	**0**	**0**	**0**	**19**	**0**	**4,776**	**0**	**35,922**	**0**	**0**	**0**	**170**	**0**	**35,922**	**0**
	Renee Pataya	GoTrax ERP	Support	Consultant - Junior																								
			Total																									
		UtiliWind - Consulting Services	Customization	Developer - Senior	1,852	0	0	0	12	0	1,852	0	1,852	0	0	0	12	0	1,852	0	8,148	0	0	0	54	0	8,148	0
			Total		**1,852**	**0**	**0**	**0**	**12**	**0**	**1,852**	**0**	**1,852**	**0**	**0**	**0**	**12**	**0**	**1,852**	**0**	**8,148**	**0**	**0**	**0**	**54**	**0**	**8,148**	**0**
		Total			**1,852**	**0**	**0**	**0**	**12**	**0**	**1,852**	**0**	**1,852**	**0**	**0**	**0**	**12**	**0**	**1,852**	**0**	**8,148**	**0**	**0**	**0**	**54**	**0**	**8,148**	**0**
	Reon Saldahna	Opportunity - Apeldoorn Bloem - Implement Payroll System	Opportunity Time	Sales Rep																								
			Total																									

Billing revenue planned and actual

This report compares the planned and actual billing revenue for the past 6 months and next 6 months. Users can select specific types of data to include in 'planned' and 'actual'. The report uses the 'financial analysis by customer – monthly' query subject and thus users only need access to the customer to see all the data in the report.

Access required

Users need customer access to see data in the report. Engagement and billing office access is not applied. The prompt selections require engagement or opportunity access.

This report uses these financial analysis record types (which must be enabled in the FinAnnRectype table to allow the financial analysis calculation job to calculate them): 0,1,2,3,4,5,6,7,8,11,12,13,14,16,20,26,40

When selecting status, values must be selected in both the engagement status and opportunity status prompts, as indicated on the prompt page. If users desire only certain opportunity statuses and all engagement statuses, for example, select the specific opportunity statuses and select all engagement statuses. Both prompts can both be left blank to include all statuses.

Note: the prompt static values for opportunity and engagement status should be reviewed and modified to reflect the actual values available in each entity. They are based on the values available in the blank accelerator.

The engagement and opportunity prompts must be used the same way, i.e. selections must be made in both prompts or the filter will be ignored.

Note: the report is complex and could take several minutes to run. It should be scheduled for a better user experience.

The query subject takes the respective record type from the 'financial analysis by customer – monthly' query subject. Query filters:

[Date] > getdate() - 185 and [Date] < getdate() + 185 (date filters are for performance reasons and should not be increased without testing the report run times)

[|CustomerID] in ?Customer?

[|EngagementId] in ?Engagement? or [|OpportunityId] in ?Opportunity?

[|FinAnn_AllByCustomerByMonthlyRaw].[|Common].[|FinAnnRecType] Not in ('17','27','24') – (this filter is mainly to ensure the record type index is used by the query in SQL Server)

coalesce([Planned],0) <> 0 or coalesce([Actual],0) <> 0

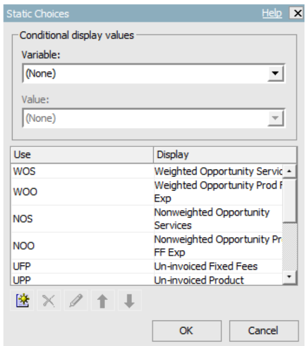
Query data items:

Data Items
- Non-weighted revenue for opportunity products, fixed fees, and expenses
- Non-weighted opportunity time billing amount
- Weighted revenue for opportunity products, fixed fees, and expenses
- Weighted opportunity service time billing amount
- Unbilled project time billing amount
- Unbilled amount for products
- Unbilled amount for fixed fees
- Unbilled amount for expenses
- Unbilled amount for fixed fees - Planned
- Unbilled amount for products - Planned
- Invoiced fixed fee amount - Planned
- Invoiced amount for products - Planned
- Unapproved billable project time billing amount
- Unapproved billable project expense billing amount
- Invoiced fixed fee amount
- Invoiced amount for project time
- Invoiced amount for products
- Invoiced amount for expenses
- Invoiced product billing amount not associated with a project, by invoice date
- Invoiced amount for project time adjustments
- Invoiced amount for expense adjustments
- Invoiced amount for additional items
- Planned billable time billing amount
- Billable budget time billing amount
- Billable budget product billing amount
- Billable budget fixed fee billing amount
- Billable budget expense billing amount
- Planned
- Actual
- Project name
- Opportunity name
- Engagement
- Date
- Customer
- |EngagementId
- |CustomerID
- |ProjectId
- |OpportunityId
- Summary(Date)
- Total(Customer)
- Total(Engagement)

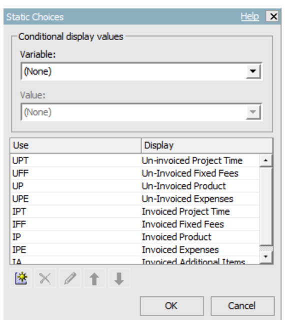
Each data item represents a record type, and it is multiplied by either a 1 or 0 (to include or exclude it from the totals) based on the user's selection in the 'Planned' or 'Actual' prompt. For example, the 'Non-weighted revenue for opportunity products, fixed fees, and expenses' field formula would be:

```
case
when 'NOO' in (?Planned?) Then [|FinAnn_AllByCustomerByMonthlyRaw].[|Non-Weighted
Opportunity Services, expenses/product/fixedfee (rectype 11,13)].[|Prod] else 0 end
```

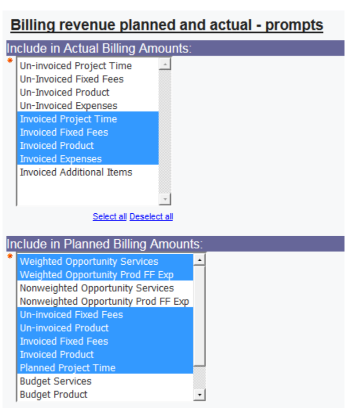
'NOO' would be part of the 'planned' prompt:



There is a similar prompt for 'actual':



The default selections are as follows for each prompt. They can be changed, if desired, based on the most commonly used record types for your organization.



The formula for 'Planned' is:

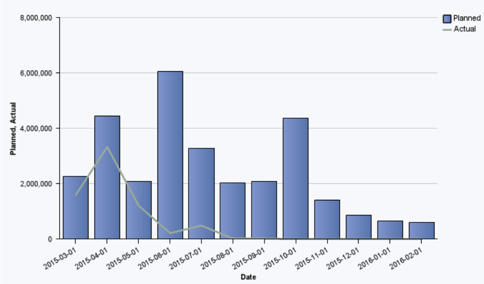
```
(coalesce([Non-weighted revenue for opportunity products, fixed fees, and expenses],0)
+coalesce([Non-weighted opportunity time billing amount],0)
+coalesce([Weighted revenue for opportunity products, fixed fees, and expenses],0)
+coalesce([Weighted opportunity service time billing amount],0)
+coalesce([Unbilled amount for fixed fees - Planned],0)
+coalesce([Unbilled amount for products - Planned],0)
+coalesce([Invoiced fixed fee amount - Planned],0)
+coalesce([Invoiced amount for products - Planned],0)
+coalesce([Invoiced product billing amount not associated with a project, by invoice
date - Planned],0)
+coalesce([Planned billable time billing amount],0)
+coalesce([Billable budget time billing amount],0)
+coalesce([Billable budget product billing amount],0)
+coalesce([Billable budget fixed fee billing amount],0)
+coalesce([Billable budget expense billing amount],0))
*
#'[|FinAnn_AllByCustomerByMonthlyRaw].[|ExchangeRates].[|'+prompt('paramCurrency','tok
en','USD')+']'#
```

The amounts will be converted to and displayed in US Dollars by default, unless the user selects a different currency on the report page.

The formula for ‘Actual’ is:

```
(coalesce([Unbilled project time billing amount],0)
+coalesce([Unbilled amount for products],0)
+coalesce([Unbilled amount for fixed fees],0)
+coalesce([Unbilled amount for expenses],0)
+coalesce([Unapproved billable project time billing amount],0)
+coalesce([Unapproved billable project expense billing amount],0)
+coalesce([Invoiced fixed fee amount],0)
+coalesce([Invoiced amount for project time],0)
+coalesce([Invoiced amount for products],0)
+coalesce([Invoiced amount for expenses],0)
+coalesce([Invoiced product billing amount not associated with a project, by invoice
date],0)
+coalesce([Invoiced amount for project time adjustments],0)
+coalesce([Invoiced amount for expense adjustments],0)
+coalesce([Invoiced amount for additional items],0))
*
#'[|FinAnn_AllByCustomerByMonthlyRaw].[|ExchangeRates].[|'+prompt('paramCurrency','tok
en','USD')+']'#
```

Forecast and actual Billing Amount by customer (Values in US Dollars)



			2015-03-01		2015-04-01		2015-05-01		2015-06-01		2015-07-01		2015-08-01	
			Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
Customer	Engagement or Opportunity	Type												
Acucar Exportacoes	Advantage System	Eng			400,000	400,000								
	Custom Inventory Management System - Acucar Exportacoes	Eng			100,000	100,000	14,500	0	14,500	0				
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng	26,857	0	18,476	8,000	15,556	0	12,711	0				
	Employee Express e-Solution	Opp											4,064	0
	Master Services Agreement - Acucar Exportacoes	Eng	0	44,640	209,597	140,995	49,096	0	28,574	0	21,040	0	42,318	0
	Total		**26,857**	**44,640**	**728,073**	**648,995**	**79,151**	**0**	**55,785**	**0**	**21,040**	**0**	**46,382**	**0**
Apeldoorn Bloem	Compliance Services	Eng												
	Implement Payroll System	Opp											51,071	0
	Modernize User Interface	Opp												
	Services Engagement	Eng	11,458	0	4,365	0								
	Total		**11,458**	**0**	**4,365**	**0**							**51,071**	**0**

			2015-09-01		2015-10-01		2015-11-01		2015-12-01		2016-01-01		2016-02-01		Summary	
			Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
Customer	Engagement or Opportunity	Type														
Acucar Exportacoes	Advantage System	Eng													400,000	400,000
	Custom Inventory Management System - Acucar Exportacoes	Eng													129,000	100,000
	Dynamics Great Plains Implementation - Acucar Exportacoes	Eng													73,600	8,000
	Employee Express e-Solution	Opp	12,192	0	12,773	0	10,690	0	10,997	0	9,563	0	6,416	0	66,695	0
	Master Services Agreement - Acucar Exportacoes	Eng	42,207	0	72,731	0	75,758	0	35,854	0	18,155	0	21,852	0	617,182	185,635
	Total		**54,399**	**0**	**85,504**	**0**	**86,448**	**0**	**46,851**	**0**	**27,717**	**0**	**28,268**	**0**	**1,286,476**	**693,635**
Apeldoorn Bloem	Compliance Services	Eng			821	0	535,449	0	3,778	0	3,449	0	3,449	0	546,947	0
	Implement Payroll System	Opp	1,875	0	1,964	0	1,786	0	804	0					57,500	0
	Modernize User Interface	Opp	506,783	0	10,659	0	9,690	0	11,144	0	9,690	0	9,206	0	557,171	0
	Services Engagement	Eng													15,823	0
	Total		**508,658**	**0**	**13,445**	**0**	**546,925**	**0**	**15,725**	**0**	**13,139**	**0**	**12,655**	**0**	**1,177,441**	**0**

Budget details

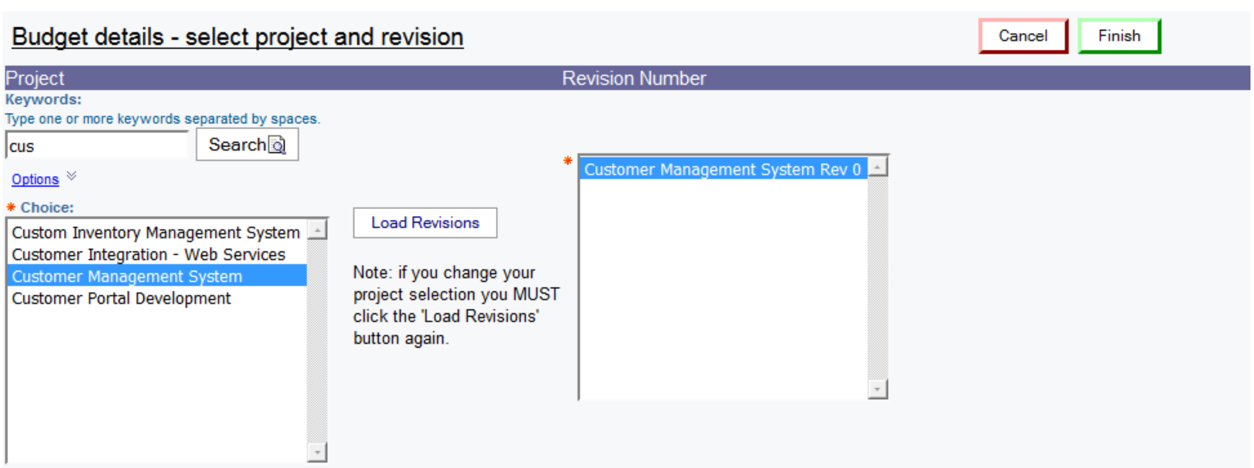
This report shows budget summary and detailed information for budget services, fixed fees, product and expenses for a selected project budget and revision.

Access required

Users require project and budget access.

As stated on the prompt page, select the project and then click the ‘Load revisions’ button to load the revisions for that project. Select a revision from the list.

Also as noted on the prompt page: you must click ‘Load revisions’ again if you change the project selections. Even though revision numbers are displayed, the actual filter uses the revisionid, which is unique to every project and revision.



The report uses the ‘budget’ query subjects.

Budget services:

Filters on only budget services where the fixed fee is null (i.e. billable and unbillable services not associated with a budget fixed fee): [|Budgets].[|BudgetServices].[|BudgetFixedFeeId] is null

The effort will be displayed either in hours or days depending on the budget billing type (it will be hourly for 'hourly', 'mixed fixed fee hourly' and 'fixed fee' billing types, daily for 'daily' and 'mixed daily'). The actual formula is:

```
case when [|BillingTypeCode] in ('H','MH','F') then
coalesce([|Budgets].[|BudgetServices].[|BudgetHours],0)

else coalesce([|Budgets].[|BudgetServices].[|BudgetDays],0)

end
```

The column header has a similar 'case' to display the appropriate heading.

Budget services uses the billing role-based billing and cost rates ([|Budgets].[|BudgetServices].[|BudgetBillingRoleBillingRate] and [|Budgets].[|BudgetServices].[|BudgetBillingRoleCostRate]).

Budget fixed fees:

This is a combination of budget fixed fees and their associated budget services. Billing amount is from the budget fixed fee. Effort and cost is from the associated budget services.

Filters on only budget services where the fixed fee is not null (i.e. services associated with budget fixed fees only): [|Budgets].[|BudgetServices].[|BudgetFixedFeeId] is not null

The effort will be displayed either in hours or days depending on the budget billing type (it will be hourly effort for 'hourly', 'mixed fixed fee hourly' and 'fixed fee' billing types, daily effort for 'daily' and 'mixed daily'). The actual formula is:

```
case when [|BillingTypeCode] in ('H','MH','F') then
coalesce([|Budgets].[|BudgetServices].[|BudgetHours],0)

else coalesce([|Budgets].[|BudgetServices].[|BudgetDays],0)

end
```

Budget products:

All amounts are from budget product. Note that [|Budgets].[|BudgetProducts].[|StandardCost] and [|Budgets].[|BudgetProducts].[|StandardPrice] are used in the report and represent the negotiated cost/price in the budget.

Budget expenses:

All amounts are from budget expense. The billing amount is: [Quantity]*[Unit cost]*[Billable (Y/N)]*[Billing percentage]/100

Budget Summary

Project name	Budget billing type	Currency	Revision number	Revenue recognition rules enabled (Y/N)
Budget sample	Mixed - Fixed Fee/Hourly	American dollar	0	0

Billing amount for budget fixed fees	Billing amount for budgeted expenses	Cost for budgeted expenses	Billing amount for budgeted products	Cost of budgeted products	Billing amount for budgeted services	Cost for budgeted services	Contingency	Total budget billing amount	Total budget cost amount	Total budget margin
20,000.00	1,500.00	1,500.00	2,000.00	1,500.00	90,000.00	60,000.00	0.00	113,500.00	63,000.00	50,500.00

Budget Services

Task name	Resource name	Billing role	Service start date	Service end date	Budget service effort (hours)	Budget billing rate (billing role-based)	Budget cost rate (billing role-based)	Extended billing amount	Extended cost amount	Budget services margin	Comments
Billable task	Installation Specialist	Consultant - Senior - US	Jul 2, 2015	Oct 1, 2015	200.00	225.00	75.00	45,000.00	15,000.00	30,000.00	
Billable task no billing role	Installation Specialist		Jul 2, 2015	Oct 1, 2015	200.00	225.00	75.00	45,000.00	15,000.00	30,000.00	
Unbillable task	Sr. Consultant	Consultant - Senior - US	Jul 2, 2015	Oct 1, 2015	200.00	0.00	75.00	0.00	15,000.00	-15,000.00	
Overall - Total								**90,000.00**	**45,000.00**	**45,000.00**	

Budget Fixed Fees

Deliverable name	Fixed fee date	Budget service effort (hours)	Deliverable amount	Extended cost amount	Budget fixed fees margin	Comments
Fixed fee deliverable	Jul 2, 2015	200.00	20,000.00	15,000.00	5,000.00	
Overall - Total		**200.00**	**20,000.00**	**15,000.00**	**5,000.00**	

Budget Product

Product name	Budget product date	Quantity	Unit price	Unit cost	Extended product billing amount	Extended product cost amount	Budget product margin	Comments
Collector	Jul 13, 2015	1.00	2,000.00	1,500.00	2,000.00	1,500.00	500.00	
Overall - Total		**1.00**			**2,000.00**	**1,500.00**	**500.00**	

Budget Expenses

Expense category	Expense type	Expense date	Quantity	Unit cost	Billable (Y/N)	Billing percentage	Budget expense billing amount	Budget expense cost amount	Budget expense margin	Comments
Airfare and accommodation	Airfare	Jul 13, 2015	1.00	1,500.00	1	100	1,500.00	1,500.00	0.00	
Overall - Total			**1.00**				**1,500.00**	**1,500.00**	**0.00**	

Budget details for multiple revisions

This report is a variation of the ‘Budget details’ report that allows more than one revision to be selected, or the report can be run for all revisions. There will be a page break between revisions.

Budget revision comparison by fiscal period

This report shows budget information by type (fixed fee, services, product and expenses) and by fiscal period for two selected revisions. Only project budgets with fiscal periods selected will be available for reporting.

Access required

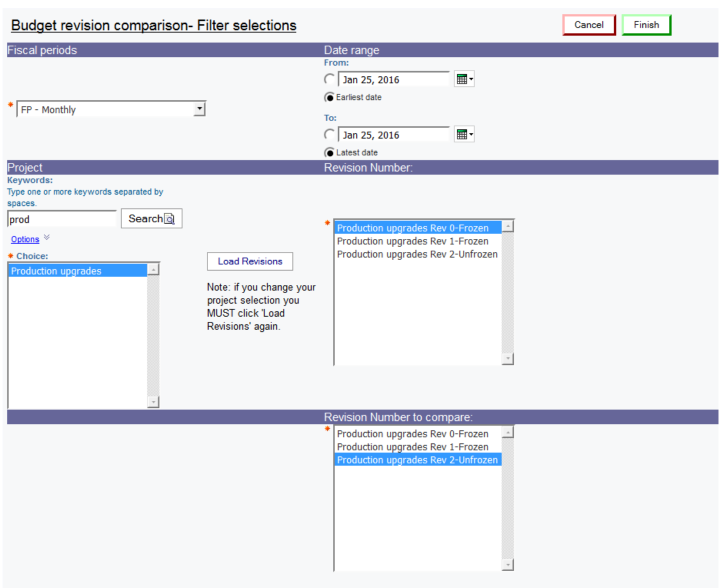
Users require project and budget access.

Prompt page

Select which set of fiscal periods you wish to group the information by. Fiscal periods are set up by the administrator and can be weekly, monthly, quarterly or semi-annual. The budget fiscal period information is grouped into the fiscal periods selected based on which fiscal period the budget fiscal period start date falls into (in other words, a budget with monthly fiscal periods can be reported on in quarterly periods). You can optionally specify a date range to show the budget information. If you do not specify a date range, the fiscal periods are pre-filtered to only include those that are in the range of the earliest start date and latest finish date for the budget and actuals.

Note: if you change your project selection you must click 'Load revisions' again.

Only projects where fiscal periods have been selected on the budget are available for selection in the filter. You must select two revisions, and they can be any two revisions for the budget.



Budget Summary: Revision # 0

Project name	Budget billing type	Currency	Revision number	Total budget billing amount	Total budget cost amount	Total budget margin
Production upgrades	Mixed - Fixed Fee/Hourly	American dollar	0	27,000	4,500	22,500

	2015-09-01				2015-10-01				2015-11-01			
	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin
Fixed Fees					0	8,000	0	8,000	0	8,000	0	8,000
Services	8	0	598	-598	37	0	2,777	-2,777	6	0	470	-470
Total	**8**	**0**	**598**	**-598**	**37**	**8,000**	**2,777**	**5,223**	**6**	**8,000**	**470**	**7,530**

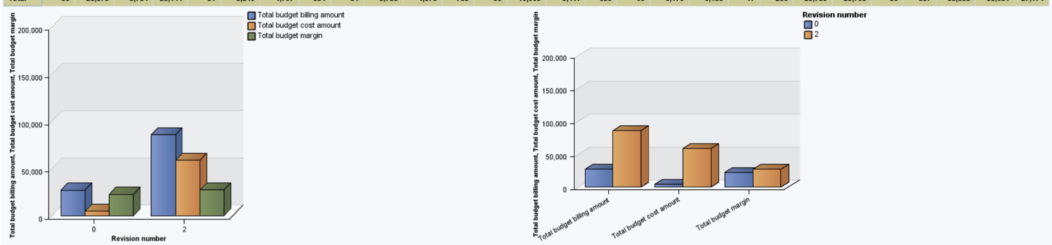
	2015-12-01				2016-01-01				Summary			
	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin
Fixed Fees	0	8,000	0	8,000	0	3,000	0	3,000	**0**	**27,000**	**0**	**27,000**
Services	9	0	655	-655					**60**	**0**	**4,500**	**-4,500**
Total	**9**	**8,000**	**655**	**7,345**	**0**	**3,000**	**0**	**3,000**	**60**	**27,000**	**4,500**	**22,500**

Budget Summary: Revision # 2

Project name	Budget billing type	Currency	Revision number	Total budget billing amount	Total budget cost amount	Total budget margin
Production upgrades	Mixed - Fixed Fee/Hourly	American dollar	2	85,855	58,681	27,174

	2015-09-01				2015-10-01				2015-11-01			
	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin
Expense												
Fixed Fees	0	27,000	0	27,000								
Services	38	1,878	3,734	-1,856	51	5,240	4,707	534	54	5,758	4,973	785
Total	**38**	**28,878**	**3,734**	**25,144**	**51**	**5,240**	**4,707**	**534**	**54**	**5,758**	**4,973**	**785**

	2015-12-01				2016-01-01								Summary			
	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin	Effort (hours)	Extended billing amount	Extended cost amount	Budget margin
Expense					0	500	500	0	0			0	**0**	**500**	**500**	**0**
Fixed Fees													**0**	**27,000**	**0**	**27,000**
Services	98	10,069	9,411	658	60	5,670	5,653	17	286	29,739	29,703	36	**587**	**58,355**	**58,181**	**174**
Total	**98**	**10,069**	**9,411**	**658**	**60**	**6,170**	**6,153**	**17**	**286**	**29,739**	**29,703**	**36**	**587**	**85,855**	**58,681**	**27,174**



Budget summary by revision

This report shows summary information for all or selected revisions of a project.

Budget Summary by Revision

Budget Summary

Project name	Budget billing type	Currency	Revision number	Revenue recognition rules enabled (Y/N)
Accounting Transition for Acquisition	Mixed - Fixed Fee/Hourly	Euro	0	Y
Accounting Transition for Acquisition	Mixed - Fixed Fee/Hourly	Euro	1	Y
Accounting Transition for Acquisition	Mixed - Fixed Fee/Hourly	Euro	2	N

Revision number	Billing amount for budget fixed fees	Billing amount for budgeted expenses	Cost for budgeted expenses	Billing amount for budgeted products	Cost of budgeted products	Billing amount for budgeted services	Cost for budgeted services	Contingency	Total budget billing amount	Total budget cost amount	Total budget margin
0	0.00	0.00	0.00	0.00	0.00	313,700.00	124,040.00	0.00	313,700.00	124,040.00	189,660.00
1	0.00	0.00	0.00	0.00	10,000.00	388,700.00	172,040.00	0.00	388,700.00	182,040.00	206,660.00
2	0.00	0.00	0.00	18,000.00	15,000.00	1,047,080.49	667,264.41	0.00	1,065,080.49	682,264.41	382,816.08

Budget vs actual by fiscal period

This report shows budget vs. actual information for a selected project and revision by fiscal period. The report includes the total budget and actual billing and cost amounts as well as the variances between budget and actual. The fiscal period amounts are only available if the budget has fiscal periods selected and the ‘calculate actuals’ process has been run. The actuals will be either billing or revenue recognition amounts, depending on how the budget and budget item has been set up.

Access required

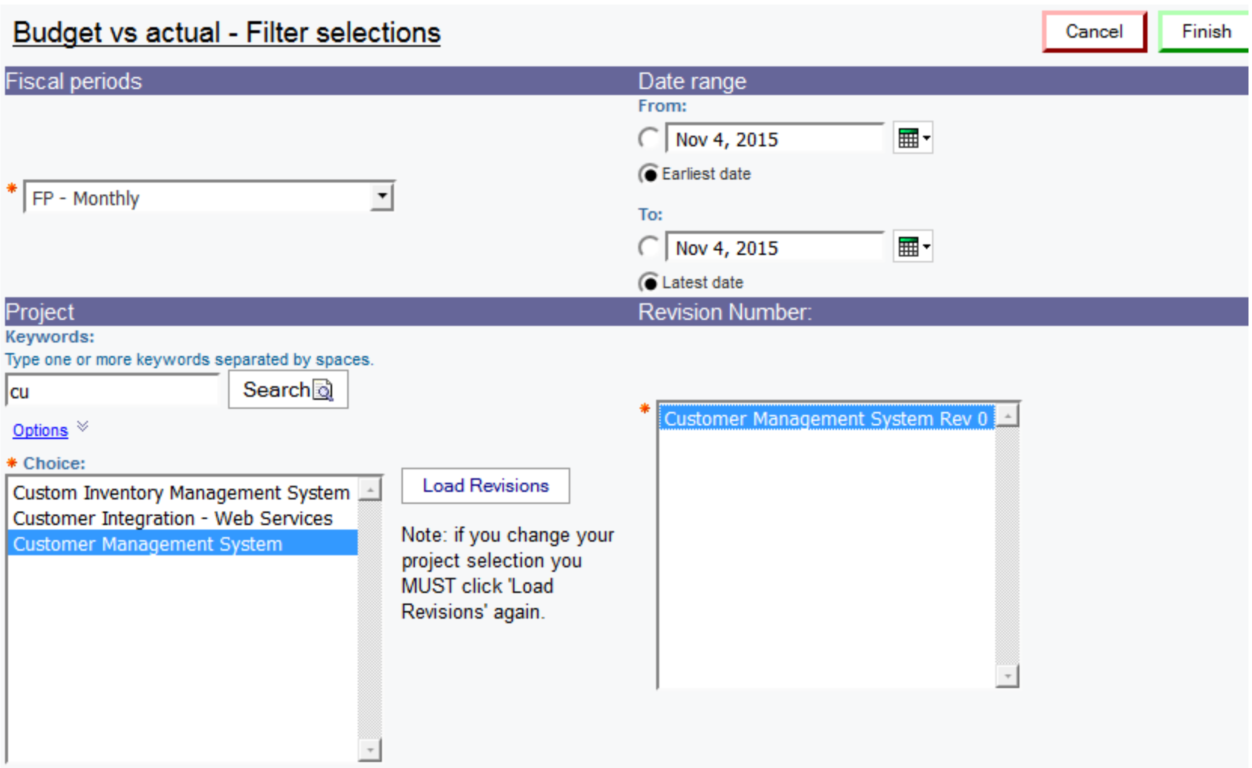
Users require project and budget access.

Prompt page

Select which set of fiscal periods you wish to group the information by. Fiscal periods are set up by the administrator and can be weekly, monthly, quarterly or semi-annual. The budget fiscal period information is grouped into the fiscal periods selected based on which fiscal period the budget fiscal period start date falls into. You can optionally specify a date range to show the budget and actual information. If you do not specify a date range, the fiscal periods are pre-filtered to only include those that are in the range of the earliest start date and latest finish date for the budget and actuals.

Note: if you change your project selection you must click 'Load revisions' again.

Only projects where fiscal periods have been selected on the budget are available for selection in the filter.



The billing/cost amount includes budget fixed fee, product, service and expense amounts. The budget amounts reflect the revision selected. The actual amounts reflect the actuals that were calculated since the last time the 'calculate actuals' process was run. Actuals are not calculated differently per revision.

Budget vs Actual by Fiscal period

Budget Summary

Project name	Budget billing type	Currency	Revision number
Project profitability budget report	Mixed - Fixed Fee/Hourly	American dollar	1

Total budget billing amount	Total actual billing amount	Billing amount variance	Total budget cost amount	Total actual cost amount	Cost variance	Total budget margin	Total actual margin	Total margin variance
259,848	1,950	257,898	117,630	22,800	94,830	142,218	-20,850	163,068

StartDate	Effort (hours)	Actual hours	Effort variance	Extended billing amount	Actual extended billing amount	Billing amount variance	Extended cost amount	Actual extended cost amount	Cost variance	Budget margin	Actual margin	Margin variance
Oct 1, 2014	0	8	-8	0	0	0	0	600	-600	0	-600	600
Jan 1, 2015	521	114	407	164,690	1,950	162,740	36,571	7,270	29,301	128,119	-5,320	133,439
Apr 1, 2015	601	228	373	41,750	0	41,750	53,939	14,930	39,009	-12,189	-14,930	2,741
Jul 1, 2015	221	0	221	44,785	0	44,785	15,995	0	15,995	28,790	0	28,790
Oct 1, 2015	40	0	40	6,372	0	6,372	2,963	0	2,963	3,410	0	3,410
Jan 1, 2016	14	0	14	0	0	0	1,028	0	1,028	-1,028	0	-1,028
Apr 1, 2016	14	0	14	0	0	0	1,028	0	1,028	-1,028	0	-1,028
Jul 1, 2016	21	0	21	2,077	0	2,077	1,547	0	1,547	530	0	530
Oct 1, 2016	1	0	1	173	0	173	58	0	58	115	0	115
Overall - Total	**1,431**	**350**	**1,082**	**259,848**	**1,950**	**257,898**	**113,130**	**22,800**	**90,330**	**146,718**	**-20,850**	**167,568**

Budget vs actual by item

This report is similar to 'budget details' and includes the total actual billing and cost amounts as well as the variances between budget and actual. The actual amounts are only available if the budget has fiscal periods selected and the 'calculate actuals' process has been run. The actuals will be either billing or revenue recognition amounts, depending on how the budget and budget item has been set up.

Access required

Users require project and budget access.

The report has the same filters as budget details with the same note: if you change your project selection you must click 'Load revisions' again.

Budget Summary

Project name	Budget billing type	Currency	Revision number
Custom Inventory Management System	Fixed fee	American dollar	0

Total budget billing amount	Total actual billing amount	Total budget cost amount	Total actual cost amount	Total budget margin	Total actual margin
750,000	600,000	629,400	14,200	120,600	585,800

No Data Available for services

Budget Fixed Fees

Deliverable name	Fixed fee date	Budget service effort (hours)	Actual service effort (hours)	Effort variance	Deliverable amount	Total actual fixed fee billing amount	Billing amount variance	Extended cost amount	Total actual service cost amount	Cost variance	Budget fixed fees margin	Actual fixed fee margin	Margin variance
Custom Inventory Management System	Jun 5, 2014	1,880	142	1,738	200,000	100,000	100,000	129,400	14,200	115,200	70,600	85,800	-15,200
Overall - Total		**1,880**	**142**	**1,738**	**200,000**	**100,000**	**100,000**	**129,400**	**14,200**	**115,200**	**70,600**	**85,800**	**-15,200**

Budget Product

Product name	Budget product date	Quantity	Extended product billing amount	Total actual product billing amount	Billing amount variance	Extended product cost amount	Total actual product cost amount	Cost variance	Budget product margin	Actual product margin	Margin variance
Third Party Contractor	Apr 7, 2014	1	500,000	500,000	0	450,000	0	450,000	50,000	500,000	-450,000
Overall - Total		**1**	**500,000**	**500,000**	**0**	**450,000**	**0**	**450,000**	**50,000**	**500,000**	**-450,000**

Budget Expenses

Expense category	Expense type	Billable (Y/N)	Expense date	Budget expense billing amount	Total actual expense billing amount	Billing amount variance	Budget expense cost amount	Total actual expense cost amount	Cost variance	Budget expense margin	Actual expense margin	Margin variance
Airfare and accommodation	Airfare	1	Jun 22, 2015	50,000		50,000	50,000		50,000	0	0	0
Overall - Total				**50,000**		**50,000**	**50,000**		**50,000**	**0**	**0**	**0**

Campaign profitability

This report shows each campaign, its projected revenue and cost, and the number of leads, number of prospects and number and forecast revenue of opportunities associated with the campaign.

Access requirement: users require access to the opportunities. There are no access requirements for the campaigns.

Prompt page

Campaign, opportunity outcome (won, lost or open) and currency to convert monetary values to

Campaign Cost vs. Revenue (USD - American dollar)

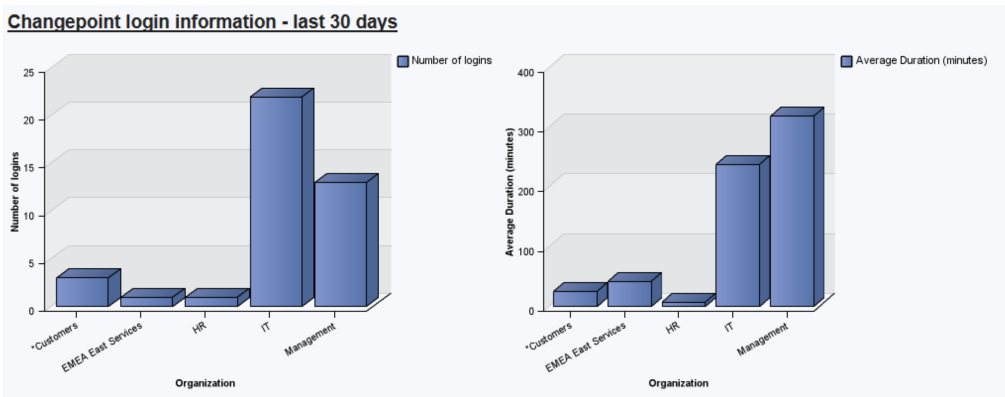
Category	Campaign	Description	Campaign Projected Revenue	Campaign cost	Prospects	Leads	Number of opportunities	Opportunity Gross revenue
Direct Mail	Conference Intro Letter (UK)	Standard introductory letter mailed to Slough conference attendees with "call to action" for on-site consultation.	2,660,000	9,975	0	0		
Direct Mail	Postcard - Invitation to New Release Party	Genearl invitiation to all mamangement members to attend a webcast and general reception launching the new version of Product X.	500,000	22,500	0	0	1	704,200
Direct Mail	User Conference		500,000		0	0	3	326,838
Media	Airline commercial	60 Second animated short advertisement on national flights including departure cities of NY, Boston, Chicago, Charlotte, San Francisco, Los Angeles, Dallas, Atlanta, and Miami.	25,000,000	1,500,000	2	3	1	16,240
Other Advertisement	Mobile billboard (NY / LA / SF)	Mobile billboard truck tours downtown areas of city during business hours. Intiial campain will be tested in NY, LA, and San Francisco.	750,000	60,000	1	0	1	209,000
Print Advertising	Airport Poster Ads		12,500,000		2	1	1	168,800
Print Advertising	Conference Intro Letter (UK)	Standard introductory letter mailed to Slough conference attendees with "call to action" for on-site consultation.	2,660,000		0	0		
Print Advertising	Sr Exec Magazine (Full Page / 18 - Month rotating)	Full page ad to be placed in Sr Exec Magazine that portrays a ficitious medical remedy to a business related "pain". Each month will offer a new prescription.	50,000,000	3,190,000	1	0	2	1,108,400
Sponsorship	NASCAR - Charlotte 200 (Track Banners)	Company logo banners to be lined on outside of track and in central Pit Area. Includes logo based flags in entry to stands.	2,500,000	345,000	1	0		
Telesales	Cold Call		10,000,000		1	2	2	2,663,020
Telesales	Goovers Manufacturing Manager List Calls	Manager list consisting of 2500 names shall be contacted by Outsourced Telesales Team to determine needs for updated	10,000,000	265,000	1	1		
Overall - Total			**117,070,000**	**5,392,475**	**9**	**7**	**11**	**5,196,498**

Changepoint login history

This report lists high-level statistics for number of logins and average duration for the last 30 days on the first page. The second page lists all active users and the last login date (resources only, no client portal users). All client portal users are grouped into the '*Customers' organization.

The underlying query also contains more specific information, including the specific resource or contact name, with their associated workgroup/customer, each login date/time and login date, the application that the user logged into (e.g. Enterprise, mobile, client portal) and the browser/version used to log in.

Access requirements: there are no access requirements for this report.



Changepoint System metadata

This report lists all metadata information about entities, such as mandatory, un-used, min/max settings.

Access required

There are no access requirements for this report

Prompt page

Select the entity, and settings for mandatory, not editable and/or hidden

System metadata

Entity	Field	caption	Caption Pagecontentid	Field Format	Hidden	UnUsed	System Mandatory	Mandatory	Not Editable	Locked After First Entry	Minimum	Maximum	System Maximum	Duplicate Check	Duplicates checked in Table Name	Duplicates checked in Column Name	Duplicate Message PageContentId	Multi Select	History Tracking	Calculation	Formula	Associated Entity	Valid Formula	Calculate Frequency	Last Calculate
Budget	Access			Not Available	0		0	0	0	0	0	0	0	0			56,439								
Budget	ActualsExchRateDateType			Code	0		1	0	0	0	0	0	0	0	RevisionHistory	ActualsExchangeRateDateType	200,601								
Budget	AllowEditToAll			Bit	0		0	0	0	0	0	0	0	0	Budget	AllowEditToAll	200,602								
Budget	AvailableToAll			Bit	0		0	0	0	0	0	0	0	0	Budget	AvailableToAll	200,603								
Budget	BillingType			Code	0		1	0	0	0	0	0	2	0	Budget	BillingType	93,661								
Budget	BudgetContingency			Numeric	0		0	0	0	0	0	0	0	0	Budget	Contingency	99,945								
Budget	BudgetEnableReplacePast			Bit	0		0	0	0	0	0	0	0	0	BudgetActuals	ScheduledJob	99,777								
Budget	BudgetName			Not Available	0		1	0	0	0	0	0	255	0	Budget	BudgetName	200,606								
Budget	Code1	Code 1		Code	1	1	0	0	0	0	0	0	0	0	Budget		0	0	0	0			0		
Budget	Code2	Code 2		Code	1	1	0	0	0	0	0	0	0	0	Budget		0	0	0	0			0		
Budget	Code3	Code 3		Code	1	1	0	0	0	0	0	0	0	0	Budget		0	0	0	0			0		
Budget	Comments			Not Available	0		0	0	0	0	0	0	20,480	0	RevisionHistory	Comments	91,421								
Budget	Currency			Code	0		1	0	0	0	0	0	3	0	Budget	Currency	200,774								
Budget	Customer			Code	0		1	0	0	0	0	0	0	0	Budget	CustomerId	200,874								
Budget	Engagement			Code	0		1	0	0	0	0	0	0	0	Budget	EngagementId	200,876								
Budget	ExchangeRateDateType			Code	0		1	0	0	0	0	0	0	0	RevisionHistory	ExchangeRateDateType	200,875								
Budget	ExcludeBudget			Bit	0		0	0	0	0	0	0	0	0	BudgetActuals	ExcludeActuals	72,062								
Budget	Expense			Not Available	0		0	0	0	0	0	0	0	0			56,437								
Budget	FixedFee			Not Available	0		0	0	0	0	0	0	0	0			56,435								

Changepoint terminology

This report lists the customized captions for all entities. The language selection defaults to English. Users can select another language to view the captions (any caption coming from a pagecontentid can be displayed in multiple languages).

Changepoint terminology

- ( ) Dutch
- (•) English
- ( ) French
- ( ) German
- ( ) Italian
- ( ) Portuguese
- ( ) Spanish

Deselect

TitleDefinitionType	Item	Caption
Activity	ActivityType	Activity type
ActivityCode	ActivityCode1	Code 1
ActivityCode	ActivityCode2	Code 2
ActivityCode	ActivityCode3	Code 3
ActivityText	ActivityText1	Text 1
ActivityText	ActivityText2	Text 2
ActivityText	ActivityText3	Text 3
Address	Address1	Main
Address	Address2	Billing
Address	Address3	Shipping
Asset	AssetType	Asset type
Budget	RevisionType	Revision type
BudgetCode	BudgetCode1	Code 1
BudgetCode	BudgetCode2	Code 2
BudgetCode	BudgetCode3	Code 3
BudgetServiceText	BudgetServiceText1	WBS Order
BudgetText	BudgetText1	Text 1
BudgetText	BudgetText2	Text 2
BudgetText	BudgetText3	Text 3
ContactCode	ContactCode1	Code 1

Changepoint version history

This report lists all details from the 'version history' table, sorted descending by eventdate. It can be used to verify which versions and patches have been installed/applied to the Changepoint database.

Access requirements: there are no access requirements for this report.

Changepoint version history

EventDescription	EventDate	EventAccountInfo	VersionNumber
Upgrading PSO database with migration package 17.01.079.000 completed	Mar 28, 2016 7:42:40 AM	SPID=68 Login Name=sa From Workstation=CPDEMO	17.01.079.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Mar 28, 2016 7:42:40 AM	SPID=68 Login Name=sa From Workstation=CPDEMO	17.01.079.000
Upgrading PSO database with migration package 17.01.078.000 completed	Mar 28, 2016 7:35:38 AM	SPID=69 Login Name=sa From Workstation=CPDEMO	17.01.078.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Mar 28, 2016 7:35:38 AM	SPID=69 Login Name=sa From Workstation=CPDEMO	17.01.078.000
Upgrading PSO database with migration package 17.01.077.000 completed	Feb 1, 2016 9:31:43 AM	SPID=73 Login Name=sa From Workstation=CPDEMO	17.01.077.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Feb 1, 2016 9:31:43 AM	SPID=73 Login Name=sa From Workstation=CPDEMO	17.01.077.000
Upgrading PSO database with migration package 17.01.074.000 completed	Jan 4, 2016 7:34:25 AM	SPID=72 Login Name=sa From Workstation=CPDEMO	17.01.074.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Jan 4, 2016 7:34:25 AM	SPID=72 Login Name=sa From Workstation=CPDEMO	17.01.074.000
Upgrading PSO database with migration package 17.01.069.000 completed	Dec 7, 2015 6:33:32 AM	SPID=76 Login Name=sa From Workstation=CPDEMO	17.01.069.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Dec 7, 2015 6:33:32 AM	SPID=76 Login Name=sa From Workstation=CPDEMO	17.01.069.000
Upgrading PSO database with migration package 17.01.069.000 completed	Dec 3, 2015 11:55:52 AM	SPID=69 Login Name=sa From Workstation=CPDEMO	17.01.069.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Dec 3, 2015 11:55:52 AM	SPID=69 Login Name=sa From Workstation=CPDEMO	17.01.069.000
Upgrading PSO database with migration package 17.01.066.000 completed	Nov 4, 2015 1:52:14 PM	SPID=79 Login Name=sa From Workstation=CPDEMO	17.01.066.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Nov 4, 2015 1:52:14 PM	SPID=79 Login Name=sa From Workstation=CPDEMO	17.01.066.000
Upgrading PSO database with patch 17.01.063.000 completed	Oct 21, 2015 8:56:29 AM	SPID=53 Login Name=sa From Workstation=CPDEMO	17.01.063.000
Upgrading PSO database with migration package 17.01.061.000 completed	Oct 21, 2015 8:55:43 AM	SPID=73 Login Name=sa From Workstation=CPDEMO	17.01.061.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Oct 21, 2015 8:55:43 AM	SPID=73 Login Name=sa From Workstation=CPDEMO	17.01.061.000
Upgrading PSO database with migration package 17.01.060.000 completed	Aug 28, 2015 1:34:53 PM	SPID=70 Login Name=sa From Workstation=CPDEMO	17.01.060.000
Configuration of CPTempDB database (PSO_CPTempDB) completed successfully.	Aug 28, 2015 1:34:53 PM	SPID=70 Login Name=sa From Workstation=CPDEMO	17.01.060.000
Upgrading PSO database completed	Aug 28, 2015 1:32:11 PM	SPID=70 Login Name=sa From Workstation=CPDEMO	17.01.059.000

Contractor invoice detail

This report shows time and expense details that have been included in the contractor invoice reconciliation process. Users can select a vendor and vendor invoice number. Data includes project time, request time, non-project time and expenses that have been included on a contractor invoice.

Access requirements: there are no access requirements for this report.

Prompt page

Select vendor(s) and invoice number(s)

Contractor invoice detail

Vendor	Invoice Number	Invoice Date	Invoice Amount	Invoice Currency
Acucar Exportacoes	1	Aug 9, 2016	3,475.00	USD
Acucar Exportacoes	2	Aug 12, 2016	1,204.00	USD
Overall - Total			**4,679.00**	

Project time, fixed fee time, request time, non-project time and expenses

Customer	Engagement	Deliverable	Type	Project	Task	Resource	Workgroup	Record Date	Regular hours or Qty	RegularDay
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing		E	Customer Management System		Celso Joao	Contractors	Feb 10, 2015	1	0
La Rochelle Electrique	Night Owl		T	La Rochelle Special Project	Requirements Definition	Celso Joao	Contractors	Mar 16, 2015	2	0.25
Sydney Imports	Opportunity Cost Tracking		E	Opportunity - Hollywest Entertainment - iOS Deployment		Charlene Jacqueline	Contractors	Apr 24, 2015	1	0
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing		T	Project Portfolio Management Implementation	Implementation Support	Catania Lawrence	Contractors	Apr 27, 2015	8	1
NA	NA	NA	S	Nonproject	Meetings	Celso Joao	Contractors	Aug 8, 2016	8	1
Banco de Calama	Production upgrades		E	Production upgrades		Celso Joao	Contractors	Aug 9, 2016	1	0
Overall - Total									**21**	**2.25**

Customer	overtimehours	OvertimeDay	Vendor Invoice Number	Vendor Invoice Rate	Vendor OT Rate	Vendor Invoice Amount	Vendor Invoice Exchange Rate	Billable	ApprovalStatus	BillingRate	Item currency	Invoiced hours or quantity	Written off hours / expense amount	WrittenOffOT
Sturgeon Manufacturing	0	0	1	225.00	0.00	225.00	1.00000	1	A	225	USD	1		
La Rochelle Electrique	0	0	1	75.00	0.00	150.00	1.00000	1	A	175	USD	2		
Sydney Imports	0	0	1	2,500.00	0.00	2,500.00	1.00000	0	A	2,500	USD	0		
Sturgeon Manufacturing	0	0	1	75.00	0.00	600.00	1.00000	1	A	161	USD	8		
NA	0	0	2	88.00	178.00	704.00	1.00000	0	A	88	CAD	0	0	
Banco de Calama	0	0	2	500.00	0.00	500.00	1.00000	1	A	500	CAD	0		
Overall - Total	**0**	**0**				**4,679.00**						**11**	**0**	

Contract vs invoiced and uninvoiced and planned

This report compares the engagement contract amount with the invoiced, un-invoiced and planned billing amounts (from financial analysis by customer – monthly). Remaining amounts are colour-coded yellow if the amounts are close to the contract amounts (80%) or red if amounts exceed the contract amounts. All amounts are converted to the user's home currency using current date for the exchange rates 'as at' date (there are 2 hidden prompts for exchange rate dates, set to use today's date). All invoiced amounts are assumed to be in the engagement currency. Planned billing amounts are from current date forward.

Access required

Users require engagement access to see data in this report.

Total Invoiced:

```
(coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced project expense,
product, fixed fee, task time (rectype
1,2,40)].[|Expense],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced
project expense, product, fixed fee, task time (rectype
1,2,40)].[|Prod],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced
project expense, product, fixed fee, task time (rectype
1,2,40)].[|ProjTime],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced
project expense, product, fixed fee, task time (rectype
1,2,40)].[|FixedFee],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced
project request time (rectype
1)].[|ReqTime],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced other
amounts not associated with a project by invoice date (Rectype
0)].[|AddItems],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced
other amounts not associated with a project by invoice date (Rectype
0)].[|ExpAdj],0)+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced other
amounts not associated with a project by invoice date (Rectype
0)].[|ProjTimeAdj],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Invoiced Product amounts not
associated with a project by invoice date (Rectype
```

```
20)].[|Prod],0))*#'[|FinAnn_AllByCustomerByMonthlyRaw].[|ExchangeRates].[|'+$ac
count.parameters.BaseCurrency+']'#
```

```
Total Uninvoiced:

(coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Unapproved Billable project
expense, task time (rectype 7,8)].[|Expense],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Unapproved Billable project
expense, task time (rectype 7,8)].[|ProjTime],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Unapproved Billable project
request time (Rectype 7)].[|ReqTime],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Un-invoiced project expense,
product, task time (rectype 3,4,5,6)].[|Expense],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Un-invoiced project expense,
product, task time (rectype 3,4,5,6)].[|FixedFee],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Un-invoiced project expense,
product, task time (rectype 3,4,5,6)].[|Prod],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Un-invoiced project expense,
product, task time (rectype 3,4,5,6)].[|ProjTime],0)

+coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Un-invoiced project request
time (rectype 3)].[|ReqTime],0))

*#'[|FinAnn_AllByCustomerByMonthlyRaw].[|ExchangeRates].[|'+$account.parameters
.BaseCurrency+']'#
```

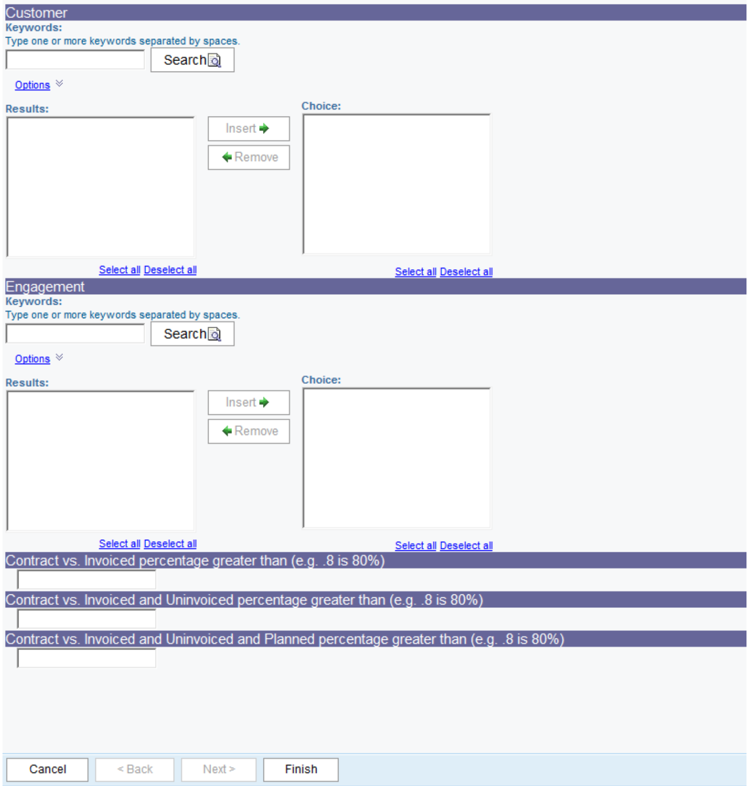
Total Planned:

```
(case when [|FinAnn_AllByCustomerByMonthlyRaw].[|Common].[|Date] > getdate()
then coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Billable Project Planned
Labour (rectype 16)].[|ProjTime],0) else 0 end

+case when [|FinAnn_AllByCustomerByMonthlyRaw].[|Common].[|Date] > getdate()
then coalesce([|FinAnn_AllByCustomerByMonthlyRaw].[|Billable Project Planned
Labour (rectype 16)].[|ProjTime],0) else 0 end)

*#'[|FinAnn_AllByCustomerByMonthlyRaw].[|ExchangeRates].[|'+$account.parameters
.BaseCurrency+']'#
```

Prompt page



Engagement is cascaded from customer, and the parameter is EntityId (to support the report being added to the engagement profile page, if desired).

Contract vs. Invoiced, etc fields: input a percentage, e.g. if you would like to see only engagements where the invoiced amount divided by the contract amount is greater than 75%, input .75 into the 'Contract vs. Invoiced percentage greater than' field.

Engagement contract vs billed and unbilled and planned

All Amounts:USD

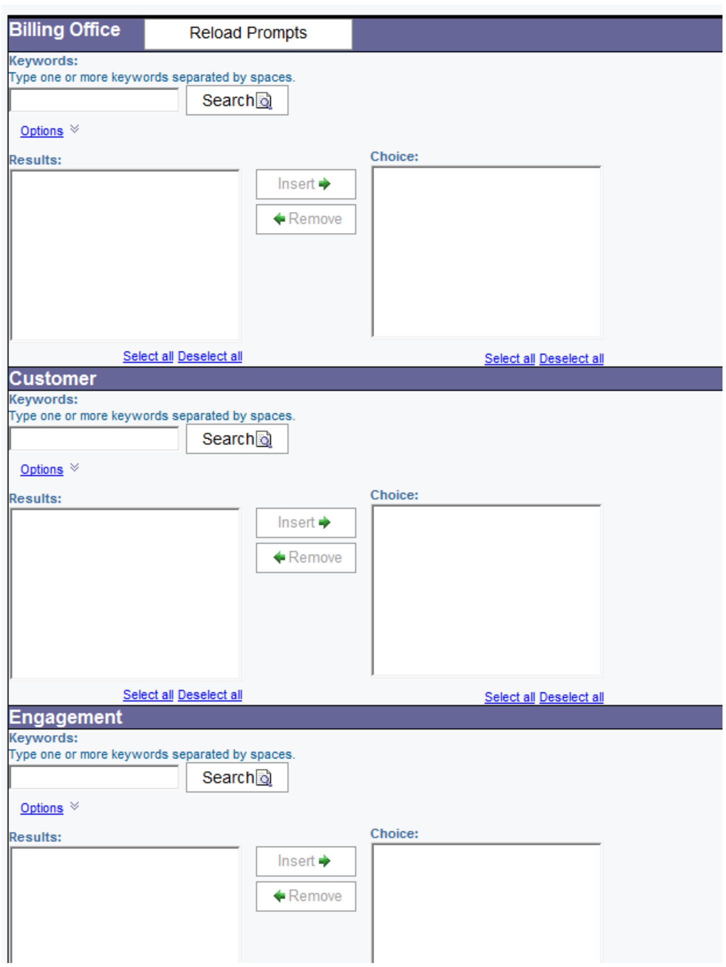
Customer	Engagement	Contract amount	Total Invoiced	Contract vs Invoiced	Total Uninvoiced	Contract vs Invoiced and uninvoiced	Total planned	Contract vs invoiced and uninvoiced and planned
Acucar Exportacoes	Advantage System	116,000	520,000	-404,000	0	-404,000	0	-404,000
Hollywest Entertainment	AdVantage System		360,000	-360,000	0	-360,000	0	-360,000
La Rochelle Electrique	ASP Hosting Agreement	1,787,520	84,000	1,703,520	37,240	1,666,280	0	1,666,280
MUWI Bank	ASP Hosting Agreement	1,584,000	132,000	1,452,000	0	1,452,000	0	1,452,000
Hollywest Entertainment	Avalon System	800,000	940,000	-140,000	0	-140,000	0	-140,000
Asia Container	Billing System	161,800	0	161,800	4,854,000	-4,692,200	0	-4,692,200
MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	3,000,000	91,691	2,908,309	1,900	2,906,409	6,528	2,899,881
Apeldoorn Bloem	Compliance Services	6,916,000	306,770	6,609,230	557,366	6,051,864	207,480	5,844,384
Apeldoorn Bloem	Compliance System LIcense Agreement		2,000,000	-2,000,000	0	-2,000,000	0	-2,000,000
UberTech	CRM License Agreement		1,250,000	-1,250,000	0	-1,250,000	0	-1,250,000
MUWI Bank	CRM License Agreement (Product $ Recognized RR Example) - MUWI Bank	300,000	300,000	0	0	0	0	0
UberTech	CRM Upgrade		422,028	-422,028	35,631	-457,659	167,713	-625,372
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	1,276,000	1,195,000	81,000	29,000	52,000	0	52,000
UtiliWind	Customization SOW - (Task Level Resource Requests Enabled)	774,000	21,522	752,478	0	752,478	0	752,478

Contract vs invoiced vs recognized amounts

This report allows comparison between the engagement contract, invoiced and recognized amounts. The invoiced and recognized amounts are pulled via custom SQL query subjects (similar to the invoice listing and recognition details reports).

Access required

Users require billing office access to see the data.



Engagement Contract vs Invoiced vs Revenue Recognition

Engagement Contract vs Invoiced vs Revenue Recognition

BillingOffice	Customer	Engagement	Currency	Contract amount	Net invoice total	Recognition amount	Contract vs Invoiced	Contract vs Recognition	Invoiced vs Recognition
CAN Operations (Resource Requests)	Titan Inc.	Customization SOW - (Task Level Resource Requests Enabled)	CAD	100,000	25,025	0	74,975	100,000	25,025
Toronto	ACME	Services Engagement	USD	250,000	97,830	0	152,170	250,000	97,830
Toronto	ACME	Software License Agreement	USD	0	2,000,000	0	-2,000,000	0	2,000,000
Toronto	ACME	Staffing Augmentation	USD	0	226,800	0	-226,800	0	226,800
Toronto	Atlantic Software	Create engagement	USD	400,000	0	0	400,000	400,000	0
Toronto	Atlantic Software	New Reservation System	USD	16,240	81,508	0	-65,268	16,240	81,508
Toronto	Atlantic Software	Software License Agreement	USD	0	2,000,000	0	-2,000,000	0	2,000,000
Toronto	Atlantic Software	Software License Agreement - Gomez	USD	0	2,000,000	0	-2,000,000	0	2,000,000
Toronto	Atlantic Software	Staffing Augmentation	USD	0	970,200	0	-970,200	0	970,200
Toronto	Bank of US	2013 - Maintenance Agreement - Bank of US	USD	2,500,000	2,500,014	0	-14	2,500,000	2,500,014
Toronto	Bank of US	2013 - Master Services Agreement - Bank of US	USD	2,000,000	710,635	0	1,289,365	2,000,000	710,635
Toronto	Bank of US	Advantage System	USD	200,000	520,000	0	-320,000	200,000	520,000
Toronto	Bank of US	Custom Inventory Management System - Bank of US	USD	200,000	1,195,000	0	-995,000	200,000	1,195,000
Toronto	Bank of US	Dynamics Great Plains Implementation - Bank of US	USD	0	8,000	0	-8,000	0	8,000
Toronto	Cheetah Software	AdVantage System	USD	0	360,000	0	-360,000	0	360,000
Toronto	Cheetah Software	Avalon System	USD	200,000	940,000	0	-740,000	200,000	940,000
Toronto	Cheetah Software	JD Edwards Customization	USD	900,000	1,412.49	0	898,587.51	900,000	1,412.49
Toronto	Cheetah Software	Software License Agreement	USD	0	1,000,000	0	-1,000,000	0	1,000,000

Customer listing

This report lists basic customer information and has many prompts.

Access requirements: users require customer access

Prompts:

Country, state/province and city are cascading prompts.

My accounts: defaults to ‘select specific filters’. If ‘My accounts only’ is selected, only customers where the account manager or sales representative or telemarketer is the logged-in user are listed.

Other prompts include sales region, account manager, sales representative, telemarketer, sales status, account type.

Earned value – project

This report calculates earned value metrics for each active project. The ‘earned value’ query subject is populated by the ‘calculate project costs’ job for project, tasks and assignments. There are two sets of costs available: planned and budget. This report uses budget costs. The query subject contained in the report also has all the metrics based on planned cost, which can be used as an alternative.

Access requirements: users require project access

Prompt page

Project and project manager, both multi-select, independent prompts. The projectid prompt uses the ‘EntityId’ parameter so the report can be linked to the project profile page.

Calculations

- PV (formerly BCWS (Budgeted Cost of Work Scheduled))
    - Cumulative budgeted cost, up to today's date (i.e. the date the calculation occurs).
    - If the budget allocation worksheet is used, that information is be used to calculate the costs. All past fiscal period budgeted costs would be included, and the current fiscal period will be pro-rated to the current date (i.e. the whole fiscal period's cost may not be included, if the current date falls somewhere within the fiscal period).
- PV (formerly BCWS (Planned Cost of Work Scheduled))
    - Cumulative planned cost, up to today's date (i.e. the date the calculation occurs).
    - If the project allocation worksheet is used, that information is be used to calculate the costs. All past fiscal period planned costs would be included, taking into account daily effort allocations. If daily allocations are not used, the current fiscal period will be pro-rated to the current date (i.e. the whole fiscal period's cost may not be included, if the current date falls somewhere within the fiscal period).
- AC (formerly ACWP (Actual Cost of Work Performed))
    - Cumulative actual cost, up to the date the calculation is performed. This includes time, expenses and material costs. The time control setting (entered, submitted or approved) is used to determine when to include costs.
- BAC (Budget at Completion)
    - Total budget cost, (for the selected frozen/current revision/revision type, depending on the system manager options)
- BAC (Planned at Completion)
    - Total planned cost
- Percent Complete
    - Actual effort (hours) / Planned effort (hours)
    - Actual effort (hours) / Actual effort (hours) + remaining effort (hours)) could be used as an alternative, for organizations who use task statusing

In the following calculations, there are formulas using both budgeted cost and planned cost. The report reflects the calculations that use budgeted cost.

- EV (formerly BCWP (Budgeted Cost of Work Performed))
    - BAC (Budget at Completion)) multiplied by the percent complete (actual / planned). The percentage would be as at the last project rollup.
- SV (Schedule Variance)
    - EV - PV
- CV (Cost Variance)
    - EV - AC

- EAC (Estimate at Completion)
  - AC + (BAC - EV) / CPI
- VAC (Variance at Completion)
  - BAC - EAC
- CPI (Cost Performance Index)
  - EV/AC
- SPI (Schedule Performance Index)
  - EV / PV
- TCPI (To Complete Performance Index)
  - [BAC - EV] / [BAC - AC]

Project earned value

Project	Currency	Percent complete	ACWP	BCWS	BCWP	BAC	EAC	VAC	CV	SV	CPI	SPI	TCPI
Accounting Transition for Acquisition	Euro	15.8%	1,391,600	895,015	64,684	410,576	8,833,055	-8,422,479	-1,326,916	-830,331	4.6%	7.2%	-35.3%
Add Follow-Me number roaming service	American dollar		0	34,000		34,000							
Apeldoorn Bloem Consulting Services	Euro	31.2%	17,550	34,125	17,550	56,250	56,250	0	0	-16,575	100.0%	51.4%	100.0%
Asia Container - Staffing Augmentation	American dollar	238.3%	1,085,800	0	0	0			-1,085,800	0	0.0%		0.0%
Auto Wolfsburg Implementation	Euro	28.4%	44,632	87,900	46,245	162,896	157,215	5,681	1,613	-41,655	103.6%	52.6%	98.6%
Auto Wolfsburg Staffing Augmentation	American dollar	40.2%	84,000	315,576	126,774	315,576	209,100	106,476	42,774	-188,802	150.9%	40.2%	81.5%
Compliance System	Euro	48.0%	133,740	0	0	0			-133,740	0	0.0%		0.0%
CRM Upgrade	Euro	69.9%	142,350	0	0	0			-142,350	0	0.0%		0.0%
Custom Inventory Management System	Brazilian real	12.5%	450,765	157,997	34,480	276,460	3,614,253	-3,337,793	-416,286	-123,517	7.6%	21.8%	-138.8%
Customer Integration - Web Services	Australian dollar	144.7%	1,326,224	1,801,546	1,946,242	1,345,268	916,703	428,565	620,018	144,696	146.8%	108.0%	-3,155.7%
Customer Management System	Australian dollar	122.5%	1,640,836	306,736	336,529	274,825	1,339,982	-1,065,156	-1,304,307	29,794	20.5%	109.7%	4.5%
Customer Portal	American dollar		0	0		0							
Customer Portal Development	Euro	174.4%	200,788	0	0	0			-200,788	0	0.0%		0.0%

Earned value – task

This report calculates earned value metrics for tasks against each active project. The 'earned value' query subject is populated by the 'calculate project costs' job for project, tasks and assignments. There are two sets of costs available: planned and budget. This report uses budget costs. The query subject contained in the report also has all the metrics based on planned cost, which can be used as an alternative. The report is ordered by project name and task WBS order.

Access requirements: users require project access

Prompt page

Project and project manager, both multi-select, independent prompts. The projectid prompt uses the 'EntityId' parameter so the report can be linked to the project profile page.

For metric calculations, see 'Earned value – project', above.

Task earned value

Project name	Task	Currency	Percent complete	ACWP	BCWS	BCWP	BAC	EAC	VAC	CV	SV	CPI	SPI	TCPI
Accounting Transition for Acquisition	Planning	Euro	88.0%	71,400	30,615	18,141	20,615	81,136	-60,521	-53,259	-12,474	25.4%	59.3%	-4.9%
Accounting Transition for Acquisition	Define	Euro	115.9%	181,950	68,364	53,462	46,124	156,976	-110,852	-128,488	-14,902	29.4%	78.2%	5.4%
Accounting Transition for Acquisition	Design	Euro	116.7%	230,000	146,952	115,444	98,952	197,143	-98,191	-114,556	-31,508	50.2%	78.6%	12.6%
Accounting Transition for Acquisition	Validate	Euro	0.0%	0	59,632	0	40,432			0	-59,632		0.0%	100.0%
Accounting Transition for Acquisition	Deploy	Euro	0.0%	0	33,606	0	24,006			0	-33,606		0.0%	100.0%
Accounting Transition for Acquisition	Support	Euro	0.0%	0	42,930	0	27,930			0	-42,930		0.0%	100.0%
Accounting Transition for Acquisition	Non-Billable Work	Euro		0	0		0							
Accounting Transition for Acquisition	Customization	Euro	0.0%	0	669,956	0	621,955			0	-669,956		0.0%	100.0%
Add Follow-Me number roaming service	Summary	American dollar		0	0		0							
Add Follow-Me number roaming service	Stage 1 Preliminary Investigation	American dollar		0	0		0							
Add Follow-Me number roaming service	Stage 1 summary	American dollar		0	0		0							
Add Follow-Me number roaming service	Prelim market assessment	American dollar		0	0		0							
Add Follow-Me number roaming service	Prelim technical assessment	American dollar		0	0		0							
Add Follow-Me number roaming service	Prelim financial & business assessment	American dollar		0	0		0							
Add Follow-Me number roaming service	Action plan for Stage 2	American dollar		0	0		0							
Add Follow-Me number roaming service	Stage 2 Detailed Investigation	American dollar		0	0		0							

Earned value – task assignment

This report calculates earned value metrics for task assignments against each active project. The ‘earned value’ query subject is populated by the ‘calculate project costs’ job for project, tasks and assignments. There are two sets of costs available: planned and budget. This report uses budget costs. The query subject contained in the report also has all the metrics based on planned cost, which can be used as an alternative. The report is ordered by project name and task WBS order. Each assignment’s ‘entity name’ is a combination of the task and resource names.

Access required

Users require project access

Prompt page

Project and project manager, both multi-select, independent prompts. The projectid prompt uses the ‘EntityId’ parameter so the report can be linked to the project profile page.

For metric calculations, see ‘Earned value – project’, above.

Task assignment earned value

Project	Task	Currency	Percent complete	ACWP	BCWS	BCWP	BAC	EAC	VAC	CV	SV	CPI	SPI	TCPI
Accounting Transition for Acquisition	Planning - Damian Richmond	Euro	88.9%	26,400	11,021	6,597	7,421	29,700	-22,279	-19,803	-4,425	25.0%	59.9%	-4.3%
Accounting Transition for Acquisition	Planning - Randel Mannheim - Manager	Euro	87.5%	45,000	19,594	11,544	13,194	51,429	-38,235	-33,456	-8,049	25.7%	58.9%	-5.2%
Accounting Transition for Acquisition	Define - Damian Richmond	Euro	123.8%	136,050	48,984	40,818	32,984	109,939	-76,955	-95,232	-8,166	30.0%	83.3%	7.6%
Accounting Transition for Acquisition	Define - Shea Everton	Euro	111.1%	31,920	13,417	10,108	9,097	28,728	-19,631	-21,812	-3,309	31.7%	75.3%	4.4%
Accounting Transition for Acquisition	Define - Thierry Chambery	Euro	87.5%	13,980	5,963	3,538	4,043	15,977	-11,934	-10,442	-2,425	25.3%	59.3%	-5.1%
Accounting Transition for Acquisition	Design - Damian Richmond	Euro	100.0%	71,200	48,984	32,984	32,984	71,200	-38,216	-38,216	-16,000	46.3%	67.3%	0.0%
Accounting Transition for Acquisition	Design - Shea Everton	Euro	100.0%	52,800	48,984	32,984	32,984	52,800	-19,816	-19,816	-16,000	62.5%	67.3%	0.0%
Accounting Transition for Acquisition	Design - Thierry Chambery	Euro	150.0%	106,000	48,984	49,476	32,984	70,667	-37,683	-56,524	492	46.7%	101.0%	22.6%
Accounting Transition for Acquisition	Validate - Shea Everton	Euro		0	29,816		20,216							
Accounting Transition for Acquisition	Validate - Thierry Chambery	Euro		0	29,816		20,216							
Accounting Transition for Acquisition	Deploy - Rand Alberta	Euro		0	33,606		24,006							
Accounting Transition for Acquisition	Support - Ruth Orlando	Euro		0	42,930		27,930							
Accounting Transition for Acquisition	Non-Billable Work - Randel Mannheim - Manager	Euro		0	0		0							
Accounting Transition for Acquisition	Customization - Catania Lawrence	Euro		0	139,650		139,650							
Accounting Transition for Acquisition	Customization - Celso Joao	Euro		0	139,650		139,650							
Accounting Transition for Acquisition	Customization - Chris Chung	Euro		0	139,650		139,650							
Accounting Transition for Acquisition	Customization - Renee Pataya	Euro		0	111,356		63,355							
Accounting Transition for Acquisition	Customization - VR - Contractor	Euro		0	139,650		139,650							

Engagement financial summary

This report shows billing and cost information for a selected engagement.

Access required

Users require engagement access.

Prompt page

Customer/engagement (cascading prompts, engagement is mandatory), Record type (time, request time and expenses), Date range for time, expense and invoice dates, approval status for time, request time and expenses.

Report:

The ‘Project time, fixed fee time, request time and expenses’ section shows project time, request time and expenses associated with the engagement, grouped by type, sorted by project, task, resource and showing the associated fixed fee. Hours/quantity, invoiced, written off, un-invoiced, recognized and cost amounts are shown. All amounts are converted to the engagement currency.

The ‘Fixed fee realization’ section shows all fixed fees associated to the engagement, with the billing amount, total hours (based on the prompt selections for type, date range and approval status), time/expense cost amounts for time/expenses associated to the fixed fee and a realized rate, which is the fixed fee billing amount divided by the total hours.

The ‘Invoices’ section shows all invoices and credit notes for the engagement, within the date range selected. Invoices and credit notes at all statuses are shown.

Engagement financial summary for: Production upgrades (American dollar)

Project time, fixed fee time, request time and expenses

Type	Project	Task	Deliverable	Resource	Hours or Quantity	Invoiced hours or quantity	Written off hours / expense amount	Writeoff amount	Uninvoiced Billing Amount	Invoiced amount (incl. writeoffs)	Recognized Committed amount	Cost amount
Expenses	Production upgrades			Celso Joao	1.00	0.00			0.00		0.00	500.00
	Production upgrades			Changepoint Admin	6.00	1.00		-35.00	0.00	-35.00	1,019.68	3,435.00
Expenses - Total					**7.000**	**1.000**		**-35.00**	**0.00**	**-35.00**	**1,019.68**	**3,935.00**
Type	Project	Task	Deliverable	Resource	Hours or Quantity	Invoiced hours or quantity	Written off hours / expense amount	Writeoff amount	Uninvoiced Billing Amount	Invoiced amount (incl. writeoffs)	Recognized Committed amount	Cost amount
Project Time	FS by project calculations	Billable task	Milestones	Changepoint Admin	10.00	5.00			750.00		0.00	1,000.00
	Production upgrades	Production upgrade services		Celso Joao	16.00	8.00	-1.00	-300.00	1,800.00	2,100.00	0.00	900.00
	Production upgrades	Production upgrade services		Changepoint Admin	8.00	0.00			2,400.00		0.00	800.00
	Production upgrades	Upgrade services (billable)		Celso Joao	10.00	8.00	-1.00	-525.00	0.00	2,775.00	0.00	600.00
	Production upgrades	Upgrade services (billable)		Changepoint Admin	20.50	7.00	1.00	375.00	1,650.00	1,987.50	0.00	2,300.00
	Production upgrades	Report validation and creation (fixed fee)	Milestones	Changepoint Admin	16.00	0.00			4,800.00		0.00	1,600.00
Project Time - Total					**80.500**	**28.000**	**-1.000**	**-450.00**	**11,400.00**	**6,862.50**	**0.00**	**7,200.00**
Type	Project	Task	Deliverable	Resource	Hours or Quantity	Invoiced hours or quantity	Written off hours / expense amount	Writeoff amount	Uninvoiced Billing Amount	Invoiced amount (incl. writeoffs)	Recognized Committed amount	Cost amount
Request Time		PS-00136		Changepoint Admin	4.00	3.00	-0.50	-50.00	0.00	400.00	0.00	500.00
Request Time - Total					**4.000**	**3.000**	**-0.500**	**-50.00**	**0.00**	**400.00**	**0.00**	**500.00**
Overall - Total					**91.500**	**32.000**	**-1.500**	**-535.00**	**11,400.00**	**7,227.50**	**1,019.68**	**11,635.00**

Fixed fee realization

Deliverable name	Billing date	Fixed fee billed (Y/N)	Fixed fee billing amount	Hours	Time Cost amount	Expense Cost amount	Realized rate
GL accounts	Feb 15, 2016	0	36,000.00				
Milestones	Sep 25, 2015	1	12,000.00	26.00	2,600.00	0.00	461.54
Milestones - 1	Oct 1, 2015	0	2,500.00				
Milestones - 2	Nov 1, 2015	0	2,500.00				
Milestones - 3	Sep 25, 2015	0	7,000.00				

Invoices

CnOrInvoiceNumber	CnOrInvoiceDate	Status	Time	Expense	FixedFee	AdditionalItems	Product	Tax Amount	Invoice total	Currency	Invoice Total Engagement Currency
CN-CORP-00005	Feb 11, 2016	Committed	0.00	0.00	-36,000.00	0.00	0.00	-6,300.00	-42,300.00	USD	-42,300.00
CORP-00005	Feb 11, 2016	Credited	0.00	0.00	36,000.00	0.00	0.00	6,300.00	42,300.00	USD	42,300.00
Draft - -312	Dec 15, 2015	Draft	0.00	0.00	0.00	100.00	0.00	-2.00	98.00	USD	98.00
Draft - -317	Jul 27, 2016	Draft	0.00	0.00	0.00	0.00	2,000,000.00	350,000.00	2,350,000.00	USD	2,350,000.00
Draft - -318	Jul 28, 2016	Draft	7,197.50	-55.00	12,000.00	-550.00	15,060.00	5,918.92	39,571.42	USD	39,571.42

Engagement listing with fixed fee and product amounts

This report lists all engagements and includes the total amounts for fixed fees and products (where ‘do not invoice’ is not selected). The amounts are shown in the engagement currency and a user-selected currency. Totals are shown for the converted amounts. The list sorts by billing office, customer and engagement.

Access required

Users require engagement access

Prompt page

Billing office and customer are cascading prompts. Other prompts include engagement manager, engagement status, engagement category, Revenue recognition enabled (yes/no), created on (date range) and the currency to convert to (defaulting to USD).

Engagement listing with fixed fee and product amounts (converted amounts in CAD - Canadian dollar)

Billing office	Company	Engagement name	Profile link	Contract amount	Fixed fee billing amount	Product billing amount	Contract start date	Contract end date	Engagement currency	Contract amount (converted)	Fixed fee amount (converted)	Product amount (converted)	Engagement manager	Engagement status	Engagement category	Created on	Created by
Corporate	Acucar Exportacoes	Advantage System	Advantage System	200,000	0	520,000			Brazilian real				Reus Granada	Work in progress	Compliance	Apr 21, 2015	Edison Santori - VP Sales
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	200,000	200,000	1,095,000			Brazilian real				Randel Mannheim - Manager	Prospect	Compliance	Feb 12, 2015	Edison Santori - VP Sales
Corporate	Acucar Exportacoes	Daily split	Daily split						American dollar				Changepoint Admin	Work in progress	Consulting	Sep 28, 2015	Changepoint Admin
Corporate	Acucar Exportacoes	Dynamics Great Plains Implementation - Acucar Exportacoes	Dynamics Great Plains Implementation - Acucar Exportacoes						American dollar				Edison Santori - VP Sales	Completed	Hosting	Mar 17, 2015	Edison Santori - VP Sales
Corporate	Acucar Exportacoes	Feature Request	Feature Request						American dollar				Edgar Patterson - VP Product Mgmt	Work in progress	Non-billable	Jun 8, 2015	Edgar Patterson - VP Product Mgmt
Corporate	Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	2,500,000	2,500,000	0			American dollar	2,900,000	2,900,000	0	Reus Granada	Work in progress	Support	Dec 25, 2013	Eland Dimitiri - VP Dev
Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	2,000,000	100,000	500,000	Jun 30, 2014	Jun 29, 2015	Brazilian real				Randel Mannheim - Manager	Work in progress	Hosting	Dec 24, 2013	Randel Mannheim - Manager
Corporate	Acucar Exportacoes	new rate deleted	new rate deleted						American dollar				Changepoint Admin	Work in progress	Compliance	Aug 27, 2015	Changepoint Admin
Corporate	Acucar Exportacoes	Real conversion properties	Real conversion properties						Brazilian real				Changepoint Admin	Work in progress	Compliance	Nov 23, 2015	Changepoint Admin
Corporate	Apeldoorn Bloem	Compliance Services	Compliance Services	200,000	0	400,000			Euro				Reus Granada	Work in progress	Compliance	Apr 21, 2015	Edison Santori - VP Sales

Engagement prepaid balance

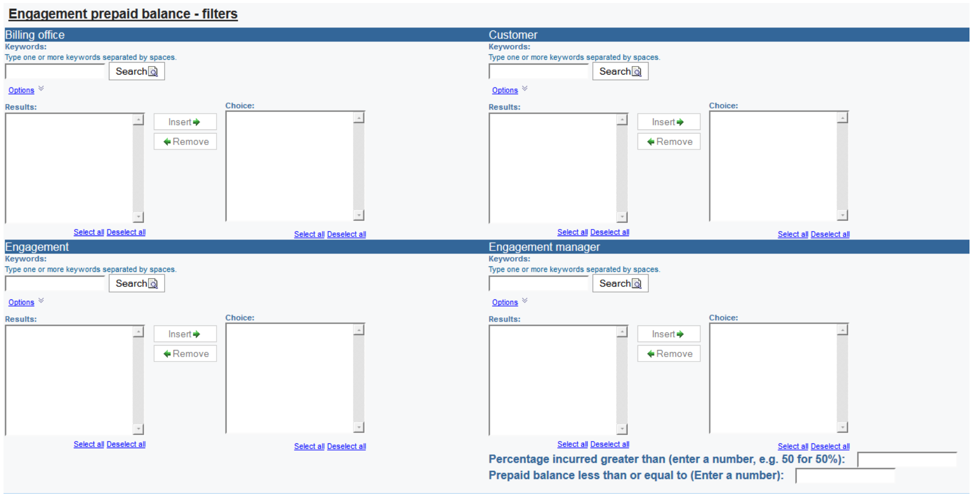
This report shows the balance for engagements that have a prepaid component, comparing the prepaid amount to the total billing amount for associated time and expenses. The report can be added to the engagement profile page, if desired.

Access required

Users require engagement access

The report selects from the engagement fixed fees query subject, filtering on fixed fees where 'prepaid' is selected and the fixed fee amount is greater than 0. For the time and expense portion, the report uses a custom SQL query that selects time, request time and expenses that are billable and not invoiced (all approval statuses), and associated with an engagement that has at least one fixed fee marked as prepaid. A computed billing amount is compared to the total fixed fee amount. The 'percentage incurred' field will be highlighted when it is over 80 percent.

Prompt page



Engagement prepaid balance

Billing office	Company	Engagement	Engagement manager	Prepaid amount	Extended billing	Prepaid Balance	Percentage incurred
Corporate	Engagement and Project Templates	FF with % of Total Deliverable RR Method - Template	Reus Granada	150,000		150,000	
Corporate	La Rochelle Electrique	Master Services Agreement - La Rochelle Electrique	Randel Mannheim - Manager	150,000	125,212	24,788	83.48
Corporate	MUWI Bank	Hosting Services (FF with % of Total Deliverable RR Example) - MUWI Bank	Reus Granada	150,000		150,000	
Corporate	Engagement and Project Templates	FF $ Recognized Method - Template	Reus Granada	500,000		500,000	
Corporate	MUWI Bank	Maintenance Agreement (FF $ Recognized RR Example) - MUWI Bank	Reus Granada	500,000		500,000	
Corporate	UtiliWind	Maintenance Agreement - UtiliWind	Reus Granada	500,000		500,000	
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	Reus Granada	1,000,000	0	1,000,000	0.00
Corporate	Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	Reus Granada	2,500,000	300	2,499,700	0.01
Corporate	Engagement and Project Templates	Maintenance Agreement Template	Reus Granada	2,500,000		2,500,000	

Executive summary – revenue, cost and margin

This report uses the same information as the 'Revenue recognition and billing, cost planned and actual' report and represents the data in a quarterly executive summary format, with one section for each of revenue recognition, billing, cost and margin. Forecast and actual are shown in the past and current quarters. Forecast is shown in the next quarter. A monthly trend is shown in a chart for each measure.

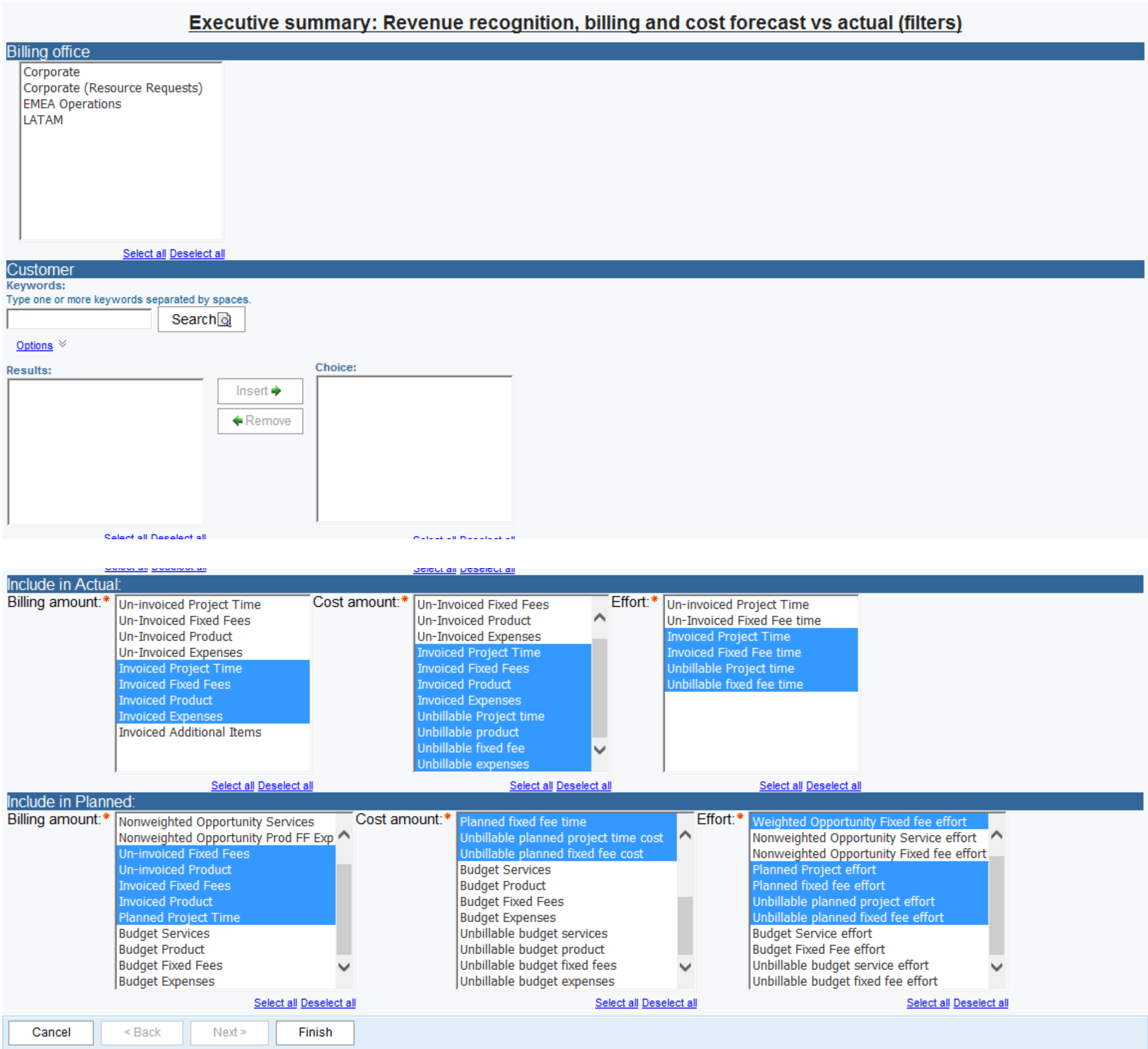
Note: the report is complex and could take considerable time to run. It must scheduled and should not be run real-time.

Access required

Users require engagement access to see data in the report.

The report uses a specific set of quarterly fiscal periods. If importing this report into another environment, the 'Fiscal quarters' query would need to be updated, changing the billingofficeid to a quarterly set of fiscal periods that exists in the target environment (billingofficeid = '04D0F09E-104C-4E18-81ED-6511DBB31552' – is located in 3 places in the SQL query).

Users can select specific billing offices and customers as well as what to include in planned, actual billing and cost:

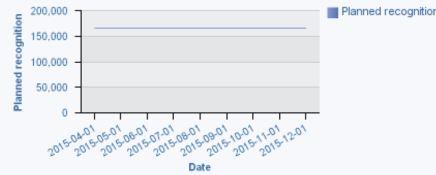


The defaults can be changed to reflect the most common selections in the target organization.

Executive summary: Forecast vs actual amounts (Converted to US dollars)

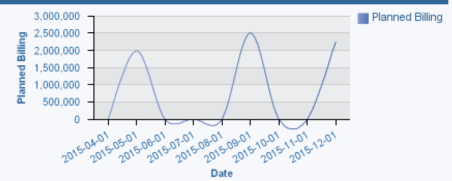
Revenue Recognition — Trend

	Last Quarter	Current Quarter	Next Quarter
Planned	500,000	500,000	500,000
Actual	166,667	500,000	
Variance	333,333	0	



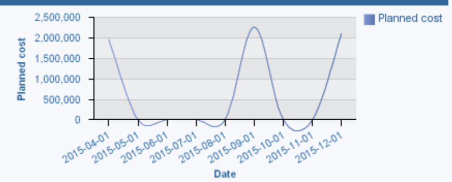
Billing

	Last Quarter	Current Quarter	Next Quarter
Planned	2,003,000	2,517,500	2,250,000
Actual	1,988,000	2,500,000	
Variance	15,000	17,500	



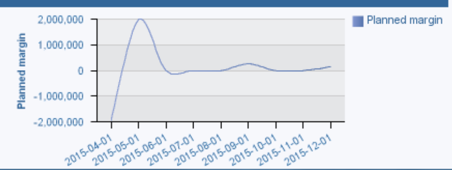
Cost

	Last Quarter	Current Quarter	Next Quarter
Planned	1,962,500	2,259,500	2,100,000
Actual	1,950,000	2,244,000	
Variance	12,500	15,500	



Margin

	Last Quarter	Current Quarter	Next Quarter
Planned	40,500 (2%)	258,000 (10%)	150,000 (7%)
Actual	38,000 (2%)	256,000 (10%)	
Variance	2,500	2,000	



Expense listing

This report shows expense details grouped by customer and project. The extended expense cost is shown in both the expense currency and a converted amount in the user-selected currency (which defaults to USD).

Access required

Users require project access.

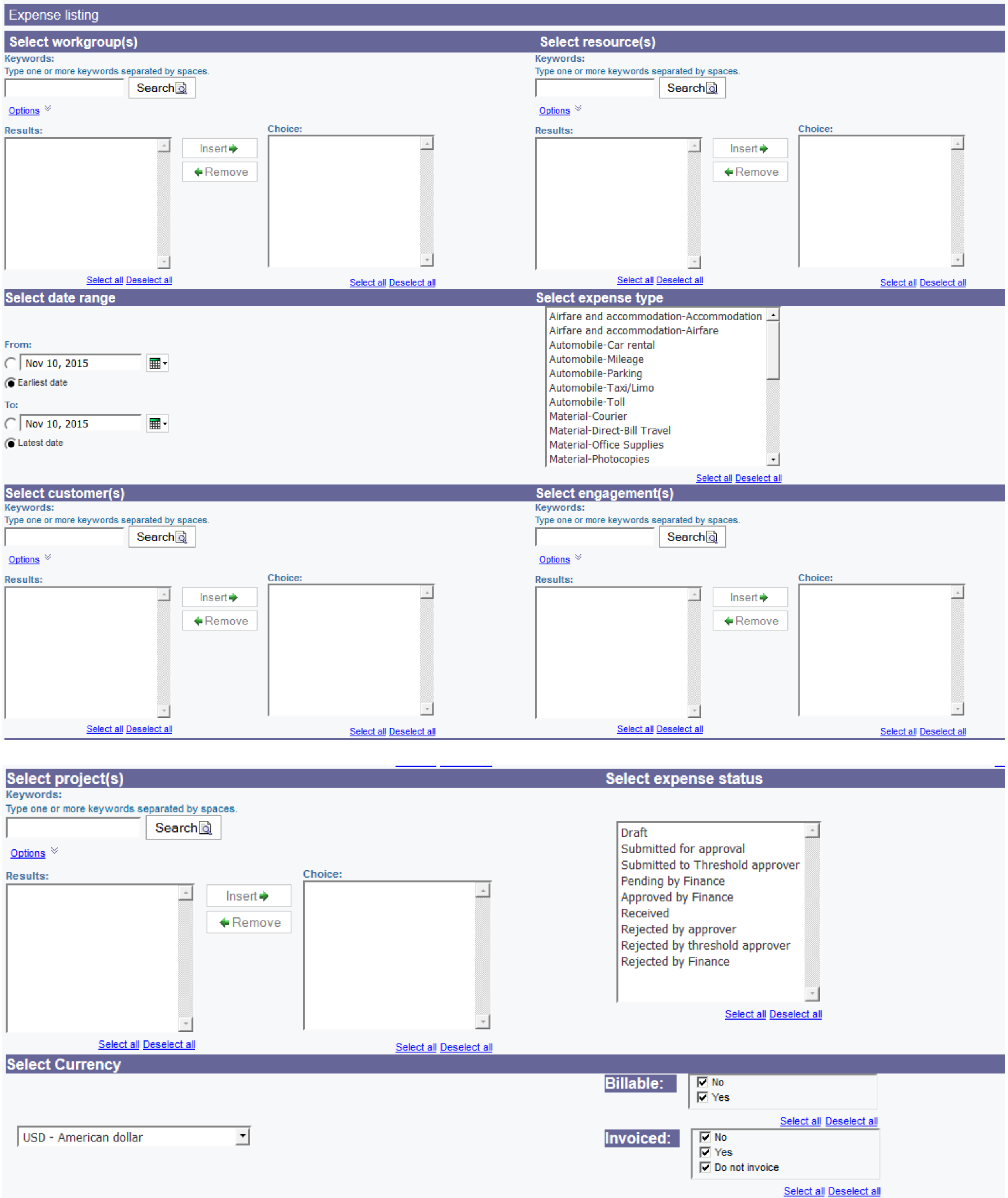
Prompt page

The prompt page includes the following filters:

Workgroup is associated to the expense (not necessarily the resource, if the resource has since changed workgroups).

Expense type is prefixed with the expense category name for better sorting and filtering.

Customer, engagement and project are cascading filters.



'Approved' will be yellow for un-approved amounts. 'Approved' means the expense status is 'Approved by Finance' or 'Received'. 'Invoiced' will be red if the amounts are not invoiced, are billable and the expense billing percentage is not 0.

Expense listing **Amounts converted to USD - American dollar**

Customer	Project name	Workgroup	Resource	Expense date	Expense type	Approved	Billable	Expense billing (%)	Invoiced	Expense quantity	Unit cost	Expense cost amount	Expense currency	Converted Cost amount
MUWI Bank	RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	NA East USA Services	Randel Mannheim - Manager	Mar 31, 2015	Airfare	No	Yes	0	No	1.00	980.000	980.00	American dollar	980.00
MUWI Bank		NA East USA Services	Randel Mannheim - Manager	Apr 2, 2015	Accommodation	No	Yes	0	No	1.00	375.000	375.00	American dollar	375.00
RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC) - Total														**1,355.00**
MUWI Bank	RRFPPC Romulus Transition - MUWI Bank (RR Example FF-PPC Cost)	EMEA East Services	Randel Mannheim - Manager	Apr 29, 2015	Airfare	No	Yes	0	No	1.00	285.000	285.00	American dollar	285.00
MUWI Bank		EMEA East Services	Randel Mannheim - Manager	May 1, 2015	Accommodation	No	Yes	0	No	1.00	299.000	299.00	American dollar	299.00
RRFPPC Romulus Transition - MUWI Bank (RR Example FF-PPC Cost) - Total														**584.00**
MUWI Bank - Total														**5,416.00**
Sturgeon Manufacturing	Customer Integration - Web Services	NA West USA Services	Ray Houston	Jan 19, 2015	Meals	Yes	Yes	100	Yes	1.00	65.000	65.00	American dollar	65.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 19, 2015	Telephone/Cellular	Yes	Yes	100	Yes	1.00	85.000	85.00	American dollar	85.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 20, 2015	Meals	Yes	Yes	100	Yes	1.00	45.000	45.00	American dollar	45.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 21, 2015	Meals	Yes	Yes	100	Yes	1.00	50.000	50.00	American dollar	50.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 23, 2015	Accommodation	Yes	Yes	100	Yes	1.00	600.000	600.00	American dollar	600.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 23, 2015	Airfare	Yes	Yes	100	Yes	1.00	1,245.000	1,245.00	American dollar	1,245.00
Sturgeon Manufacturing		NA West USA Services	Ray Houston	Jan 23, 2015	Meals	Yes	Yes	100	Yes	1.00	45.000	45.00	American dollar	45.00
Sturgeon Manufacturing		IT	Changepoint Admin	Aug 27, 2015	Airfare	No	Yes	100	No	1.00	600.000	600.00	American dollar	600.00
Customer Integration - Web Services - Total														**2,735.00**

Expense report listing

This report is a simple listing of expense reports, showing the total in the original currency and a currency selected by the user. All expense reports are shown against the user's current workgroup; the workgroup will show 'TerminatedUsers' if the user no longer has a current workgroup. The data query also contains the expense report workgroup, which can be used if desired.

The report displays a column for 'Pending approval by'. This field will show the first-level approver name, when the expense report is at the 'submitted' status, will show 'Threshold' when the expense report is at the 'submitted to threshold approver' status (not a specific name) and will show 'Finance' when the expense report is at the 'pending by finance' status (not a specific name).

Some additional fields are available in the query that are not displayed on the report, such as 'approved by' and 'approval date' for each level of approval, the expense advance amount and amount applied, submission date. Review the query for full details.

Access required

There are no access requirements for this report.

Filters

Workgroup and resource (cascading prompts, all users who are associated with an expense report and their current workgroup)

Created on date (range)

Expense report status

Customer and engagement (cascading prompts)

Currency to convert to (the original currency is also shown on the report)

Report:

Expense Report listing **Amounts converted to USD - American dollar**

Expense Report Number	Resource Workgroup	Resource	Customer	Engagement	Created On	Status	Expense Report Total	Expense Report Currency	Pending Approval By	Converted Amount
20	NA Sales	Sam Rochester	Sydney Imports	Sales Operations - Current FY	Mar 20, 2015	Submitted	2,043.31	USD	Edison Santori	2,043.31
23	NA Sales	Sam Rochester	Sydney Imports	Sales Operations - Current FY	Mar 20, 2015	Draft	1,347.48	USD	NA	1,347.48
45	IT	Igor Ivanyuk	Asia Container	New Reservation System	Apr 14, 2015	Draft	55.00	USD	NA	55.00
1,053	IT	Changepoint Admin	Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Nov 11, 2015	Draft	1,250.00	USD	NA	1,250.00
3,056	IT	Changepoint Admin	Sturgeon Manufacturing	New reporting implementation	Jul 22, 2016	Draft	50.00	CAD	NA	50.00
6,056	IT	Changepoint Admin	Apeldoorn Bloem	Compliance Services	Sep 14, 2016	Submitted	58.00	CAD	Eaton Franco	58.00
7,056	NA Sales	Sam Rochester	Sydney Imports	Sales Operations - Current FY	Sep 16, 2016	Pending by finance	27.50	USD	Finance	27.50
Overall - Total										**4,831.29**

Funding source revenue

This report lists the planned and actual revenue by funding source, for selected funding sources and fiscal years. The underlying query also contains costs, which can be added to the report.

There are additional queries that can be used in other reports:

Scenario member fiscal year totals: Each scenarios and its members are available in the query, along with the total planned/actual effort, cost and revenue (from the 'ScenarioComparisoTotals' table, which is pre-calculated as part of the financial analysis summary job).

Scenario member funding fiscal year totals: each scenario, funding source and member are included, along with the total planned/actual effort, cost and revenue (from the 'ScenarioComparisoTotals' table, which is pre-calculated as part of the financial analysis summary job).

Access required

There are no access requirements for this report

Prompt page

Select the funding source (ordered by category/source name) and fiscal year. Both are optional prompts.

Funding Source	Parent Source	Entity Name	Type	2012 Dec Planned Revenue	2012 Dec Actual Revenue	2012 Dec Revenue Variance	2012 Nov Planned Revenue	2012 Nov Actual Revenue	2012 Nov Revenue Variance	2013 Apr Planned Revenue	2013 Apr Actual Revenue	2013 Apr Revenue Variance	2013 Aug Planned Revenue	2013 Aug Actual Revenue	2013 Aug Revenue Variance
Business Technology	NA	ERP Purchase Order Implementation	prj	0	938	-938	0	982.5	-982.5	0	16,062.5	-16,062.5	0	4,442.5	-4,442.5
		Fixed Assets Implementation	prj							0	13,620	-13,620	0	9,021	-9,021
		Implement Document Management - CRM	prj							0	2,350	-2,350	0	5,790	-5,790
		Oracle Financials Implementation	prj							0	31,992	-31,992	0	10,044	-10,044
		SAP Enhancements	prj							0	2,560	-2,560	0	7,068	-7,068
		Project Portfolio Management Implementation	prj										0	26,554	-26,554
		Custom Inventory Management System	prj												
		Dynamics Great Plains Implementation	prj												
		PSA - SharePoint Integration - BAW	prj												
Compliance	NA	RD Wireless Electricity Development	prj	0	135,080	-135,080				0	35,816	-35,816	0	5,984	-5,984
		Fixed Assets Implementation	prj							0	6,810	-6,810	0	4,510.5	-4,510.5

Entity Name	2013 Dec Planned Revenue	2013 Dec Actual Revenue	2013 Dec Revenue Variance	2013 Feb Planned Revenue	2013 Feb Actual Revenue	2013 Feb Revenue Variance	2013 Jan Planned Revenue	2013 Jan Actual Revenue	2013 Jan Revenue Variance	2013 Jul Planned Revenue	2013 Jul Actual Revenue	2013 Jul Revenue Variance
ERP Purchase Order Implementation				0	2,200	-2,200	0	4,000	-4,000	0	3,625	-3,625
Fixed Assets Implementation	0	25,000	-25,000							0	516,228.5	-516,228.5
Implement Document Management - CRM										0	188,555	-188,555
Oracle Financials Implementation										0	26,784	-26,784
SAP Enhancements										0	10,202.1	-10,202.1
Project Portfolio Management Implementation										0	21,877	-21,877
Custom Inventory Management System												
Dynamics Great Plains Implementation												
PSA - SharePoint Integration - BAW												
RD Wireless Electricity Development	0	120,000	-120,000	0	3,520	-3,520				0	4,224	-4,224
Fixed Assets Implementation	0	12,500	-12,500							0	258,114.25	-258,114.25

Funding source summary

This report summarizes funding, approved, unapproved and actual amounts for revenue, cost and effort. Users can filter on funding source(s), fiscal year(s) and show exceeded sources only (where total cost is greater than funding cost, or total revenue is greater than funding revenue, or total effort is greater than funding revenue).

Access required

There are no access requirements for this report.

Funding source summary

Source	Revenue					Cost					Effort				
Source	Funding	Approved	Unapproved	Actual	Total	Funding	Approved	Unapproved	Actual	Total	Funding	Approved	Unapproved	Actual	Total
Acucar Exportacoes	0	0	0	1,226,235	1,226,235	0	0	0	1,588,885	1,588,885	0	0	0	1,980	1,980
Business Technology	0	0	0	2,681,784	2,681,784	0	0	0	2,891,586	2,891,586	0	0	0	5,702	5,702
Changepoint ASP Contracts	0	0	0	92,238	92,238	0	0	0	53,236	53,236	0	0	0	592	592
Changepoint Integration Services	0	0	0	135,681	135,681	0	0	0	91,166	91,166	0	0	0	1,258	1,258
Compliance	5,400,000	0	0	673,598	673,598	2,670,000	0	0	451,160	451,160	91,000	0	0	1,474	1,474
Conference (Booth / Ads / Sponsor)	0	0	0	1,135,985	1,135,985	0	0	0	1,427,668	1,427,668	0	0	0	5,179	5,179
Consulting	0	0	0	414,833	414,833	0	0	0	340,755	340,755	0	0	0	1,046	1,046
CRM	23,050,000	0	0	341,477	341,477	10,235,000	0	0	275,097	275,097	34,100	0	0	2,182	2,182
CRM Operations	0	0	0	1,095,920	1,095,920	0	0	0	1,425,534	1,425,534	0	0	0	4,730	4,730
CRM Product Sales	0	0	0	1,095,920	1,095,920	0	0	0	1,425,534	1,425,534	0	0	0	4,730	4,730
CRM Services EMEA	0	0	0	40,571	40,571	0	0	0	37,933	37,933	0	0	0	163	163
CRM Services NA	0	0	0	1,055,348	1,055,348	0	0	0	1,387,601	1,387,601	0	0	0	4,567	4,567
Cyber Sniper	3,550,000	0	0	805,643	805,643	1,520,000	0	0	1,225,642	1,225,642	4,000	0	0	2,157	2,157
Direct Mail	0	0	0	238,138	238,138	0	0	0	153,632	153,632	0	0	0	996	996
ERP Operations	0	0	0	2,424,389	2,424,389	0	0	0	1,981,982	1,981,982	0	0	0	4,236	4,236
ERP Product Sales	0	0	0	1,895,389	1,895,389	0	0	0	1,517,782	1,517,782	0	0	0	3,774	3,774
ERP Services EMEA	0	0	0	219,034	219,034	0	0	0	150,825	150,825	0	0	0	968	968
ERP Services NA	0	0	0	2,205,355	2,205,355	0	0	0	1,831,157	1,831,157	0	0	0	3,268	3,268
HRMS Operations	0	0	0	190,100	190,100	0	0	0	117,125	117,125	0	0	0	1,440	1,440
HRMS Services NA	0	0	0	190,100	190,100	0	0	0	117,125	117,125	0	0	0	1,440	1,440

Function demand details

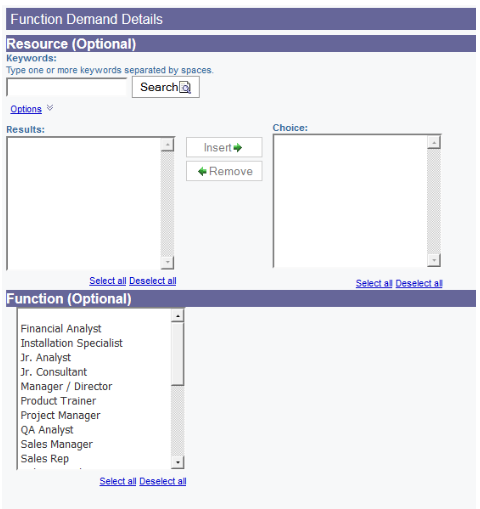
This report shows details of demand grouped by function (the primary function associated with the resource selected on the demand item – which can be a generic or real resource), cross-tabbed by month. It uses the 'resource demand' query subject, joining to the resource query subject to get the primary function. For performance reasons, the data is pre-filtered to show demand for the next 60 days.

Access required

Users require workgroup access.

Prompt page

The prompt page includes optional filters for resource and function. The Function selection includes all primary functions associated to resources, whether or not there is demand associated with them.



Function Demand Details

				2015-07-01	2015-08-01	2015-09-01
Manager / Director	PRJ	Opportunity - Page Industries - ERP updates for SOX	Opportunity Time	1	1	0
		Opportunity - Page Industries - Implement Doc Mgmt on CRM	Opportunity Time	117	163	70
		Opportunity - Tech Inc - Implement finger print scanners	Opportunity Time	1	1	0
		Opportunity - Tech Inc - MandO Contractor	Opportunity Time	1	1	0
		Opportunity - Tech Inc - Upgrade Great Plains	Opportunity Time	1	1	0
Product Trainer	OPP	Oracle Financials - Enhancements		40		
	PRJ	RR Example FF-EE - Portfolio Management Implementation - Tech Inc.	Training	24		
		RR Example FF-PPC - Taxware Integration - Tech Inc.	Training	1	2	1
	REQ	PS-2007-00073	Changepoint Training Required for entire team			40
Project Manager	OPP	Need a customer portal developed for new XRM product line		20	28	12
		Need significant ERP changes due to SOX compliance		51	62	
	PRJ	ACME Implementation	Planning	22	30	
		Project Portfolio Management Implementation	Project Review		8	
			Transition to Support			16
QA Analyst	OPP	Employee Express e-Solution	2 QA - 20 weeks	160	306	131
	PRJ	Res Req Project Level - Implementation - Titan Inc.	Analysis		40	
			Test		39	17
Sales Manager	PRJ	Opportunity - Page Industries - ERP updates for SOX	Opportunity Time	6	8	3
		Opportunity - Tech Inc - Implement finger print scanners	Opportunity Time	6	8	3
		Opportunity - Tech Inc - MandO Contractor	Opportunity Time	6	8	3

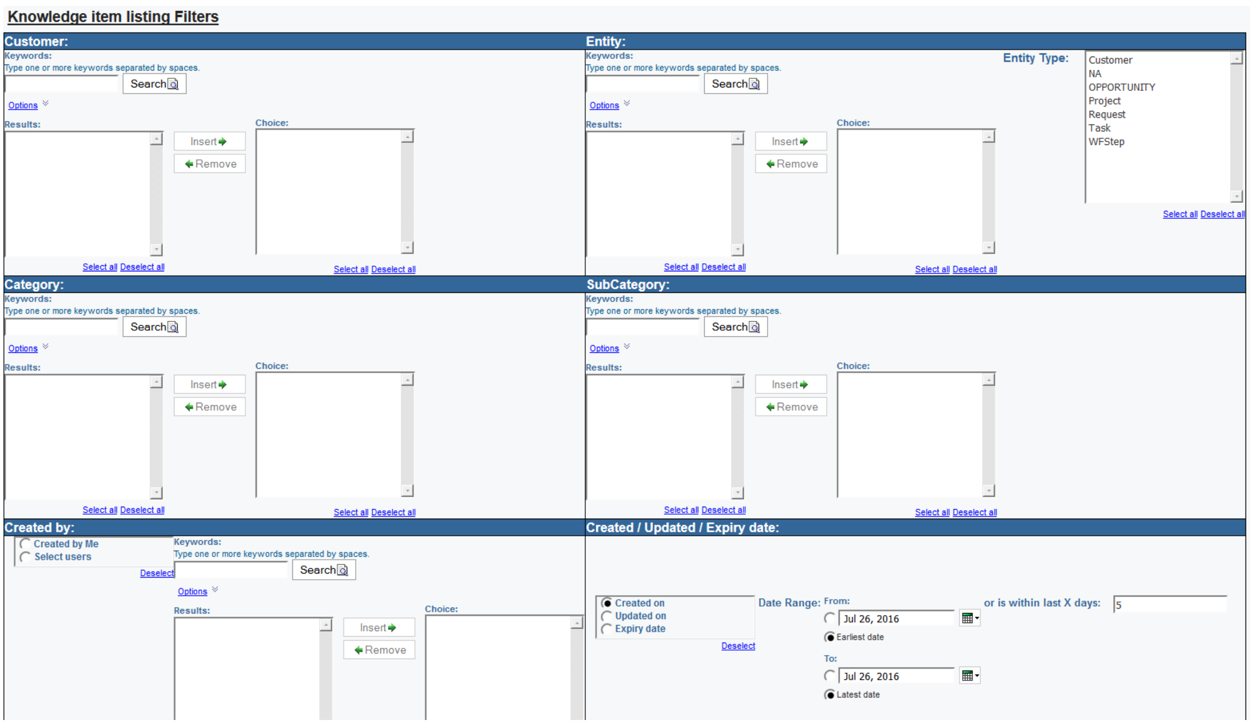
Knowledge item listing

This report generates a listing of knowledge items for selected customers and entities and contains a link to the KM item profile page. It can be attached to the customer profile page, if desired.

Access required

The report uses custom SQL and thus there are no access checks performed.

Prompt page (all prompts are optional):



- Customer: the customer linked to the knowledge item (if associated directly to the customer entity) or the customer associated with the project, opportunity or engagement that is linked to the knowledge item. All other entities will show 'NA'.
- Entity: the name of the customer, opportunity, engagement or project that is linked to the knowledge item. All other entities will show 'NA'. Cascade source is Customer.
- Entity type: the type of entity linked to the knowledge item. 'NA' means it was not associated with a Changepoint entity.
- 'Created by me' or 'select users': knowledge items created by the logged-in user (if left at the default 'created by me' selection) or a multi-select of knowledge item creators.
- Created on / updated on / expiry date: select one and enter a date range, or input a number of days.

Knowledge item listing

Customer	ReferenceTable	Entity	Profile link	KMCategory	KMSubCategory	Code1	Code2	Code3	KMText1	KMText2	KMText3	Title	Description	FileName	FileDescription	FileExtension	Web link	Keywords	ExpiryDate	CreatedOn	CreatedByName
Acucar Exportacoes	Customer	Acucar Exportacoes	KM	Administration	Frequently used documents	One	Two	Three				Customer KM		smtp.txt	smpt setup	.txt		1234564	Jul 26, 2016	Jul 12, 2016	Changepoint Admin
Acucar Exportacoes	Opportunity	Electronic Policy - Scanning	KM	Sales	Proposal							Quotation for - Acucar Exportacoes - Electronic Policy - Scanning - QUOTE-110880		Quotation for - Acucar Exportacoes - Electronic Policy - Scanning - QUOTE-110880.docx	Quick quotation generated for Sonya Natal	.docx			Apr 29, 2017	Apr 29, 2016	Changepoint Admin
Apeldoorn Bloem	Project	Apeldoorn Bloem Consulting Services	KM	Client-Specific	Contract/SOW							Welcome Letter - Apeldoorn Bloem - 4/1/2016 11:45:07 AM		Welcome Letter - Apeldoorn Bloem - 4/1/2016 11:45:07 AM.docx	This is the initial communication with the client thanking them for their business.	.docx			Dec 30, 1899	Apr 1, 2016	Changepoint Admin
Hollywest Entertainment	Opportunity	JD Edwards Customization	KM	Sales	Proposal							Quotation for - Hollywest Entertainment - JD Edwards Customization - 4/21/2015		Quotation for - Hollywest Entertainment - JD Edwards Customization - 4/21/2015.docx	Quick quotation generated for Ivindra Pane	.docx			May 18, 2017	May 17, 2016	Changepoint Admin
NA	NA	NA	KM	Demo Materials	Scripts							Application configuration write-up		Applications.doc	Write up of configuration and reports for applications in the demo database	.doc			Apr 18, 2016	Jul 6, 2015	Changepoint Admin
NA	Request	NA	KM	Attachment								Batch Risk Creation (PI)		Batch Risk Creation (PI).docx	Risk Attachment	.docx			Jan 1, 2016	Apr 29, 2016	Changepoint Admin
NA	NA	NA	KM	Project Management Office	Template Project Documents							Business Requirements Document Template	Business Requirements Document Template to create Business Requirements Document.	Business Requirements Document Template.doc	Business Requirements Document Template to create Business Requirements Document.	.doc		Business Requirements template; BRD template; template; requirements template	Jun 30, 2015	Sep 16, 2014	Changepoint Admin

Invoice and credit note listing

This report generates a listing of invoices and credit notes, with additional tables that list the taxes and invoice distribution amounts. If desired, the report can be saved as separate reports to display only one table, e.g. invoices on one report, invoice taxes on another report. Another alternative is to create a workspace, having one list object per tab, or a tabbed-style report.

Access required

Users must have billing office access to see the invoices. Engagement access is not applied (if desired, the inner join to billing office can be replaced to an inner join to the Engagement query subject to apply engagement access instead).

Prompt page

Invoices or credit notes (defaults to both)

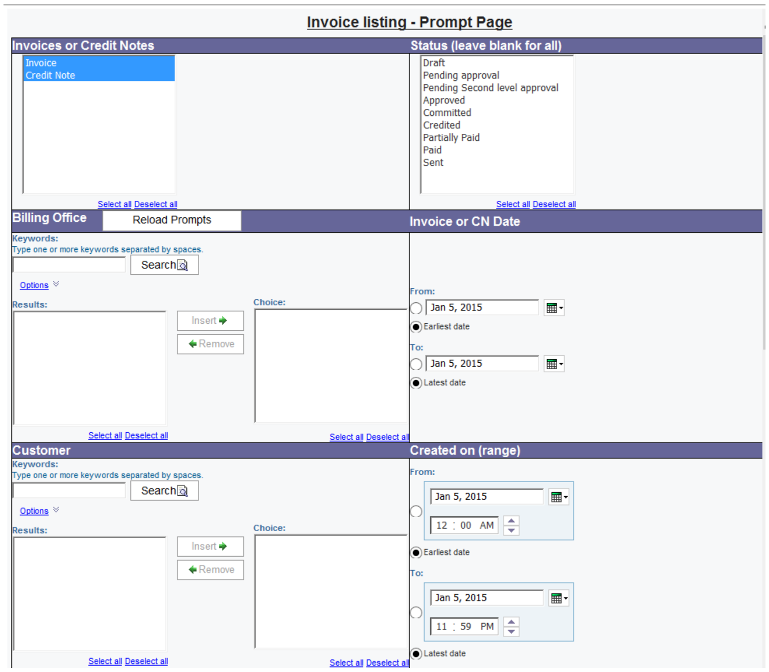
Invoice status (leave blank for all, or select specific statuses)

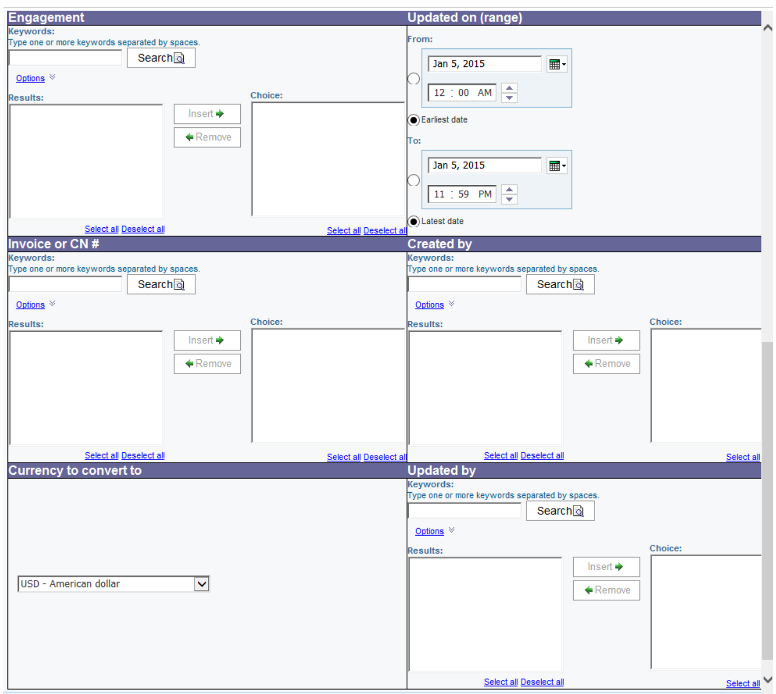
Billing office, customer, engagement, invoice or CN#: cascading prompts. If you have selected items in more than one prompt and wish to select more, remove the selected values and then click the 'Reload prompts' button. Credit notes are numbered with CN pre-pended to the invoice number for easier filtering (e.g. the credit note number for NA-2014-0001 would be CN-NA-2014-0001).

Invoice or CN date, created on date, updated on date (all date or date/time range prompts).

Created by, updated by – type-ahead prompts

Currency to convert to: Defaults to US dollars, select another currency if desired. Invoice and tax amounts are shown in both their original currency and the converted currency.





First table: Lists all invoices and credit notes, in their original currency and converted to the currency selected on the prompt page.

Invoice and credit note listing (converted to USD - American dollar)

Invoice listing

Type	BillingOffice	Customer	Engagement	CN / Invoice#	CN / Invoice Date	Status	Time	Expense	FixedFee	Product	AdditionalItems	Invoice total	Tax Amount	Currency	Invoice total (converted)	Created on	Created By	Updated on	Updated By	Status change date	Status Changed By	Status change reason
I	Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Draft - -286	Apr 13, 2015	Draft	44,640.00	0.00	0.00	0.00	0.00	44,640.00	0.00	USD	44,640.00	May 26, 2015 11:47:30 AM	Edison Santori					
I	Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Draft - -287	May 14, 2015	Draft	40,320.00	0.00	0.00	0.00	0.00	40,320.00	0.00	USD	40,320.00	May 26, 2015 11:48:01 AM	Edison Santori					
I	Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Draft - -291	Mar 26, 2015	Draft	9,450.00	0.00	0.00	0.00	0.00	9,450.00	0.00	USD	9,450.00	May 15, 2015 1:42:54 PM	Eaton Franco	May 15, 2015 1:42:54 PM	Eaton Franco			
I	Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Draft - -292	Mar 26, 2015	Draft	29,700.00	0.00	0.00	0.00	0.00	29,700.00	0.00	USD	29,700.00	May 15, 2015 1:44:30 PM	Eaton Franco	May 15, 2015 1:44:30 PM	Eaton Franco			
I	Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Draft - -293	Apr 26, 2015	Draft	38,295.00	0.00	0.00	0.00	0.00	38,295.00	0.00	USD	38,295.00	May 15, 2015 1:46:29 PM	Eaton Franco	May 15, 2015 1:46:29 PM	Eaton Franco			
I	Corporate	Apeldoorn Bloem	Compliance Services	Draft - -228	Jan 11, 2014	Approved	57,600.00	0.00	0.00	0.00	0.00	57,600.00	0.00	USD	57,600.00	May 13, 2015 1:26:40 PM	Edison Santori	Sep 25, 2015 9:41:15 AM	Edison Santori	May 13, 2015 1:26:40 PM	Edison Santori	Batch Process
I	Corporate	Apeldoorn Bloem	Compliance Services	Draft - -232	May 14, 2014	Approved	7,200.00	0.00	0.00	0.00	0.00	7,200.00	0.00	USD	7,200.00	May 13, 2015 1:27:49 PM	Edison Santori	Sep 25, 2015 9:41:15 AM	Edison Santori	May 13, 2015 1:27:49 PM	Edison Santori	Batch Process
I	Corporate	Apeldoorn Bloem	Compliance Services	Draft - -241	Jul 14, 2014	Approved	154,872.00	0.00	0.00	0.00	0.00	154,872.00	0.00	USD	154,872.00	May 13, 2015 1:29:33	Edison Santori	Sep 25, 2015 9:41:15	Edison Santori	May 13, 2015 1:29:33	Edison Santori	Batch Process

Second table: lists the tax amounts associated with the invoices and credit notes.

Invoice tax

Type	BillingOffice	Customer	Engagement	CN / Inv#	CN / Inv Date	Status	Tax code	Percentage	Tax Amount	Tax Amount Adj	Currency	Tax Total (converted)
C	Toronto	Atlantic Software	Create engagement	CN-NA-2014-00001	Nov 15, 2014	Draft	CA Orange County	1.000%	-445.00	0.00	USD	-445.00
C	Toronto	Atlantic Software	Create engagement	CN-NA-2014-00001	Nov 15, 2014	Draft	Ca Orange County Local Transportation Authority	0.500%	-222.50	0.00	USD	-222.50
C	Toronto	Atlantic Software	Create engagement	CN-NA-2014-00001	Nov 15, 2014	Draft	CA state	6.500%	-2,892.50	0.00	USD	-2,892.50
I	Toronto	Atlantic Software	Create engagement	NA-2014-00001	Oct 27, 2014	Committed	CA Orange County	1.000%	445.00	0.00	USD	445.00
I	Toronto	Atlantic Software	Create engagement	NA-2014-00001	Oct 27, 2014	Committed	Ca Orange County Local Transportation Authority	0.500%	222.50	0.00	USD	222.50
I	Toronto	Atlantic Software	Create engagement	NA-2014-00001	Oct 27, 2014	Committed	CA state	6.500%	2,892.50	0.00	USD	2,892.50
I	Toronto	Sargents Retail	Taxware Implementation	Draft - -110	Apr 25, 2014	Draft	CA, San Diego County	7.100%	2,016.40	0.00	USD	2,016.40
I	Toronto	Sargents Retail	Taxware Implementation	Draft - -111	Jun 25, 2014	Draft	CA, San Diego County	7.100%	1,675.60	0.00	USD	1,675.60
I	Toronto	Tech Inc.	RR - Engagement	Draft - - 127	Sep 29, 2014	Draft	CA, San Francisco County	6.800%	48,960.00	0.00	USD	48,960.00
I	Toronto	Tech Inc.	RR - Engagement	Draft - -128	Oct 28, 2014	Draft	CA, San Francisco County	6.800%	2,278.00	0.00	USD	2,278.00
I	Toronto	Tech Inc.	RR - Engagement	Draft - -129	Nov 25, 2014	Draft	CA, San Francisco County	6.800%	2,210.00	0.00	USD	2,210.00
Overall - Total												**57,140.00**

Third table: lists the invoice distribution amounts associated with the invoices and credit notes.

Invoice distribution

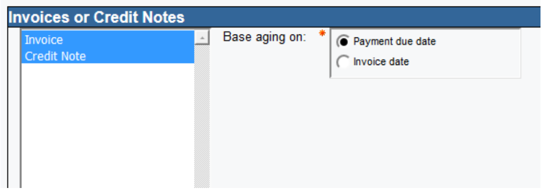
Type	BillingOffice	Customer	Engagement	CN / Inv#	CN / Inv Date	Status	GLA code	Tax Account	Amount	Currency	GLTotal (converted)
C	Toronto	Atlantic Software	Create engagement	CN-NA-2014-00001	Nov 15, 2014	Draft	1200-2200-360 - Tax distribution	1	-3,560.00	USD	-3,560.00
C	Toronto	Atlantic Software	Create engagement	CN-NA-2014-00001	Nov 15, 2014	Draft	2100-5700-600 - North American Professional Services Deferred Revenue	0	-44,500.00	USD	-44,500.00
I	Toronto	Atlantic Software	Create engagement	NA-2014-00001	Oct 27, 2014	Committed	1200-2200-360 - Tax distribution	1	3,560.00	USD	3,560.00
I	Toronto	Atlantic Software	Create engagement	NA-2014-00001	Oct 27, 2014	Committed	2100-5700-600 - North American Professional Services Deferred Revenue	0	44,500.00	USD	44,500.00
Overall - Total											**0.00**

Invoice and credit note aging

This report contains similar data to the invoice and credit note listing, but calculates an invoice age based on either the payment due date or invoice date (a user selection) and shows the invoice amount in the appropriate aging column.

Access restrictions are the same as the invoice and credit note listing report.

Additional prompt:



The prompt page defaults to invoices in status 'committed' and 'sent' only. Other statuses can be selected, if desired.

Calculation for 'Age': if the prompt selection is 'Payment due date', the difference between today's date and the payment due date is calculated. If there is no payment due date, the invoice date is used. If the prompt is 'Invoice date', the difference between today's date and the invoice date is calculated.

Expression Definition:

```
datediff({dd}, case
when 'D' = (?AgeDate?) Then
coalesce([PaymentDueDate],[CnOrInvoiceDate])
else
[CnOrInvoiceDate]
end,
getdate())
```

Aging (used to categorize the invoice values into the columns)

Expression Definition:

```
case when [Age] <= 30 then '0-30'
when [Age] > 30 and [Age] <= 60 then '30-60'
when [Age] > 60 and [Age] <= 90 then '60-90'
else 'Over 90'
end
```

Invoice and credit note aging (aging based on Payment due date, converted to USD - American dollar)

Billing office	Customer	Engagement	Invoice / CN number	Type	Invoice / CN date	Payment due date	Invoice / CN age	Status	Currency	0-30 Invoice total	0-30 Invoice Total converted	30-60 Invoice total	30-60 Invoice Total converted	60-90 Invoice total	60-90 Invoice Total converted	Over 90 Invoice total	Over 90 Invoice Total converted	Summary Invoice total	Summary Invoice Total converted
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	NA-2013-00003	I	2016-01-08	2016-01-08	189	Sent	USD							0.00	0.00	**0.00**	**0.00**
			NA-2013-00004	I	2016-02-07	2016-02-07	159	Committed	USD							0.00	0.00	**0.00**	**0.00**
			NA-2013-00005	I	2015-10-26	2015-11-26	232	Committed	USD							150,000.00	150,000.00	**150,000.00**	**150,000.00**
			NA-2013-00006	I	2015-11-26	2015-12-24	204	Committed	USD							200,000.00	200,000.00	**200,000.00**	**200,000.00**
			NA-2013-00007	I	2015-12-24	2016-01-25	172	Committed	USD							125,000.00	125,000.00	**125,000.00**	**125,000.00**
		Electronic policy - engagement and project budget	CORP-00002	I	2016-06-08	2016-06-08	37	Committed	USD			1,008.00	1,008.00					**1,008.00**	**1,008.00**
		Maintenance Agreement - Acucar Exportacoes	NA-2012-00001	I	2015-12-08	2015-12-08	220	Committed	USD							14.00	14.00	**14.00**	**14.00**
			NA-2013-00001	I	2016-02-24	2016-03-25	112	Committed	USD							2,500,000.00	2,500,000.00	**2,500,000.00**	**2,500,000.00**
		Total										**1,008.00**	**1,008.00**			**2,975,014.00**	**2,975,014.00**	**2,976,022.00**	**2,976,022.00**
	Auto Wolfsburg	Services Engagement	NA-2008-00001	I	2015-08-10	2015-08-10	340	Committed	USD							18,225.00	18,225.00	**18,225.00**	**18,225.00**
			NA-2009-00001	I	2015-09-10	2015-09-10	309	Committed	USD							25,875.00	25,875.00	**25,875.00**	**25,875.00**
			NA-2010-00001	I	2015-10-08	2015-10-08	281	Committed	USD							6,750.00	6,750.00	**6,750.00**	**6,750.00**
			NA-2011-00001	I	2015-09-10	2015-09-10	309	Committed	USD							17,280.00	17,280.00	**17,280.00**	**17,280.00**
		Total														**68,130.00**	**68,130.00**	**68,130.00**	**68,130.00**

Invoice details

This report lists all the details behind the invoice, including time, request time, expenses, fixed fees, products, additional items and adjustments. The report uses page sets, so that each invoice starts on a new page.

Note: the report should be rendered in PDF format to ensure all the data in all tables is rendered, and to better support printing or saving. Set the report properties in Cognos Connection – default format to PDF.

The report can also be burst. The option selected is to burst to the engagement manager's ID within the Cognos data store (i.e. there will be a saved PDF report for each invoice, accessible by the engagement manager from cognos Connection). The option can be changed to email the report, using the 'Engagement manager email' field, or an 'InvoiceEmailTo' field, which is a comma-separated list of the 'To' and 'CC' email addresses specified on the engagement's email options (no separate 'cc' is available within the bursting functionality).

To add the report to the invoice profile page, use the 'Actions menu integration' functionality. Replace the highlighted portions of the URL with the values for your environment and report. Recommendation is to launch in a new window.

```
URL: http(s)://CHANGEPOINTURL:PORT/Core/TreeViews/LoadCognosreport.aspx?

Parameters: Rid=ÿResource IDÿ&Sno=ÿSession IDÿ&ui=W&entityid=ÿEntity
IDÿ&profileFilterId=ÿEntity IDÿ&profileEntityId=ÿEntity
IDÿ&profileEntityName=ÿEntity Nameÿ&bypass=true&ReportId={REPORTID }
```

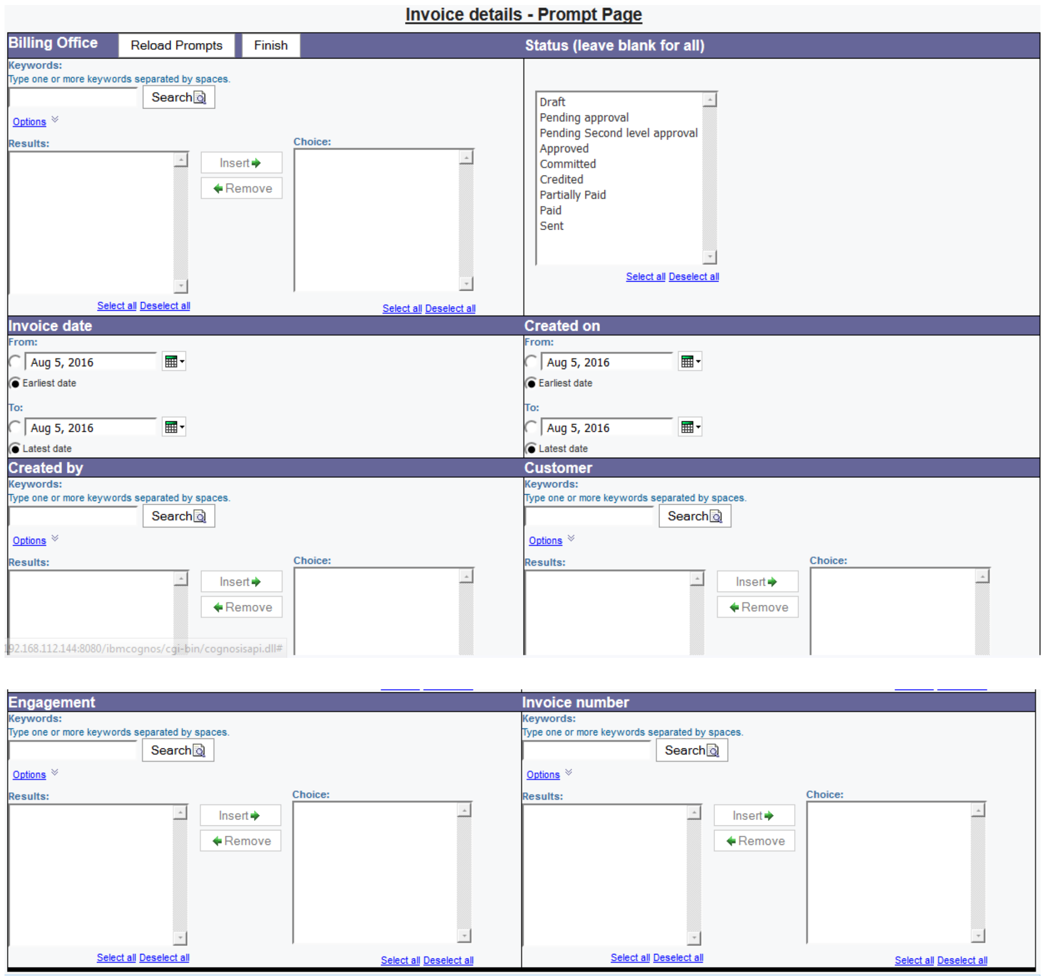
You can get the reportid by using a SQL query or by using the 'portlet management' functionality and creating a new portlet from the cognos report. The reportid is at the very end of the URL that is generated.

In the 'Time' section, to be consistent with the invoice calculation, the report groups the total invoiced amount by taskid, resourceid and rounds to 2 decimals, then sums the rounded amounts. For daily billing types, the 'daily fraction' is what appears on the invoice as 'days'.

Access required

There are no access requirements for this report, as it uses custom SQL queries

Prompt page



Billing office, customer, engagement and invoice number are cascading prompts. Invoice date, created on, created by, invoice status are independent prompts.

Invoice details: Invoice number Draft - -318

Invoice Number	Description	Invoice Date	Status	Billing Office	Customer	Engagement	Billing Type	Include Overtime	Overtime Percentage	Engagement Manager	Currency	Invoice Total	Time Adjustment	Expense Adjustment	Request Time Adjustment	Additional Items Adjustment
Draft - -318		Jul 28, 2016	Draft	Corporate	Banco de Calama	Production upgrades	Mixed - Fixed Fee/ Hourly	Yes	150	Changepoint Admin	USD	39,571.42	-50.00	-20.00	-15.00	-50.00

Time

Time date	Project	Task	Deliverable	Resource	Billing Role	Time Description	Invoiced Hours	Written Off Hrs	Billing Rate	Invoiced OT Hours	Written Off OT Hrs	Overtime rate	Daily Fraction	Extended writeoff amount	Extended Invoiced amount
Sep 21, 2015	FS by project calculations	Billable task	Milestones	Changepoint Admin	Developer - Senior	FF desc	5.000		0.00	0.000		0.00	0.000		0.0000
Nov 10, 2015	Production upgrades	Production upgrade services		Celso Joao		Invoiced desc	8.000	-1.000	300.00	0.000	0.000	450.00	0.000	-300.0000	2,400.0000
Jul 25, 2016	Production upgrades	Upgrade services (billable)		Celso Joao			8.000	-1.000	300.00	2.000	-0.500	450.00	0.000	-525.0000	3,300.0000
Jul 25, 2016	Production upgrades	Upgrade services (billable)		Changepoint Admin	Analyst - Senior		7.000	1.000	150.00	2.500	1.000	225.00	0.000	375.0000	1,612.5000
Overall - Total							**28.000**	**-1.000**		**4.500**	**0.500**			**-450.0000**	**7,312.50**

Expenses

Expense date	Project	Resource	Expense Type	Invoiced Description	Invoiced Quantity	Unit price	Expense currency	Invoiced Exchange Rate	Written Off Amount	Invoiced Amount
Dec 1, 2015	Production upgrades	Changepoint Admin	Airfare	Invoiced desc	1.00	675.0000	USD	1.0000000	-35.00	0.00
Overall - Total									**-35.00**	**0.00**

Request time

Date	Request Number	Resource	Deliverable	Invoiced Description	Invoiced Hours	Written Off Hrs	Billing Rate	Invoiced OT Hours	Written Off OT Hrs	Overtime rate	DailyFraction	Extended writeoff amount	Extended Invoiced amount
Dec 1, 2015	PS-00136	Changepoint Admin		Invoice desc	3.000	-0.500	100.00	1.000	0.000	150.00	0.000	-50.00	450.00
Overall - Total					**3.000**			**1.000**				**-50.00**	**450.00**

Invoice details with net writeoffs

This report is similar to invoice details, above, and contains more information, such as tax amounts and writeoff reason/description.

Note: the report should be rendered in PDF format to ensure all the data in all tables is rendered, and to better support printing or saving. Set the report properties in Cognos Connection – default format to PDF.

The report can also be burst. The option selected is to burst to the engagement manager's ID within the Cognos data store (i.e. there will be a saved PDF report for each invoice, accessible by the engagement manager from cognos Connection). The option can be changed to email the report, using the 'Engagement manager email' field, or an 'InvoiceEmailTo' field, which is a comma-separated list of the 'To' and 'CC' email addresses specified on the engagement's email options (no separate 'cc' is available within the bursting functionality).

To add the report to the invoice profile page, use the 'Actions menu integration' functionality. Replace the highlighted portions of the URL with the values for your environment and report. Recommendation is to launch in a new window.

```
URL: http(s)://CHANGEPOINTURL:PORT/Core/TreeViews/LoadCognosreport.aspx?

Parameters: Rid=ÿResource IDÿ&Sno=ÿSession IDÿ&ui=W&entityid=ÿEntity
IDÿ&profileFilterId=ÿEntity IDÿ&profileEntityId=ÿEntity
IDÿ&profileEntityName=ÿEntity Nameÿ&bypass=true&ReportId={REPORTID }
```

You can get the reportid by using a SQL query or by using the 'portlet management' functionality and creating a new portlet from the cognos report. The reportid is at the very end of the URL that is generated.

In the 'Time' section, to be consistent with the invoice calculation, the report groups the total invoiced amount by taskid, resourceid and rounds to 2 decimals, then sums the rounded amounts.

Access required

There are no access requirements for this report, as it uses custom SQL queries

Prompt page

The prompt page is the same as invoice details, above.

Invoice details with net writeoffs: Invoice number Draft - -318

Invoice Number	Description	Invoice Date	Status	Billing Office	Customer	Engagement	Billing Type	Include Overtime	Overtime Percentage	Engagement Manager	Currency	Invoice Total	Tax Amount	Tax Adjustment	Time Adjustment	Expense Adjustment	Request Time Adjustment	Additional Items Adjustment
Draft - -318		Jul 28, 2016	Draft	Corporate	Banco de Calama	Production upgrades	Mixed - Fixed Fee/Hourly	Yes	150	Changepoint Admin	USD	39,571.42	5,918.92	-0.02	-50.00	-20.00	-15.00	-50.00

Time

Time date	Project	Task	Deliverable	Resource	Billing Role	Time Description	Code1	Code2	Code3	Invoiced Hours	Written Off Hrs	Invoiced OT Hours	Written Off OT Hrs	Daily Fraction	Billing Rate	WriteOff Reason	Writeoff Description	Tax Schedule	Work Location	Work Code	Extended invoiced amount	Extended writeoff amount	Tax amount
Sep 21, 2015	FS by project calculations	Billable task	Milestones	Changepoint Admin	Developer - Senior	FF desc				5.000		0.000		0.000	0.00			VAT - 17.5%	Portugal	Analysis	0.0000		0.0000
Nov 10, 2015	Production upgrades	Production upgrade services		Celso Joao		Invoiced desc				8.000	-1.000	0.000	0.000	0.000	300.00	Poor productivity	writeoff	VAT - 17.5%	Portugal	Analysis	2,400.0000	-300.0000	367.5000
Jul 25, 2016	Production upgrades	Upgrade services (billable)		Celso Joao						8.000	-1.000	2.000	-0.500	0.000	300.00	Poor productivity	writeoff	VAT - 17.5%	Portugal	Analysis	3,300.0000	-525.0000	485.6250
Jul 25, 2016	Production upgrades	Upgrade services (billable)		Changepoint Admin	Analyst - Senior					7.000	1.000	2.500	1.000	0.000	150.00	Product Quality	writeup	VAT - 17.5%	Portugal	Analysis	1,612.5000	375.0000	347.8125
Overall - Total										**28.000**	**-1.000**	**4.500**	**0.500**								**7,312.5000**	**-450.0000**	**1,200.9375**

Expenses

Expense date	Project	Resource	Expense Type	Invoiced Description	Invoiced Quantity	Unit price	Expense Billing Percentage	Expense currency	Invoiced Exchange Rate	Net Tax Amount	Write Off Reason	Writeoff Description	Tax Schedule	Work Location	Work Code	Invoiced Amount	Written Off Amount	Tax Amount
Dec 1, 2015	Production upgrades	Changepoint Admin	Airfare	Invoiced desc	1.00	675.0000	0	USD	1.0000000	0.0000	Product Quality	writeoff		Portugal	Analysis	0.00	-35.00	0.0000
Overall - Total																**0.00**	**-35.00**	**0.0000**

Request time

Date	Request Number	Resource	Deliverable	Invoiced Description	Code1	Code2	Code3	Invoiced Hours	Invoiced OT Hours	Invoice OT Percentage	Written Off Hrs	Written Off OT Hrs	DailyFraction	WriteOff Reason	Writeoff Description	Billing Rate	Tax Schedule	Work Location	Work Code	Extended invoiced amount	Extended writeoff amount	Tax Amount
Dec 1, 2015	PS-00136	Changepoint Admin		Invoice desc				3.000	1.000	150	-0.500	0.000	0.000	Poor productivity	writeoff	100.00	VAT - 17.5%	Portugal	Analysis	450.00	-50.00	70.0000
Overall - Total								**3.000**	**1.000**		**-0.500**	**0.000**								**450.00**	**-50.00**	**70.0000**

Product

Product date	Engagement Product	Request Number	Description	Quantity	Unit price	WriteOff Reason	Writeoff Description	Work Location	Tax Schedule	Invoiced Amount	Amount Written Off	Tax amount
	Expedier	PS-00136	Work request	1.0000	150.0000	Poor productivity	writeup		VAT - 17.5%	150.00	10.00	28.0000
Apr 1, 2015 12:00:00 AM	Expedier		Inv Additional requirements	100.0000	150.0000	Product Quality	writeoff	Portugal	VAT - 17.5%	15,000.00	-100.00	2,607.5000

Invoicing and Revenue Recognition GL distribution

This report lists GL distribution amounts from invoices, credit notes and revenue recognition, allowing a reconciliation of the amounts in each GL account by customer and engagement. Users require access to the engagement to see the information. The amounts are in the engagement or invoice currency. No conversions are done; it is assumed the engagement currency did not change over time.

Access required

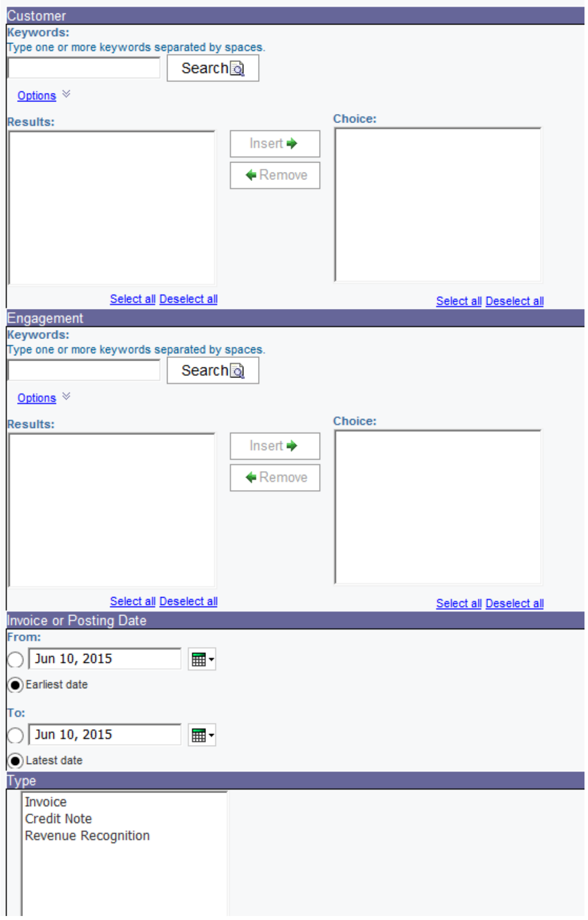
Users require engagement access to view data on the report.

The report uses custom SQL query subjects similar to those used in the ‘invoices and credit notes’ and ‘revenue recognition details’ reports, pulling information from invoice distributions and the recognition detail tables. The GLA code ‘description’ field is used on the report. To allow for easier reconciliation, the description can be made consistent for the ‘Revenue’ and ‘Invoice distribution’ accounts as applicable. A negative amount will be shown in the opposite GL account, e.g. -5000 that is associated with GL Debit account ‘GL Account A’ will be shown as a 5000 credit in GL account A.

The invoice and invoice tax amounts will be shown as GL credits against the invoice distribution account (with the exception of a negative invoice, which will be a GL debit). Credit note and tax amount distributions will be the opposite of the invoice distribution, and will be shown as GL debits against the invoice distribution account (with the exception of a negative invoice, which will be a GL credit). A dummy ‘AR’ account will be shown as the debit account (for invoices) or credit account (for credit notes), since that information is not stored in Changepoint. The invoiced time, expenses, fixed fee, product, additional items and invoice total are shown for reference purposes for each invoice. The GL distribution is not tied to any specific invoice line item.

Revenue recognition amounts will be shown as GL debits against the debit GL account associated with the item, and as GL credits against the debit GL account associated with the item. If the amount is negative, the debit and credit account amounts will be reversed.

Users can filter on customer, engagement and invoice/credit note / recognition posting date, as well as ‘Type’ of distribution (Invoices, Credit Notes and Revenue Recognition).



Invoicing and Revenue Recognition GL Distribution

Customer	Engagement	Type	Entity	Time	Expense	FixedFee	Product	AdditionalItems	InvoiceTotal	Invoice or Posting Date	GLCode	DR Amount	CR Amount
Tech Inc.	Hosting Services (FF with % of Total Deliverable RR Example) - Tech Inc.	I	Draft - -310	0.00	0.00	150,000.00	0.00	0.00	150,000.00	May 1, 2014	2100 - Deferred Revenue	0.00	150,000.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	May 21, 2014		12,495.00	0.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	Jun 21, 2014		12,495.00	0.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	Jul 21, 2014		12,495.00	0.00
		2100 - Deferred Revenue - Total										37,485.00	150,000.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	May 21, 2014	3800 - Hosting Revenue	0.00	12,495.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	Jun 21, 2014		0.00	12,495.00
		R	Hosting Services - Annual Fee 2008	0.00	0.00	0.00	0.00	0.00	0.00	Jul 21, 2014		0.00	12,495.00
		3800 - Hosting Revenue - Total										0.00	37,485.00
		I	Draft - -310	0.00	0.00	150,000.00	0.00	0.00	150,000.00	May 1, 2014	AR	150,000.00	0.00
		AR - Total										150,000.00	0.00
	Hosting Services (FF with % of Total Deliverable RR Example) - Tech Inc. - Total											187,485.00	187,485.00
Tech Inc. - Total												187,485.00	187,485.00
Overall - Total												187,485.00	187,485.00

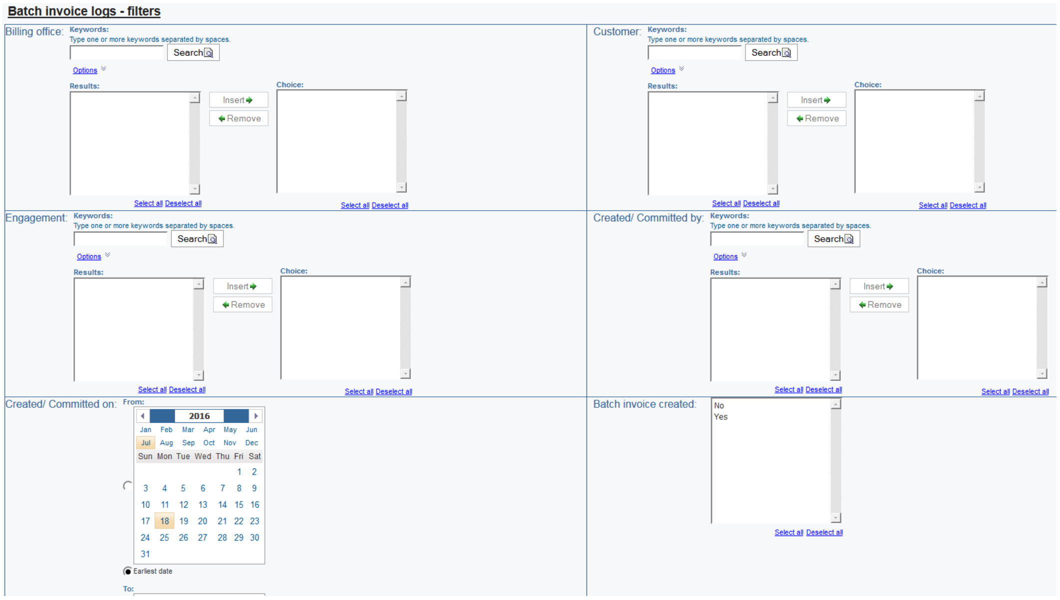
Invoices processed by batch

This report lists invoices that were created or committed by batch, as well as any errors that prevented invoices from being created by batch.

Access required

There are no access requirements

Prompt page



Select the billing office / customer / engagement (cascading), user(s) who created/committed the invoices, date range for the creation or commit date, and select whether the invoice was created or not (to see only errors in batch invoice creation that prevented the invoices from being created, select 'No').

Report page 1: Batch process log

Batch invoice log

Billing Office	Customer	Engagement	InvoiceNum	Invoice Created	Description	Created On	Created By
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00038	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00039	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00040	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00041	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00042	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00043	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00044	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	NA-2013-00045	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	Draft - -280	1		May 25, 2015	Edison Santori
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	NA-2013-00032	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	NA-2013-00033	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	NA-2013-00034	1		May 8, 2015	Edison Santori
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	None	0	No records available or exchange rate error	May 25, 2015	Edison Santori
Corporate	La Rochelle Electrique	Master Services Agreement - La Rochelle Electrique	Draft - -260	1		May 25, 2015	Edison Santori
Corporate	La Rochelle Electrique	Night Owl	Draft - -281	1		May 25, 2015	Edison Santori
Corporate	MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	NA-2013-00068	1		May 8, 2015	Edison Santori
Corporate	MUWI Bank	Master Services Agreement - MUWI Bank	Draft - -263	1		May 25, 2015	Edison Santori
Corporate	MUWI Bank	Project Accounting Implementation (Daily T&M Example) - MUWI Bank	NA-2013-00074	1		May 8, 2015	Edison Santori
Corporate	MUWI Bank	Project Accounting Implementation (Daily T&M Example) - MUWI Bank	NA-2013-00075	1		May 8, 2015	Edison Santori
Corporate	MUWI Bank	Project Accounting Implementation (Daily T&M Example) - MUWI Bank	NA-2013-00076	1		May 8, 2015	Edison Santori

Report page 2: Batch committed invoices

Batch Committed invoices

Customer	Engagement	Draft Number	Committed Number	Invoice format	Committed Date	Committed By
Acucar Exportacoes	Advantage System	Draft - -132	NA-2013-00002	/Core/Report/uiInvoiceGeneral.asp	Sep 29, 2015	Changepoint Admin
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Draft - -193	NA-2013-00003	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Draft - -203	NA-2013-00004	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Draft --82	NA-2013-00005	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Draft --83	NA-2013-00006	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Draft --84	NA-2013-00007	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	Draft - -184	NA-2012-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	Draft --44	NA-2013-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Auto Wolfsburg	Services Engagement	Draft - -133	NA-2008-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Auto Wolfsburg	Services Engagement	Draft - -135	NA-2009-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Auto Wolfsburg	Services Engagement	Draft - -136	NA-2010-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Auto Wolfsburg	Services Engagement	Draft - -170	NA-2011-00001	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Banco de Calama	Production upgrades	CORP-00005	CORP-00005CN	/Core/Report/uiInvoiceGeneral.asp	Jul 18, 2016	Edison Santori
Engagement and Project Templates	FF with PPC RR Method - Template	Draft - -202	NA-2013-00008	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	FF with PPC RR Method - Template	Draft - -211	NA-2013-00009	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	FF with PPC RR Method - Template	Draft - -223	NA-2013-00010	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	License Agreement Template	Draft - -222	NA-2013-00011	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	Maintenance Agreement Template	Draft - -199	NA-2013-00012	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	Master Services Agreement - Template	Draft - -201	NA-2013-00013	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori
Engagement and Project Templates	Product % of Total Deliverable RR Method - Template	Draft - -200	NA-2013-00014	/Core/Report/uiInvoiceGeneral.asp	May 8, 2015	Edison Santori

Note: the draft number is only available if the invoice was committed via the batch process.

Missing time – burst to reports to

An updated version of the report, correcting an issue with the aggregation.

Missing time – email to reports to

An updated version of the report, correcting an issue with the aggregation.

My expense reports

Same data as ‘expense report listing’, but filtered on the user executing the report. The default sort is descending by expense report creation date. Users can optionally filter on creation date, expense report status, customer and engagement.

My Expense Reports **(Amounts converted to your home currency)**

Expense Report Number	Resource Workgroup	Resource	Customer	Engagement	CreatedOn	Status	Expense Report Total	Expense Report Currency	Converted amount in USD
53	Management	Edison Santori	Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Nov 3, 2015	Approved by Finance	250.00	USD	250.00
54	Management	Edison Santori	Hollywest Entertainment	JD Edwards Customization	Nov 3, 2015	Approved by Finance	50.00	USD	50.00
30	Management	Edison Santori	MUWI Bank	RR - Engagement	Jul 30, 2015	Approved by Finance	500.00	USD	500.00
24	Management	Edison Santori	Sydney Imports	Opportunity Cost Tracking	May 25, 2015	Approved by Finance	650.00	USD	650.00
52	Management	Edison Santori	Asia Container	New Reservation System	May 7, 2015	Approved by Finance	5,700.00	USD	5,700.00
32	Management	Edison Santori	La Rochelle Electrique	Night Owl	Apr 20, 2015	Approved by Finance	2,500.00	USD	2,500.00
33	Management	Edison Santori	La Rochelle Electrique	Night Owl	Apr 20, 2015	Approved by Finance	875.00	USD	875.00
21	Management	Edison Santori	Sydney Imports	Sales Operations - Current FY	Mar 20, 2015	Approved by Finance	2,199.91	USD	2,199.91
16	Management	Edison Santori	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Jan 12, 2015	Approved by Finance	1,250.00	USD	1,250.00
				Overall - Total					**13,974.91**

My project planned vs actual summary

A filtered version of the existing 'project planned vs actual summary', only showing projects where the user running the report is the project manager.

My Project Plan vs Actual Summary (C)

Customer	Project	Planned start	Actual start	Planned finish	Planned effort (hours)	Actual effort (hours)	Planned effort (days)	Actual effort (days)	Planned effort (FTEs)	Actual effort (FTEs)	CP project type	Billing office
Acucar Exportacoes	New implementation - Alternate	2016 Oct 19		2016 Dec 2	93.00	0.00	11.62	0.00	0.60	0.00	Services - Packaged Software Implementation	Corporate
Acucar Exportacoes - Total					93.00	0.00	11.62	0.00	0.60	0.00		
Asia Container	Reservation System Phase 1	2016 Aug 1	2016 May 25	2017 Oct 7	4,070.30	678.00	508.79	84.75	2.00	0.32	Opportunity T&E Project	Corporate
Asia Container - Total					4,070.30	678.00	508.79	84.75	2.00	0.32		
Sturgeon Manufacturing	Customer Management System	2016 May 23	2016 Mar 9	2017 Oct 14	10,773.00	16,893.00	1,349.12	2,111.62	7.54	382.96	Product Development - Standard Software Development	Corporate
Sturgeon Manufacturing - Total					10,773.00	16,893.00	1,349.12	2,111.62	7.54	382.96		
Overall - Total					14,936.30	17,571.00	1,869.54	2,196.38	10.14	383.28		

My projects

This report shows a listing of projects (filtered on project manager equal to the user executing the report) and planned, actual and forecast information.

Project		Planned			Forecast				
Project name	Project status	Planned start	Planned finish	Planned effort (hours)	Forecast start	Forecast finish	Forecast remaining effort (hours)	Actual effort (hours)	Actual + Remaining
Accounting Transition for Acquisition	Active	Jul 1, 2015	Mar 31, 2016	6,055.43	Jul 1, 2015	Mar 31, 2016	6,055.43	954.00	7,009.43
Compliance System	Active	Mar 15, 2014	Dec 9, 2014	4,400.00	Mar 15, 2014	Dec 9, 2014	820.00	1,744.00	2,564.00
Reservation System Phase 1	Active	Apr 14, 2015	Mar 26, 2016	3,974.23	Apr 14, 2015	Mar 26, 2016	3,411.23	614.00	4,025.23
RRP Plant Systems Support (RR Project - Generic Res Use With RMW)	Active	Jun 29, 2015	Oct 2, 2015	600.00	Jun 29, 2015	Oct 2, 2015	600.00	38.00	638.00

My request queues

This report lists requests that are assigned to a queue the logged-in user is assigned to. It includes both restricted and non-restricted request queues where the user is assigned. If desired, the report can be filtered to restricted queues only by setting a filter on Restrictaccess = 1.

My Request Queues

Assignment	Request priority	Request number	Request type	Created on	Date required	Initiator	Customer	Description
ERP Defects	Medium	PS-00033	Project Issue	Sep 25, 2014 12:06:47 PM	Jul 13, 2016	Patton Vange	La Rochelle Electrique	Legal Department Reviewing Contract
	Medium	PS-00122	Work Request	Jun 2, 2015 1:08:00 PM	Jun 2, 2015	Randy Keith	MUWI Bank	Service Request - Build an integration between our corporate ERP system and the Migrator application
Work Request Queue	Low	IDEA-022	Planning request	Jun 3, 2015 7:15:06 PM	Dec 1, 2016	Rieff Kirkcaldy	Product Management	Develop an Eco Mobile device that runs on solar power

My tasks

This report shows a listing of tasks (filtered on assignment equal to the user executing the report) and planned, actual and forecast information.

		Planned date			Actual			Forecast/Remaining		
Project name	Task	Start date	Finish date	Hours	Start date	Finish date	Hours	Start date	Finish date	Hours
Customer Integration - Web Services	Define	Dec 1, 2014	Dec 26, 2014	80	Dec 1, 2014		80	Dec 29, 2014	Jan 9, 2015	0
NPD Configuration Updates	Update survey to utilize PR	May 11, 2015	Oct 17, 2015	598			0	May 11, 2015	Oct 17, 2015	598
Total:				678			80			598

My time listing

This report is similar to the 'time listing' report, but filters on the time resource equal to the user executing the report.

My time

This personal report shows data for the user executing the report, including the last time date booked, time conformance for the last 30 days, vacation time booked this calendar year and a list of active tasks.

Last time entry: the latest time entry date

My time conformance (last 30 days) – a filtered version of the 'missing time' report, specific to the user running the report and for the last 30 days

My vacation time (this calendar year) – time for the user where the task name has the word 'vacation' in it (which will include both project and non-project time), where the year of the time date is equal to the year of today's date (in other words, if today is July 19, 2016, it would show all vacation time that has a time date in 2016).

My active tasks – a listing of active tasks assigned to the resource and whether or not the status is up to date.

My Time

Last Time Entry

Jul 19, 2016

My time conformance (last 30 days)

Reports to	Total hours	Expected hours	Missing time	Submitted hours	Approved hours	Submitted on time
Emeril Olanti - CEO	16	35.2	19.2	0	0	0
	16	**35.2**	**19.2**	**0**	**0**	**0**

My Vacation time (this calendar year)

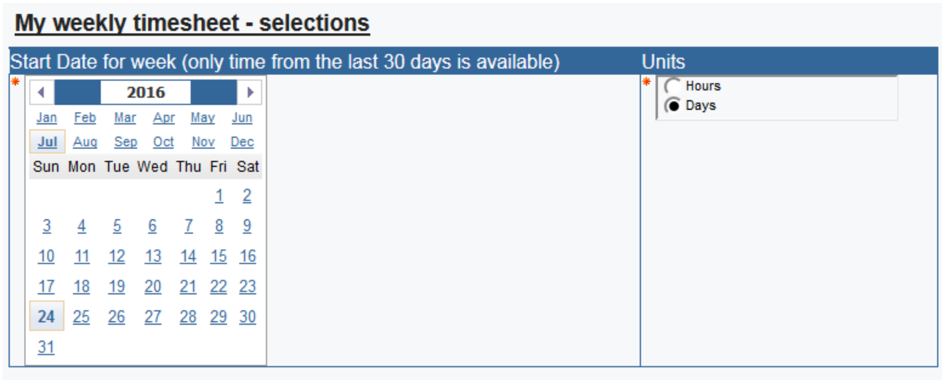
Time entry date	Regular effort entered (hours)
Jul 18, 2016	8
Jul 19, 2016	8

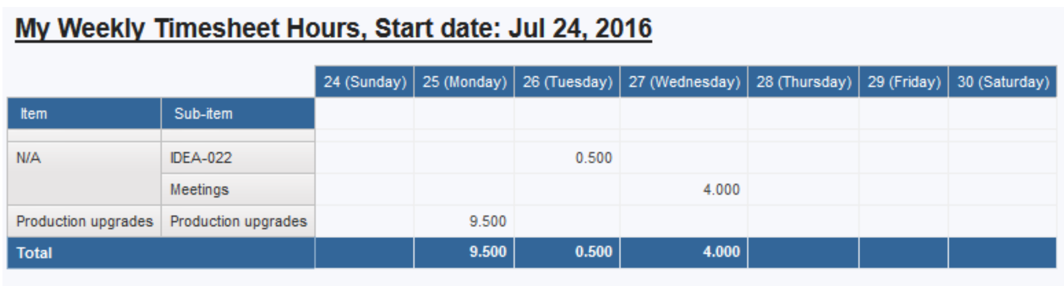
My Active Tasks

Task name	Statused	Updated on
Daily task	No	Oct 14, 2015
Re-work due to misunderstanding	Yes	Dec 2, 2015
Billable task 25 hours	No	Dec 21, 2015
Non-billable task on sub-project	No	Aug 28, 2015
Vacation	No	Jul 19, 2016
Customization	Yes	Dec 2, 2015
Additional support	No	Sep 23, 2015

My weekly timesheet

This report lists all the time for 1 week for the logged-in user. A start date can be selected, and the report will take that date plus the next 6 days, for a total of 7 days. All the time within that time period will be shown (project, non-project and request time). The user can select which units to view the time in (days or hours, defaulting to hours). Regular and overtime hours are included in the 'effort' column.





My Weekly Timesheet Hours, Start date: Jul 24, 2016

Item	Sub-item	24 (Sunday)	25 (Monday)	26 (Tuesday)	27 (Wednesday)	28 (Thursday)	29 (Friday)	30 (Saturday)
N/A	IDEA-022			0.500				
	Meetings				4.000			
Production upgrades	Production upgrades		9.500					
Total			9.500	0.500	4.000			

Opportunity aging

This report shows a list of opportunities, descending sort by age (today's date minus the created on date). It also shows the last status update and last activity logged against the opportunity to assist management in determining if the opportunity should be closed. All opportunity statuses are shown on the report, which can be useful to see the typical age of a closed opportunity.

Access required

Users require opportunity access

Prompt page

Select a sales rep reports to. It defaults to 'select a reports to' and can be left blank to include all opportunities. To filter on specific reports to(s), select values in the selection list. Select the 'Reports to me' radio button to filter on sales reports reporting to you.

Other filters: sales rep, sales region, opportunity age, currency (to convert the monetary values to), sales status, opportunity value, apply probability (if selected, opportunity values will be multiplied by the opportunity probability), created on date (range).

Opportunity Aging   Amounts in: USD - American dollar

Reports to	Sales region	Sales representative	Company	Company profile	Opportunity	Profile Link	Status	Close date	Age	Revenue forecast	Last Status selected	Last Status Date	Last Activity Created
	NA	Ivindra Pane	Hollywest Entertainment	Hollywest Entertainment	Automate Expense System	Automate Expense System	F - Won	Jul 21, 2015	98	110,000			
	APAC	Steven Decatur	Sturgeon Manufacturing	Sturgeon Manufacturing	Implement a Project Portfolio Management Solution	Implement a Project Portfolio Management Solution	F - Won	Jan 27, 2015	54	514,900			
	APAC	Shea Everton	Asia Container	Asia Container	Develop App Payment System	Develop App Payment System	F - Won	Jun 5, 2015	52	160,000			
Emeril Olanti	NA	Changepoint Admin	Hawthorn Works LLC	Hawthorn Works LLC	Function demand only	Function demand only	A - New	Oct 22, 2015	40	30,000	A - New	Oct 22, 2015	
Sven Sandvika	NA	Silvio San Marino	MUWI Bank	MUWI Bank	Taxware Integration	Taxware Integration	A - New	Jan 9, 2015	37	115,000	A - New	Apr 8, 2015	
	NA	Shelly Phoenix	Hollywest Entertainment	Hollywest Entertainment	Extend Backup Services to online storage solution	Extend Backup Services to online storage solution	F - Won	May 1, 2015	18	168,800			
	NA	Ruri Mito	Hollywest Entertainment	Hollywest Entertainment	Salesforce Integration & License Opportunity	Salesforce Integration & License Opportunity	A - New	Apr 9, 2015	-1	470,000			
Overall - Average age, Total revenue forecast									**301**	**24,199,229**			

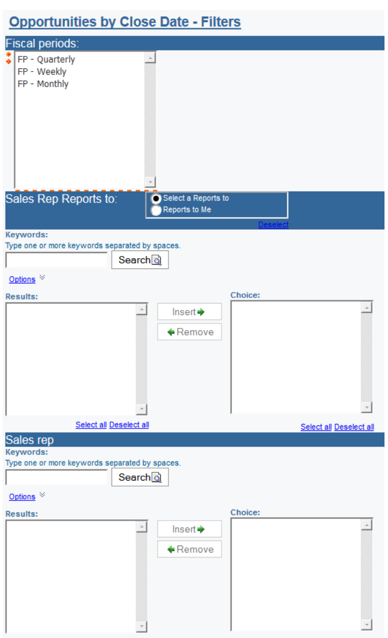
Opportunity forecast by fiscal period

This report shows a cross-tab of opportunities by close date. Users select which set of fiscal periods to group the data on. The 'Revenue forecast' from the opportunity 'forecast' tab is used. All opportunities are included. The report can be filtered to exclude closed opportunities, if desired, or the prompts can be defaulted to show open opportunities, giving users the ability to report on closed opportunities if desired.

Access required

Users require opportunity access and company access.

Prompt page



Select a set of fiscal periods. The opportunity data will be grouped by the fiscal period end date where the opportunity closed date falls into.

Select a sales rep reports to. It defaults to 'select a reports to' and can be left blank to include all opportunities. To filter on specific reports to(s), select values in the selection list. Select the 'Reports to me' radio button to filter on sales reps reporting to you.

Other filters: sales rep, sales region, opportunity age, currency (to convert the monetary values to), sales status, opportunity value, apply probability (if selected, opportunity values will be multiplied by the opportunity probability), created on date (range).

Opportunities by Close Date **Amounts in: USD - American dollar**

								2014-12-31	2015-03-31	2015-06-30	2015-09-30	2015-12-31	2016-03-31	Summary
Reports to	Sales region	Sales representative	Company	Opportunity	Status	Close date	Age	Forecast revenue	Forecast revenue	Forecast revenue	Forecast revenue	Forecast revenue	Forecast revenue	Total revenue
Sam Rochester	NA	Steven Decatur	MUWI Bank	Fixed Assets Implementation	B - Qualified	2015-09-15	635				773,020			773,020
				Implement finger print scanners for access to SAP	D - Proposal Delivered	2015-04-10	128			160,216				160,216
				M&O Contractor System	C - Scoped	2015-03-05	321		1,100,400					1,100,400
				Oracle Financials - Enhancements	D - Proposal Delivered	2015-08-03	592				444,650			444,650
Sven Sandvika	EMEA	Silvio San Marino	Apeldoorn Bloem	Modernize User Interface	F - Won	2015-09-11	150				550,000			550,000
	LATAM	Silvio San Marino	Petriyadh	Develop Integration Adapters	B - Qualified	2015-09-18	232				156,200			156,200
				Perform additional product training on latest relase	B - Qualified	2015-05-08	232			34,888				34,888
	NA	Silvio San Marino	MUWI Bank	Quick Books Conversion	A - New	2015-07-16	363				2,771,000			2,771,000
				Taxware Integration	A - New	2015-01-09	37		115,000					115,000
Total								613,000	3,028,000	6,774,594	9,993,025	3,787,110	3,500	24,199,229

Pending resource changes

This report shows all pending resource changes, including global workgroup/workgroup changes (activations and transfers) as well as other changes (reports to, time/expense approver, job title and primary function). The tables are sorted by effective date. Any rows with an effective date in the past should be reviewed, as it may indicate that the change was not successfully processed by the 'CP Effective Dates' job and needs further action.

Access required

There are no access requirements for this report.

Pending resource changes

Workgroup changes

Global Workgroup	Workgroup	Resource	Type	Effective Date	Created On	Created by
Sales	APAC Sales	APAC Sales	act	Jan 10, 2016	Jan 5, 2016 12:59:58 PM	Changepoint Admin

Other changes

Global Workgroup	Workgroup	Resource	Reports To	Time Approver	Expense Approver	Primary Function	Job Title	Effective Date	Created On	Created By
Sales	APAC Sales	APAC Sales	Bobby Santino	Eaton Franco	Eaton Franco	No Change	No Change	Jan 10, 2016	Jan 5, 2016 12:59:58 PM	Changepoint Admin

Professional development planning – Selected resource

This report shows a current listing of functions, qualifications and competencies for the resource, any required qualifications based on current gaps and future demand and any open professional development requests.

Access required

Users require workgroup access to select a resource. Users require request access to see the professional development requests.

Resource Professional development planning   Kathy Jones

Assigned functions and qualifications

Function Name	Qualification Category	Qualification	Competency	YearsExperience	LastUsed
	Consulting Skills	Business Process Consultant	None		
	Database Administration	SQL Server	Administration	3	
	Languages	English	None		
	Network Administration	Network Architecture	Junior	2	
	Network Administration	Network Protocols	Apple Talk	2	
	Network Administration	Network Protocols	IPX/SPX	5	
	Network Administration	Network Protocols	TCP/IP	10	
	Network Administration	Windows OS	Administration	9	
	Network Administration	Windows OS	Architecture	4	
Sr. Consultant			None		

Current qualifications gaps

Function	Qualification category	Qualification	Competency	Assigned
Sr. Consultant	Business Experience	High Tech/IT	None	✖
Sr. Consultant	Consulting Skills	Business Analyst	Junior	✖
Sr. Consultant	Consulting Skills	Business Analyst	None	✖
Sr. Consultant	Consulting Skills	Business Process Consultant	None	

Future qualifications gaps

Resource	Function	Qualification category	Qualification	Competency	Date and hours required 2015-08-01	2015-11-01
Kathy Jones	Installation Specialist	Certifications	MCDBA - Microsoft Certified Database Administrator	None		20
		Consulting Skills	Installer	11-25 installs		20
				None		20
		Database Administration	Oracle	Administration		20

Professional development requests

Request number	Request status	Function name	Start date	End date	Effort (hours)	Total Estimated Cost	Description
PI 2015 00001	New	Installation Specialist	Aug 1, 2015	Aug 7, 2015	40	5,000	MCDBA certification

Professional development planning by function

This report shows deficiencies based on a comparison of the functions required on a demand element vs. the current functions of the resource assigned to the demand element. It also shows the date the resource needs to acquire that function as well as the total effort required for that function. There is an optional prompt for resource.

Access required

There are no access requirements for this report.

The report uses an accelerator view 'DS_ResourceFunctionsRequired' that pre-groups demand by function and isolates the deficiencies. Only demand that is assigned to a function that is not assigned to the resource is included. This view must be applied to the database to use this report.

Professional development planning by function

Resource	Function	2015-07-01	2015-08-01	2015-09-01	2015-11-01
John Dawson	Project Manager	200			
John Smith - Advanced User	Jr. Analyst	4,000			
	Manager / Director	92			
	Project Manager	1,684			
	Sales Manager	20			
	Sales Rep	80			
	Solution Architect	150			
	Sr. Analyst	20			
	Support Analyst	1,200			
	Technical Doc Writer	100			
Julian Chow	Sr. Analyst	80			
Karen Davis	Sr. Developer	600			
Kathy Jones	Installation Specialist		80		20
	Product Trainer		25		
Kathy Ng - CP Admin	Project Manager	80			
Katrina Hirsch	Sr. Developer	19,000			
	Technical Consultant	560			
Kelly Armstrong	Sr. Developer	250			
Martin Rossey	Technical Consultant				32
Nancy Morris - Res Mgr	Project Manager	392			

Professional development planning by qualification

This report identifies gaps between the qualifications/competencies required for a function and the resource's current assigned qualifications/competencies for demand that is assigned in future periods.

Access required

There are no access requirements for this report.

The report uses an accelerator view DS_ResourceRequiredFunctionsSummary, which must be applied to the database in order to use this report.

Professional development by qualification

Resource	Function	Qualification category	Qualification	Competency	Date and hours required: 2015-07-01	2015-08-01	2015-09-01
Karen Davis	Sr. Developer	Technologies	Oracle Professional	None	600		
Kathy Jones	Installation Specialist	Certifications	MCDBA - Microsoft Certified Database Administrator	None		100	
		Consulting Skills	Installer	11-25 installs		100	
				None		100	
		Database Administration	Oracle	Administration		100	
				None		100	
	Product Trainer	Consulting Skills	Trainer	None		25	
		Management	Client Relationship Management	None		25	
			Team Leadership	None		25	
		Travel Preferences	North America	50-70%		25	
				None		25	
Kathy Ng - CP Admin	Project Manager	Certifications	PMP - Project Management Professional	None	80		
		Languages	English	None	80		
		Travel Preferences	Multi-Week	None	80		
Katrina Hirsch	Sr. Developer	Certifications	MCAD - Microsoft Certified Application Developer	None	19,000		
			MCDBA - Microsoft Certified Database Administrator	None	19,000		
			MCSE - Microsoft Certified Systems Engineer	None	19,000		
		Technologies	Microsoft	None	19,000		
	Technical Consultant	Business Experience	Financial	None	560		
			High Tech/IT	None	560		

Progress by project – All

This report is the same as ‘Progress by project - PM’ except that it allows a multi-selection of projects and has no security checking. Custom SQL queries are used to by-pass project security, and all non-deleted projects can be selected. Other filters, such as active status, can be added, if desired, to the prompt query.

Progress by project - PM

This report shows a listing of task assignments for a selected project(s) with planned, actual and forecast information. Users can filter on project, completed / active / late tasks / hours over planned, billable vs unbillable tasks. There is an option to include sub-projects, and a filter to include only contractors vs full time employees. Resources with employee type ‘contractor’ or ‘temporary’ are shown as ‘contractor’; the others are shown as ‘fulltime’.

There are links to the task and project profile pages on the summary rows. These links are only visible if the report is run in html format. Only the name in plain text is available in other formats.

There are two ‘remaining’ columns: Remaining hours (per the status updates done by users) and ‘Planned minus actual’.

There are two ‘Percent complete’ columns. A hover-over explains the calculation to the user:

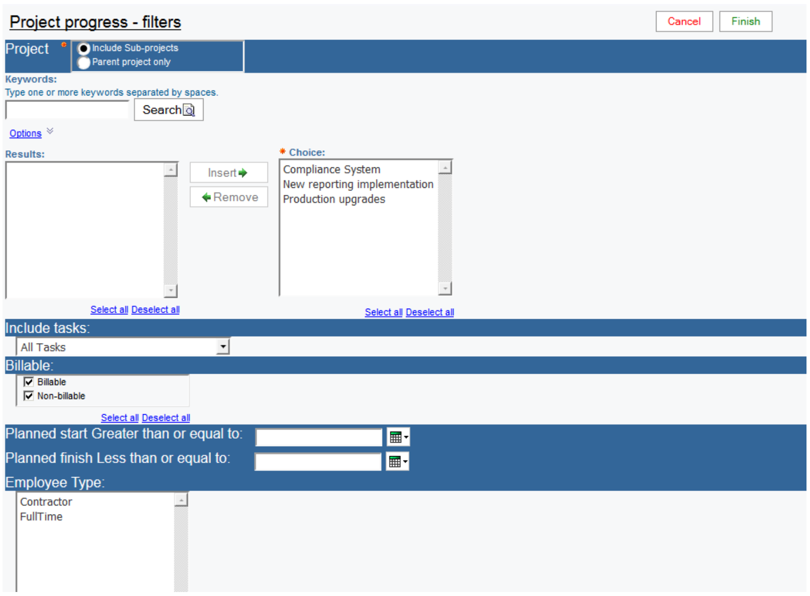
Percent complete (remaining): Actual hours / (actual hours + remaining hours) – this percentage is only useful if resources are doing status updates

Percent complete (planned): actual hours / planned hours

Access required

The projects shown in the prompt are those for which the logged-in user is the project manager.

Filter page



The project parameter is 'EntityId' and thus the report can be added to the project profile page or actions menu.

There are html items beside the planned start/finish date prompts (only visible in Report Studio) that allow the default value to be blank (meaning there will be no filtering on those prompts unless a user selects a value). If the report is added to a workspace, these html items are not functional. In that case, verbiage should be added to the workspace instructing users to clear the fields to select 'all' tasks, or the prompt can be changed to a 'calendar' style which enables users to de-select a checkbox to by-pass the prompt.

Report

Project progress (Includes sub-projects)

			Planned					Forecast		Actual								
Project	Task name	Resource	EmployeeType	Billable (Y/N)	Planned start	Planned finish	Planned effort (hours)	Forecast start	Forecast finish	Actual start	Actual finish	Actual effort (hours)	Days late	Forecast remaining (hours)	Planned minus Actual	Actual + Remaining	Percent complete (forecast)	Percent complete (planned)
Accounting Transition for Acquisition	Planning	Damian Richmond	FullTime	1	Jul 6, 2015	Jul 31, 2015	36.00	Jul 6, 2015	Jul 31, 2015	Jul 6, 2015		32.00	0	36.00	4.00	68.00		89.00%
		Randel Mannheim	FullTime	1	Jul 6, 2015	Jul 31, 2015	64.00	Jul 6, 2015	Jul 31, 2015	Jul 6, 2015		56.00	0	64.00	8.00	120.00		88.00%
	Planning - Total						100.00					88.00	0	100.00	12.00	188.00	47.00%	88.00%
	Define	Damian Richmond	FullTime	1	Aug 3, 2015	Aug 28, 2015	160.00	Aug 3, 2015	Aug 28, 2015	Jul 6, 2015		198.00	0	160.00	-38.00	358.00		124.00%
		Shea Everton	FullTime	1	Aug 3, 2015	Aug 21, 2015	72.00	Aug 3, 2015	Aug 21, 2015	Aug 3, 2015		80.00	0	72.00	-8.00	152.00		111.00%
		Thierry Chambery	FullTime	1	Aug 3, 2015	Aug 21, 2015	32.00	Aug 3, 2015	Aug 21, 2015	Jul 6, 2015		28.00	0	32.00	4.00	60.00		88.00%
	Define - Total						264.00					306.00	0	264.00	-42.00	570.00	54.00%	116.00%
	Design	Damian Richmond	FullTime	1	Sep 7, 2015	Oct 2, 2015	160.00	Sep 7, 2015	Oct 2, 2015	Aug 10, 2015		160.00	0	160.00	0.00	320.00		100.00%
		Shea Everton	FullTime	1	Jul 30, 2015	Sep 20, 2015	160.00	Jul 30, 2015	Sep 20, 2015	Aug 31, 2015		160.00	0	160.00	0.00	320.00		100.00%
		Thierry Chambery	FullTime	1	Jul 30, 2015	Sep 20, 2015	160.00	Jul 30, 2015	Sep 20, 2015	Aug 3, 2015		240.00	0	160.00	-80.00	400.00		150.00%
	Design - Total						480.00					560.00	0	480.00	-80.00	1,040.00	54.00%	117.00%
	Validate	Shea Everton	FullTime	1	Oct 3, 2015	Oct 30, 2015	160.00	Oct 3, 2015	Oct 30, 2015				0	160.00				
		Thierry Chambery	FullTime	1	Oct 3, 2015	Oct 30, 2015	160.00	Oct 3, 2015	Oct 30, 2015				0	160.00				
	Validate - Total						320.00						0	320.00				
	Deploy	Rand Alberta	FullTime	1	Oct 5, 2015	Nov 25, 2015	190.00	Oct 5, 2015	Nov 25, 2015				0	190.00				
	Deploy - Total						190.00						0	190.00				
	Support	Ruth Orlando	FullTime	1	Nov 26, 2015	Mar 31, 2016	200.00	Nov 26, 2015	Mar 31, 2016				0	200.00				
	Support - Total						200.00						0	200.00				
	Non-Billable Work	Randel Mannheim	FullTime	0	Feb 18, 2016	Feb 19, 2016	0.00	Feb 18, 2016	Feb 19, 2016				0	0.00				0.00%
	Non-Billable Work - Total						0.00						0	0.00				
	Customization	Catania Lawrence	Contractor	1	Jul 1, 2015	Feb 15, 2016	1,000.00	Jul 1, 2015	Feb 15, 2016				0	1,000.00				
		Celso Joao	Contractor	1	Jul 1,	Feb 15,	1,000.00	Jul 1, 2015	Feb 15,				0	1,000.00				

Project assignments summary

This report shows all resources assigned to the project, earliest start, latest finish and total planned effort, total to date. It provides a birds-eye view of the makeup of the project and gives project managers and resource managers visibility into when a resource may be ready to roll off a project.

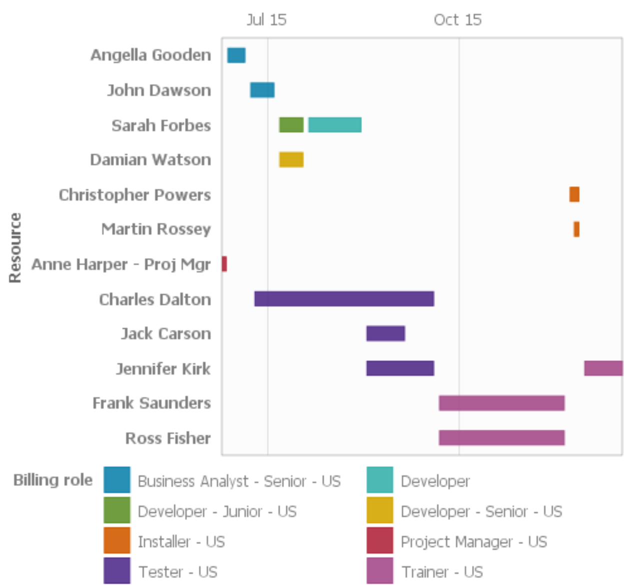
Access required

Users require project access to select a project.

This report uses the new gantt visualization object, and is only feasible for a limited list of resources.

Project assignments summary

Resource	Earliest start date	Latest finish date	Planned effort (hours)
Angella Gooden	Jun 12, 2015	Jun 20, 2015	56
Anne Harper - Proj Mgr	Jun 9, 2015	Jun 11, 2015	24
Charles Dalton	Jun 25, 2015	Sep 19, 2015	208
Christopher Powers	Nov 24, 2015	Nov 28, 2015	40
Damian Watson	Jul 7, 2015	Jul 18, 2015	80
Frank Saunders	Sep 22, 2015	Nov 21, 2015	320
Jack Carson	Aug 18, 2015	Sep 5, 2015	200
Jennifer Kirk	Aug 18, 2015	Dec 19, 2015	280
John Dawson	Jun 23, 2015	Jul 4, 2015	80
Martin Rossey	Nov 26, 2015	Nov 28, 2015	32
Ross Fisher	Sep 22, 2015	Nov 21, 2015	320
Sarah Forbes	Jul 7, 2015	Aug 15, 2015	240



Project cost time, expense and material listing

This report shows detailed sections for time, expenses and materials for a selected project (with an option to include sub-projects), converted to the selected currency. Users must have access to the project and must have the 'View costs' feature (under the 'resource information' feature category) to see the time cost information.

The report uses 'EntityId' as the prompt parameter and thus can be added to the project profile page or actions menu, if desired.

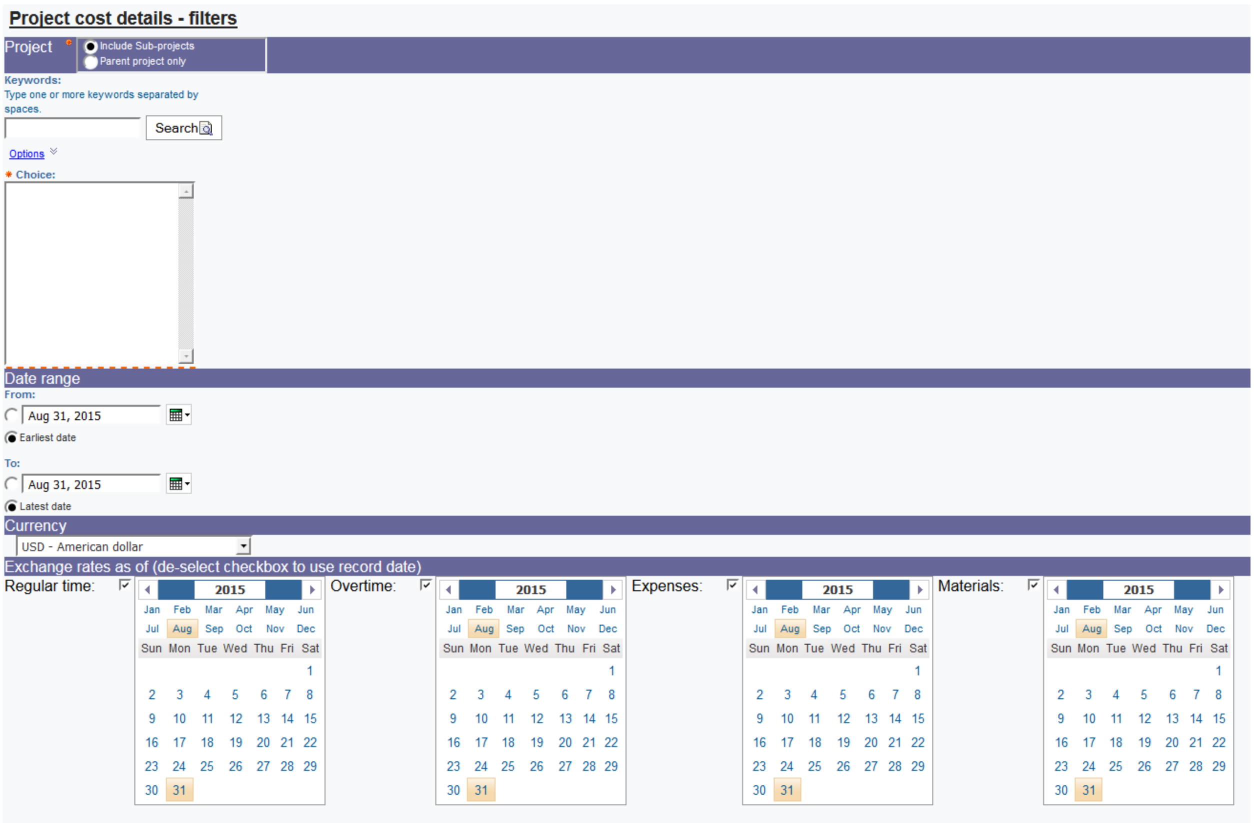
Calculation for extended time cost:

```
round(case when [billingtype] in ('D','MD') then [Regular effort
(hours)]/[Daily conversion factor]*[Cost rate]*[Cost rate exchange
rate]+[Overtime effort (hours)]*[Overtime cost rate]*[Overtime cost rate
exchange rate] else [Regular effort (hours)]*[Cost rate]*[Cost rate exchange
```

```
rate]+[Overtime effort (hours)]*[Overtime cost rate]*[Overtime cost rate
exchange rate] end,2)
```

In other words, if the engagement billing type is daily, the hours are divided by the resource's daily conversion factor and multiplied by the cost rate (which will be a daily rate).

Prompt page



Project and "include sub-projects" are mandatory, date range is optional. The currency defaults to US dollars, and the 'exchange rates as of' dates can be specified (or un-check the checkbox to use the record date for the exchange rate 'as at' date).

Project cost details for Customer Management System (USD - American dollar) Total cost: 20,895.25

Time, expenses and materials

Type	Project	Task or Engagement Product	Expense report Number	Resource name	Date	Description	Billable (Y/N)	Fixed fee name	Category	Billing or Expense Type or Product	Approval status	Invoice status	Regular effort (hours) or Qty	Cost rate	Cost currency	Overtime effort (hours)	Overtime cost rate	Overtime cost rate currency	Extended cost
Expense	Customer Management System		3	Margaret Jones	Jan 9, 2015	Dinner: Outback	1	N/A	Meals and entertainment	Meals	Approved by Finance	1	1	26.5	USD				26.50
	Customer Management System		3	Margaret Jones	Jan 9, 2015	Hertz - 4 days	1	N/A	Automobile	Car rental	Approved by Finance	1	1	375	USD				375.00
	Customer Management System		3	Margaret Jones	Jan 9, 2015	Marriott: 4 days (199 per night)	1	N/A	Airfare and accommodation	Accommodation	Approved by Finance	1	1	796	USD				796.00
	Customer Management System		4	Rodolfo Cordoba	Jan 9, 2015	4 days per diem ($50 per day)	1	N/A	Meals and entertainment	Per Diem	Approved by Finance	1	4	50	USD				200.00
	Customer Management System		4	Rodolfo Cordoba	Jan 9, 2015	6 tolls	1	N/A	Automobile	Toll	Approved by Finance	1	1	12.75	USD				12.75
	Customer Management System		4	Rodolfo Cordoba	Jan 9, 2015	Hertz: 5 days - drove from Charlotte to client in Atlanta	1	N/A	Automobile	Car rental	Approved by Finance	1	1	425	USD				425.00
	Customer Management System		4	Rodolfo Cordoba	Jan 9, 2015	Hilton: 4 nights - 250/night	1	N/A	Airfare and accommodation	Accommodation	Approved by Finance	1	1	1,000	USD				1,000.00
Expense - Total																			**2,835.25**
Type	Project	Task or Engagement Product	Expense report Number	Resource name	Date	Description	Billable (Y/N)	Fixed fee name	Category	Billing or Expense Type or Product	Approval status	Invoice status	Regular effort (hours) or Qty	Cost rate	Cost currency	Overtime effort (hours)	Overtime cost rate	Overtime cost rate currency	Extended cost
Material	Customer Management System	.New Requirement		None	Jan 9, 2015	Test Server - Remote location outside firewall.	1		4. Other	.New Requirement		1	1	15,500	USD				15,500.00
Material - Total																			**15,500.00**
Type	Project	Task or Engagement Product	Expense report Number	Resource name	Date	Description	Billable (Y/N)	Fixed fee name	Category	Billing or Expense Type or Product	Approval status	Invoice status	Regular effort (hours) or Qty	Cost rate	Cost currency	Overtime effort (hours)	Overtime cost rate	Overtime cost rate currency	Extended cost
Time	Customer Management System	Initiation and Feasability		Margaret Jones	Jan 8, 2015	Review legacy with end users	1			MH	Approved	1	8	100	USD	0	100	USD	800.00
	Customer Management System	Initiation and Feasability		Margaret Jones	Jan 9, 2015	Create human process flow diagram	1			MH	Approved	1	8	100	USD	0	100	USD	800.00
	Customer Management System	Initiation and Feasability		Rodolfo Cordoba	Jan 8, 2015	documentation	1			MH	Approved	1	8	60	USD	0	60	USD	480.00
	Customer Management System	Initiation and Feasability		Rodolfo Cordoba	Jan 9, 2015	process flow review	1			MH	Approved	1	8	60	USD	0	60	USD	480.00
Time - Total																			**2,560.00**
Overall - Total																			**20,895.25**

Project critical path gantt

This report displays a gantt view of a project or projects, showing the critical path tasks in red and other tasks in blue. Critical path is only within the single project and does not reflect any inter-project dependencies. The project must be enabled for critical path calculation, and the critical path will be as at the last project rollup.

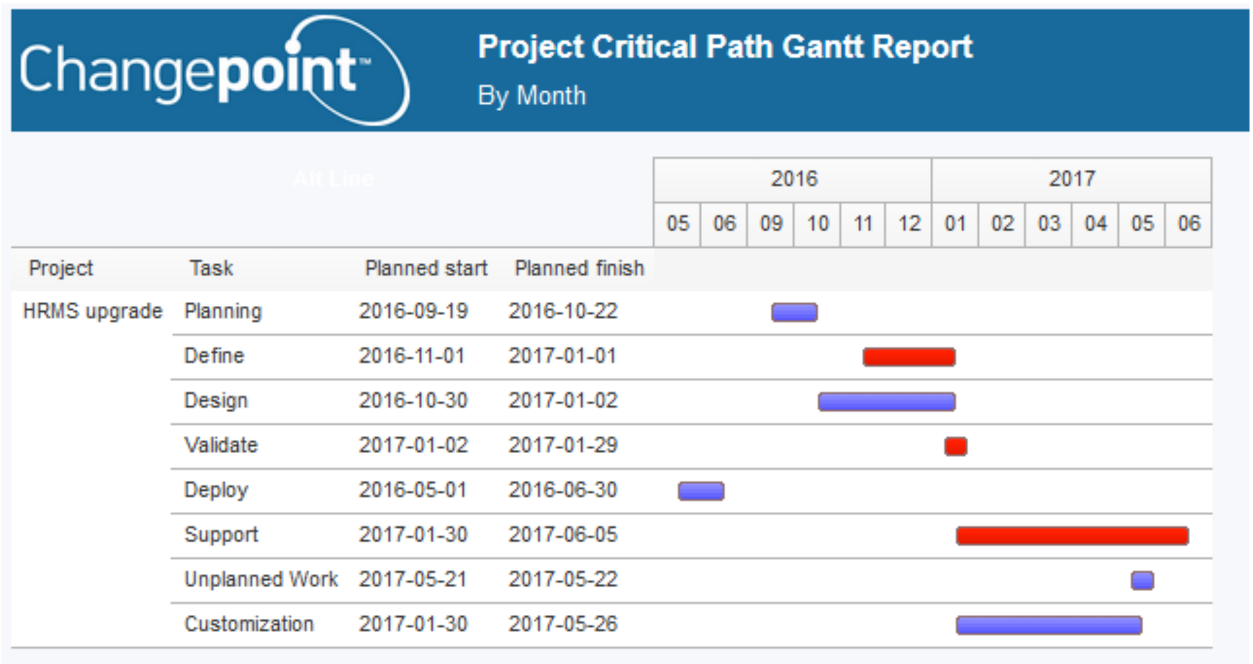
Notes:

- This report uses conditional blocks. The cross-tabs will not be visible if the report is viewed in normal 'page design' mode.
- This report uses specific images that must be copied into a specific folder on the Cognos application tier web server and each Cognos gateway server: ../samples/images (full default path: C:\Program Files\ibm\cognos\c10\webcontent\samples\images). The images are in the 'Gantt Images.zip' file, which is included with the reports package. If the \samples\images folder does not exist under the Cognos 'webcontent' folder, it must be created.
- The 'resource demand calculation' job must run to populate the working days tables used by the report. New tasks added may not appear on the gantt until the job is run.
- The report filters on projects where the planned start is greater than today's date minus 1095 days (i.e. 3 years into the past). This is for performance reasons, as each day in that time period is used to determine the bar styles. If tasks with earlier start/finish dates than the 3 years past are included, no graphics will be displayed for them.
- Currently all project statuses are included. The project lookup query can be further filtered, e.g. active projects only.
- The report can be rendered in PDF format. By default, it will be in landscape and the report contents will not break horizontally. The report options can be changed, if desired, to default to portrait; however, projects with longer timeframes may become un-readable.

Access required

Users require project access to select the project(s) to run.

Tasks are displayed in WBS order and task names are prefixed with one or more '.' characters to represent the indenting.



Project	Task	Planned start	Planned finish
HRMS upgrade	Planning	2016-09-19	2016-10-22
	Define	2016-11-01	2017-01-01
	Design	2016-10-30	2017-01-02
	Validate	2017-01-02	2017-01-29
	Deploy	2016-05-01	2016-06-30
	Support	2017-01-30	2017-06-05
	Unplanned Work	2017-05-21	2017-05-22
	Customization	2017-01-30	2017-05-26

Project effort summary by fiscal period

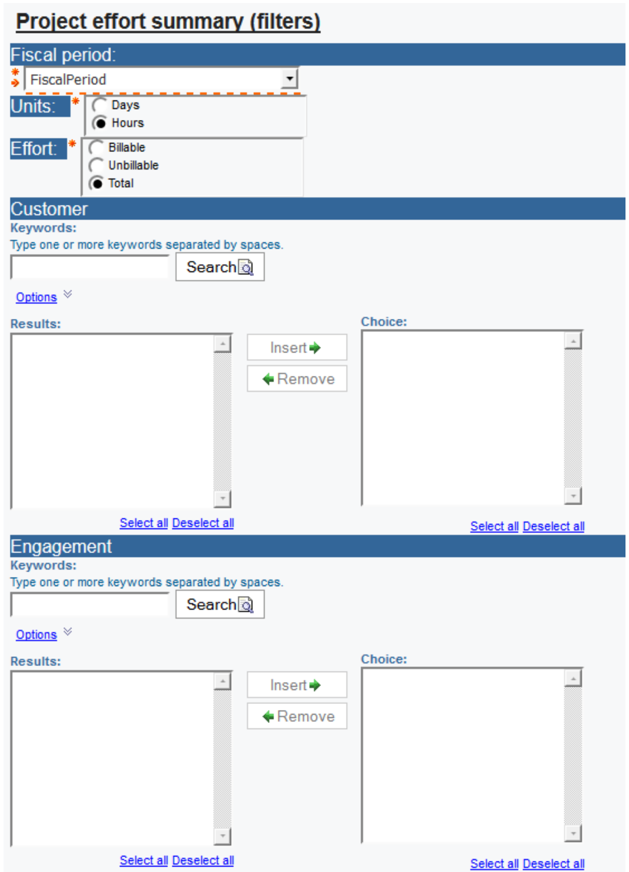
This report shows planned, actual, forecast, baseline and budget hours by project, task, fixed fee and resource, grouped into the selected set of fiscal periods. The report uses a custom SQL query that selects from the financial analysis summary – fiscal data for record types '16','17','26','27','3','7','37','18','48','45','19','9' for 365 days in the past and 365 days into the future.

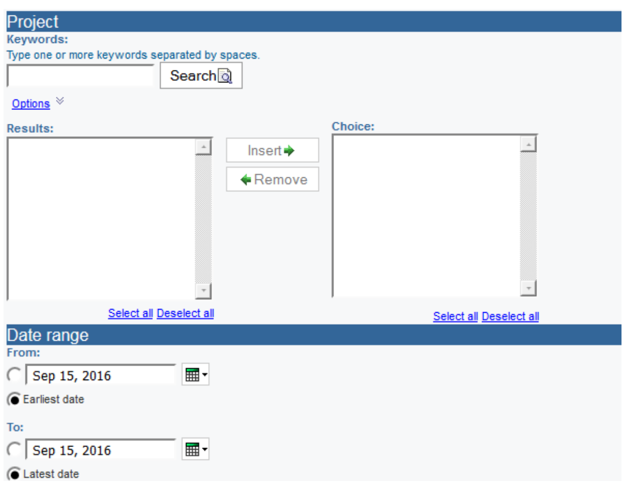
The projects are listed in alphabetical order, with the associated customer and engagement.

Access required

There is no access checking for this report

Prompt page





Fiscal period is required: select the set of fiscal periods to group the data by. Fiscal periods are taken from the FinAnnFiscalPeriod table, i.e. the fiscal periods that have been enabled for financial analysis calculations.

Units: users can select whether to display effort in days or hours

Effort: users can select whether to display total effort or only billable or unbillable effort

Customer, engagement and project are cascading filters based on a custom SQL query that selects data from all non-deleted projects.

Date: users can further filter the date range, if desired, but the query is filtered to display a limited amount of data for performance reasons (>= today's date - 365 and <= today's date + 365)

Data is displayed with no decimals when 'hourly' units are selected and with 3 decimals when 'daily' units are selected. The report title indicates the user selections for units, effort and fiscal period.

Project effort summary (Total Hours by FP - Monthly)

			2015-09-01					2015-10-01					2015-11-01					2015-12-01					2016-01-01				
Project			Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Accounting Transition for Acquisition	La Rochelle Electrique	Master Services Agreement - La Rochelle Electrique	785	0	1,540	260	336	916	0	1,883	336	0	667	0	1,243	167	0	627	0	988	52	0	545	0	708	45	0
Add Follow-Me number roaming service	Product Management	NPD - Product Management																									
Agile project	Acucar Exportacoes	new rate deleted	8	0	0	0	0																				
Apeldoorn Bloem Consulting Services	Apeldoorn Bloem	Services Engagement																									
Asia Container - Staffing Augmentation	Asia Container	Staffing Augmentation																									
Auto Wolfsburg Implementation	Auto Wolfsburg	Services Engagement	0	0	0	0	16	30	0	30	0	0	114	0	114	0	0	92	0	92	0	0	124	0	124	0	0
Auto Wolfsburg Staffing Augmentation	Auto Wolfsburg	Staffing Augmentation	145	0	145	0	0	152	0	152	0	0	138	0	138	0	0	298	0	298	0	0	239	0	239	0	0
Compliance System	Apeldoorn Bloem	Compliance Services	480	0	0	0	0	485	0	0	0	0	21	0	0	0	8	23	0	0	0	8	21	0	0	0	0
CRM Upgrade	UberTech	CRM Upgrade						41	0	0	0	0	167	0	0	0	0	69	0	0	0	0	63	0	0	0	0
Custom	Acucar	Custom	203	0	209	0	0	202	0	203	0	0	124	0	124	0	0	372	0	372	0	0	284	0	304	0	0

Top Page up Page down Bottom

Project interdependencies gantt

This report shows inter-project dependencies in gantt format. Users can select either a predecessor project (to see all the successor projects) or a successor project (to see all the predecessor projects). Users can also select a daily or monthly timeline. The predecessor project prompt uses 'EntityId' and thus the report can be added to the project profile page and will pre-filter to show that project as the predecessor project.

Notes:

- This report uses conditional blocks. The cross-tabs will not be visible if the report is viewed in normal 'page design' mode.
- This report uses specific images that must be copied into a specific folder on the Cognos application tier web server and each Cognos gateway server: ../samples/images (full default path: C:\Program Files\ibm\cognos\c10\webcontent\samples\images). The images are in the 'Gantt Images.zip' file, which is included with the reports package. If the \samples\images folder does not exist under the Cognos 'webcontent' folder, it must be created.

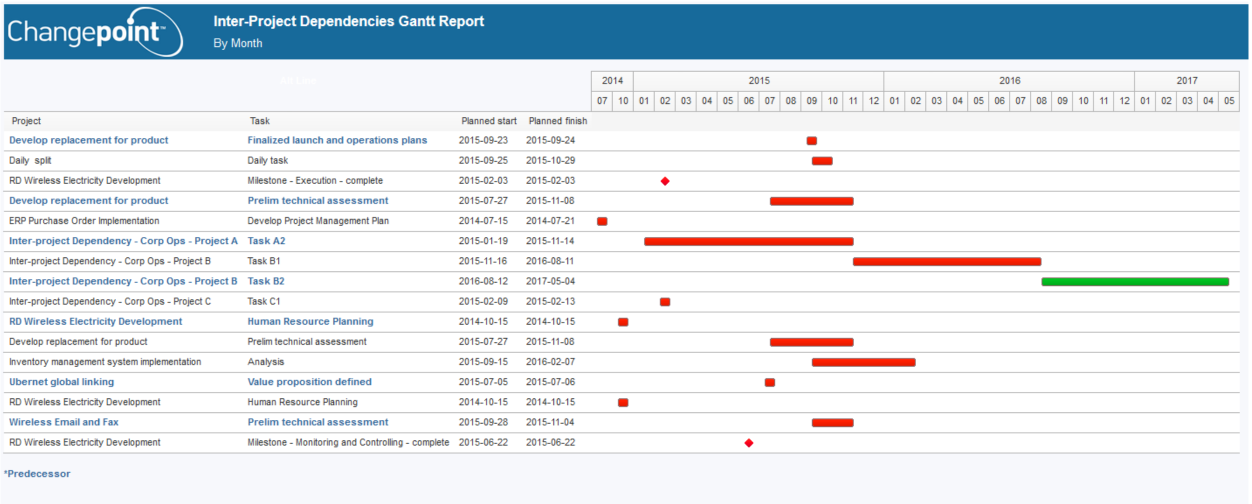
- The ‘resource demand calculation’ job must run to populate the working days tables used by the report. New tasks added may not appear on the gantt until the job is run.
- The report filters on projects where the planned start is greater than today’s date minus 1095 days (i.e. 3 years into the past). This is for performance reasons, as each day in that time period is used to determine the bar styles. If tasks with earlier start/finish dates than the 3 years past are included, no graphics will be displayed for them.
- Currently all project statuses are included. The project lookup query can be further filtered, e.g. active projects only. Only projects that have inter-project dependencies are shown in the respective ‘predecessor’ or ‘successor’ prompts.
- The report can be rendered in PDF format. By default, it will be in landscape and the report contents will not break horizontally. The report options can be changed, if desired, to default to portrait; however, projects with longer timeframes may become un-readable.

Access required

Users require project access to select the project(s) to run.

Projects are displayed in predecessor project, predecessor task, successor project, successor task name order. The predecessor project’s project/task names are in blue font. The display is as follows:

- Black bar: summary task (where tasks.summary task = 1)
- Grey bar: completed task (where tasks.completed = 1)
- Red bar: overdue task (where the planned finish date is earlier than today’s date and the task is not completed)
- Green bar: in progress task (where the planned finish date is later than today’s date, the task is not completed and there are actual hours against the task)
- Blue bar: not started task (where the planned finish date is later than today’s date, the task is not completed and there are no actual hours against the task)
- Grey diamond: completed milestone (where tasks.completed = 1 and tasks.milestone = 1). The milestone diamond is shown on the task finish date.
- Red diamond: overdue milestone (where the planned finish date is earlier than today’s date, the task is not completed and tasks.milestone = 1). The milestone diamond is shown on the task finish date.
- Blue diamond: not started milestone (where the planned finish date is later than today’s date, the task is not completed and tasks.milestone = 1). The milestone diamond is shown on the task finish date.



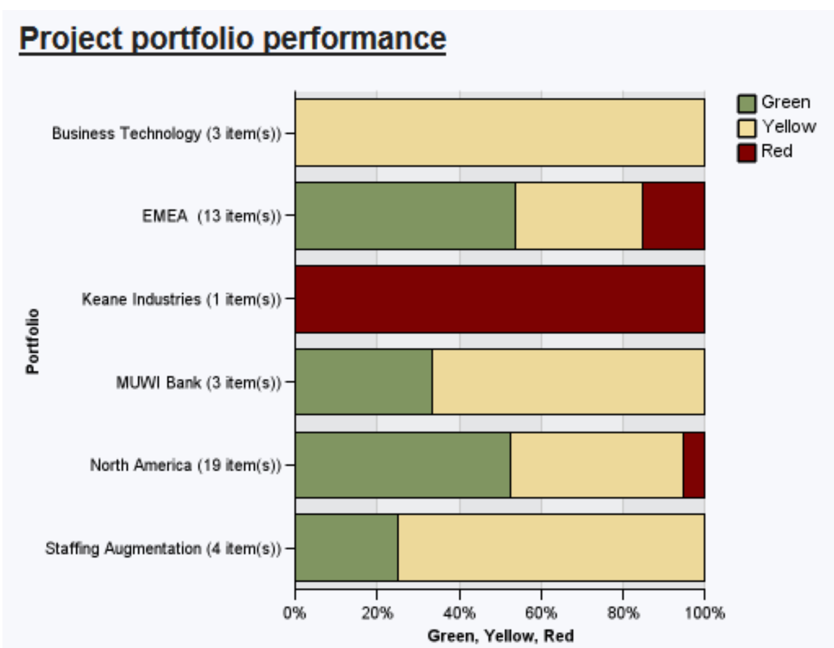
Project	Task	Planned start	Planned finish
Develop replacement for product	Finalized launch and operations plans	2015-09-23	2015-09-24
Daily split	Daily task	2015-09-25	2015-10-29
RD Wireless Electricity Development	Milestone - Execution - complete	2015-02-03	2015-02-03
Develop replacement for product	Prelim technical assessment	2015-07-27	2015-11-08
ERP Purchase Order Implementation	Develop Project Management Plan	2014-07-15	2014-07-21
Inter-project Dependency - Corp Ops - Project A	Task A2	2015-01-19	2015-11-14
Inter-project Dependency - Corp Ops - Project B	Task B1	2015-11-16	2016-08-11
Inter-project Dependency - Corp Ops - Project B	Task B2	2016-08-12	2017-05-04
Inter-project Dependency - Corp Ops - Project C	Task C1	2015-02-09	2015-02-13
RD Wireless Electricity Development	Human Resource Planning	2014-10-15	2014-10-15
Develop replacement for product	Prelim technical assessment	2015-07-27	2015-11-08
Inventory management system implementation	Analysis	2015-09-15	2016-02-07
Ubernet global linking	Value proposition defined	2015-07-05	2015-07-06
RD Wireless Electricity Development	Human Resource Planning	2014-10-15	2014-10-15
Wireless Email and Fax	Prelim technical assessment	2015-09-28	2015-11-04
RD Wireless Electricity Development	Milestone - Monitoring and Controlling - complete	2015-06-22	2015-06-22

Project portfolio performance

This report shows an overview of the portfolios a user has selected as 'add to portlet' in chart format, showing the percentage of red/yellow/green status projects, based on the overall portfolio health of the project. Portfolio category is available in the query and can be added to the chart, if desired.

Access required

The user has added the portfolio to the portlet



Project portfolio summary

This report lists key project information for members of a selected portfolio. The data includes cost, effort, schedule, project manager's health assessment, client satisfaction and open issues/risks. The data comes from a combination of portfolio metrics and project configurable fields. The portfolio metrics must be configured and the portfolio calculation engine run to populate the data used by the report.

Access required

Users require portfolio access to view the portfolio metrics and project access to view the project configurable field information.

These project configurable fields are used, and must be configured and populated appropriately:

Project Managers Health Assessment - ProjectCode497

Client Satisfaction Rating - ProjectText498

Open Urgent/High Priority Risk and Issues - ProjectText499

The report is filtering on specific project portfolio metrics, which must be configured:

Project Planned Cost

Project Effort

Project Schedule

Conditional formatting has been applied to the **Client Satisfaction** column as follows:

- If > 3, the background color will be red
- If >2 and <= 3, the background color will be yellow
- Other values for this field will show no formatting

Conditional formatting has been applied to the **Open Urgent/High Priority Risk and Issues** column as follows:

- If > or = 5, the background color will be red
- If > or = 1 and <5, the background color will be yellow
- Other values for this field will show no formatting

Conditional formatting has been applied to the **Project Cost – Variance, Project Effort – Variance** and **Project Schedule - Variance** columns are coloured based on the metric's 'status' field as follows:

- If >2, the background color will be red

- If >1 and < or = 2, the background color will be yellow
- Other values for this field will show no formatting

Conditional formatting has been applied to the **Project Managers Health Assessment** column as follows:

- If =3, the background color will be red
- If =2 , the background color will be yellow
- Other values for this field will show no formatting

Portfolio Analysis - Business Technology

Project	Project Managers Health Assessment	Client Satisfaction Rating	Open Urgent/High Priority Risk and Issues	Target - Planned Project Cost	Actuals - Planned Project Cost	Cost variance	Target - Planned Effort	Actuals - Planned Effort	Effort variance	Target - Planned schedule	Actuals - Planned schedule	Schedule variance
Auto Wolfsburg Implementation	1. On Target (Green)	0	0	63,000	71,907	-8,907	800	790	10	Mar 26, 2016	Jan 8, 2015	0
RD Wireless Electricity Development	1. On Target (Green)	0	5	365,945	399,680	-33,735	4,515.96	3,000	1,515.96	Jul 1, 2015	Jul 15, 2015	0
Reservation System Phase 1	3. Alert (Red)	0	0	166,755.95	28,262.97	138,492.98	3,406.21	2,138.82	1,267.39	Mar 26, 2016	Mar 26, 2016	0

Project request register

This report can be added to the project profile page, and lists requests of type risk, issue and change request that are associated with the selected project. The report defaults to showing only high priority requests (request priority = High or request priority = Critical) and open requests (requests not in closed, rejected or cancelled status). Users can show all statuses and/or priorities after the report is rendered.

Project request register (Issues, Risks and Change requests)

Priority: Critical and High priority / All — Deselect

Open/Closed: Open / All — Deselect

Refresh

Request type	Request priority	Request	Description	Request status	Request age	Responsible	Probability	Severity Level	Level of Impact	Complexity	Schedule Impact (Days)	Risk Rating	Total Estimated Cost	Total Estimated Effort
Project Risk	Critical	PS-00095	Stolen laptop had confidential customer information	New	546.00	Edison Santori - VP Sales	3. High	3. High	3. High	3. High	0.00	3.00	0.00	0.00
		PS-00092	Conversion - customer conversion not included in scope	New	546.00	Damian Richmond	2. Medium	1. Low	2. Medium	2. Medium	60.00	1.75	18,000.00	300.00
	High	PS-00090	Changepoint Administration Team's capacity to support ongoing user support and configuration requirements	New	546.00	Damian Richmond	2. Medium	2. Medium	2. Medium		25.00	2.00	36,000.00	600.00

Request type	Request priority	Request	Description	Request status	Request age	Responsible	Probability	Severity Level	Level of Impact	Complexity	Schedule Impact (Days)	Risk Rating	Total Estimated Cost	Total Estimated Effort
Project Issue	Critical	PS-00087	Web services	New	546.00	Randel Mannheim - Manager	3. High	2. Medium	3. High	3. High	45.00	2.75	60,000.00	1,000.00

Request type	Request priority	Request	Description	Request status	Request age	Responsible	Severity Level	Level of Impact	Complexity	Schedule Impact (Days)	Risk Rating	Total Estimated Cost	Total Estimated Effort
Change Request	High	PS-00093	Scope - request to include multple departments	Pending approval	546.00	Margaret Jones	2. Medium	3. High	3. High	1,000.00	2.67	120,000.00	2,000.00
		PS-00088	Web Servers - customer access to application	New	546.00	Randel Mannheim - Manager	3. High	3. High	2. Medium	30.00	2.67	75,000.00	200.00

Project requests – critical and high priority issues and risks

This report shows a listing of all open critical and high priority issues and risks, grouping by project.

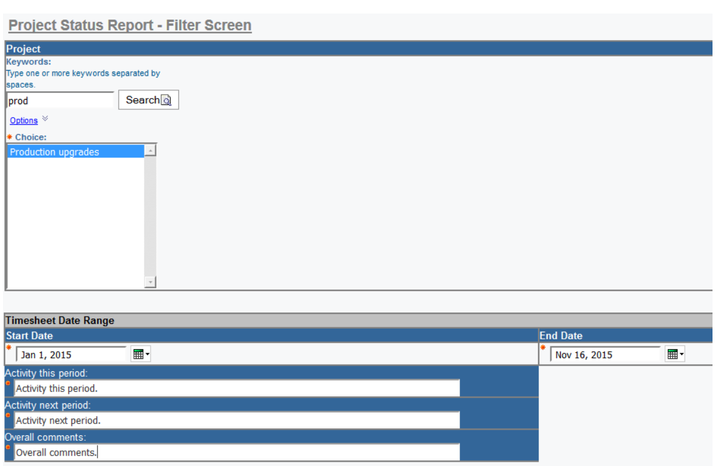
Project requests - critical and high priority issues and risks

Project	Request type	Request priority	Request	Description	Request status	Request age	Responsible	Probability	Severity Level	Level of Impact	Complexity	Schedule Impact (Days)	Risk Rating	Total Estimated Cost	Total Estimated Effort
Customer Management System	Project Issue	Critical	PS-00087	Web services	New	546.00	Randel Mannheim - Manager	3. High	2. Medium	3. High	3. High	45.00	2.75	60,000.00	1,000.00
	Project Risk	Critical	PS-00095	Stolen laptop had confidential customer information	New	546.00	Edison Santori - VP Sales	3. High	3. High	3. High	3. High	0.00	3.00	0.00	0.00
			PS-00092	Conversion - customer conversion not included in scope	New	546.00	Damian Richmond	2. Medium	1. Low	2. Medium	2. Medium	60.00	1.75	18,000.00	300.00
		High	PS-00090	Changepoint Administration Team's capacity to support ongoing user support and configuration requirements	New	546.00	Damian Richmond	2. Medium	2. Medium	2. Medium		25.00	2.00	36,000.00	600.00
Customer Portal Development	Project Issue	High	PS-00106	Possible resource conflict	New	588.00	Randel Mannheim - Manager	3. High	2. Medium	3. High	3. High	45.00	2.75	60,000.00	1,000.00
	Project Risk	High	PS-00107	Significant performance issues	New	588.00	Randel Mannheim - Manager	3. High	3. High	3. High	2. Medium	60.00	2.75	18,000.00	300.00
			PS-00105	several defects found in the java code that require rework	New	588.00	Randel Mannheim - Manager	3. High	3. High		2. Medium		2.67		
ERP Purchase Order Implementation	Project Issue	High	PS-00026	Revised reporting design based on new regulations.	New	663.00	Randel Mannheim - Manager	3. High	2. Medium	3. High	2. Medium	20.00	2.50	12,000.00	
	Project Risk	Critical	PS-00047	Scope Change - Significant	New	656.00	Randel Mannheim -	3. High	3. High	3. High	3. High	27.00	3.00	132,000.00	2,200.00

Project status report

This report shows various information related to a project, and prompts the project manager to fill in 3 text fields: Activity this period, Activity next period, Overall comments. The report is separated into 4 pages.

Prompt page

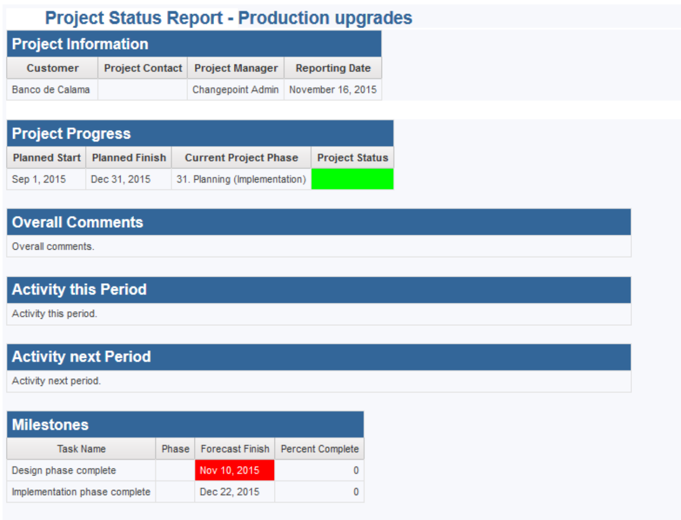


Page 1 (general project information and comments):

The 'project status' colour comes from the project configurable field 'Project manager's health assessment'.

The 3 'comments' fields come from the prompt page.

On the milestones listing, the task's rolled up forecast finish is red if the task is not complete and the forecast finish is less than today's date.



Project Status Report - Production upgrades

Project Information

Customer	Project Contact	Project Manager	Reporting Date
Banco de Calama		Changepoint Admin	November 16, 2015

Project Progress

Planned Start	Planned Finish	Current Project Phase	Project Status
Sep 1, 2015	Dec 31, 2015	31. Planning (Implementation)	

Overall Comments

Overall comments.

Activity this Period

Activity this period.

Activity next Period

Activity next period.

Milestones

Task Name	Phase	Forecast Finish	Percent Complete
Design phase complete		Nov 10, 2015	0
Implementation phase complete		Dec 22, 2015	0

Page 2 (request information):

A listing of project-related requests. The requests will be excluded from the report if the 'suspended' checkbox is selected.

Project Status Report - Production upgrades

Project Risks

Request Number	Description	Raised By	Raised On
PS-00132	Project Risk	Changepoint Admin	November 13, 2015

Project Issues

Request Number	Description	Priority	Reported By	Reported On	Status
PS-00131	Project issue	High	Changepoint Admin	November 13, 2015	New

Project Change Requests

Request Number	Description	Requested By	Requested On	Status
PS-00133	Project change	Changepoint Admin	November 13, 2015	New

Support Requests

Request Number	Description	Reported By	Reported On
PS-00135	Project support	Changepoint Admin	November 13, 2015

Work Requests

Request Number	Originating Change Request	Description	Requested By	Requested On	Status
PS-00134	PS-00131	Project work	Changepoint Admin	November 13, 2015	New

Page 3 (task summary)

The rolled up task information for active tasks where the planned finish date is in the past or is within the next 30 days, and completed tasks where the actual finish is within the last 30 days, for tasks that are not milestones. Total hours for the task will be shown, including all hours (not only the hours selected in the prompt page). Tasks are shown in WBS order.

Note: summary tasks are shown with the rolled up actual hours if time was booked to the summary task.

Project Status Report - Production upgrades

Tasks late or planned to finish in next 30 days

Task Name	Planned finish	Planned Hours	Actual Hours	Planned minus Actual
Upgrade services	Oct 14, 2015	15.00	11.00	4.00
Report validation and creation	Nov 14, 2015	10.00	8.00	2.00

Tasks completed in the last 30 days

Task Name	Planned finish	Actual finish	Planned Hours	Actual Hours	Planned minus Actual
Conversion factor	Oct 31, 2015	**Nov 16, 2015**	15.00	16.00	**-1.00**

Page 4 (time details)

Project Status Report - Production upgrades Time dates between Jan 1, 2015 and Nov 16, 2015

Time Details

Date	Resource	Phase	Task	Time Description	Hours
Sep 21, 2015	Changepoint Admin		Production upgrade services		8.00
Sep 24, 2015	Changepoint Admin		Upgrade services		8.00
Sep 25, 2015	Changepoint Admin		Report validation and creation		8.00
Nov 2, 2015	Changepoint Admin		Report validation and creation		8.00
Nov 10, 2015	Changepoint Admin		Upgrade services		3.00
Overall - Total					**35.00**

Project summary Gantt

This report displays one or more projects in Gantt format (one bar per project) using a cross-tab that has conditional formatting with images. Users can select multiple projects, project managers or project status (which defaults to active).

Notes:

- This report uses specific images that must be copied into a specific folder on the Cognos application tier web server and each Cognos gateway server: ../samples/images (full default path: C:\Program Files\ibm\cognos\c10\webcontent\samples\images). The images are in the ‘Gantt Images.zip’ file, which is included with the reports package. If the \samples\images folder does not exist under the Cognos ‘webcontent’ folder, it must be created.
- The ‘resource demand calculation’ job must run to populate the working days tables used by the report. New projects added may not appear on the gantt until the job is run.

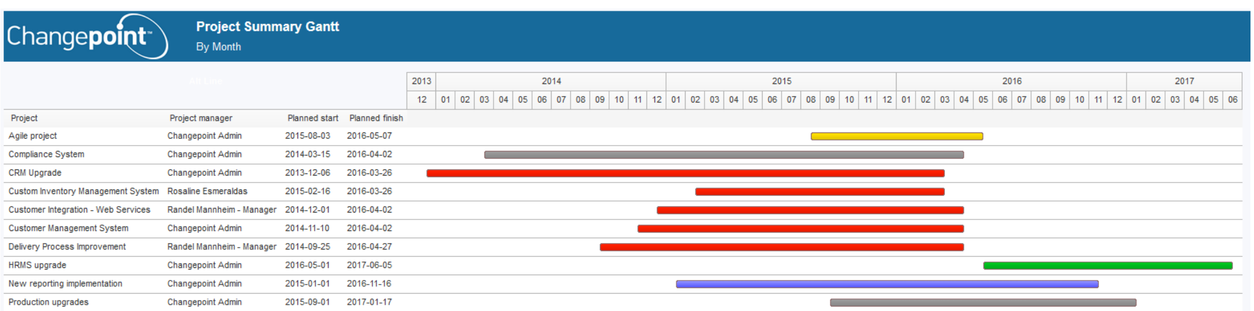
- The report filters on projects where the planned start is greater than today's date minus 1095 days (i.e. 3 years into the past). This is for performance reasons, as each day in that time period is used to determine the bar styles. If projects with earlier start/finish dates than the 3 years past are included, no graphics will be displayed for them.
- Currently all project statuses are included, and the prompt page defaults to active projects only. The project lookup query can be further filtered, e.g. active projects only.
- The report can be rendered in PDF format. By default, it will be in landscape and the report contents will not break horizontally. The report options can be changed, if desired, to default to portrait; however, projects with longer timeframes may become un-readable.

Access required

Users require project access to select the project(s) and project manager(s).

Projects are displayed in name order. The display is as follows:

- Grey bar: completed project (where project status = completed)
- Red bar: overdue or 'at risk' (where the planned finish date is earlier than today's date and the project is not completed, or the project manager's health assessment – a configurable field on the project – is set to '3. Alert (Red)')
- Green bar: in progress project (where the planned finish date is later than today's date, the project is not completed and there are actual hours against the project)
- Blue bar: not started (where the planned finish date is later than today's date, the project is not completed and there are no actual hours against the project)
- Yellow bar: the project is in 'Inactive' or 'Draft' status



Project task gantt

This report displays one or more projects and tasks in gantt format (one bar per task), using a cross-tab that has conditional formatting with images. Users can select multiple projects and a daily/monthly view.

Notes:

- This report uses conditional blocks. The cross-tabs will not be visible if the report is viewed in normal 'page design' mode.
- This report uses specific images that must be copied into a specific folder on the Cognos application tier web server and each Cognos gateway server: ../samples/images (full default path: C:\Program Files\ibm\cognos\c10\webcontent\samples\images). The images are in the 'Gantt Images.zip' file, which is included with the reports package. If the \samples\images folder does not exist under the Cognos 'webcontent' folder, it must be created.
- The 'resource demand calculation' job must run to populate the working days tables used by the report. New tasks added may not appear on the gantt until the job is run.
- The report filters on projects where the planned start is greater than today's date minus 1095 days (i.e. 3 years into the past). This is for performance reasons, as each day in that time period is used to determine the bar styles. If tasks with earlier start/finish dates than the 3 years past are included, no graphics will be displayed for them.
- Currently all project statuses are included. The project lookup query can be further filtered, e.g. active projects only.
- The report can be rendered in PDF format. By default, it will be in landscape and the report contents will not break horizontally. The report options can be changed, if desired, to default to portrait; however, projects with longer timeframes may become un-readable.

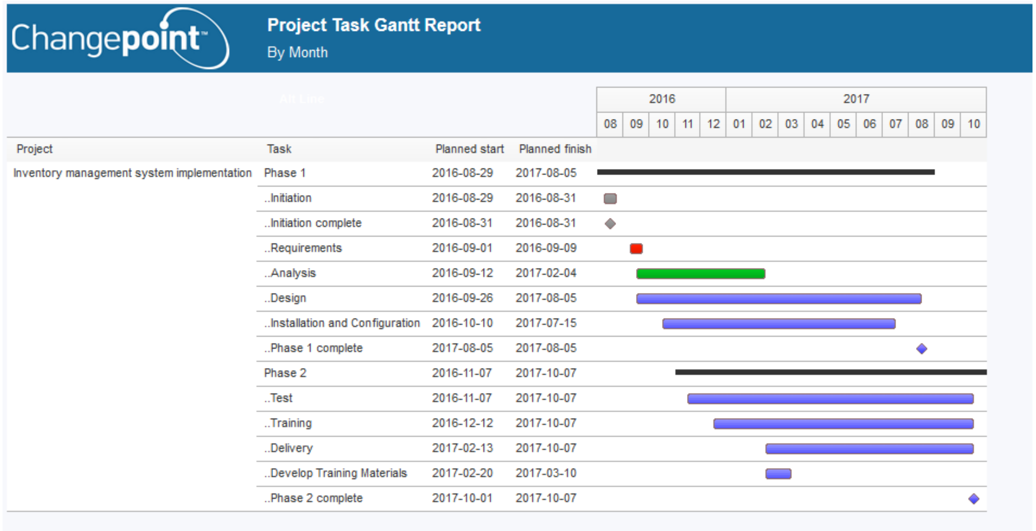
Access required

Users require project access to select the project(s) to run.

Tasks are displayed in wbs order and task names are prefixed with one or more '.' characters to represent the indenting. The display is as follows:

- Black bar: summary task (where tasks.summary task = 1)
- Grey bar: completed task (where tasks.completed = 1)
- Red bar: overdue task (where the planned finish date is earlier than today's date and the task is not completed)
- Green bar: in progress task (where the planned finish date is later than today's date, the task is not completed and there are actual hours against the task)
- Blue bar: not started task (where the planned finish date is later than today's date, the task is not completed and there are no actual hours against the task)
- Grey diamond: completed milestone (where tasks.completed = 1 and tasks.milestone = 1). The milestone diamond is shown on the task finish date.
- Red diamond: overdue milestone (where the planned finish date is earlier than today's date, the task is not completed and tasks.milestone = 1). The milestone diamond is shown on the task finish date.

- Blue diamond: not started milestone (where the planned finish date is later than today's date, the task is not completed and tasks.milestone = 1). The milestone diamond is shown on the task finish date.



Project templates

A simple list of projects, with a link to the profile page, where the CP project type is 'template'.

Access requirements: users require project access

Project templates

Project	Comments
Agile project	
Template - Agile	
Template - General Project Plan	Tax module to be incorporated into our PSFT financial suite of GL, AP, PO, EXP.
Template - Implementations	Project template for implementations of hardware or software packages
Template - Iterative Software Development	
Template - NPD 3-Stage Process	
Template - NPD 5-Stage Process	
Template - Opportunity TandE Project	
Template - PMBOK Methodology	Project Template based on the PMBOK (Product Management Body of Knowledge) methodology.
Template - Prince2 Methodology	Project template based on the Prince2 methodology
Template - Project-Level Resource Requests and RMW	This project has been setup for use with Project level resource requests/projected resources.
Template - Six Sigma Methodology	Project template based on the Six Sigma methodology
Template - Traditional Software Development	

Request summary

This report summarizes the number of requests created and their current status.

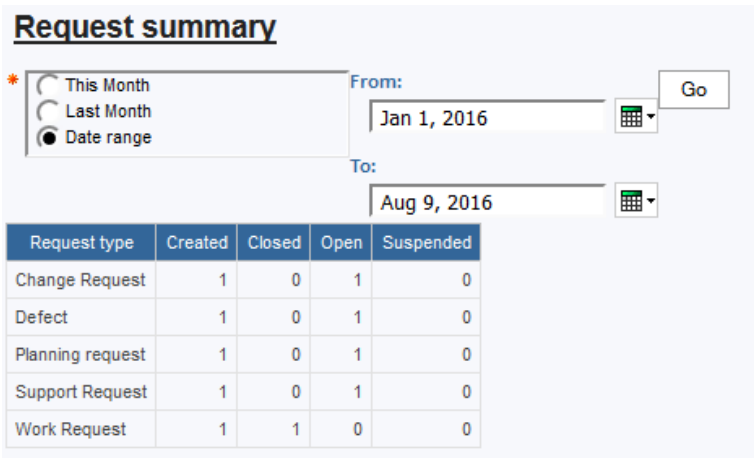
Access required

Users require access to the requests to see data in the report

Prompt page

The report defaults to 'this month'. Users can change the prompt to 'Last month' and click the 'Go' button, or change the prompt to 'Date range', select the start and end dates for the range, then click the 'Go' button.

'Created' is the total number of requests created in this month / last month or the date range selected. 'Closed' will indicate how many of the requests created in the month or timeframe are now closed (status 'closed', 'cancelled' or 'rejected'), 'Open' reflects how many of the requests created in the month or timeframe are currently open (status is not 'closed', 'cancelled' or 'rejected'), and 'Suspended' indicates how many of the requests created in the month or timeframe are not closed and have the 'suspended' checkbox selected.


Request summary

This Month
Last Month
Date range

From: Jan 1, 2016

To: Aug 9, 2016

Go

Request type	Created	Closed	Open	Suspended
Change Request	1	0	1	0
Defect	1	0	1	0
Planning request	1	0	1	0
Support Request	1	0	1	0
Work Request	1	1	0	0

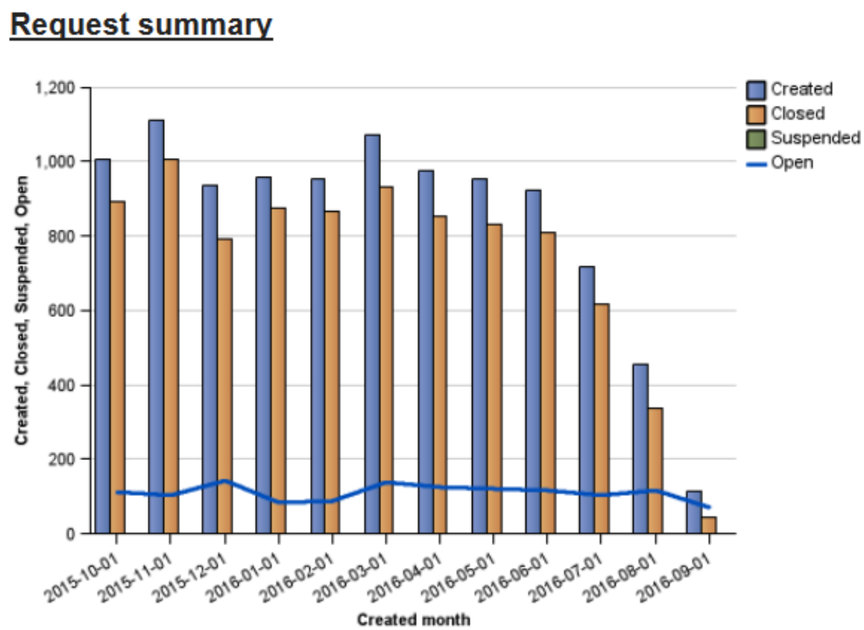
Request summary chart

This report summarizes the number of requests created within the last 12 months and their current status.

Access required

Users require access to the requests to see data in the report

'Created' is the total number of requests created in the month. 'Closed' will indicate how many of the requests created in the month are now closed (status 'closed', 'cancelled' or 'rejected'), 'Open' reflects how many of the requests created in the month are currently open (status is not 'closed', 'cancelled' or 'rejected'), and 'Suspended' indicates how many of the requests created in the month are not closed and have the 'suspended' checkbox selected.



Resource demand details by function

This report shows detailed demand by fiscal week, grouped by function and resource, filtered to the next 60 days. Users can optionally filter on resources and functions. The function comes from the resource 'primary function' specified in user setup.

Access required

Users require workgroup access to see data in this report

Note: a specific set of fiscal periods is used in the custom SQL query that selects from fiscal periods. If not using an accelerator database, this query must be modified to select a set of fiscal periods that exists in the target environment.

Since this report uses the 'real time' resource demand query subject, the report may take several minutes to run in a large database. In those cases, it should be scheduled for better user experience.

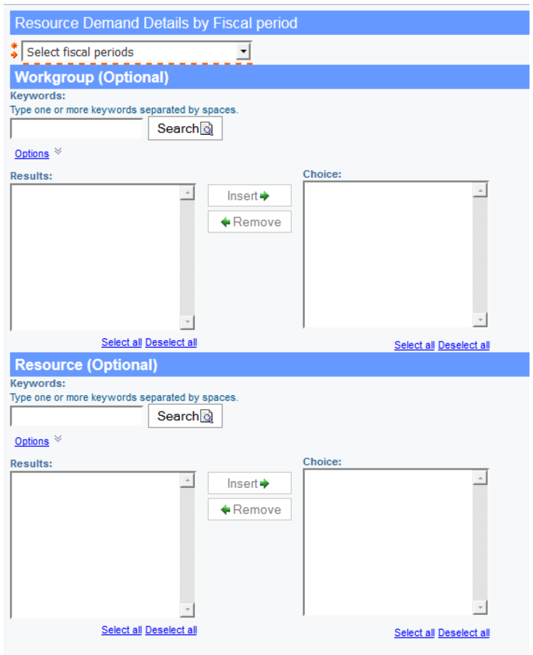
Resource Demand Details by Function

Function	Resource	Demand type	Item name	Sub-item name	2015-38 W39 (Sep 20 - 26)	2015-39 W40 (Sep 27 - Oct 3)	2015-40 W41 (Oct 4 - 10)	2015-41 W42 (Oct 11 - 17)
Analyst - Junior	Rieff Kirkcaldy	**Total**			**16**	**16**	**16**	**16**
	Ruth Orlando	PRJ	RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Delivery		20		
			PSA - SharePoint Integration - BAW	Design	4	4	4	4
			Auto Wolfsburg Implementation	Support				
			Upgrade PSA	Support				
		Total			**4**	**24**	**4**	**4**
	VR - Jr. Analyst	OPP	Overhaul injection molding process to resolve QC		78	78	78	78
			Employee Express e-Solution	12 weejs	41	41	41	41
			Fixed Assets Implementation	External FA SME	19	19	19	19
				2 analyst - full time		63	79	79

Resource demand details by fiscal period

This modified version of the report includes column headers, a prompt to select which set of fiscal periods to group data by, and the use of 'EntityId' as the parameter for resource, so that, if desired, the report can be added to the resource profile page.

The data is filtered to show only demand for the next 60 days for performance reasons. The fiscal period selection will be displayed in the report title, and the week number will be displayed as well as the fiscal period name, for each column in the cross-tab.



Resource Demand Details by Fiscal period (FP - Monthly)

Resource	Demand type	Item name	Sub-item name	2015-36 Sep	2015-40 Oct	2015-44 Nov
Catania Lawrence	PRJ	Accounting Transition for Acquisition	Customization	44	138	88
	Total			44	138	88
Celso Joao	PRJ	Accounting Transition for Acquisition	Customization	44	138	88
		Custom Inventory Management System	Test	28	68	
	Total			72	206	88
Changepoint Admin	PRJ	La Rochelle Special Project	Customization	13	32	23
		New reporting implementation	Precent complete calculations	8	19	13
			Billable task	8	19	13
			Scheduled amounts reporting	8	19	13
			Effort expended reporting	8	19	13
			Non-Billable task	8	19	13
			Precent complete cost calculations	8	19	13
		NPD Configuration Updates	Update survey to utilize PR	44	53	
		Customer Management System	Additional support	6		
	Total			112	201	100
Chris Chung	PRJ	Accounting Transition for Acquisition	Customization	44	138	88
		Customer Integration - Web Services	Validate	24		
	Total			68	138	88

Resource demand details by week

This is similar to resource demand details by fiscal period, but hard-codes the fiscal periods to a specific set, available in the accelerator database (GUID: BillingOfficeId = 'C9FB6905-6BD6-456D-9119-B824ADDC4AEA')

Resource demand details with Capacity

This report shows daily demand details and a summary capacity and availability row for each workgroup/resource. Availability is the capacity for the day minus the total demand for the day, and will be coloured red if it is negative. All types of demand where histogram included = 1 are included in the report (i.e. the demand entity, status and soft-hard-booked combination is configured as ‘included in demand’). Demand is shown against the resource’s current workgroup.

Since this report uses the ‘real time’ resource demand query subject, the report may take several minutes to run in a large database. In those cases, it should be scheduled for better user experience.

Access required

Workgroup access is required

Filters: workgroup and resource (cascading)

Report

Resource demand details with capacity - next 30 days

Workgroup	Resource	Type	Item	2015-11-17 Demand (hours)	2015-11-18 Demand (hours)	2015-11-19 Demand (hours)	2015-11-20 Demand (hours)	2015-11-23 Demand (hours)	2015-11-24 Demand (hours)	2015-11-25 Demand (hours)	2015-11-26 Demand (hours)	2015-11-27 Demand (hours)
EMEA East Services	Radom Krakow	Capacity	Capacity	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20
		Demand	Need significant ERP changes due to SOX compliance	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
			Total	**3.00**	**3.00**	**3.00**	**3.00**	**3.00**	**3.00**	**3.00**	**3.00**	**3.00**
		Available hours		**4.20**	**4.20**	**4.20**	**4.20**	**4.20**	**4.20**	**4.20**	**4.20**	**4.20**
	Randel Mannheim	Capacity	Capacity	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20
		Demand	Fixed Assets Implementation	4.82	4.82	4.82	4.82	4.82	4.82	4.82	4.82	4.82
			IDEA-023	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96
			IDEA-041	1.03	1.03	1.03	1.03	1.03	1.03	1.03	1.03	1.03
			Implement Document Management - CRM	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87
			Need significant ERP changes due to SOX compliance	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42
			Total	**16.10**	**16.10**	**16.10**	**16.10**	**16.10**	**16.10**	**16.10**	**16.10**	**16.10**
		Available hours		**-8.90**	**-8.90**	**-8.90**	**-8.90**	**-8.90**	**-8.90**	**-8.90**	**-8.90**	**-8.90**
	Rivne Mykolaiv	Capacity	Capacity	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20
		Available hours		**7.20**	**7.20**	**7.20**	**7.20**	**7.20**	**7.20**	**7.20**	**7.20**	**7.20**

Resource Function, qualification and competency inventory

This report lists an inventory of functions, qualifications and competencies assigned to resources, as well as a second table that shows gaps between the assigned functions and their associated qualifications/competencies and the resource’s assigned qualifications/competencies.

The report uses two custom SQL queries that list the inventory and gaps.

Access required

Workgroup access is required to see data for resources.

Prompt page

The prompt page has optional filters on workgroup and resource (cascading), qualification category, qualification and competency (also cascading) and function, with options to select primary function only or all functions). If values are selected in both workgroup/resource and category/qualification/ competency, only resources that match both criteria will be listed on the report.

To list functions only (i.e. only list functions and not qualifications/competencies), select both 'yes' and 'no' in the 'Primary function' selection.

Resource Function, qualification and competency inventory

Assigned functions and qualifications								
Workgroup	RName	Function Name	PrimaryFunction	Qualification Category	Qualification	Competency	YearsExperience	LastUsed
APAC Services	Ren Uljin			Business Experience	Financial	None		
APAC Services	Ren Uljin			Business Experience	High Tech/IT	None		
APAC Services	Ren Uljin			Business Experience	Insurance	None		
APAC Services	Ren Uljin			Certifications	MCAD - Microsoft Certified Application Developer	None		
APAC Services	Ren Uljin			Certifications	MCSE - Microsoft Certified Systems Engineer	None		
APAC Services	Ren Uljin			Consulting Skills	Installer	25+ installs	8	
APAC Services	Ren Uljin			Network Administration	Network Protocols	Apple Talk	5	
APAC Services	Ren Uljin			Network Administration	Network Protocols	IPX/SPX	5	
APAC Services	Ren Uljin			Network Administration	Network Protocols	TCP/IP	5	
APAC Services	Ren Uljin			Network Administration	Windows OS	Administration	7	
APAC Services	Ren Uljin			Network Administration	Windows OS	Architecture	7	
APAC Services	Ren Uljin			Travel Preferences	Home Weekends	None		
APAC Services	Ren Uljin	Architect	1			None		
APAC Services	Reon Saldahna			Business Experience	Financial	None		
APAC Services	Reon Saldahna			Business Experience	Public Sector	None		
APAC Services	Reon Saldahna			Business Experience	Telecommunications	None		
APAC Services	Reon Saldahna			Certifications	PMP - Project Management Professional	None		
APAC Services	Reon Saldahna			Consulting Skills	Business Analyst	Intermediate		
APAC Services	Reon Saldahna			Consulting Skills	Business Analyst	Junior		
APAC Services	Reon Saldahna			Consulting Skills	Business Analyst	Senior	6	

Current qualifications gaps						
Workgroup	RName	Function	Qualification category	Qualification	Competency	Assigned
APAC Services	Ren Uljin	Architect	Consulting Skills	Business Analyst	None	
APAC Services	Ren Uljin	Architect	Consulting Skills	Business Process Consultant	None	
APAC Services	Ren Uljin	Architect	Consulting Skills	Financial Systems Consulting	None	
APAC Services	Reon Saldahna	Consultant - Senior	Business Experience	High Tech/IT	None	
APAC Services	Reon Saldahna	Consultant - Senior	Consulting Skills	Business Analyst	Junior	
APAC Services	Reon Saldahna	Consultant - Senior	Consulting Skills	Business Analyst	None	
APAC Services	Reon Saldahna	Consultant - Senior	Consulting Skills	Business Process Consultant	None	
APAC Services	Ri Hubei	Consultant - Junior	Business Experience	High Tech/IT	None	
APAC Services	Ri Hubei	Consultant - Junior	Consulting Skills	Project Manager	Junior	

Resource management and approval responsibility

This report lists all the customers, engagements, projects, opportunities, requests and users where the selected resource is a manager or approver.

If the user is in any of the fields shown on the report, the record will appear. There may be other users in different fields for various entities. All records in all statuses are shown. Filters for specific statuses can be added if desired.

Access required

Users must have access to the entity (customer, engagement, etc) to see the data.

Prompt page

Single select a resource. If more than 5,000 resources exist in your environment, or if you find the prompt takes some time to load, it can be changed to a search-and-select prompt.

Management and Approval responsibility for: Edison Santori - VP Sales

Customers

Company	Sales status	Account manager	Sales representative	Telemarketer
Engagement and Project Templates	Not applicable	Edison Santori - VP Sales		
IBM	Customer	Edison Santori - VP Sales	Edison Santori - VP Sales	Edison Santori - VP Sales
Import customer	Customer		Edison Santori - VP Sales	
IT	Not applicable	Edison Santori - VP Sales		
MUWI Bank	Customer	Edison Santori - VP Sales	Edison Santori - VP Sales	Edison Santori - VP Sales
Professional Services	Not applicable	Edison Santori - VP Sales		
UtiliWind	Customer	Edison Santori - VP Sales	Edison Santori - VP Sales	Bobby Santino

Engagements

Company	Engagement name	Engagement status	Engagement manager	Second-level invoice approver	Expense approver	Secondary expense approver	Time approver	Secondary time approver	Internal contact	Invoice approval delegated to	Original expense approver	Original secondary expense approver	Original Secondary time approver	Original time approver
Acucar Exportacoes	Dynamics Great Plains Implementation - Acucar Exportacoes	Completed	Edison Santori - VP Sales											
Apeldoorn Bloem	Changepoint Implementation	Booked	Edison Santori - VP Sales											
Asia Container	Network Upgrade	Booked	Edison Santori - VP Sales											
Auto Wolfsburg	SAP Consulting Contract	Booked	Edison Santori - VP Sales											
Engagement and Project Templates	Sales Engagement Template	Inactive	Edison Santori - VP Sales		Edison Santori - VP Sales	Romeo Sicily	Edison Santori - VP Sales	Romeo Sicily						

Projects

Customer	Associated engagement	Project name	Project status	Project manager	Project time approver	Secondary project time approver	Delegated time approver	Delegated secondary time approver
Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	PSA - SharePoint Integration - BAW	Active	Edison Santori - VP Sales				
Hollywest Entertainment	JD Edwards Customization	Hollywest Entertainment - JD Edwards Customization - 1	Active	Edison Santori - VP Sales				
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Customer Portal Development	Active	Reus Granada	Robert Vernon	Edison Santori - VP Sales	Randel Mannheim - Manager	
MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	RR Example Hourly - Billing System Upgrade - MUWI Bank	Active	Edison Santori - VP Sales				
MUWI Bank	Master Services Agreement - MUWI Bank	Fixed Assets Implementation	Active	Edison Santori - VP Sales				
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Project Portfolio Management Implementation	Active	Randel Mannheim - Manager	Robert Vernon	Edison Santori - VP Sales	Randel Mannheim - Manager	
Sydney Imports	Opportunity Cost Tracking	Opportunity - UberTech - Implement WiFi Network	Active	Edison Santori - VP Sales				

Opportunities

Company	Opportunity	Status	Sales representative
MUWI Bank	OPP-MUWI Bank-Existing-PSA-NA-500	A - New	Edison Santori - VP Sales

Requests

Customer	Engagement	Request number	Request status	Assignment	Responsible
Keane Industries	Wireless Electricity Development - Keane Industries	PS-00113	Pending Verification		Edison Santori - VP Sales
La Rochelle Electrique	Implementation Services - La Rochelle Electrique	PS-00028	In service	Edison Santori - VP Sales	Randel Mannheim - Manager
Professional Services	PS - Internal Engagement	PS-00109	Approved	Edison Santori - VP Sales	Raleigh George
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	PS-00095	New		Edison Santori - VP Sales

Resources

Workgroup	Resource name	Reports to	Current time approver	Original time approver	Current expense approver	Original expense approver
Development	Damian Richmond		Edison Santori - VP Sales		Edison Santori - VP Sales	
EMEA East Services	Randel Mannheim - Manager	Edison Santori - VP Sales	Evan Reading - VP Services		Evan Reading - VP Services	
LATAM North Services	Rodolfo Cordoba	Edison Santori - VP Sales	Edison Santori - VP Sales		Edison Santori - VP Sales	
LATAM Sales	Sonya Natal	Edison Santori - VP Sales				
Marketing	Margaret Jones		Edison Santori - VP Sales		Edison Santori - VP Sales	
NA Canada Services	Red Calgary	Ruth Orlando	Edison Santori - VP Sales		Edison Santori - VP Sales	
NA East USA Services	Randy Brookings - Base User	Edison Santori - VP Sales				

Resource margin and realization summary

This report shows 2 charts listing the top 10 resources for total planned and total actual margin (with an average margin for all resources not shown), with a table showing the details by resource and project, with summary totals by resource.

The report uses information from the financial analysis summary monthly tables for record types 28,32,33,34,35,36,42. These record types must be enabled and the financial analysis summary job chain run to process the data used in this report.

Access required

There are no access requirements for this report. Custom SQL queries are used to retrieve the data.

Prompt page

Units (to view effort in days or hours)

Type (time and/or expenses and/or materials, default is all)

Currency to convert monetary amounts to

Billing office, customer, engagement, project (all optional cascading prompts)

Workgroup and resource (optional cascading prompts) – note, workgroup is the current workgroup or last workgroup associated with the resource (for resources that are now terminated)

Primary function (primary function selected for the resource in user setup)

Resource type (Full time, contractor, part time, temporary and other) – the value selected in user setup

Date range or date within last/next (months) – note, date within last/next months includes the current month, e.g. if 2 is entered in the 'last' field you would get current month and one month prior. These prompts are useful when the report is scheduled, as they are more dynamic than a static date range.

Margin less than or margin percent less than – when either the planned or actual margin meets the criteria the project will be shown on the report. Sorting can be removed from the 'project' field and it can be cut out of the table to filter on resources with planned or actual margin less than the thresholds.

Query:

The time and expense data is the same as 'Task assignment margin summary', but selects all expenses associated with resources (not just those associated with tasks).

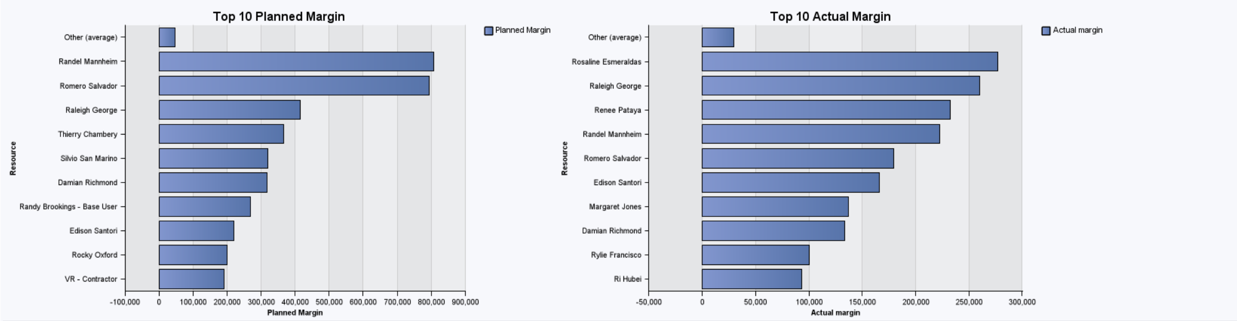
The query includes materials associated with a resource (optional field on the material record) for planned and actual cost (which will be the same value: quantity*unit cost*exchange rate to the selected currency).

The query includes engagement products associated with a resource (optional field on the engagement product record) for planned and actual billing amounts. Actual billing amount will be the invoiced amount (net of writeoffs), converted to the selected currency. Planned billing amount will be the invoiced amount plus un-invoiced amount (quantity*unit cost converted to the selected currency for all engagement products that are not billed and not marked as 'do not invoice'). If no project is selected on the engagement product, the project name will be blank.

The query includes fixed fees associated with tasks to calculate invoiced and un-invoiced fixed fee amounts, and uses the same pro-rating formula as financial analysis summary, but the pro-rating is done real-time. The pro-rate is based on actual hours, if any exist for any task assignments, or planned hours, if no actuals exist for any task assignments but at least one task assignment has planned hours > 0, or the count of tasks associated with the fixed fee, when no actual hours and no planned hours exist for any task assignment associated with the fixed fee. The financial analysis summary record type 46 (invoiced fixed fees at the task assignment level) also pro-rates, but stops doing so once the invoice has been committed. For fixed fees billed in advance of services being delivered, that may result in inaccurate pro-rating.

Planned and actual services billing and realized rates: Planned Services billing includes planned billable time (from financial analysis summary record type 28) plus the amount for fixed fees (invoiced and un-invoiced) divided by total planned effort (billable, fixed fee and unbillable) to derive the realized rates. Actual services billing includes actual billing amount (invoiced, un-invoiced and unapproved billable time plus invoiced fixed fees) divided by total actual hours (billable and unbillable hours). The summary amounts are shown by project and resource. If effort in days is shown on the report, the resulting realized rate would also be a daily rate.

Resource margin and realization summary (effort in Hours, Date range: All dates, Amounts in: USD - American dollar)



Resource	Project	Planned effort	Actual effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual margin	Planned Margin percent	Actual margin percent	Planned Service Billing	Planned realized rate	Actual Service Billing	Actual realized rate
Catania Lawrence	Accounting Transition for Acquisition	1,000	0	146,300	0	76,474	0	69,826	0	47.7%	0.0%	146,300	146.30	0	
	Project Portfolio Management Implementation	112	40	15,046	3,996	10,985	4,843	4,061	-847	27.0%	-21.2%	13,188	117.75	3,996	99.91
Catania Lawrence - Summary		**1,112**	**40**	**161,346**	**3,996**	**87,460**	**4,843**	**73,887**	**-847**	**45.8%**	**-21.2%**	**159,488**	**143.42**	**3,996**	**99.91**
Celso Joao	Accounting Transition for Acquisition	1,000	0	146,300	0	75,284	0	71,016	0	48.5%	0.0%	146,300	146.30	0	
	Custom Inventory Management System	522	0	4,165	0	0	0	4,165	0	100.0%	0.0%	4,165	7.98	0	
	Customer Management System	65	0	9,396	1,153	6,004	1,153	3,392	0	36.1%	0.0%	8,243	126.81	0	
	Fixed fee advance billing	100	56	7,380	4,500	6,336	3,548	1,044	952	14.1%	21.2%	7,380	73.80	4,500	80.36
	La Rochelle Special Project	165	116	12,500	20,300	12,375	6,960	125	13,340	1.0%	65.7%	12,500	75.76	20,300	175.00
	Production upgrades	0	38	5,360	9,375	5,360	7,685	0	1,690	0.0%	18.0%	0		9,375	246.71
	SAP Enhancements	48	0	7,200	0	3,600	0	3,600	0	50.0%	0.0%	7,200	150.00	0	
	Task assignment margin reports	0	0	0	0	144	144	-144	-144	0.0%	0.0%	0		0	
		0	0	1,560	0	0	0	1,560	0	100.0%	0.0%	0		0	
Celso Joao - Summary		**1,900**	**210**	**193,861**	**35,328**	**109,102**	**19,490**	**84,758**	**15,838**	**43.7%**	**44.8%**	**185,788**	**97.78**	**34,175**	**162.74**

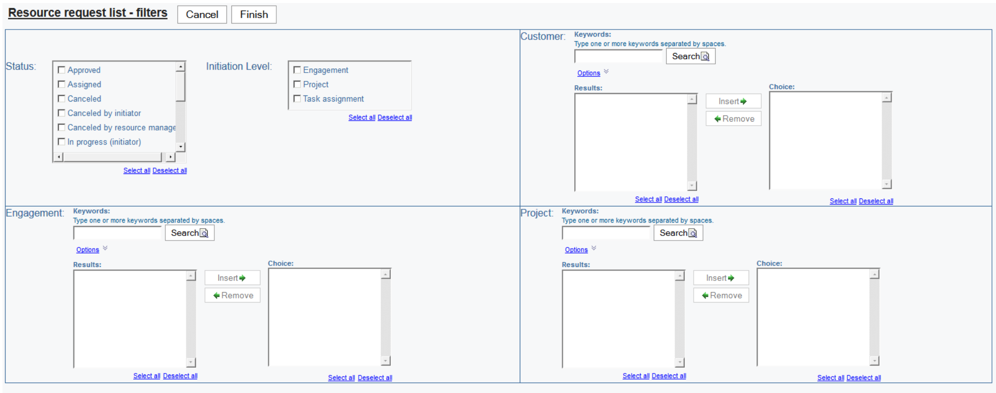
Resource request listing

This report shows a list of all resource requests for selected statuses and levels, with a link to the resource request profile page.

Access required

Users must have access to the engagement (for projected resource-level resource requests) and project (for project team and task assignment level requests).

Prompt page



Status and initiation level (optional, multi-selects)

Customer, engagement project: cascading prompts. There are no access checks on this prompt for performance reasons, which means users may see a value in the prompt but no results on the report.

Resource Requests List

Resource request number	Level of request initiation	Profile Link	Current status	Initiator	Customer	Engagement	Project	Task Name	User-defined project ID	Function	Requested resource name	Projected resource	Staffing workgroup	Resource manager	Start date	Finish date	Estimated effort (hours)
RQ-0000005	ENG	RQ-0000005	In progress (resource manager)	Randel Mannheim - Manager	UtiliWind	Integration Development SOW - (Engagement Resource Requests Enabled)	NA	NA	NA			Romeo Sicily	NA East USA Services		Mar 28, 2016	Jul 1, 2016	200
RQ-0000006	ENG	RQ-0000006	Assigned	Randel Mannheim - Manager	UtiliWind	Integration Development SOW - (Engagement Resource Requests Enabled)	NA	NA	NA			Rand Alberta	NA East USA Services		Mar 28, 2016	Apr 15, 2016	80
RQ-0000007	PRJ	RQ-0000007	Assigned	Randel Mannheim - Manager	UtiliWind	Implementation SOW - (Project Resource Requests Enabled)	RRPL Resonate SW-UtiliWind (Res Req Project Level)	N/A		Trainer		Ruth Orlando	NA East USA Services		Jul 4, 2016	Jul 15, 2016	80
RQ-0000008	PRJ	RQ-0000008	Assigned	Randel Mannheim - Manager	UtiliWind	Implementation SOW - (Project Resource Requests Enabled)	RRPL Resonate SW-UtiliWind (Res Req Project Level)	N/A		Manager		Rand Alberta	NA East USA Services		Apr 26, 2016	Jul 30, 2016	400
RQ-0000009	PRJ	RQ-0000009	New	Randel Mannheim - Manager	UtiliWind	Implementation SOW - (Project Resource Requests Enabled)	RRPL Resonate SW-UtiliWind (Res Req Project Level)	N/A		Consultant - Junior			NA East USA Services		May 16, 2016	Jul 30, 2016	200
RQ-0000010	PRJ	RQ-0000010	New	Randel Mannheim - Manager	UtiliWind	Implementation SOW - (Project Resource Requests Enabled)	RRPL Resonate SW-UtiliWind (Res Req Project Level)	N/A		Analyst - Junior			NA East USA Services		May 9, 2016	Jun 10, 2016	80
RQ-0000011	PRJ	RQ-0000011	New	Randel Mannheim - Manager	UtiliWind	Implementation SOW - (Project Resource Requests Enabled)	RRPL Resonate SW-UtiliWind (Res Req Project Level)	N/A		Subject Matter Expert			NA East USA Services		May 9, 2016	May 13, 2016	40
RQ-0000012	TSK	RQ-0000012	Assigned	Randel Mannheim - Manager	UtiliWind	Customization SOW - (Task Level Resource Requests Enabled)	Res Req Task Level - Customization - UtiliWind	Initiation		Manager		Eland Dimitiri - VP Dev	NA East USA Services		May 30, 2016	Jun 1, 2016	24
RQ-0000013	TSK	RQ-0000013	In progress (resource manager)	Randel Mannheim - Manager	UtiliWind	Customization SOW - (Task Level Resource Requests Enabled)	Res Req Task Level - Customization - UtiliWind	Requirements		Analyst - Junior		Ruth Orlando	NA East USA Services		Jun 2, 2016	Jun 10, 2016	38

Resource request usage

This report shows a summary of resource requests vs. task assignments, colour-coding if the task assignments are getting close to or exceeding the resource requests. It allows project managers to be pro-active and re-open resource requests if they see they are running out of room.

Access required

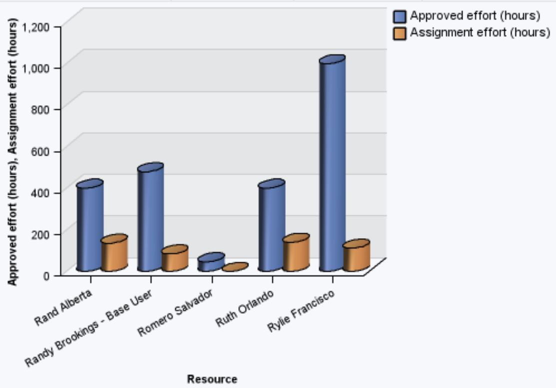
Users require access to select a project on the prompt page.

Prompt page

The prompt page is for a project (only projects that have resource requests enabled are available for selection).

Resource request usage

Assigned resource	Approved Start date	Approved Finish date	Approved effort (hours)	Assignment start date	Assignment finish date	Assignment effort (hours)	Finish date variance	Effort Variance
Rand Alberta	Mar 31, 2015	Jul 4, 2015	400	Mar 31, 2015	Apr 25, 2015	136	70	264
Randy Brookings - Base User	Apr 22, 2015	Jul 22, 2015	480	Apr 28, 2015	Jun 6, 2015	84	46	396
Romero Salvador	Mar 16, 2015	May 25, 2015	46			0	0	46
Ruth Orlando	Mar 31, 2015	Jun 22, 2015	400	Mar 31, 2015	Apr 11, 2015	140	72	260
Rylie Francisco	Apr 6, 2015	Aug 21, 2015	1,000.00009	Apr 28, 2015	Jul 4, 2015	112	48	888.00009



Resource roles

This report lists the roles assigned to resources, with a filter on role or resource. The report sorts by resource, then by role.

Access requirements: there are no access requirements for this report. It uses a custom SQL query subject.

Prompt page

Role (multi-select) or Resource (multi-select). If values are selected in both prompts, the results will be those that match both criteria.

Role selected:

Resource roles

Resource Name	Role Name
Changepoint Admin	P-Executive
CP Config	P-Executive
Edgar Patterson	P-Executive
Edison Santori	P-Executive
Emeril Olanti	P-Executive
Evan Reading	P-Executive
Ren Uljin	P-Executive
Rimbey McMurray	P-Executive
Ruri Mito	P-Executive

Resource selected:

Resource roles

Resource Name	Role Name
Ren Uljin	P-Application Development Mgr
Ren Uljin	P-Everyone
Ren Uljin	P-Executive
Ren Uljin	P-Finance Admin
Ren Uljin	P-Portfolio and Performance Manager
Ren Uljin	P-Project Manager
Ren Uljin	P-Project Team Member
Ren Uljin	P-Report Designer
Ren Uljin	P-Resource Manager
Ren Uljin	P-Survey Management
Ren Uljin	P-Time and Expense Approver
Ren Uljin	P-Workgroup Manager
Ren Uljin	WF-Architecture
Ren Uljin	WF-Budget Analyst
Ren Uljin	WF-Business Unit Strategic Planner

Resource roles and features

This report lists all the roles and/or features assigned to resources. A role, feature category/feature or resource can be selected. The results will match all selections. All roles and/or features assigned to a resource will be available in the report, including features directly assigned to resources, features assigned via a role, and roles without any features associated with them.

Access required

There are no access requirements. This report uses a custom SQL query subject.

Prompt page

Role, Resource (both independent prompts), feature assignment method (direct or role), feature category and feature (cascades from feature category). Note: the feature ‘base user’ will appear under ‘direct assignment’ method, since it is auto-assigned by the system to every active user.

Resource roles and features

Resource	Role Name	Category	Feature Code	Feature Name
Catania Lawrence	P-Contractor	Availability Planning	DPC	Delete Personal Calendar Entries
Catania Lawrence	P-Contractor	Availability Planning	MPC	Edit Personal Calendar Entries
Catania Lawrence	P-Contractor	Availability Planning	NWD	Mark Calendar Entries as Nonworking Days
Catania Lawrence	P-Contractor	Availability Planning	PR	Planned Resources
Catania Lawrence	P-Contractor	Availability Planning	VPC	View Personal Calendar Entries
Catania Lawrence	P-Contractor	Desktop Features	TEX	Track Expenses
Catania Lawrence	P-Contractor	Desktop Features	TTN	Track Non-Project Time
Catania Lawrence	P-Contractor	Desktop Features	TTP	Track Project-Related Time
Catania Lawrence	P-Contractor	Desktop Features	VEX	View Expenses
Catania Lawrence	P-Contractor	Desktop Features	VPJ	View Projects
Catania Lawrence	P-Contractor	Desktop Features	VRP	View Reports
Catania Lawrence	P-Contractor	Desktop Features	VTF	View Team Folders
Catania Lawrence	P-Contractor	Desktop Features	VTS	View Time Sheets
Catania Lawrence	P-Contractor	Portals	N22	My Favorite Reports
Catania Lawrence	P-Contractor	Portals	N23	My Links
Catania Lawrence	P-Contractor	Portals	N01	My Reminders
Catania Lawrence	P-Contractor	Qualification Management	MPS	Manage Personal Qualifications
Changepoint Admin	P-Executive	Availability Planning	RS	Search Resources
Changepoint Admin	P-Executive	Campaign Management	VCP	View Campaigns
Changepoint Admin	P-Executive	Competition Management	CV	View Competitors

Resource utilization planned and actual details

This report shows actual and planned utilization percentages for the last 365 days and next 365 days from today's date. The report uses a combination of time, planned and resource demand and capacity – static queries. Resource demand and capacity-static is used to get the working days for each resource, to eliminate any missing days from the report. Only active resources will appear on the report. Planned and actual information will be shown in the past. Planned information will be shown in the future.

Access required

Users require project and workgroup access to see the data. The report also filters on resources having 'annual target hours' greater than 0, and uses 'annual target hours' in the 'target hours' calculation, which means users must have the 'access confidential information' feature to see data. The filter can be changed or removed to allow more users access to the data.

The report uses financial analysis summary information for record types 28 and 42. Those record types must be enabled and the job chain for financial analysis summary needs to be run to populate the data used by the report. The report also uses data from 'demand and capacity – static'. The 'populate demand and capacity' job must be run to populate the data used by the report.

Total hours (label 'total actual hours'): from the 'time combined' query subject, regular hours + overtime hours.

```
[|Time].[|Time Combined].[|OverTimeHoursBooked]+[|Time].[|Time
Combined].[|RegularHoursBooked]
```

Total billable hours (label ‘total actual billable hours’): from the ‘time combined’ query subject, if billable = 1, regular hours + overtime hours; otherwise 0.

```
case when [|Time].[|Time Combined].[|Billable] = 1 then [|Time].[|Time
Combined].[|OverTimeHoursBooked]+[|Time].[|Time Combined].[|RegularHoursBooked]
else 0 end
```

Total planned hours: billable and non-billable planned hours from the ‘financial analysis by task assignment monthly’ query subject.

```
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Billable Task Assignment Planned
Labour (rectype 28)].[|ProjHours],0)
+
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Billable Task Assignment Planned
Labour (rectype 28)].[|ProjFFHours],0)
+
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Unbillable Task Assignment
Planned (rectype 42)].[|ProjHours],0)
+
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Unbillable Task Assignment
Planned (rectype 42)].[|ProjFFHours],0)
Total planned billable hours:
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Billable Task Assignment Planned
Labour (rectype 28)].[|ProjHours],0)
+
coalesce([|FinAnn_AllByTaskAssignmentByMonthlyRaw].[|Billable Task Assignment Planned
Labour (rectype 28)].[|ProjFFHours],0)
```

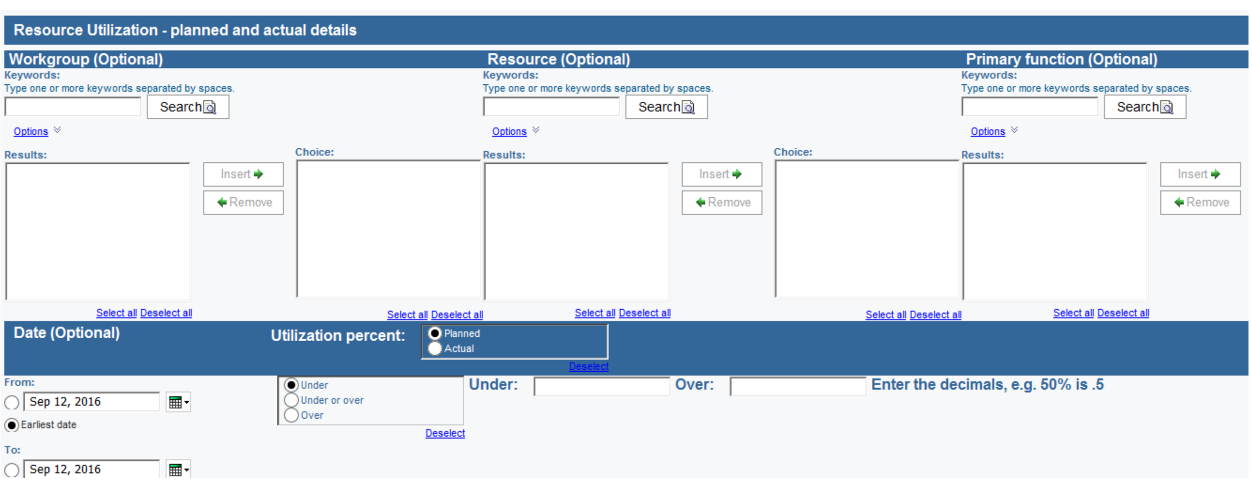
Utilization percent (label Actual utilization percent): billable actual hours divided by total actual hours

```
[Total billable hours]/[Total hours]
```

Planned utilization percent: planned billable hours divided by total planned hours

```
[Total planned billable hours]/[Total Planned hours]
```

Prompt page



Select workgroup/resource (optional, cascading prompts), primary function, date range (optional) and a combination of utilization prompts:

Planned or actual utilization, and whether you want to filter on under, over or both over and under. Select the appropriate radio button and fill in the over/under prompt cells, which reflect your selection in the radio button. Ensure you enter the decimals, as indicated on the prompt page, i.e. 50% is entered as .5

Resource Utilization - planned and actual details

			2015-09-01						2015-10-01						2015-11-01					
Workgroup	Resource	Primary function	Total Planned hours	Total actual hours	Total planned billable hours	Total actual billable hours	Planned utilization percent	Actual utilization percent	Total Planned hours	Total actual hours	Total planned billable hours	Total actual billable hours	Planned utilization percent	Actual utilization percent	Total Planned hours	Total actual hours	Total planned billable hours	Total actual billable hours	Planned utilization percent	Actual utilization percent
IT	Igor Ivanyuk	Analyst - Junior																		
	Ivindra Pane	Installer	46		46		100.0%													
LATAM Central Services	Romero Salvador	Consultant - Senior							148		148		100.0%		111		111		100.0%	
	Rosa Manta	Consultant - Junior																		
	Rosaline Esmeraldas	Consultant - Senior							596		596		100.0%		110		110		100.0%	
LATAM North Services	Reginaldo Chile	Consultant - Junior	110				0.0%		78				0.0%		86				0.0%	
	Rodolfo Cordoba	Consultant - Senior	89				0.0%		78				0.0%		86				0.0%	
LATAM Sales	Sonya Natal	Sales Engineer							20				0.0%		21				0.0%	
LATAM Services	Edison Santori - VP Sales	Senior Director							56		56		100.0%							
	Randy Brookings - Base User	Consultant - Senior							7		7		100.0%		2		2		100.0%	
	Ren Uljin	Architect							63		63		100.0%							
	Reon Saldahna	Consultant - Senior							166		88		53.0%		124		80		64.5%	
	Ruri Mito	Architect							234		234		100.0%							

Resource utilization planned vs. actual – workgroup access only

This report shows actual, planned and target utilization percentages for the last 365 days and next 365 days from today's date. The report uses a combination of time, planned and resource demand and capacity – static queries. Resource demand and capacity-static is used to get the working days and target hours for each resource, and to eliminate any missing days from the report. Planned and actual information will be shown in the past. Planned information will be shown in the future.

Access required

As the report name implies, only workgroup access is required to view data on this report. The report also uses 'annual target hours' in the 'target hours' calculation, which means users must have the 'access confidential information' feature to see data. The formula can be changed (e.g. to daily capacity or a configurable field) to allow more users access to the data.

The report uses financial analysis summary information for record types 28 and 42. Those record types must be enabled and the job chain for financial analysis summary needs to be run to populate the data used by the report. The report also uses data from 'demand and capacity –

static'. The 'populate demand and capacity' job must be run to populate the data used by the report.

The report uses a custom query for resources that will include terminated resources, using the last workgroup they belonged to as their workgroup. Only one workgroup (the most current workgroup) will be associated to each resource; effective-dated workgroup membership is not reflected. Terminated resources will not have any target hours associated with them (since they are excluded from the 'resource demand and capacity – static' query subject). Resources also need to have the 'planned resources' feature to be included in 'resource demand and capacity – static'.

The report also uses a custom query for planned information (see details below) to eliminate the project access checking.

The report filters on workgroups having 'include in services portals' selected.

Total hours (label 'total actual hours'): from the 'time combined' query subject, regular hours + overtime hours.

```
[|Time].[|Time Combined].[|OverTimeHoursBooked]+[|Time].[|Time
Combined].[|RegularHoursBooked]
```

Total billable hours (label 'actual billable hours'): from the 'time combined' query subject, if billable = 1, regular hours + overtime hours; otherwise 0.

```
case when [|Time].[|Time Combined].[|Billable] = 1 then [|Time].[|Time
Combined].[|OverTimeHoursBooked]+[|Time].[|Time Combined].[|RegularHoursBooked]
else 0 end
```

Total planned hours: billable and non-billable planned hours from a custom sql query that uses the data from 'financial analysis by task assignment monthly', selecting record types 28 (billable planned) and 42 (unbillable planned). Billable hours for fixed fee and non-fixed fee tasks are included in the 'billable hours' total.

```
select
                ta.resourceid
       ,r.name 'Resource'
               ,fs.InvoiceDate as 'Date'
               ,case when fs.FinAnnRecType = '28' then fs.ProjHours + fs.projffhours
else 0 end AS 'BillablePlannedHrs'
               ,case when fs.FinAnnRecType in ('28','42') then fs.ProjHours +
fs.projffhours else 0 end  AS 'TotalPlannedHrs'
                        FROM   FinAnnSummarymonthly fs WITH (NOLOCK)
               inner join TaskAssignment ta with (nolock) on fs.TaskAssignmentID =
ta.TaskAssignmentId and ta.Deleted = 0
                      inner join resources r with (nolock) on ta.resourceid =
r.resourceid
             where  (fs.FinAnnRecType in ('28','42') and fs.InvoiceDate > GETDATE() -
365 and fs.InvoiceDate < GETDATE() + 365)
```

Target hours:

[|Resources].[|ResourceInfoConfidential].[|AnnualTargetHours]/250 – note: users require the 'access confidential information' to see this field, otherwise it will be blank. This field can be replaced with a configurable field or with the resource's daily capacity, if desired.

Utilization percent (label Actual utilization percent): billable actual hours divided by total actual hours

[Total billable hours]/[Total hours]

Planned utilization percent: planned billable hours divided by total planned hours

[Total planned billable hours]/[Total Planned hours]

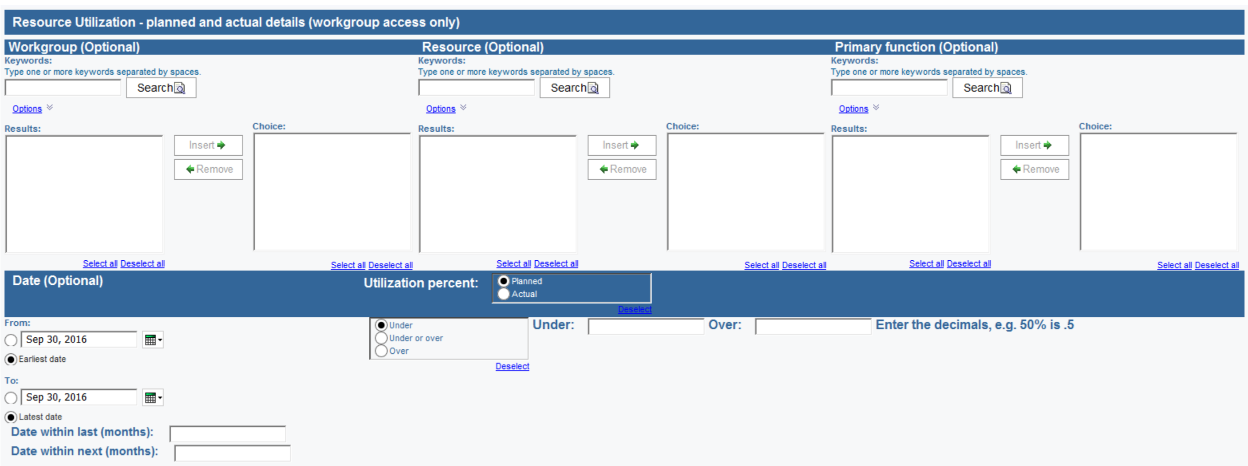
Utilization percent of target (actual) (actual billable hours divided by total hours)

[Total billable hours]/[Target hours]

Utilization percent of target (planned) (planned billable hours divided by target hours)

[Total planned billable hours]/[Target hours]

Prompt page



Select workgroup/resource (optional, cascading prompts), primary function, date range (optional) and a combination of utilization prompts:

Planned or actual utilization, and whether you want to filter on under, over or both over and under. Select the appropriate radio button and fill in the over/under prompt cells, which reflect your selection in the radio button. Ensure you enter the decimals, as indicated on the prompt page, i.e. 50% is entered as .5

The 'date within the last' and 'date within the next' should be used in conjunction, and the count includes the current month. For example, putting 2 in the 'within last' will return the current month plus one month prior. Only filling out the 'date within the next' field, for example, only filters on the date being less than the number of months specified, so would include all months in the past. These prompts are useful when the report is scheduled, as they are more dynamic than a static date range.

The utilization cells will be colour-coded orange if the percentage is less than 50% and yellow if the percentage is less than 75%.

Resource Utilization - planned and actual details (workgroup access only)

Workgroup	Resource	Primary function	2015-09-01 Actual billable hours	Total actual hours	Total planned billable hours	Total Planned hours	Target hours	Actual utilization percent	Planned utilization percent	Utilization percent of target (actual)	Utilization percent of target (planned)
APAC Services	Ren Uljin	Architect	0				104			0.0%	0.0%
	Renee Pataya	Analyst - Senior									
	Reon Saldahna	Consultant - Senior	0				104			0.0%	0.0%
	Ri Hubei	Consultant - Junior	0				104			0.0%	0.0%
	Ruri Mito	Architect	0				104			0.0%	0.0%
	Total		**0**	**0**	**0**	**0**	**416**	**/0**	**/0**	**0.0%**	**0.0%**
EMEA East Services	Radom Krakow	Subject Matter Expert									
	Randel Mannheim	Manager	0				104			0.0%	0.0%
	Randel Mannheim - Manager	Manager	38	38				100.0%			
	Rivne Mykolaiv	Consultant - Junior	0				104			0.0%	0.0%
	Rojan VanHaven	Developer - Senior	0				104			0.0%	0.0%
	Roza Lodz	Installer	0				104			0.0%	0.0%

Resource	2015-10-01 Actual billable hours	Total actual hours	Total planned billable hours	Total Planned hours	Target hours	Actual utilization percent	Planned utilization percent	Utilization percent of target (actual)	Utilization percent of target (planned)	2015-11-01 Actual billable hours	Total actual hours	Total planned billable hours	Tota Plar hou
Ren Uljin	0		63	63	176		100.0%	0.0%	35.8%	0			
Renee Pataya	0		16	16			100.0%			0		40	
Reon Saldahna	0		88	166	176		53.0%	0.0%	50.0%	0		80	
Ri Hubei	0		144	144	176		100.0%	0.0%	81.8%	0		126	
Ruri Mito	0		234	234	176		100.0%	0.0%	133.0%	0			
Total	**0**	**0**	**545**	**623**	**704**	**/0**	**87.5%**	**0.0%**	**300.6%**	**0**	**0**	**246**	
Radom Krakow	0		88	88			100.0%						
Randel Mannheim	0		164	164	176		100.0%	0.0%	93.2%	0		119	
Randel Mannheim - Manager	9	9				100.0%							
Rivne Mykolaiv	0		136	136	176		100.0%	0.0%	77.3%	0			
Rojan VanHaven	0		64	64	176		100.0%	0.0%	36.4%	0		42	
Roza Lodz	0				176			0.0%	0.0%	0			

Revenue Recognition Details

This report lists recognized amounts per engagement, project, fixed fee and engagement product based on the prompts selected. The amounts are from the RevenueDetail table using a custom SQL query.

Access required

Users must have access to the engagement to see the revenue amounts. If desired, the inner join to the engagement query subject can be removed or replaced (e.g. with billing office), to change or remove the access checking.

The report lists recognition amounts in the original currency as well as in US dollars. If desired, the SQL can be modified to select a different currency to convert to, or to prompt for a currency to convert to.

Prompt page

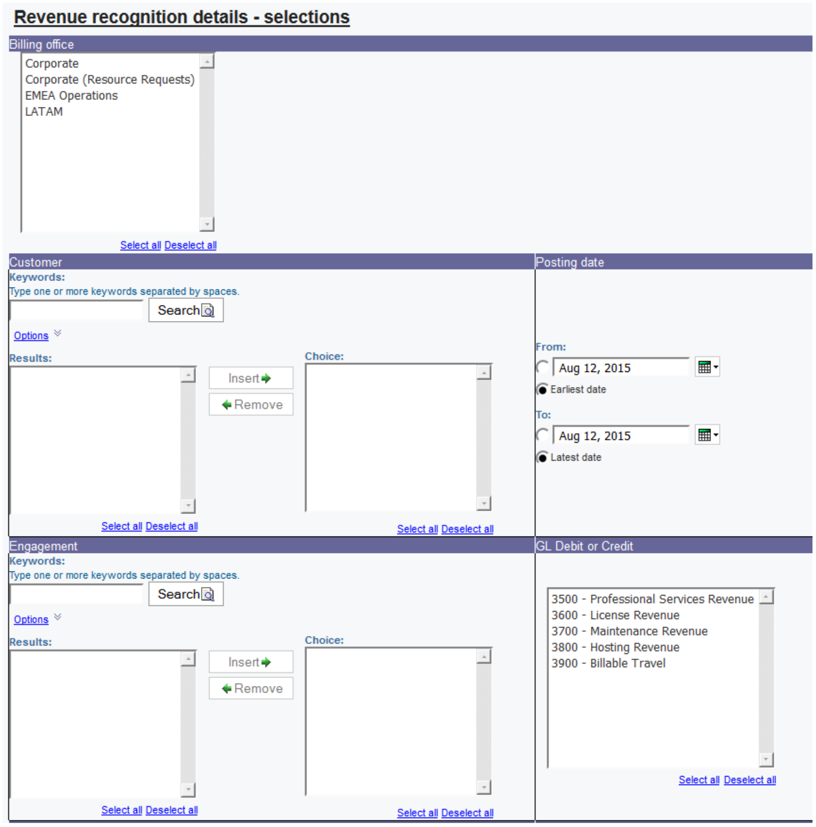
Customer

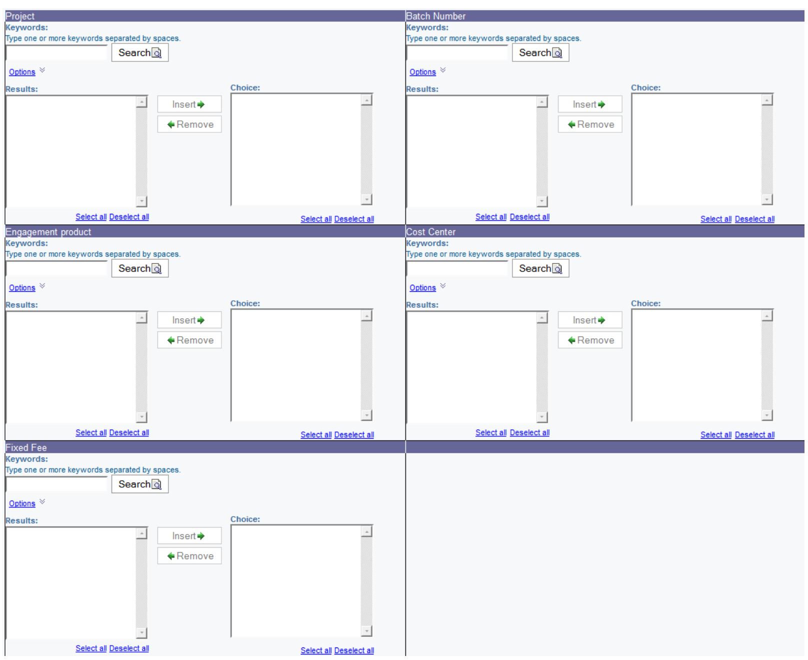
Engagement is a cascading prompt based on customer selected.

Project, fixed fee and product are cascading prompts based on engagements selected.

Adjustment (Yes, No) allows you to filter on only adjustments, only recognition amounts or both (default is both).

Cost center, GL Debit or GL credit, Posting date (date range) or batch number can be used. These filters are independent of each other.





Adjustment

No
Yes

Revenue Recognition Details

Customer	Engagement	Project	Task	Request	Engagement Product	Fixed Fee	Milestone	Additional Item	Recognized Revenue	Currency	Recognized Revenue (USD)	DebitGL	CreditGL	Cost Center	Posting Date	Batch Number
Page Industries	Night Owl				12/10/14-Foto-Fly		1		25.00	USD	25.00	2100 - Deferred Revenue	3600 - License Revenue	Professional Services East USA	Aug 15, 2014	00007
Page Industries	Night Owl				12/10/14-Foto-Fly		2		25.00	USD	25.00	2100 - Deferred Revenue	3600 - License Revenue	Professional Services East USA	Aug 15, 2014	00007
Page Industries	Night Owl					Initiation of Project			4,393.50	USD	4,393.50	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA	Aug 15, 2014	00007
Page Industries	Night Owl	Night Owl Implementation							2,500.00	USD	2,500.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services East USA	Aug 15, 2014	00007
Page Industries	Night Owl	Night Owl Implementation	Functional Design						1,050.00	USD	1,050.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA	Aug 15, 2014	00007
Page Industries	Night Owl	Night Owl Implementation	Requirements Definition						54,250.00	USD	54,250.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA	Aug 15, 2014	00007
Tech Inc.	RR - Engagement				09/29/14-Gomez		All Licences		600,000.00	USD	600,000.00	2100 - Deferred Revenue	3600 - License Revenue	Professional Services NA	Nov 20, 2014	00004
Tech Inc.	RR - Engagement					Analysis			20,000.00	USD	20,000.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services NA	Nov 20, 2014	00004
Tech Inc.	RR - Engagement					Maintenance - Year 1	Maintenance - Year 1 1		10,000.00	USD	10,000.00	2100 - Deferred Revenue	3700 - Maintenance Revenue	Professional Services NA	Nov 20, 2014	00004
Tech Inc.	RR - Engagement	RR Gomez Implementation							500.00	USD	500.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services NA	Nov 20, 2014	00004
Tech Inc.	RR - Engagement	RR Gomez Implementation	Project Management						13,500.00	USD	13,500.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services NA	Nov 20, 2014	00004
Tech Inc.	Taxware Integration (FF with PPC RR Example) - Tech Inc.					Taxware Integration			-5,000.00	USD	-5,000.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA	Nov 20, 2014	00004
Overall - Total											**701,243.50**					

Revenue recognition details – time and expense

This report lists recognition amounts for billable project time and expenses as well as time against fixed fees with the 'Effort expended' revenue method.

Access required

There is no security applied to project time and expenses. Users need engagement access to see the fixed fee time.

Filters: Billing office, revenue posting date, batch number, customer, engagement, revenue type (project time, project expenses, fixed fee time), GL credit or debit account.

Revenue Recognized Time and Expense Details

Billable time

Company	Engagement	Type	Project name	Task	Resource	Record date	Billing amount	Recognized amount	Billing currency	Recognized revenue (USD)	RevRecDate	BatchNumber	GL debit account	GL credit account
MUWI Bank	RR - Engagement	ProjectExpense	RR Salesforce Interface	Airfare and accommodation	Edison Santori	Jun 22, 2015	500	500.00	USD	500.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3900 - Billable Travel
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 5, 2015		1,000.00	USD	1,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 9, 2015		1,000.00	USD	1,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 10, 2015		1,000.00	USD	1,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 11, 2015		1,000.00	USD	1,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 17, 2015		3,000.00	USD	3,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jun 24, 2015		3,000.00	USD	3,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jul 1, 2015		3,000.00	USD	3,000.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	RR Salesforce Interface	Project Management	Edison Santori	Jul 2, 2015		500.00	USD	500.00	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
	RR - Engagement - Total							**14,000.00**		**14,000.00**				
MUWI Bank - Total								**14,000.00**		**14,000.00**				
Overall - Total								**14,000.00**		**14,000.00**				

Fixed fee time

Customer	Engagement	Deliverable name	Fixed fee billing amount	Revenue recognition method	Amount recognized-incl adjustments	Project	Task	Resource	timedate	RevRec	billingcurrency	Revenue Recognized USD	RevRecDate	BatchNumber	GLDebit	GLCredit
MUWI Bank	RR - Engagement	Analysis	20,000	Effort expended	20,000	RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 5, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 8, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 9, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 10, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 11, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 12, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 15, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 16, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 17, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 18, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue
						RR Salesforce Interface	Analysis	Randy Brookings - Base User	Jun 19, 2015	1,000	USD	1,000	Jul 30, 2015	00004	2100 - Deferred Revenue	3500 - Professional Services Revenue

Revenue recognition fixed fee Effort Expended completed

This report lists all fixed fees where the recognition method is ‘Effort expended’, there is still revenue to be recognized and all associated tasks are marked as complete. Planned and actual hours are there for reference.

Access required

Users require engagement access to see the fixed fee information.

Prompt page

Cutoff date and time approval status: affect the ‘actual hours’ total, which is there for reference purposes.

Billing office, customer, engagement and fixed fee (all cascading) are other prompts available.

Fixed fee Effort Expended completed deliverables (Approval status: Entered, Pending approval, Pending second level, Rejected, Approved, Cutoff date: Jul 26, 2016)

Billing office	Company	Engagement	Deliverable name	Billing currency	Fixed fee billing amount	Revenue recognized (Y/N)	Revenue adjustment	Excess revenue	Completed	ActualHours	Plannedhours
Corporate	UberTech	Revenue recognition and fixed fee enhancements	Recognized	USD	12,000.00	1,360.00		10,640	1	16.00	60

Revenue recognition Fixed fee PPC calculations

This report lists similar information to the revenue recognition ‘Prerun’ report (#1), showing fixed fees, a calculated percentage based on either effort or cost (depending on the revenue method selected on the fixed fee) and a calculated recognition amount based on the current and calculated fixed fee.

Access required

Users require engagement access to see the fixed fee information.

Note: if there is a significant volume of fixed fees, select only one billing office at a time, or schedule the report.

Fixed fees shown on the report are those with revenue recognition method ‘Physical percent complete’ or ‘Physical percent complete – cost’, where the absolute value of recognized amount + adjustment amount is less than the absolute value of the fixed fee billing amount, and where both the engagement and billing office are enabled for revenue recognition.

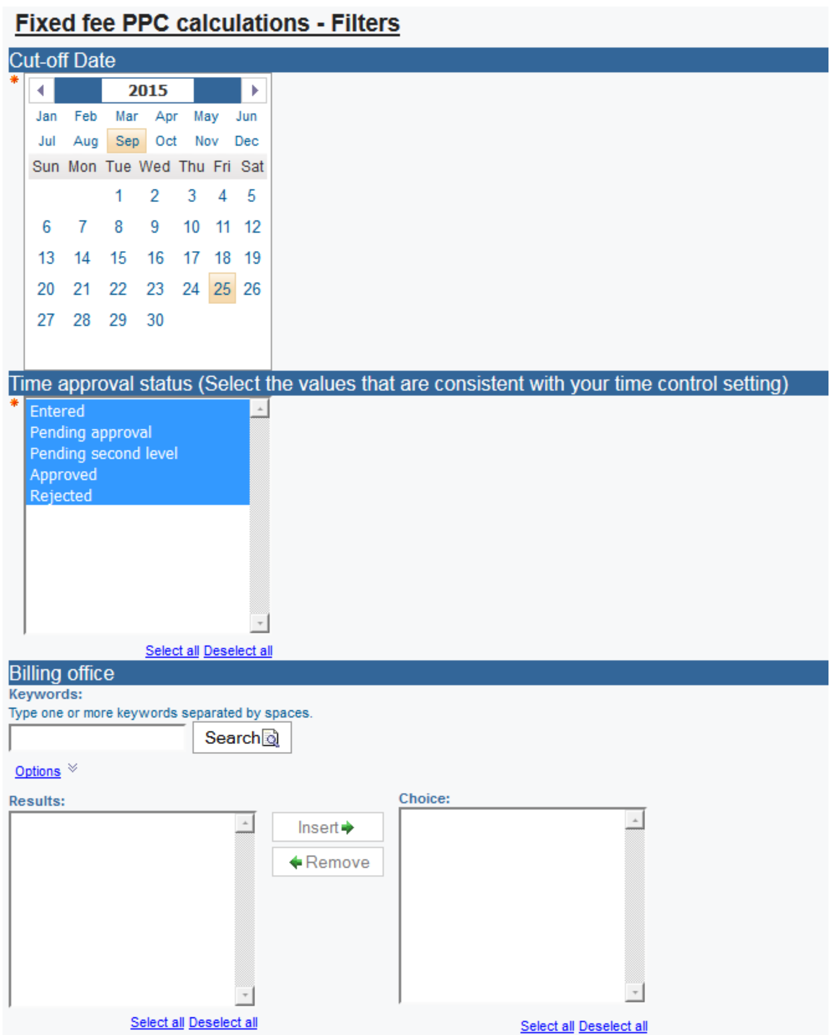
The report uses a custom SQL query to calculate the percent complete for each fixed fee. For fixed fees with PPC – cost method, the function ‘F_BU_PPCCost’ is used, which is consistent with the rev rec pre-run report. It calculates based on actual and budget information. For fixed fees with PPC method, a sum of actual hours (up to the cut-off date selected) is divided by the sum of planned hours of tasks associated with the fixed fee. The report prompts for time status. To be consistent with the pre-run report, select the statuses that correspond to your time control status (e.g. select ‘approved’ if your time control is ‘approved’, select ‘Approved’, ‘Pending approval' and 'Pending second level' if your time control is 'submitted' and select all statuses if your time control is 'entered'). The default selections can be changed on the prompt to be consistent with your time control setting.

The report has 2 calculated recognition amounts: using the current PPC (the value currently populated in the fixed fee) and the new PPC (the value calculated by the report, based on actual and planned hours). The two calculations allow the report to be used both before and after the PPCs have been populated to the fixed fees.

```
Calculated rev rec – Current PPC: [Fixed fee billing amount]*coalesce([Current
percent complete],0)-coalesce([Revenue recognized],0)-coalesce([Revenue
adjustment],0)

Calculated rev rec – New PPC : [Fixed fee billing amount]*coalesce([Calculated
percent complete],0)-coalesce([Revenue recognized],0)-coalesce([Revenue
adjustment],0)
```

Filters:



Select a cut-off date (time will be filtered to be less than or equal to the date selected), select the time status (as described above), select a billing office, customer and engagement (which are cascading prompts). Select a currency to convert the calculated recognition amounts to. The amounts are also shown in the engagement currency.

The billing office, customer and engagement selections are filtered the same as the fixed fees (see above). If there is a significant volume of fixed fees, it may be advisable to select only from the 'engagement' query subject instead. It may result in some engagements appearing in the prompt but no data appears on the report, but it will take less time to render the prompt page.

Fixed fee PPC calculations (USD - American dollar)

Billing office	Company	Engagement	Deliverable name	Billing currency	Fixed fee billing amount	Revenue recognized	Revenue adjustment	Revenue recognition method	Current percent complete	Calculated rev rec - Current PPC	ActualHours	PlannedHours	Calculated percent complete	Calculated rev rec - New PPC	Calculated Rev Rec Current PPC (selected currency)	Calculated Rev Rec New PPC (selected currency)
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System	BRL	200,000.00			Physical percent complete	0.00%	0.00				0.00	0.00	0.00
	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Interface Development	BRL	100,000.00			Physical percent complete	87.07%	87,070.00	202.00	232.00	87.07%	87,070.00	25,250.30	25,250.30
	Keane Industries	Wireless Electricity Development - Keane Industries	Phase II	USD	100,000.00			Physical percent complete	0.00%	0.00				0.00	0.00	0.00
	La Rochelle Electrique	Night Owl	Customization work	USD	10,000.00	1,500.00		Physical percent complete - Cost	15.00%	0.00	0.00	0.00	0.00%	-1,500.00	0.00	-1,500.00
	MUWI Bank	Quick Books Conversion (FF with PPC Cost RR Example) - MUWI Bank	Quick Books Conversion	USD	115,000.00	23,287.50		Physical percent complete - Cost	51.87%	36,363.00	0.00	0.00	51.87%	36,363.00	36,363.00	36,363.00
	MUWI Bank	RR - Engagement	Validation	USD	40,000.00			Physical percent complete	0.00%	0.00	0.00	518.40	0.00%	0.00	0.00	0.00
	MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration	USD	115,000.00	26,197.00	-2,000.00	Physical percent complete	87.07%	75,933.50	727.00	835.00	87.07%	75,933.50	75,933.50	75,933.50
	Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Phase I	AUD	500,000.00			Physical percent complete	0.00%	0.00				0.00	0.00	0.00
	Sturgeon Manufacturing	New reporting implementation	Percent complete - cost calculations	USD	100,000.00			Physical percent complete - Cost	0.00%	0.00	0.00	0.00	0.00%	0.00	0.00	0.00
	Sturgeon Manufacturing	New reporting implementation	Percent complete - effort calculations	USD	100,000.00			Physical percent complete	0.00%	0.00	0.00	1,000.00	0.00%	0.00	0.00	0.00
Corporate - Total															**137,546.80**	**136,046.80**
Overall - Total															**137,546.80**	**136,046.80**

Revenue recognition fixed fee PPC calculation task details

This report is a more details version of the fixed fee PPC calculations for fixed fees with 'percent complete' revenue method. It shows all tasks associated with the fixed fee, with total actual hours and total planned hours. The prompt selections are similar to 'Revenue recognition fixed fee PPC calculations' and should be consistent (in particular, the cutoff date and time statuses) to ensure the two reports show consistent data. A saved version of this report can be kept as an audit backup to show details of how the percent complete was calculated each month.

Fixed fee PPC calculation task details (Approval status: Entered, Pending approval, Pending second level, Rejected, Approved, Cutoff date: Dec 1, 2015)

Billing office	Company	Engagement	Deliverable name	Billing currency	Fixed fee billing amount	Revenue recognized (Y/N)	Revenue adjustment	Project	Task	ActualHours	Plannedhours
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System	BRL	200,000.00						
			Custom Inventory Management System - Total								
		Master Services Agreement - Acucar Exportacoes	Interface Development	BRL	100,000.00			PSA - SharePoint Integration - BAW	Design	218.00	232
			Interface Development - Total							**218.00**	**232**
	Keane Industries	Wireless Electricity Development - Keane Industries	Phase II	USD	100,000.00						
			Phase II - Total								
	MUWI Bank	RR - Engagement	Validation	USD	40,000.00			RR Salesforce Interface	Validation	0.00	518.4
			Validation - Total							**0.00**	**518.4**
		Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration	USD	115,000.00	26,197.00	-2,000.00	RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Analysis	64.00	80
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Delivery	88.00	123
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Design	240.00	120
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Initiation	24.00	24
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Installation and Configuration	200.00	366
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Requirements	56.00	56
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Test	0.00	54
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Training	55.00	12
			Taxware Integration - Total							**727.00**	**835**
	Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Phase I	AUD	500,000.00						
			Phase I - Total								
		New reporting implementation	Percent complete - effort calculations	USD	100,000.00			New reporting implementation	Precent complete calculations	0.00	1,000
			Percent complete - effort calculations - Total							**0.00**	**1,000**

Revenue recognition fixed fee PPC calculation time details

This report shows detailed time listings to support the ‘actual hours’ totals on the PPC calculations. Time records for the last 45 days will be shown in details. Time records older than 45 days will be shown with a date of the beginning of the month of the time date (this is to reduce the number of rows returned by the report). The prompt selections are similar to ‘Revenue recognition fixed fee PPC calculations’ and should be consistent (in particular, the cutoff date and time statuses) to ensure the two reports show consistent data. A saved version of this report can be kept as an audit backup to show details of how the actual hours were calculated each month.

Fixed fee PPC calculation time details (Approval status: Pending approval, Pending second level, Approved, Cutoff date: Dec 1, 2015)

Billing office	Company	Engagement	Deliverable name	Billing currency	Fixed fee billing amount	Revenue recognized (Y/N)	Revenue adjustment	Project	Task	timedate	ActualHours
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System	BRL	200,000.00						
			Custom Inventory Management System - Total								
		Master Services Agreement - Acucar Exportacoes	Interface Development	BRL	100,000.00			PSA - SharePoint Integration - BAW	Design	Mar 1, 2015	2.00
								PSA - SharePoint Integration - BAW	Design	Apr 1, 2015	152.00
								PSA - SharePoint Integration - BAW	Design	May 1, 2015	48.00
			Interface Development - Total								**202.00**
	Keane Industries	Wireless Electricity Development - Keane Industries	Phase II	USD	100,000.00						
			Phase II - Total								
	MUWI Bank	RR - Engagement	Validation	USD	40,000.00						
			Validation - Total								
		Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration	USD	115,000.00	26,197.00	-2,000.00	RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Analysis	Apr 1, 2015	64.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Delivery	Oct 1, 2014	8.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Delivery	Jan 1, 2015	16.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Delivery	Feb 1, 2015	64.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Design	Oct 1, 2014	160.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Design	Feb 1, 2015	80.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Initiation	Mar 1, 2015	8.00
								RRFPC Taxware Integration - MUWI Bank (RR Example FF-PPC)	Initiation	Apr 1, 2015	16.00

Revenue Recognition Milestones – Unrecognized and/or recognized

This report lists amounts for revenue milestones, both against engagement products and fixed fees, grouped by GL credit account. The amounts are from the Milestone table using a custom SQL query. It does not consider any amounts for milestones that have been recognized and then adjusted. If the associated fixed fee or engagement product has been invoiced, the invoice number is also displayed on the report. Invoices that are discarded or credited are not included.

Access required

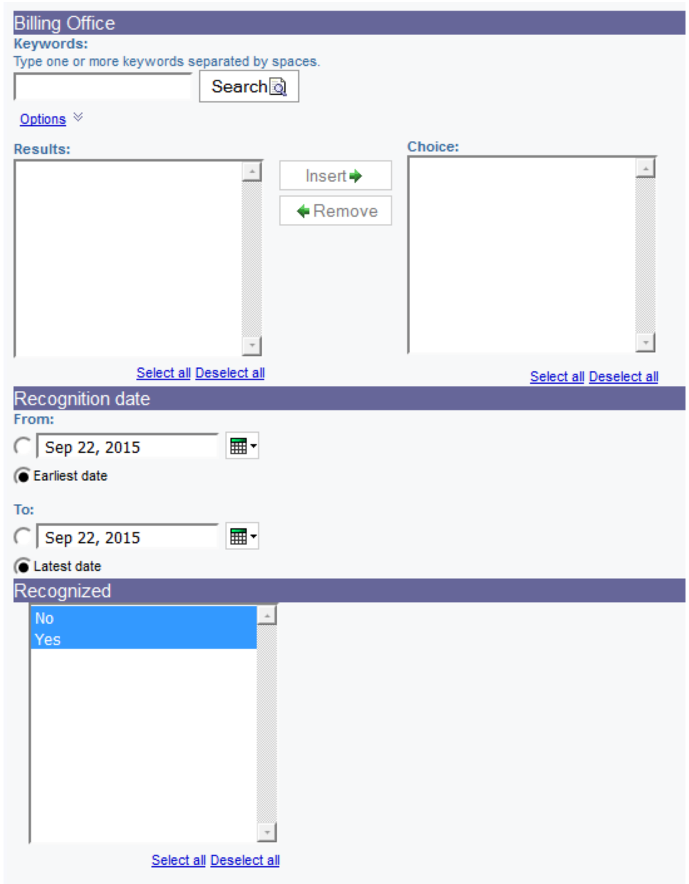
Users must have access to the engagement to see the revenue amounts. If desired, the inner join to the engagement query subject can be removed or replaced (e.g. with billing office), to change or remove the access checking.

The report lists recognition amounts in the original currency as well as in US dollars. If desired, the SQL can be modified to select a different currency to convert to, or to prompt for a currency to convert to.

Prompt page

Billing office: billing offices where revenue recognition has been enabled, and the user has access to the billing office.

Recognition date (range) and recognized (yes and/or no)



Un-recognized Revenue Recognition Milestones

Customer	Engagement	Date	Type	Product or Fixedfee	Invoice Number	Created By	Revenue Amount	Engagement Currency	Exchange Rate to USD	Revenue Amount (USD)	GLDebit	GLCredit
Tech Inc.	RR - Engagement	Nov 21, 2014	FixedFee	Design		John Smith - Advanced User	14,000.00	American dollar	1	14,000.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
Tech Inc.	RR - Engagement	Dec 24, 2014	FixedFee	Design		John Smith - Advanced User	28,000.00	American dollar	1	28,000.00	2100 - Deferred Revenue	
Tech Inc.	RR - Engagement	Jan 23, 2015	FixedFee	Design		John Smith - Advanced User	28,000.00	American dollar	1	28,000.00	2100 - Deferred Revenue	
3500 - Professional Services Revenue - Total										**70,000.00**		
Tech Inc.	CRM License Agreement (Product $ Recognized RR Example) - Tech Inc.	Aug 20, 2014	Product	07/21/14-Gomez	NA-2013-00070	John Smith - Advanced User	25,000.00	American dollar	1	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
Tech Inc.	PSA License Agreement (Product % of Total Deliverable RR Example) - Tech Inc.	Aug 20, 2014	Product	07/21/14-Usage-Monitor	NA-2013-00081	John Smith - Advanced User	16,660.00	American dollar	1	16,660.00	2100 - Deferred Revenue	
Page Industries	Night Owl	Sep 15, 2014	Product	12/10/14-Foto-Fly		John Smith - Advanced User	25.00	American dollar	1	25.00	2100 - Deferred Revenue	
Tech Inc.	CRM License Agreement (Product $ Recognized RR Example) - Tech Inc.	Sep 20, 2014	Product	07/21/14-Gomez	NA-2013-00070	John Smith - Advanced User	25,000.00	American dollar	1	25,000.00	2100 - Deferred Revenue	

Revenue recognition reconciliation

This report lists summary recognition and invoicing amounts for engagement fixed fees and engagement products so that the two can be compared. Engagement fixed fees and engagement products that have a revenue recognition method selected (for the fixed fee, either the parent or child fixed fee has a method selected) and have either an invoiced or recognition amount will be listed on the report. There will be one row per fixed fee / engagement product. Additional fields can be added to the report to get more detail:

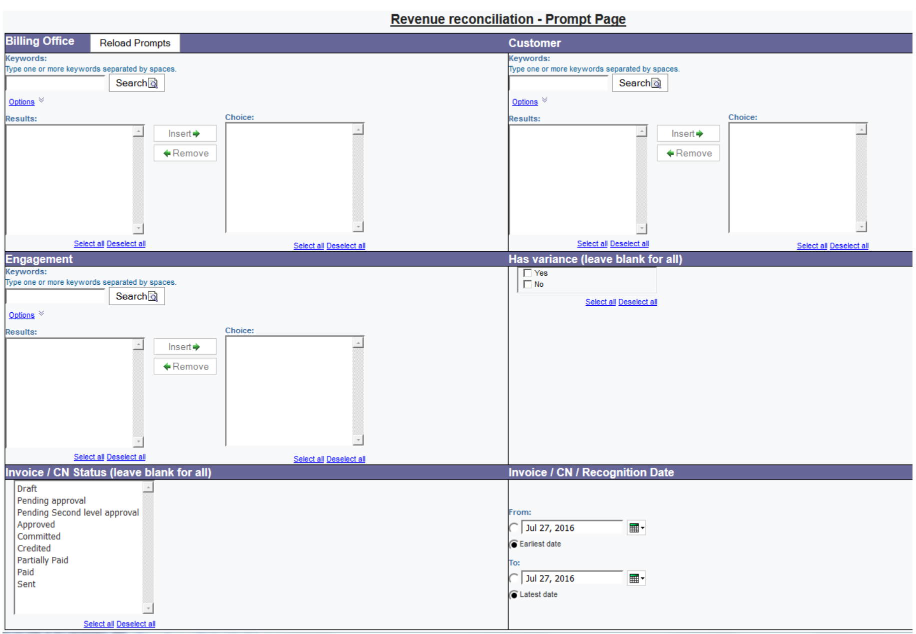
- Type (I – Invoice, C – credit note or R – recognition)
- Record type (F – fixed fee or P- engagement product)
- CN or invoice number (invoice, credit note and rev rec batch number)

Invoiced amounts include invoiced fixed fees and invoiced engagement products. Both invoiced and credit note amounts are included. Recognized amounts include recognition and adjustments associated with a fixed fee or engagement product.

Access required

Users require billing office access to the engagement's billing office.

Prompt page



Billing office, customer and engagement – optional, cascading prompts

Has variance: select the 'yes' checkbox and the report will only list fixed fees / engagement products that have a variance between the invoiced and recognized amounts.

Invoice /CN status: filter on invoice and credit note statuses to be included (e.g. you may want to exclude draft or pending approval invoiced).

Invoice / CN / recognition date – select a date range for the invoice/credit note date and recognition posting date.

Currency to convert to: defaults to USD

Revenue recognition reconciliation for fixed fees and products (converted to USD - American dollar)

BillingOffice	Customer	Engagement	FixedFee or Product	Invoice total	Recognized Amount	Variance	Currency	Converted invoiced amount	Converted RevRec	Variance (Converted)
Corporate	Acucar Exportacoes	Advantage System	04/20/15-ScanNet Policia	400,000.00	0.00	400,000.00	USD	400,000.00	0.00	400,000.00
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System	100,000.00	0.00	100,000.00	USD	100,000.00	0.00	100,000.00
Corporate	Acucar Exportacoes	Maintenance Agreement - Acucar Exportacoes	2008 - Maintenance @ 50%	2,500,000.00	0.00	2,500,000.00	USD	2,500,000.00	0.00	2,500,000.00
Corporate	Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	Interface Development	100,000.00	0.00	100,000.00	USD	100,000.00	0.00	100,000.00
Corporate	Banco de Calama	Production upgrades	04/01/15-Expedier	2,000,000.00	1,833,333.37	166,666.63	USD	2,000,000.00	1,833,333.37	166,666.63
Corporate	Banco de Calama	Production upgrades	GL accounts	0.00	18,000.00	-18,000.00	USD	0.00	18,000.00	-18,000.00
Corporate	Engagement and Project Templates	License Agreement Template	02/27/15-CRM	240,000.00	0.00	240,000.00	USD	240,000.00	0.00	240,000.00
Corporate	Hollywest Entertainment	Avalon System	05/14/14-CRM	240,000.00	0.00	240,000.00	USD	240,000.00	0.00	240,000.00
Corporate	Hollywest Entertainment	Avalon System	06/13/14-AndroTel v1.0	300,000.00	0.00	300,000.00	USD	300,000.00	0.00	300,000.00
Corporate	Keane Industries	Taxware Implementation	04/03/15-Cisco 5255	1,500.00	0.00	1,500.00	USD	1,500.00	0.00	1,500.00
Corporate	La Rochelle Electrique	Implementation Services - La Rochelle Electrique	Phase I	500,000.00	0.00	500,000.00	USD	500,000.00	0.00	500,000.00
Corporate	La Rochelle Electrique	Maintenance Agreement - La Rochelle Electrique	2008 Maintenance	1,000,000.00	0.00	1,000,000.00	USD	1,000,000.00	0.00	1,000,000.00
Corporate	La Rochelle Electrique	Night Owl	08/19/15-Foto	0.00	125.00	-125.00	USD	0.00	125.00	-125.00
Corporate	La Rochelle Electrique	Night Owl	Customization work	0.00	1,500.00	-1,500.00	USD	0.00	1,500.00	-1,500.00
Corporate	La Rochelle Electrique	Night Owl	Initiation of Project	15,000.00	15,000.00	0.00	USD	15,000.00	15,000.00	0.00
Corporate	MUWI Bank	CRM License Agreement (Product $ Recognized RR Example) - MUWI Bank	03/30/15-Report Server	300,000.00	25,000.00	275,000.00	USD	300,000.00	25,000.00	275,000.00
Corporate	MUWI Bank	ERP License Agreement (Product PPC RR Example) - MUWI Bank	04/30/15-CRM	300,000.00	0.00	300,000.00	USD	300,000.00	0.00	300,000.00
Corporate	MUWI Bank	Hosting Services (FF with % of Total Deliverable RR Example) - MUWI Bank	Hosting Services - Annual Fee 2008	150,000.00	37,485.00	112,515.00	USD	150,000.00	37,485.00	112,515.00
Corporate	MUWI Bank	Maintenance Agreement (FF $ Recognized RR Example) - MUWI Bank	2008 - Maintenance Fee	500,000.00	166,666.68	333,333.32	USD	500,000.00	166,666.68	333,333.32
Corporate	MUWI Bank	Portfolio Management Implementation (FF with Effort Expended RR Example) - MUWI Bank	Portfolio Management Implementation	200,000.00	0.00	200,000.00	USD	200,000.00	0.00	200,000.00

Revenue recognition summary

This report is a summarized version of the ‘Revenue recognition details’ report, above. It groups by customer and engagement.

Revenue Recognition Summary

Customer	Engagement	Recognized Revenue	Currency	Recognized Revenue (USD)	DebitGL	CreditGL	Cost Center
La Rochelle Electrique	Night Owl	67,300.00	USD	67,300.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
La Rochelle Electrique	Night Owl	50.00	USD	50.00	2100 - Deferred Revenue	3600 - License Revenue	Professional Services East USA
La Rochelle Electrique	Night Owl	2,500.00	USD	2,500.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services East USA
MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	28,640.00	USD	28,640.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
MUWI Bank	Billing System Upgrade (Hourly T&M Example) - MUWI Bank	830.00	USD	830.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services East USA
MUWI Bank	CRM License Agreement (Product $ Recognized RR Example) - MUWI Bank	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue	Network Operations
MUWI Bank	Hosting Services (FF with % of Total Deliverable RR Example) - MUWI Bank	37,485.00	USD	37,485.00	2100 - Deferred Revenue	3800 - Hosting Revenue	Network Operations
MUWI Bank	Maintenance Agreement (FF $ Recognized RR Example) - MUWI Bank	166,666.68	USD	166,666.68	2100 - Deferred Revenue	3700 - Maintenance Revenue	Network Operations
MUWI Bank	Master Services Agreement - MUWI Bank	18,180.00	USD	18,180.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
MUWI Bank	Project Accounting Implementation (Daily T&M Example) - MUWI Bank	27,800.00	USD	27,800.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
MUWI Bank	Project Accounting Implementation (Daily T&M Example) - MUWI Bank	1,064.00	USD	1,064.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services East USA
MUWI Bank	PSA License Agreement (Product % of Total Deliverable RR Example) - MUWI Bank	16,660.00	USD	16,660.00	2100 - Deferred Revenue	3600 - License Revenue	Network Operations
MUWI Bank	Quick Books Conversion (FF with PPC Cost RR Example) - MUWI Bank	23,287.50	USD	23,287.50	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
MUWI Bank	RR - Engagement	33,500.00	USD	33,500.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services NA
MUWI Bank	RR - Engagement	600,000.00	USD	600,000.00	2100 - Deferred Revenue	3600 - License Revenue	Professional Services NA
MUWI Bank	RR - Engagement	10,000.00	USD	10,000.00	2100 - Deferred Revenue	3700 - Maintenance Revenue	Professional Services NA
MUWI Bank	RR - Engagement	500.00	USD	500.00	2100 - Deferred Revenue	3900 - Billable Travel	Professional Services NA
MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	26,197.00	USD	26,197.00	2100 - Deferred Revenue	3500 - Professional Services Revenue	Professional Services East USA
Overall - Total		**1,085,660.18**		**1,085,660.18**			

Recognition tentative details

This report lists tentative revenue amounts as of the last time the revenue tentative process was run. The amounts are listed both in the engagement currency and converted to US dollars. There are totals for amounts in the engagement currency and the US dollar amount. If there are mixed currencies, the amount in US dollars should be used at the customer or summary total levels. Totals for each engagement would be consistent, since the recognition is always in a single currency: the engagement currency.

Access required

Users require engagement access to see data in the report.

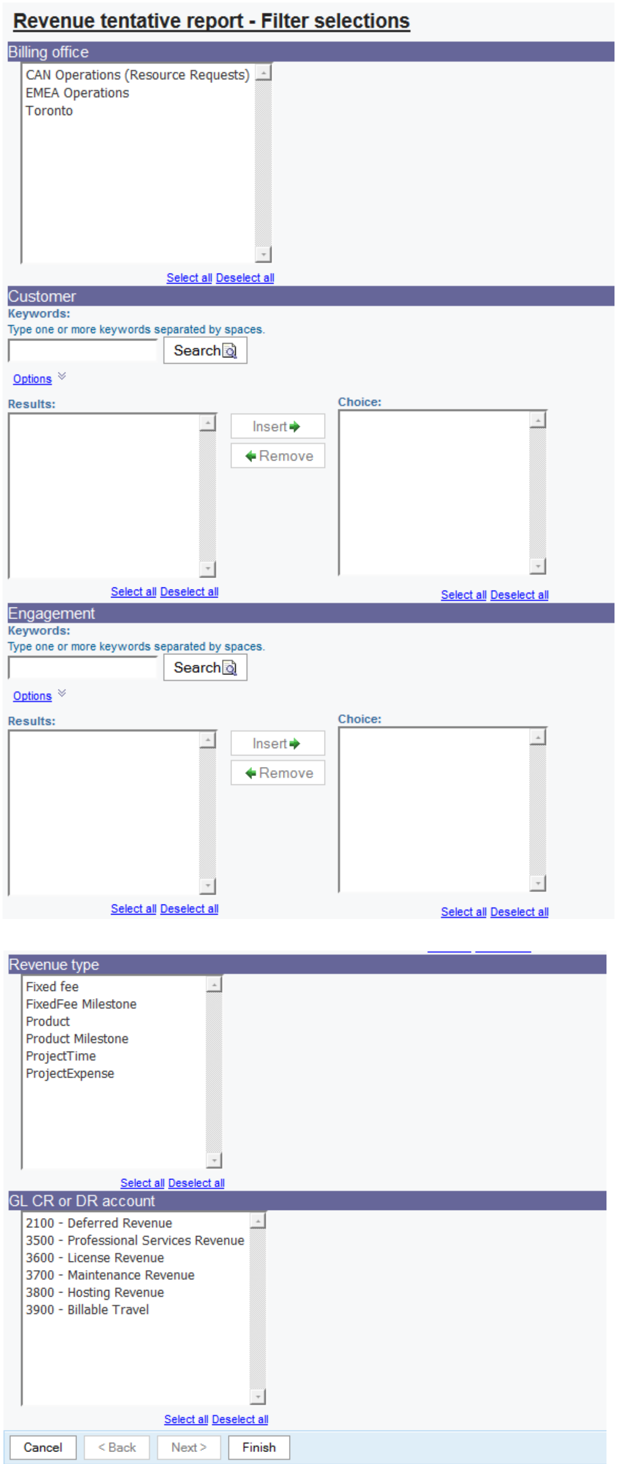
The report uses data from the Changepoint model for engagement fixed fees (‘Fixed fee’ revenue type) and engagement products (‘Product’ revenue type), filtered on having a tentative amount (i.e. tentative amount not being null or 0), the billing office and engagement are enabled for revenue recognition and the revenue method associated with the fixed fee / product is not ‘amount recognized’ or ‘percent of total deliverable’; those are included in the ‘milestones’ query subject (below).

The report uses a custom SQL query for project-related time and expense information. It selects all time (‘ProjectTime’ revenue type) or expense (‘ProjectExpense’ revenue type) records that have a revenue tentative amount, are not associated with a revenue fixed fee, their associated engagement and billing office are enabled for revenue recognition, the engagement is enabled for time and/or expense recognition.

The report uses a custom SQL query for milestone information. It selects all revenue milestone records for fixed fees (‘Fixedfee milestone’ revenue type) and engagement products (‘Product milestone’ revenue type) that have a revenue tentative amount, their associated engagement and billing office are enabled for revenue recognition.

The report uses a custom SQL query for additional items. It selects all invoiced additional items that have no rev rec date and have a revenue amount.

Prompt page


Revenue tentative report - Filter selections
Billing office
CAN Operations (Resource Requests)
EMEA Operations
Toronto
Select all Deselect all
Customer
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all
Engagement
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all
Revenue type
Fixed fee
FixedFee Milestone
Product
Product Milestone
ProjectTime
ProjectExpense
Select all Deselect all
GL CR or DR account
2100 - Deferred Revenue
3500 - Professional Services Revenue
3600 - License Revenue
3700 - Maintenance Revenue
3800 - Hosting Revenue
3900 - Billable Travel
Select all Deselect all
Cancel
< Back
Next >
Finish

Revenue Tentative Details

Company	Engagement	Type	Item name	Record date	Billing amount	Tentative revenue amount	Billing currency	Tentative revenue (USD)	GL debit account	GL credit account
Atlantic Software	New Reservation System	ProjectExpense	Reservation System Phase 1	Aug 28, 2014	570,000	5,700.00	USD	5,700.00	2100 - Deferred Revenue	3900 - Billable Travel
	New Reservation System - Total					**5,700.00**		**5,700.00**		
Atlantic Software - Total						**5,700.00**		**5,700.00**		
Bank of US	Custom Inventory Management System - Bank of US	Fixed fee	Custom Inventory Management System	Jun 5, 2014	200,000	80,000.00	USD	80,000.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
	Custom Inventory Management System - Bank of US - Total					**80,000.00**		**80,000.00**		
Bank of US - Total						**80,000.00**		**80,000.00**		
Cheetah Software	JD Edwards Customization	ProjectExpense	Opportunity - Cheetah Software - JD Edwards Customization - 1	Aug 5, 2014	44.5	36.49	USD	36.49	2100 - Deferred Revenue	3900 - Billable Travel
	JD Edwards Customization - Total					**36.49**		**36.49**		
Cheetah Software - Total						**36.49**		**36.49**		
Tech Inc.	CRM License Agreement (Product $ Recognized RR Example) - Tech Inc.	Product Milestone	07/21/14-Gomez	Aug 20, 2014	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Sep 20, 2014	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Oct 21, 2014	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Nov 20, 2014	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Dec 21, 2014	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Jan 20, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Feb 20, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Mar 21, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Apr 20, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	May 21, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
		Product Milestone	07/21/14-Gomez	Jun 20, 2015	25,000	25,000.00	USD	25,000.00	2100 - Deferred Revenue	3600 - License Revenue
	CRM License Agreement (Product $ Recognized RR Example) - Tech Inc. - Total					**275,000.00**		**275,000.00**		
Tech Inc. - Total						**275,000.00**		**275,000.00**		
Overall - Total						**360,736.49**		**360,736.49**		

Recognition tentative summary

This report is a summarized version of the revenue tentative details report, grouping by company, engagement, GL debit and GL credit account.

Revenue Tentative Summary

Company	Engagement	Tentative revenue amount	Billing currency	Tentative revenue (USD)	GL debit account	GL credit account
Atlantic Software	Create engagement	60,750.00	USD	60,750.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		58,500.00	USD	58,500.00	2100 - Deferred Revenue	3600 - License Revenue
		10,125.00	USD	10,125.00	2100 - Deferred Revenue	3700 - Maintenance Revenue
	Create engagement - Total	**129,375.00**		**129,375.00**		
	New Reservation System	5,700.00	USD	5,700.00	2100 - Deferred Revenue	3900 - Billable Travel
	New Reservation System - Total	**5,700.00**		**5,700.00**		
Atlantic Software - Total		**135,075.00**		**135,075.00**		
Bank of US	2013 - Maintenance Agreement - Bank of US	2,500,000.00	USD	2,500,000.00	2100 - Deferred Revenue	3700 - Maintenance Revenue
	2013 - Maintenance Agreement - Bank of US - Total	**2,500,000.00**		**2,500,000.00**		
	2013 - Master Services Agreement - Bank of US	145,635.00	USD	145,635.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
	2013 - Master Services Agreement - Bank of US - Total	**145,635.00**		**145,635.00**		
	Advantage System	352,000.00	USD	352,000.00	2100 - Deferred Revenue	3600 - License Revenue
	Advantage System - Total	**352,000.00**		**352,000.00**		
	Custom Inventory Management System - Bank of US	80,000.00	USD	80,000.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
	Custom Inventory Management System - Bank of US - Total	**80,000.00**		**80,000.00**		
Bank of US - Total		**3,077,635.00**		**3,077,635.00**		
Cheetah Software	copy of JD Edwards Customization	4,500.00	USD	4,500.00	2100 - Deferred Revenue	3900 - Billable Travel
	copy of JD Edwards Customization - Total	**4,500.00**		**4,500.00**		
	JD Edwards Customization	36.49	USD	36.49	2100 - Deferred Revenue	3900 - Billable Travel
	JD Edwards Customization - Total	**36.49**		**36.49**		
Cheetah Software - Total		**4,536.49**		**4,536.49**		
Freedown Software	2013 - Maintenance Agreement - Freedown Software	4,500,000.00	USD	4,500,000.00	2100 - Deferred Revenue	3700 - Maintenance Revenue
	2013 - Maintenance Agreement - Freedown Software - Total	**4,500,000.00**		**4,500,000.00**		
	2013 - Master Services Agreement - Freedown Software	2,830,962.00	USD	2,830,962.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		15,500.00	USD	15,500.00	2100 - Deferred Revenue	3600 - License Revenue
		13,326.05	USD	13,326.05	2100 - Deferred Revenue	3900 - Billable Travel
	2013 - Master Services Agreement - Freedown Software - Total	**2,859,788.05**		**2,859,788.05**		
Freedown Software - Total		**7,359,788.05**		**7,359,788.05**		

Revenue recognition transfers

This report lists all time, request time and expenses that have either a recognized or tentative recognition amount, and the engagement cost center is different than the resource cost center. The report groups by customer, engagement, engagement cost center and resource cost center, showing totals at each level.

Access required

There are no access requirements for this report.

Prompt page

Select the type of record (time and/or expenses), either recognized or tentative recognition (mandatory selection), time/expense date, recognition date (only relevant when ‘recognized’ is selected), recognition batch number (only relevant when ‘recognized’ is selected), billing office, customer, engagement, project (cascading prompts)

Revenue recognition transfers

Project time, fixed fee time, request time and expenses

Customer	Engagement	Engagement Cost Center	Resource Cost Center	Debit Code	Credit Code	Deliverable	Type	Project	Task	Resource	Workgroup	Record Date	Regular hours or Qty	RegularDay	overtimehours	OvertimeDay	RevRate	Recognized Committed amount (Engagement currency)	RevRecDate	RevRec Batch Number	Tentative Recognition amount	EngagementCurrency
Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	IT Security	Contractors	2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Customer Management System	Initiation and Feasability	Margaret Jones	Marketing	Dec 29, 2014	8	1	0	0	225	1,800.00	Aug 31, 2015	00010	0.00	AUD
				2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Customer Management System	Initiation and Feasability	Margaret Jones	Marketing	Dec 30, 2014	8	1	0	0	225	1,800.00	Aug 31, 2015	00010	0.00	AUD
			Contractors - Total															**3,600.00**			**0.00**	
			ERP Hosting	2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Project Portfolio Management Implementation	Other Server Setup	Romanoff Brasil	LATAM South Services	Dec 29, 2014	8	1	0	0	92	736.00	Aug 31, 2015	00010	0.00	AUD
				2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Project Portfolio Management Implementation	Other Server Setup	Romanoff Brasil	LATAM South Services	Dec 30, 2014	8	1	0	0	92	736.00	Aug 31, 2015	00010	0.00	AUD
				2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Project Portfolio Management Implementation	Other Server Setup	Romanoff Brasil	LATAM South Services	Dec 31, 2014	8	1	0	0	92	736.00	Aug 31, 2015	00010	0.00	AUD
			ERP Hosting - Total															**2,208.00**			**0.00**	
			Integration Services	2100 - Deferred Revenue	3500 - Professional Services Revenue		T	Project Portfolio Management Implementation	System Configuration	Ruri Mito	LATAM Services	Dec 29, 2014	4	0.5	0	0	161	644.00	Aug 31, 2015	00010	0.00	AUD
				2100 - Deferred Revenue	3500 - Professional Services		T	Project Portfolio Management	System Configuration	Ruri Mito	LATAM Services	Dec 30, 2014	4	0.5	0	0	161	644.00	Aug 31, 2015	00010	0.00	AUD

Revenue recognition unrecognized milestones

This report lists un-recognized revenue milestones, totaled by GL credit account and customer. Milestones with revenue adjustments are not considered ‘un-recognized’. Users can filter on billing office and milestone date.

Un-recognized Revenue Recognition Milestones

Customer	Engagement	Date	Type	Product or Fixedfee	Invoice Number	Created By	Revenue Amount	Engagement Currency	Exchange Rate to USD	Revenue Amount (USD)	GLDebit	GLCredit
Sturgeon Manufacturing	New reporting implementation	Jun 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	3500 - Professional Services Revenue
Sturgeon Manufacturing	New reporting implementation	Jul 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
MUWI Bank	RR - Engagement	Jul 31, 2015	FixedFee	Design		Edison Santori	14,000.00	American dollar	1	14,000.00	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Aug 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Sep 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
MUWI Bank	RR - Engagement	Sep 2, 2015	FixedFee	Design		Edison Santori	28,000.00	American dollar	1	28,000.00	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Oct 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
MUWI Bank	RR - Engagement	Oct 2, 2015	FixedFee	Design		Edison Santori	28,000.00	American dollar	1	28,000.00	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Nov 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Dec 1, 2015	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Jan 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Feb 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Mar 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Apr 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	May 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Jun 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Jul 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Aug 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
Sturgeon Manufacturing	New reporting implementation	Sep 1, 2016	FixedFee	Scheduled amounts		Changepoint Admin	2,777.78	American dollar	1	2,777.78	2100 - Deferred Revenue	
3500 - Professional Services Revenue - Total										**161,666.74**		
MUWI Bank	CRM License Agreement (Product $ Recognized RR Example) - MUWI Bank	Apr 29, 2015	Product	03/30/15-Report Server	NA-2013-00070	Edison Santori	25,000.00	American dollar	1	25,000.00	2100 - Deferred Revenue	3600 - License Revenue

Revenue tentative time and expense details

This report shows tentative recognition amounts for time, expense and fixed fee time (for fixed fees with the ‘effort expended’ revenue method), including the GL debit and credit accounts associated with each record.

Access required

Users require engagement access to see data in this report.

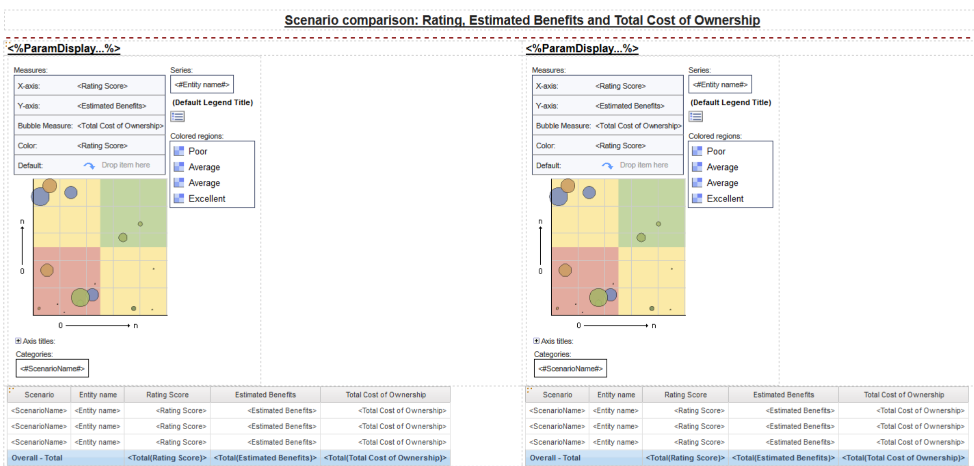
Revenue Tentative Time and Expense Details

Billable time

Company	Engagement	Type	Project name	Task	Resource	Record date	Billing amount	Tentative revenue amount	Billing currency	Tentative revenue (USD)	GL debit account	GL credit account
Acucar Exportacoes	Master Services Agreement - Acucar Exportacoes	ProjectTime	PSA - SharePoint Integration - BAW	Design	Randel Mannheim	Mar 23, 2015	125	125.00	BRL	36.25	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Rick Toronto	Mar 23, 2015	125	125.00	BRL	36.25	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Analysis	Rick Toronto	Mar 23, 2015	200	200.00	BRL	58.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Analysis	Randel Mannheim	Mar 23, 2015	225	225.00	BRL	65.25	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 6, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 7, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 8, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 9, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 10, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 13, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 14, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 15, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 16, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 17, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 20, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 21, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 22, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 23, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
		ProjectTime	PSA - SharePoint Integration - BAW	Design	Randy Brookings - Base User	Apr 24, 2015	1,000	1,000.00	BRL	290.00	2100 - Deferred Revenue	3500 - Professional Services Revenue
	Master Services Agreement - Acucar Exportacoes - Total							**15,675.00**		**4,545.75**		
Acucar Exportacoes - Total								**15,675.00**		**4,545.75**		

Scenario members – PPM

This report shows two bubble charts and a list containing scenario comparison scenarios and their members. The charts are configured to use accelerator configurable fields that are contained in the PPM accelerator database (projecttext fields) and will not work without them.

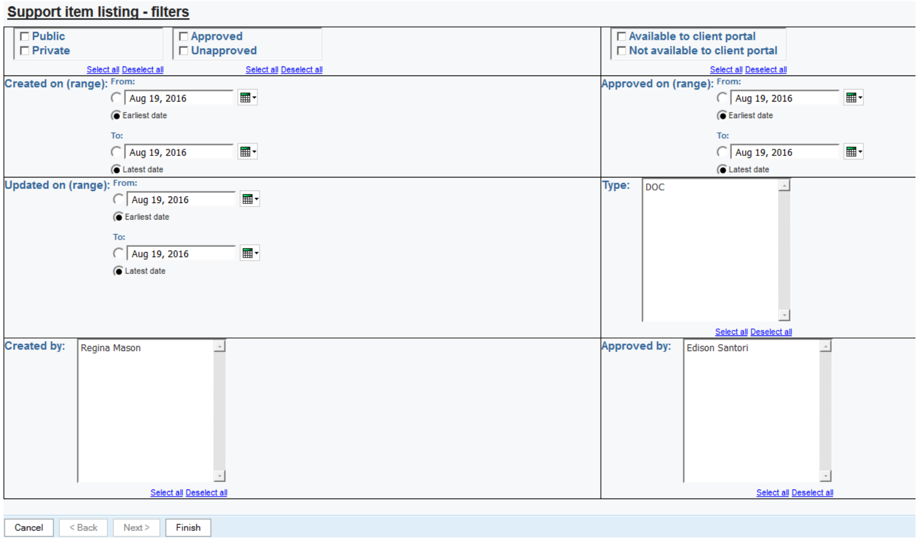


Support item listing

This report lists all support items that are not deleted.

Access requirements: there are no access requirements for this report

Prompt page



Report:

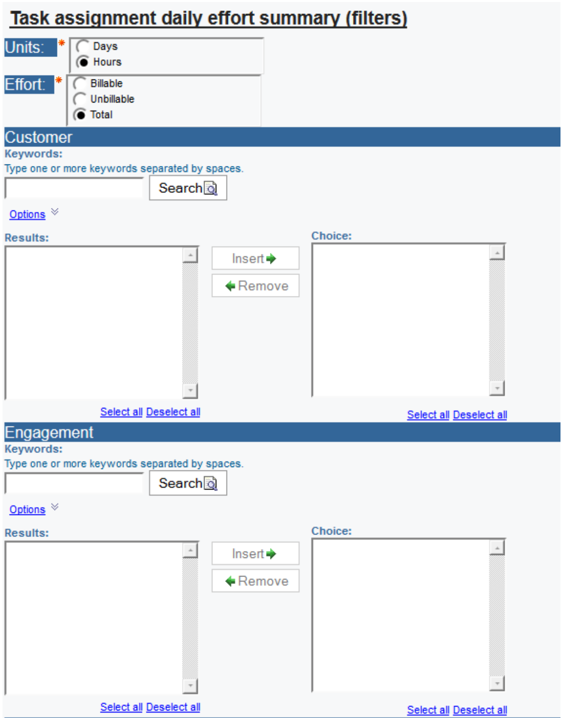
Support item listing

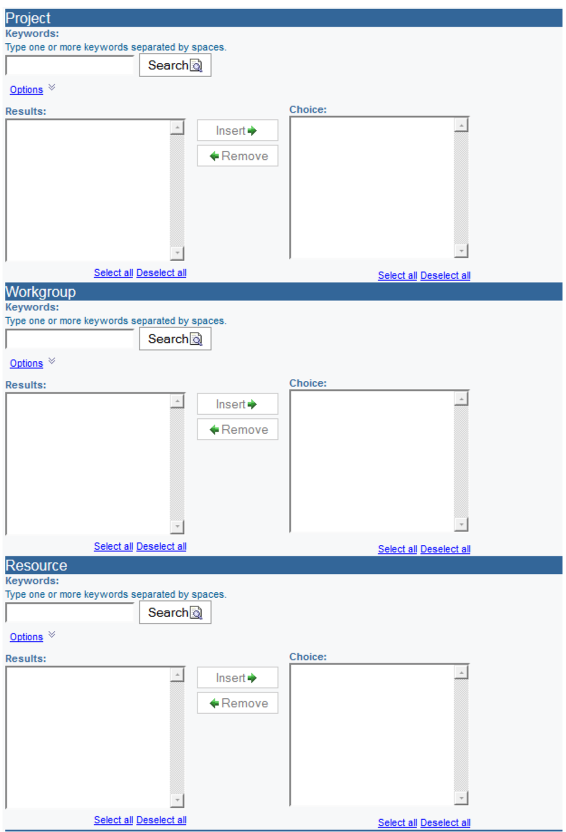
Type	Title	Keywords	Problem Description	Resolution	Approved	Public	Available to client portal	Approved On	Approved By	Related request	Reference	Created On	Created By
DOC	Broken link on our corporate website.		There is a broken link on our corporate website. When you go to the "Contact Us" section, when attempting to click "Office Locations", it displays a "Page Cannot be Found" error.	Our website was recently reconstructed and some pages have been renamed. Found errors in the ASP code and fixed them. Issue resolved.	1	1	0	Apr 24, 2015	Edison Santori	PS-00055		Feb 20, 2014	Regina Mason

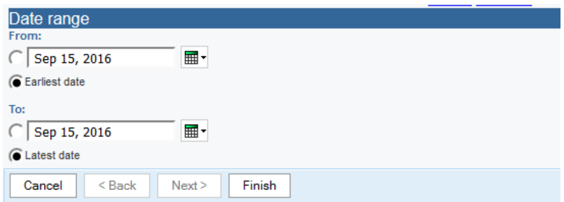
Task assignment effort summary by project– daily

Similar to the effort summary by fiscal period, this report shows a daily breakdown of planned, budget, baseline, forecast and actual hours by day for the last 30 days and next 30 days (forecast is from today only, no past data available). The report uses a custom SQL query that selects from the financial analysis summary data for record types '28','42','38','33','34','35','29','43','30','49','31','44' for 30 days in the past and 30 days into the future.

Filters:


Task assignment daily effort summary (filters)
Units:
Days
Hours
Effort:
Billable
Unbillable
Total
Customer
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all
Engagement
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all


Project
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all
Workgroup
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all
Resource
Keywords:
Type one or more keywords separated by spaces.
Search
Options
Results:
Insert
Remove
Choice:
Select all Deselect all
Select all Deselect all



Units: users can select whether to display effort in days or hours

Effort: users can select whether to display total effort or only billable / unbillable effort

Customer, engagement and project are cascading filters based on a custom SQL query that selects data from all non-deleted projects.

Workgroup and resource are cascading filters based on a custom SQL query that takes the latest workgroup for resources, and thus will include terminated resources.

Date: users can further filter the date range, if desired, but the query is filtered to display a limited amount of data for performance reasons (>= today's date - 30 and <= today's date + 30)

Data is displayed with no decimals when 'hourly' units are selected and with 3 decimals when 'daily' units are selected. The report title indicates the user selections for units, effort and fiscal period.

Task assignment daily effort summary (Total Hours)

				2015-08-17					2015-08-18					2015-08-19				
				Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Project	Task	Fixed fee	Resource															
Accounting Transition for Acquisition	Customization		Catania Lawrence	6		6			6		6			6		6		
			Celso Joao	6		6			6		6			6		6		
			Chris Chung	6		6			6		6			6		6		
			Renee Pataya															
			VR - Contractor	6		6			6		6			6		6		
		Total		25	0	25	0	0	25	0	25	0	0	25	0	25	0	0
	Define		Damian Richmond	8		24	8		8		24	8		8		24	8	
			Shea Everton	5		14	5		5		14	5		5		14	5	
			Thierry Chambery	2		6	2		2		6	2		2		6	2	
		Total		15	0	45	15	0	15	0	45	15	0	15	0	45	15	0
	Deploy		Rand Alberta															
		Total																
	Design		Damian Richmond					8					8					8
			Shea Everton	4		13	4		4		13	4		4		13	4	
			Thierry Chambery	4		13	4		4		13	4		4		13	4	
		Total		9	0	27	9	8	9	0	27	9	8	9	0	27	9	8

				2015-08-20					2015-08-21				
				Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Project	Task	Fixed fee	Resource										
Accounting Transition for Acquisition	Customization		Catania Lawrence	6		6			6		6		
			Celso Joao	6		6			6		6		
			Chris Chung	6		6			6		6		
			Renee Pataya										
			VR - Contractor	6		6			6		6		
		Total		25	0	25	0	0	25	0	25	0	0
	Define		Damian Richmond	8		24	8		8		24	8	
			Shea Everton	5		14	5		5		14	5	
			Thierry Chambery	2		6	2		2		6	2	
		Total		15	0	45	15	0	15	0	45	15	0
	Deploy		Rand Alberta										
		Total											
	Design		Damian Richmond					8					8
			Shea Everton	4		13	4		4		13	4	
			Thierry Chambery	4		13	4		4		13	4	
		Total		9	0	27	9	8	9	0	27	9	8

Task assignment Effort summary by project and Fiscal period

This report shows planned, actual, forecast, baseline and budget hours by project, task, fixed fee and resource, grouped into the selected set of fiscal periods. The report uses a custom SQL query that selects from the financial analysis summary – fiscal data for record types '28','42','38','33','34','35','29','43','30','49','31','44' for 60 days in the past and 120 days into the future.

Access required

There is no access checking for this report

Prompt page

Fiscal period is required: select the set of fiscal periods to group the data by. Fiscal periods are taken from the FinAnnFiscalPeriod table, i.e. the fiscal periods that have been enabled for financial analysis calculations.

Units: users can select whether to display effort in days or hours

Effort: users can select whether to display total effort or only billable / unbillable effort

Customer, engagement and project are cascading filters based on a custom SQL query that selects data from all non-deleted projects.

Workgroup and resource are cascading filters based on a custom SQL query that takes the latest workgroup for resources, and thus will include terminated resources.

Date: users can further filter the date range, if desired, but the query is filtered to display a limited amount of data for performance reasons (>= today's date - 60 and <= today's date + 120)

Data is displayed with no decimals when 'hourly' units are selected and with 3 decimals when 'daily' units are selected. The report title indicates the user selections for units, effort and fiscal period.

Task assignment effort summary (Total Hours by FP - Monthly)

Project	Task	Fixed fee	Resource	2015-08-01					2015-09-01				
				Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Accounting Transition for Acquisition	Customization		Catania Lawrence	131		131			131	143	131		
			Celso Joao	131		131			131	143	131		
			Chris Chung	131		131			131	143	131		
			Renee Pataya								237		
			VR - Contractor	131		131			131	143	131		
		Total		525	0	525	0	0	525	571	762	0	0
	Define		Damian Richmond	160		480	160	38		160			
			Shea Everton	72		216	72	80		72			
			Thierry Chambery	32		96	32			32			
		Total		264	0	792	264	118	0	264	0	0	0
	Deploy		Rand Alberta										
		Total											
	Design		Damian Richmond					128	144	142	432	144	32
			Shea Everton	93		280	93	8	58	160	173	58	152
			Thierry Chambery	93		280	93	88	58	160	173	58	152
		Total		187	0	560	187	224	260	462	779	260	336
	Planning		Damian Richmond							36			
			Randel Mannheim							64			
		Total							0	100	0	0	0

Project	Task	Fixed fee	Resource	2015-10-01					2015-11-01				
				Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Accounting Transition for Acquisition	Customization		Catania Lawrence	138	196	138			125	179	125		
			Celso Joao	138	196	138			125	179	125		
			Chris Chung	138	196	138			125	179	125		
			Renee Pataya			295					243		
			VR - Contractor	138	196	138			125	179	125		
		Total		550	786	845	0	0	500	714	743	0	0
	Define		Damian Richmond										
			Shea Everton										
			Thierry Chambery										
		Total											
	Deploy		Rand Alberta	30	103	30			160	87	480	160	
		Total		30	103	30	0	0	160	87	480	160	0
	Design		Damian Richmond	16	18	48	16						
			Shea Everton										
			Thierry Chambery										
		Total		16	18	48	16	0					
	Planning		Damian Richmond										
			Randel Mannheim										
		Total											

Task assignment effort summary (Billable Days by FP - Weekly)

Project	Task	Fixed fee	Resource	2015-07-19					2015-07-26					2015-08-02					2015-08-09					2015-08-16				
				Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual	Planned	Forecast	Budget	Baseline	Actual
Accounting Transition for Acquisition	Customization		Catania Lawrence	3.906		3.906			3.125		3.125			3.906		3.906			3.906		3.906			3.906		3.906		
			Celso Joao	3.906		3.906			3.125		3.125			3.906		3.906			3.906		3.906			3.906		3.906		
			Chris Chung	3.906		3.906			3.125		3.125			3.906		3.906			3.906		3.906			3.906		3.906		
			Renee Pataya																									
			VR - Contractor	3.906		3.906			3.125		3.125			3.906		3.906			3.906		3.906			3.906		3.906		
		Total		15.625	0.000	15.625	0.000	0.000	12.500	0.000	12.500	0.000	0.000	15.625	0.000	15.625	0.000	0.000	15.625	0.000	15.625	0.000	0.000	15.625	0.000	15.625	0.000	0.000
	Define		Damian Richmond					5.000					5.000	5.000		15.000	5.000	4.750	5.000		15.000	5.000		5.000		15.000	5.000	
			Shea Everton											3.000		9.000	3.000	5.000	3.000		9.000	3.000	5.000	3.000		9.000	3.000	
			Thierry Chambery											1.333		4.000	1.333		1.333		4.000	1.333		1.333		4.000	1.333	
		Total		0	0	0	0	5	0	0	0	0	5	9.333	0.000	28.000	9.333	9.750	9.333	0.000	28.000	9.333	5.000	9.333	0.000	28.000	9.333	0.000
	Deploy		Rand Alberta																									
		Total																										
	Design		Damian Richmond																				5.000					5.000
			Shea Everton						1.111		3.333	1.111		2.778		8.333	2.778		2.778		8.333	2.778		2.778		8.333	2.778	
			Thierry Chambery						1.111		3.333	1.111		2.778		8.333	2.778	5.000	2.778		8.333	2.778	5.000	2.778		8.333	2.778	
		Total							2.222	0.000	6.667	2.222	0.000	5.556	0.000	16.667	5.556	5.000	5.556	0.000	16.667	5.556	10.000	5.556	0.000	16.667	5.556	5.000

Task assignment effort summary by resource – daily

This report is the same as 'Task assignment effort summary by project– daily', above, but groups by workgroup, resource, project and task.

Task assignment Effort summary by Resource and Fiscal period

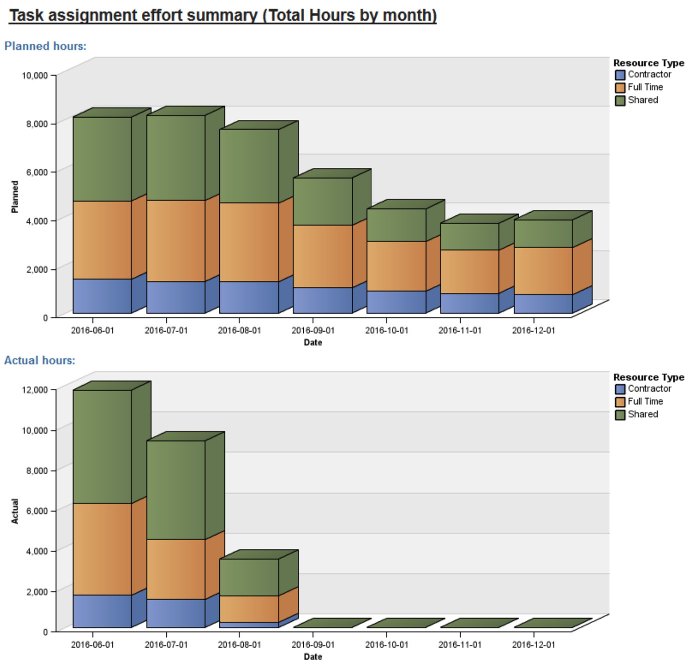
This report is the same as 'Task assignment Effort summary by project and Fiscal period', above but groups by workgroup, resource, project and task. Additional columns and filters for primary function and employee type (contractor, full time, part time, etc) are available to further filter data, e.g. to report on how much effort is assigned to contractors that could be re-allocated to full-time resources.

Task assignment effort summary by resource type

This report is similar to 'Task assignment Effort summary by resource and Fiscal period', above but displays planned and actual data in chart format, grouping by resource type. It uses a custom SQL select that selects from the 'financial analysis summary – monthly' tables, 120 days in the past and 120 days in the future.

Resource type is defined as:

- Full time: the resource type (in user setup) is 'full time'
- Contractor: the resource type (in user setup) is anything other than 'full time'
- Shared: the resource type (in user setup) is 'full time' and the resource's workgroup is not equal to the engagement staffing workgroup (indicating that the resource has been shared from another workgroup)



Task assignment margin summary

This report shows the billing, cost and margin amounts for each task assignment, including planned and actual time and expenses. An optional date range can be selected.

The report uses information from the financial analysis summary monthly tables for record types 28,32,33,34,35,36,42. These record types must be enabled and the financial analysis summary job chain run to process the data used in this report.

Access requirements: there are no access requirements for this report. Custom SQL queries are used to retrieve the data.

Prompt page

Units (to view effort in days or hours)

Type (time and/or expenses, default is both)

Currency to convert monetary amounts to

Billing office, customer, engagement project (all optional cascading prompts)

Workgroup and resource (optional cascading prompts) – note, workgroup is the current workgroup or last workgroup associated with the resource (for resources that are now terminated)

Primary function (primary function selected for the resource in user setup)

Resource type (Full time, contractor, part time, temporary and other) – the value selected in user setup

Date range or date within last/next (months) – note, date within last/next months includes the current month, e.g. if 2 is entered in the 'last' field you would get current month and one month prior. These prompts are useful when the report is scheduled, as they are more dynamic than a static date range.

Margin less than or margin percent less than – when either the planned or actual margin meets the criteria the task assignment will be shown on the report

Report fields:

The report includes information from financial analysis summary for the following record types:

28 – billable planned

42 – unbillable planned

32 – invoiced actual hours

33 – un-invoiced billable actual hours

34 – un-invoiced, unapproved billable actual hours

35 – non-billable actual hours

36 – actual recognition amount

Formulas:

Total planned effort: hours/days + fixed fee hours/days for record types 28 and 42

Total actual effort: hours/days + fixed fee hours/days for record types 32,33,34,35

Planned billing amount: billing amount for record type 28 (non-fixed fee only), plus invoiced and un-invoiced fixed fee amounts, converted to the selected currency

The query includes fixed fees associated with tasks to calculate invoiced and un-invoiced fixed fee amounts, and uses the same pro-rating formula as financial analysis summary, but the pro-rating is done real-time. The pro-rate is based on actual hours, if any exist for any task assignments, or planned hours, if no actuals exist for any task assignments but at least one task assignment has planned hours > 0, or the count of tasks associated with the fixed fee, when no actual hours and no planned hours exist for any task assignment associated with the fixed fee. The financial analysis summary record type 46 (invoiced fixed fees at the task assignment level) also pro-rates, but stops doing so once the invoice has been committed. For fixed fees billed in advance of services being delivered, that may result in inaccurate pro-rating.

Planned cost: cost amount + fixed fee cost amount for record types 28,42 converted to the selected currency

Actual billing amount: billing amount for record types 32,33,34 and invoiced fixed fee amounts, converted to the selected currency

Actual recognition amount (not shown on the report but is available in the query): recognized amount for record type 36 (the total fixed fee recognition amount is pro-rated to each task assignment associated to the fixed fee)

Information from expenses is also included in the query, where the expense is associated with a task (an optional field on the expense entry dialogue).

Effort: is hard-coded to 0

Planned billing: Invoiced amount plus un-invoiced amount (see details below)

Actual billing: invoiced amount

Planned cost: expense quantity * unit cost * exchange rate to the user's home currency

Actual cost: expense quantity * unit cost * exchange rate to the user's home currency

Recognition amount: (not shown on the report but is available in the query): recognized amount for the expense

Detailed calculations:

Un-invoiced amount: when the expense is not invoiced (e.invoicestatus = 0) and the expense is billable (e.billable = 1) and engagement expense billing is not set to 'no expenses (en.expensebillingtype <> 'n') then the engagement expense billing percentage * expense quantity * expense unit cost * the expense exchange rate to the resource's home currency (en.expensebillingpercentage/100*e.Quantity*e.UnitPrice*e.ExchangeRate)

Invoiced amount: Invoiced expense amount * the invoiced expense percentage plus the written-off expense amount multiplied by the exchange rate from the invoice currency to the expense currency (isnull(wt.expenseamount*wt.AppliedPercentage/100,0) + isnull(wot.amountwrittenoff,0))

```
*isnull(case when i.invoicecurrency =  e.currencycode then 1

else

 (SELECT Rate FROM ExchangeRates WITH (NOLOCK)

                           WHERE BaseCurr = i.invoicecurrency AND

                           ToCurr = e.currencycode AND

                           (StartDate IS NULL OR StartDate <= e.ExpenseDate) AND

                           (EndDate IS NULL OR EndDate >= e.ExpenseDate)) end,0)
```

Planned margin: [Planned Billing]-[Planned Cost]

Actual margin: [Actual Billing]-[Actual Cost]

Planned margin percent: planned margin divided by planned billing. It will be 0 if planned billing is 0.

Actual margin percent: actual margin divided by actual billing. It will be 0 if actual billing is 0.

Task assignment margin summary (effort in Hours, Date range: All dates, Amounts in: USD - American dollar)

Project	Task	Resource	Fixed fee	Planned effort	Actual effort	Planned Billing	Actual Billing	Planned Cost	Actual Cost	Planned Margin	Actual margin	Planned Margin percent	Actual margin percent
Task assignment margin reports	Billable	Changepoint Admin		100	8	15,000	1,050	10,000	800	5,000	250	33.3%	23.8%
Task assignment margin reports	Invoiced fixed fee 5000	Changepoint Admin	Fixed fee invoiced 5000.00	100	8	5,000	5,000	10,000	800	-5,000	4,200	-100.0%	84.0%
Task assignment margin reports	Unbillable	Changepoint Admin		100	8	0	0	10,000	800	-10,000	-800	0.0%	0.0%
Task assignment margin reports	Un-Invoiced fixed fee 5000	Changepoint Admin	Fixed fee uninvoiced 5000.00	100	8	5,058	19	10,169	969	-5,111	-950	-101.0%	-4,903.3%

Time listing by resource

This report is the same as 'Time listing' but groups by workgroup and resource.

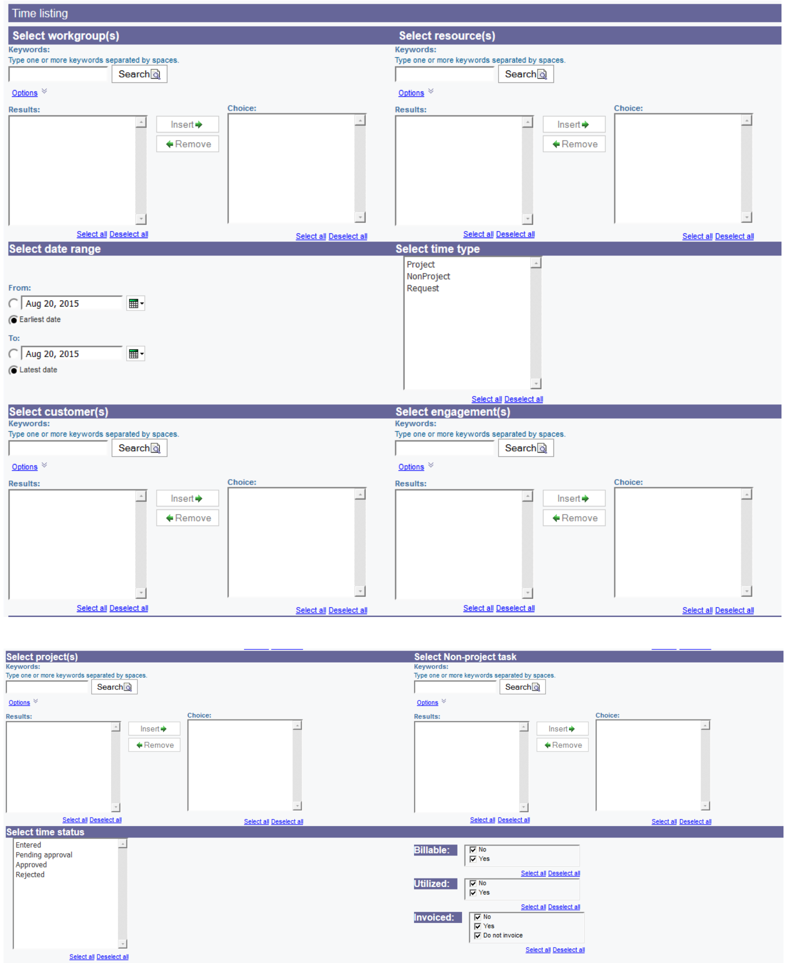
Time list by resource

Workgroup	Resource	Customer	Project	Task name	Time entry date	Time type	Approved	Invoiced	Billable	Utilized	Hours
EMEA North Services	Ramsay Bristol	Sydney Imports	Opportunity - Cheetah Software - eVision Backup Partnership	Opportunity Time	Aug 7, 2015	Project	Yes	No	No	Yes	2.00
		Sydney Imports	Opportunity - Cheetah Software - eVision Backup Partnership	Opportunity Time	Aug 11, 2015	Project	Yes	No	No	Yes	3.00
		Sydney Imports	Opportunity - Cheetah Software - eVision Backup Partnership	Opportunity Time	Aug 13, 2015	Project	Yes	No	No	Yes	2.00
	Ramsay Bristol - Total										**13.00**
EMEA North Services - Total											**13.00**
EMEA Sales	Shea Everton	La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 3, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 4, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 5, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 6, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 7, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 10, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 11, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 12, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 13, 2015	Project	Yes	No	Yes	Yes	8.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Define	Aug 14, 2015	Project	Yes	No	Yes	Yes	8.00
		Sydney Imports	Opportunity - MUWI Bank - Upgrade Great Plains	Opportunity Time	Aug 17, 2015	Project	Yes	No	No	Yes	3.00
		Sydney Imports	Opportunity - MUWI Bank - MandO Contractor	Opportunity Time	Aug 18, 2015	Project	Yes	No	No	Yes	2.00
		Sydney Imports	Opportunity - MUWI Bank - Oracle Financial Enhancements	Opportunity Time	Aug 21, 2015	Project	Yes	No	No	Yes	1.00
		Sydney Imports	Opportunity - MUWI Bank - MandO Contractor	Opportunity Time	Aug 26, 2015	Project	Yes	No	No	Yes	2.00
		Sydney Imports	Opportunity - MUWI Bank - Upgrade Great Plains	Opportunity Time	Aug 27, 2015	Project	Yes	No	No	Yes	1.00
		La Rochelle Electrique	Accounting Transition for Acquisition	Design	Aug 31, 2015	Project	Yes	No	Yes	Yes	8.00
		Sydney Imports	Opportunity - MUWI Bank - MandO Contractor	Opportunity Time	Aug 31, 2015	Project	Yes	No	No	Yes	2.00
	Shea Everton - Total										**99.00**

Time Listing

A new version of the time listing report adds more prompt filters. Approval and invoice status columns were added, colour-coded to highlight any time entries that are not approved and not invoiced.

This report uses the 'time combined' query subject and thus requires workgroup access.



Time listing

Customer	Project	Task name	Workgroup	Resource	Time entry date	Time type	Approved	Billable	Invoiced	Utilized	Hours
La Rochelle Electrique	Accounting Transition for Acquisition	Design	Product Management	Thierry Chambery	Aug 7, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Development	Damian Richmond	Aug 10, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Product Management	Thierry Chambery	Aug 10, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Development	Damian Richmond	Aug 11, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Product Management	Thierry Chambery	Aug 11, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Development	Damian Richmond	Aug 12, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Product Management	Thierry Chambery	Aug 12, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Development	Damian Richmond	Aug 13, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Product Management	Thierry Chambery	Aug 13, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Development	Damian Richmond	Aug 14, 2015	Project	Yes	Yes	No	Yes	8.00
La Rochelle Electrique			Product Management	Thierry Chambery	Aug 14, 2015	Project	Yes	Yes	No	Yes	8.00
Accounting Transition for Acquisition - Total											**238.00**
MUWI Bank	Oracle Financials Implementation	CS2 - Assess Progress	NA West USA Services	Reno Carson	Aug 3, 2015	Project	No	Yes	No	No	2.00
MUWI Bank			NA West USA Services	Reno Carson	Aug 11, 2015	Project	No	Yes	No	No	2.00
MUWI Bank		CS3 - Capture Project Issues	NA West USA Services	Reno Carson	Aug 4, 2015	Project	No	Yes	No	No	4.00
MUWI Bank			NA West USA Services	Reno Carson	Aug 12, 2015	Project	No	Yes	No	No	3.00
Oracle Financials Implementation - Total											**11.00**
MUWI Bank	RR Salesforce Interface	Design	LATAM North Services	Reginaldo Chile	Aug 3, 2015	Project	Yes	Yes	No	Yes	8.00
MUWI Bank			LATAM North Services	Reginaldo Chile	Aug 4, 2015	Project	Yes	Yes	No	Yes	8.00
MUWI Bank			LATAM North Services	Reginaldo Chile	Aug 5, 2015	Project	Yes	Yes	No	Yes	8.00
MUWI Bank			LATAM North Services	Reginaldo Chile	Aug 6, 2015	Project	Yes	Yes	No	Yes	8.00
MUWI Bank			LATAM North Services	Reginaldo Chile	Aug 7, 2015	Project	Yes	Yes	No	Yes	8.00

Time listing with billing and recognition amounts

This report is similar to ‘Time and expense listing with billing and recognition amounts’, but filters on only project time that is billable or invoiced or has revenue recognized, and shows a calculated billing and recognition amount as well as the actual invoiced and recognized amounts, and can be used as a reconciliation between them. It also shows time against fixed fees in a separate table, which can be used as supplementary reporting for revenue recognition calculations. There are filters on invoiced (yes/no), recognized (yes/no), approval status, time date range, customer, engagement and project. The report uses rate data from the time table and requires the 'UpdateTimeRates' job be run to calculate the data and billable status of time records.

If split billing is used, time records may be shown on multiple lines, one for each different invoice.

Access required

There are no access requirements for this report, as it uses custom SQL.

Time listing with billing and revenue amounts

Billable time

Customer	Engagement	Project	Task	Resource	timedate	regularhours	RegularDay	overtimehours	OvertimeDay	Billable	BillingRate	billingcurrency	ExchangeRateBillingtoEng	Extended Billing	InvoicedHours	Invoiced Amount	Invoice Number	InvoiceDate	Calculated rev rec amount	RevRate	Recognized committed amount	RevRecDate
Acucar Exportacoes	Dynamics Great Plains Implementation - Acucar Exportacoes	Dynamics Great Plains Implementation	Planning	Romeo Sicily	Sep 26, 2016	8	1	0	0	1	200	USD	1	1,600.00	8	1,600.00	Draft - -278	Nov 24, 2016	1,600.00	0	0.00	
		Dynamics Great Plains Implementation	Planning	Romeo Sicily	Sep 27, 2016	8	1	0	0	1	200	USD	1	1,600.00	8	1,600.00	Draft - -278	Nov 24, 2016	1,600.00	0	0.00	
		Dynamics Great Plains Implementation	Planning	Romeo Sicily	Sep 28, 2016	8	1	0	0	1	200	USD	1	1,600.00	8	1,600.00	Draft - -278	Nov 24, 2016	1,600.00	0	0.00	
		Dynamics Great Plains Implementation	Planning	Romeo Sicily	Sep 29, 2016	8	1	0	0	1	200	USD	1	1,600.00	8	1,600.00	Draft - -278	Nov 24, 2016	1,600.00	0	0.00	
		Dynamics Great Plains Implementation	Planning	Romeo Sicily	Sep 30, 2016	8	1	0	0	1	200	USD	1	1,600.00	8	1,600.00	Draft - -278	Nov 24, 2016	1,600.00	0	0.00	
	Dynamics Great Plains Implementation - Acucar Exportacoes - Total					**40**	**5**	**0**	**0**					**8,000.00**	**40**	**8,000.00**			**8,000.00**		**0.00**	
	Master Services Agreement - Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project B	Task B1	Rosario Montevideo	Aug 22, 2017	8	1	0	0	1	157.5	USD	3.12	3,931.20	0				3,931.20	0	0.00	
		PSA - SharePoint Integration - BAW	Interface Development	Reus Granada	Mar 17, 2016	8	1	0	0	1	150	USD	3.12	3,744.00	0				3,744.00	0	0.00	
		Inter-project Dependency -	Task B1	Rosario Montevideo	Oct 24, 2017	8	1	0	0	1	157.5	USD	3.12	3,931.20	0				3,931.20	0	0.00	

Fixed fee time

Customer	Engagement	Deliverable name	Fixed fee billing amount	Revenue recognition method	Physical percent complete	Amount recognized-incl adjustments	timedate	Resource	regularhours	RegularDay	overtimehours	OvertimeDay	InvoicedHours	Invoiced amount	Revrec	RevTent	Rev rec USD	Rev tent USD
UtiliWind	Master Services Agreement - UtiliWind	Phase I Services	200,000			0	Nov 15, 2016	Rosaline Esmeraldas	8	1.333	0	0	8	0	0.00	0.00	0.00	0.00
							Nov 16, 2016	Rosaline Esmeraldas	8	1.333	0	0	8	0	0.00	0.00	0.00	0.00
							Nov 17, 2016	Rosaline Esmeraldas	8	1.333	0	0	8	0	0.00	0.00	0.00	0.00
							Nov 18, 2016	Rosaline Esmeraldas	8	1.333	0	0	8	0	0.00	0.00	0.00	0.00
		Phase I Services - Total							**824**	**118.318**	**0**	**0**	**616**	**0**	**0.00**	**0.00**	**0.00**	**0.00**
	Master Services Agreement - UtiliWind - Total								**824**	**118.318**	**0**	**0**	**616**	**0**	**0.00**	**0.00**	**0.00**	**0.00**
UtiliWind - Total									**824**	**118.318**	**0**	**0**	**616**	**0**	**0.00**	**0.00**	**0.00**	**0.00**
Customer	Engagement	Deliverable name	Fixed fee billing amount	Revenue recognition method	Physical percent complete	Amount recognized-incl adjustments	timedate	Resource	regularhours	RegularDay	overtimehours	OvertimeDay	InvoicedHours	Invoiced amount	Revrec	RevTent	Rev rec USD	Rev tent USD
		2008 - Maintenance @ 50%	2,500,000	Percent of total deliverable		0												
		2008 - Maintenance @ 50% - Total																
		2008 - Maintenance @ 50% - 1	1,250,000			0												
		2008 - Maintenance @ 50% - 1 - Total																
		2008 - Maintenance @ 50% - 2	1,250,000			0												
		2008 - Maintenance @ 50% - 2 - Total																
		2008 - Maintenance Fee	500,000	Amount recognized		0												
		2008 - Maintenance Fee - Total																
		2008 Maintenance	1,000,000	Amount recognized		0												
		2008 Maintenance - Total																
		2008 Maintenance - 1	500,000			0												
		2008 Maintenance - 1 - Total																
		2008 Maintenance - 2	500,000			0												
		2008 Maintenance - 2 - Total																
		Annual Maintenance - 2008	4,500,000	Amount recognized		0												
		Annual Maintenance - 2008 - Total																
		Custom Inventory Management System	200,000	Physical percent complete	0	0												
		Custom Inventory Management System - Total																
		Custom Inventory Management System - 3	50,000			0												

Time and expense listing with billing and recognition amounts

This report shows a calculated billing and recognition amount as well as the actual invoiced and recognized amounts for time, request time and expenses, and can be used as a reconciliation between them. It also shows time against fixed fees, which can be used as supplementary reporting for revenue recognition calculations. There are filters on invoiced (yes/no), written off (yes/no), recognized (yes/no), recognition variance (yes/no) time date range, customer, engagement and project. The report uses rate data from the time table and requires the 'UpdateTimeRates' job be run to calculate the data and billable status of time records.

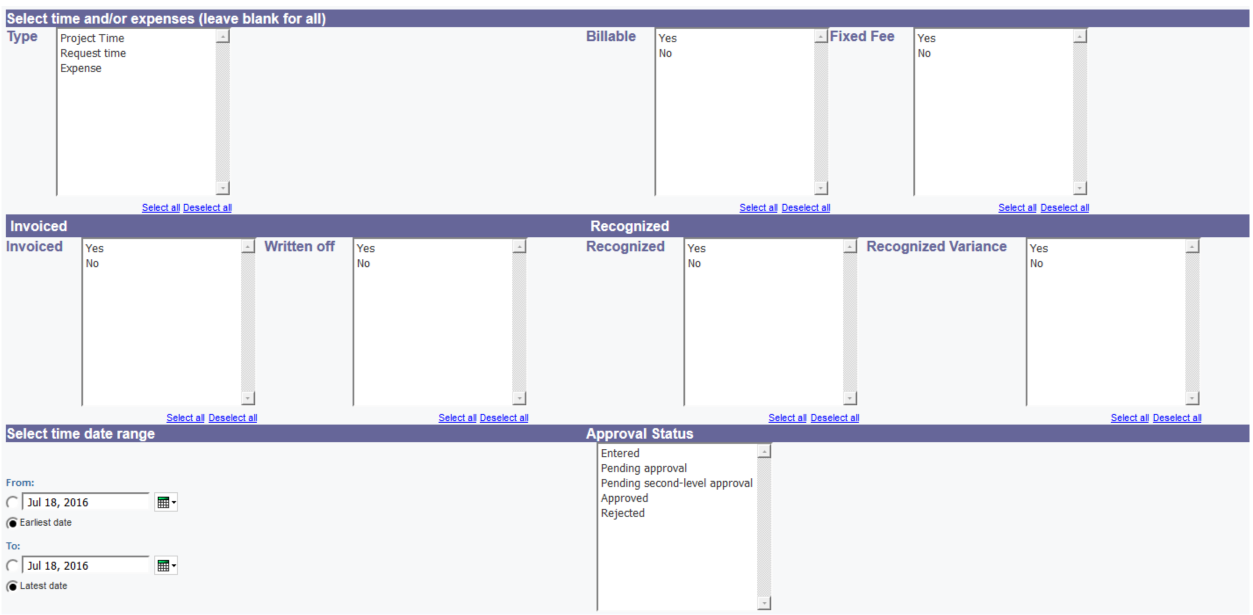
If split billing is used, time records may be shown on multiple lines, one for each different invoice.

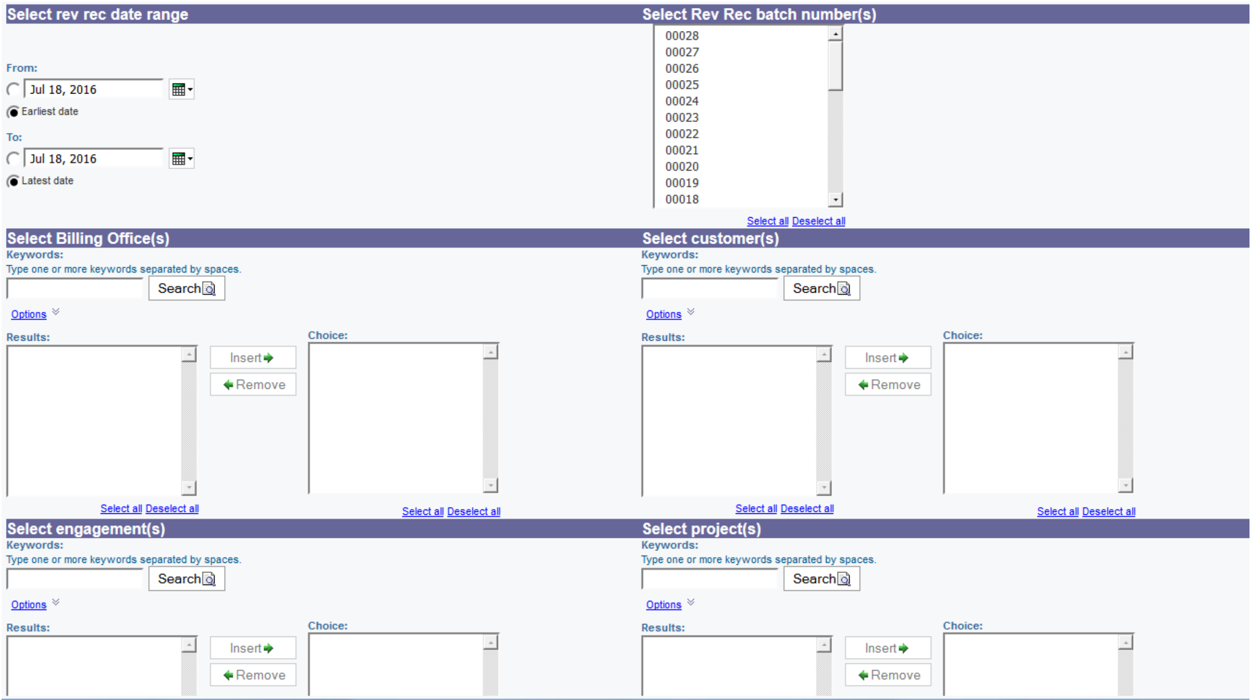
Access required

There are no access requirements.

The query uses custom SQL that takes amounts from time, request time and expenses, as well as invoiced time, invoiced request time and invoiced expenses. Invoice amount is from the invoiced time table (applied rate * invoiced hours). The 'fixed fee' field is shown where the time record is either associated with a revenue fixed fee or a fixed fee.

Prompt page





To get un-invoiced amounts:

Select ‘billable’ = Yes, ‘invoiced’ = No, ‘Fixed fee’ = No

To get invoiced or written off amounts:

Select ‘Invoiced’ = Yes or ‘Written off’ = Yes

Formulas:

Extended billing:

```
case when [Type] = 'T' then

case when [billingType] in ('D','MD') then [RegularDay] + [OvertimeDay] *
[Billovertime] * [overtimepercentage] / 100 else [regularhours] +
[overtimehours] * [Billovertime] * [overtimepercentage] / 100 end *case when
[BillingRate] > 0 and [Billable] = 1 and [EngStatusBillable] = 1 and
[InvoiceStatus] = 0 then [BillingRate]*[ExchangeRateBillingtoEng] else 0 end

when [Type] = 'R' then

case when [billingType] in ('D','MD') then

[BillableDays]+[BillableOTDays]*[Billovertime]*[overtimepercentage]/100

else [BillableHours]+[BillableOTHours]*[Billovertime]*[overtimepercentage]/100
end * case when [BillingRate] > 0 and [Billable] = 1 and [EngStatusBillable] =
1 and [InvoiceStatus] = 0 then [BillingRate]*[ExchangeRateBillingtoEng] else 0
end
```

```
else [EngStatusBillable] * [Billable] * [Billovertime] * [overtimepercentage] *
[regularhours] * [BillingRate] * case when [InvoiceStatus] = 0 then 1 else 0
end *[ExchangeRateBillingtoEng]/100

end
```

The billing amount is only calculated for billable, non-invoiced amounts. The formula does not take into account the billing office 'ly uses days * rate (it is too complex and time-consuming to do so). There may be differences between invoiced amounts and the calculated amount on the report for that reason. For expenses, the 'billovertime' field is equivalent to 'expense billing' (if it is 'all expenses' or 'percent of expenses' it is 1, otherwise 0). The 'overtime percentage' field for expenses is the expense billing percentage.

Calculated rev rec amount:

```
case when [RROn] = 1 and ([rrchg] = 1 or case when [Type] in ('T','R') then
[rrtimechg] else [rrexpchg] end = 1) and [Revrec] is null and [Billable] = 1
then [Extended Billing]*[rraf]/100 else 0 end
```

The formula checks if the engagement is enabled for revenue recognition (for time and expenses or time only) and revenue has not been recognized for the time record. It then multiplies the calculated billing amount by the revenue adjustment factor.

Invoiced amount:

```
case when [Type] in ('T','R')  then
[InvoicedHours]*[InvoicedRate]+[InvoicedOTHours]*[InvoiceOTPercentage]/100*[Inv
oicedRate]

else [InvoicedRate]

end
```

'Invoicedrate' reflects the 'AppliedRate' field in the invoiced time table (which converts the daily amounts). For expenses, 'invoicedrate' is the invoiced expense amount. Note: the invoiced amount is a gross amount and does not reflect any writeoff/up amounts. The amount can then be compared to the recognition amount to see if there are any variances. If desired, the writeoff/up amount can be included in the invoiced amount, and the 'recognition variance' formula can be altered.

The fixed fee field will be the 'revenue fixed fee' associated with the time record. If not associated with a revenue fixed fee, it would be shown under the fixed fee associated with the time record. In situations where the time record was invoiced and recognized under different fixed fees, the recognized fixed fee would take priority and the time record would be shown under that fixed fee. If there is a non-zero invoiced amount, it means the time record was invoiced as billable, then the fixed fee association was made and the time was recognized as fixed fee.

Time and expense listing with billing and revenue amounts

Project time, fixed fee time, request time and expenses

Customer	Engagement	Deliverable	Type	Project	Task	Resource	Workgroup	Record Date	Regular hours or Qty	RegularDay	overtimehours	OvertimeDay	Billable	ApprovalStatus	BillingRate	Item currency	Exchange rate item currency to engagement currency	Extended Billing	Invoiced hours or quantity	Written off hours / expense amount	WrittenOffOTHrs	Writeoff amount	Invoiced Amount (not including writeoffs)	Invoice Number	InvoiceDate	InvoiceCurrency	Calculated rev rec amount	Re
Acucar Exportacoes	Dynamics Great Plains Implementation - Acucar Exportacoes		T	Dynamics Great Plains Implementation	Planning	Romeo Sicily	EMEA South Services	Mar 18, 2015	8	1	0	0	1	A	200	USD	1	0.00	8				1,600.00	Draft - -278	May 14, 2015	USD	0.00	0
			T	Dynamics Great Plains Implementation	Planning	Romeo Sicily	EMEA South Services	Mar 19, 2015	8	1	0	0	1	A	200	USD	1	0.00	8				1,600.00	Draft - -278	May 14, 2015	USD	0.00	0
			T	Dynamics Great Plains Implementation	Planning	Romeo Sicily	EMEA South Services	Mar 20, 2015	8	1	0	0	1	A	200	USD	1	0.00	8				1,600.00	Draft - -278	May 14, 2015	USD	0.00	0
	Dynamics Great Plains Implementation - Acucar Exportacoes - Total								**40**	**5**	**0**	**0**						**0.00**	**40**				**8,000.00**				**0.00**	
	Maintenance Agreement - Acucar Exportacoes		R		PS-00059	Simon Brisbane	HR	Nov 3, 2014	6	0.75	0	0	0	A	200	USD	1	0.00	0								0.00	0
			R		PS-00078	Randel Mannheim	LATAM Services	Nov 10, 2014	0.03	0.004	0	0	1	A	175	USD	1	0.00	0.08				14.00	NA-2012-00001	Nov 11, 2014	USD	0.00	0
	Maintenance Agreement - Acucar Exportacoes - Total								**6.03**	**0.754**	**0**	**0**						**0.00**	**0.08**				**14.00**				**0.00**	

Time summary by resource by fiscal period

This report uses the same query and prompt page as the 'time listing by resource' report, and displays the time data in cross-tab format, showing the fiscal period end date of the selected fiscal periods. There is a mandatory prompt for fiscal period.

Time summary by resource by fiscal period **Fiscal periods: FP - Weekly**

Workgroup	Resource	Customer	Project	Task	2015-01-03	2015-01-10	2015-01-17	2015-01-24	2015-01-31	2015-02-07	2015-02-14	2015-02-21	2015-02-28	2015-03-07	2015-03-14	2015-03-21	2015-03-28	2015-04-04	Total
Regular effort entered (hours)																			
APAC Services	Renee Pataya	La Rochelle Electrique	La Rochelle Special Project	Planning											18.00	12.00			**30.00**
		Product Management	Ubernet global linking	Competitive analysis			40.00		20.00							16.00			**76.00**
		UtiliWind	UtiliWind - Consulting Services	Customization	16.00													16.00	**32.00**
				Non-Billable Work								40.00	40.00	40.00	40.00				**160.00**
				Support		40.00													**40.00**
		Total (Resource)			**16**	**40**	**40**		**20**			**40**	**40**	**40**	**58**	**28**		**16**	**338.00**
	Ri Hubei	Acucar Exportacoes	Inter-project Dependency - Corp Ops - Project A	Task A2						24.00									**24.00**
			Inter-project Dependency - Corp Ops - Project C	Task C2					24.00										**24.00**
		MUWI Bank	Request	N/A							2.00								**2.00**
		N/A	Non Project	Statutory Holiday												8.00			**8.00**
				Vacation												32.00			**32.00**
		Petriyadh	GoTrax ERP	Deploy		40.00													**40.00**
		Product Management	Ubernet global linking	User needs & wants study			16.00				16.00		16.00	8.00					**56.00**
		UberTech	CRM Upgrade	Deploy	16.00				16.00										**32.00**
		UtiliWind	UtiliWind - Consulting Services	Deploy									24.00					16.00	**40.00**
		Total (Resource)			**16**	**40**	**16**		**40**	**24**	**18**		**40**	**8**		**40**		**16**	**258.00**
	Ruri Mito	Sturgeon Manufacturing	Project Portfolio Management Implementation	System Configuration	8.00	20.00			20.00	20.00	20.00		40.00	40.00				16.00	**184.00**
		Total (Resource)			**8**	**20**			**20**	**20**	**20**		**40**	**40**				**16**	**184.00**
	Total (Workgroup)				**40**	**100**	**56**		**80**	**44**	**38**	**40**	**120**	**88**	**58**	**68**		**48**	**780.00**

Time summary with billing and recognition amounts

This report summarizes the hours, billing and rev rec amounts per customer and engagements, shown in the engagement currency and USD. There are filters on invoiced (yes/no), recognized (yes/no), time date range, customer, engagement and project.

Time - Summary with billing and recognition amounts

Billable time

Customer	Engagement	regularhours	RegularDay	overtimehours	OvertimeDay	billingcurrency	Extended Billing	InvoicedHours	Invoiced Amount	Calculated rev rec amount	Recognized committed amount	Tentative Recognition amount	EngagementCurrency	Extended Billing (USD)	Invoiced amount (USD)	Calculated Rev Rec (USD)	Recognized (USD)	Tentative (USD)
AON UK Limited (C02404)	AON - Daptiv PPM Implementation	42.5	5.314	0	0	GBP	5,312.5	0	0	0	5,312.5	0	GBP	8,349.65625	0	0	8,349.65625	0
	AON - Daptiv PPM Implementation - Total	42.5	5.314	0	0		5,312.5	0	0		5,312.5	0		8,349.65625	0	0	8,349.65625	0
AON UK Limited (C02404) - Total		42.5	5.314	0	0		5,312.5	0	0		5,312.5	0		8,349.65625	0	0	8,349.65625	0
Customer	Engagement	regularhours	RegularDay	overtimehours	OvertimeDay	billingcurrency	Extended Billing	InvoicedHours	Invoiced Amount	Calculated rev rec amount	Recognized committed amount	Tentative Recognition amount	EngagementCurrency	Extended Billing (USD)	Invoiced amount (USD)	Calculated Rev Rec (USD)	Recognized (USD)	Tentative (USD)
ATEXIS (169293-1)	ATEXIS - Cognos Implementation (2014-00974)	6	0.75	0	0	EUR	727.5	0	0	0	0	0	EUR	807.0885	0	0	0	0
	ATEXIS - Cognos Implementation (2014-00974) - Total	6	0.75	0	0		727.5	0	0		0	0		807.0885	0	0	0	0
ATEXIS (169293-1) - Total		6	0.75	0	0		727.5	0	0		0	0		807.0885	0	0	0	0
Customer	Engagement	regularhours	RegularDay	overtimehours	OvertimeDay	billingcurrency	Extended Billing	InvoicedHours	Invoiced Amount	Calculated rev rec amount	Recognized committed amount	Tentative Recognition amount	EngagementCurrency	Extended Billing (USD)	Invoiced amount (USD)	Calculated Rev Rec (USD)	Recognized (USD)	Tentative (USD)
Australian National Audit Office (158396-2)	CPC-2015-03177 - AdHoc Guardian Services to Dec 31 2015	8	1	0	0	AUD	1,600	0	0	0	1,600	0	AUD	1,224.8	0	0	1,224.8	0
	CPC-2015-03177 - AdHoc Guardian Services to Dec 31 2015 - Total	8	1	0	0		1,600	0	0		1,600	0		1,224.8	0	0	1,224.8	0
	SOW 2014-C0007 AdHoc Guardian Services Jan-Jun2015	8	1	0	0	AUD	1,440	0	0	1,440	0	0	AUD	1,102.32	0	1,102.32	0	0
	SOW 2014-C0007 AdHoc Guardian Services Jan-Jun2015 - Total	8	1	0	0		1,440	0	0		0	0		1,102.32	0	1,102.32	0	0
Australian National Audit Office (158396-2) - Total		16	2	0	0		3,040	0	0		1,600	0		2,327.12	0	1,102.32	1,224.8	0

Unapproved Time by Approver

This report lists all unapproved time, grouped by the time approver.

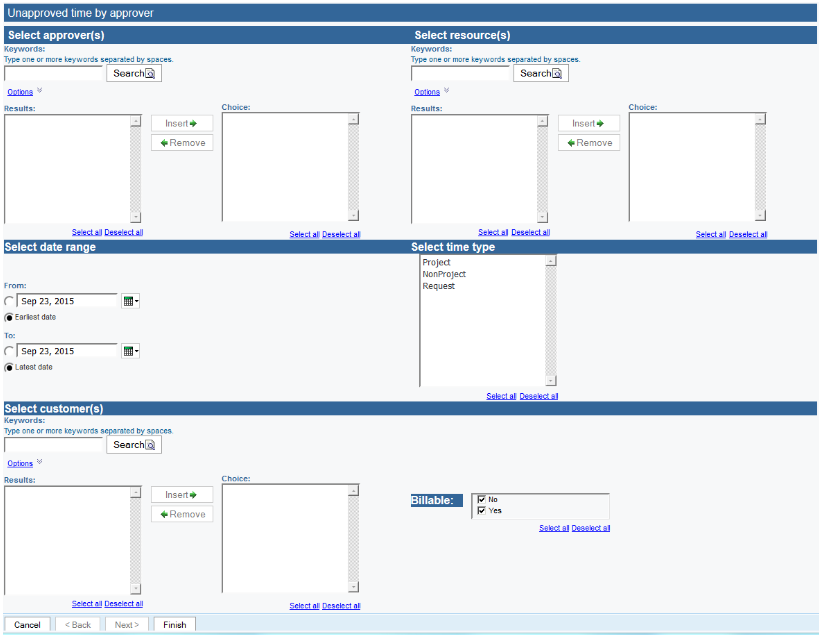
Access required

Users require workgroup access to the time record to see the data on the report.

The report uses a custom SQL query that selects from the ‘TimeApproverRecords’ table to get the time approver. Note: the ‘Process time entries for approval’ job must run to populate the time approver; otherwise, it will be ‘Not specified’ on the report.

Prompt page

Users can select the approver, resource, customer, time date range, time type and ‘billable’. None of the prompts are cascading or inter-related (e.g. selecting an approver will not filter the ‘resource’ list), and all are applied if selections are made in multiple prompts (e.g. if an approver and a customer are selected in the filter, the time record must be both for that approver and for that customer).



Report:

Unapproved Time by Approver

PendingApprovalBy	Resource name	Customer	Engagement	Project	Task name	Time entry date	Time type	Status	Submitted on	Regular effort entered (hours)	Overtime effort (hours) entered
Eaton Franco	Changepoint Admin	Banco de Calama	Production upgrades	Production upgrades	Prod upgrade summary task	Sep 21, 2015	Project	Pending Engagement Approver	Sep 22, 2015 12:59:22 PM	8.00	0.00
Eaton Franco - Total										**8.00**	**0.00**
Edison Santori	Changepoint Admin	Product Management	NPD - Product Management	N/A	N/A	Sep 22, 2015	Request	Pending Line Approver	Sep 22, 2015 12:59:22 PM	8.00	0.00
	Changepoint Admin	N/A	N/A	N/A	Floating Holiday	Sep 23, 2015	NonProject	Pending Line Approver	Sep 22, 2015 12:59:22 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 10, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:36 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 11, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:36 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 12, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:36 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 15, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:49 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 16, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:49 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 17, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:49 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 18, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:49 PM	8.00	0.00
	Raleigh George	Keane Industries	Taxware Implementation	Taxware Implementation (Baseline Example)	Design	Jun 19, 2015	Project	Pending Engagement Approver	Apr 27, 2015 3:02:49 PM	8.00	0.00
Edison Santori - Total										**80.00**	**0.00**
Overall - Total										**88.00**	**0.00**

Upcoming fixed fee and product billings

This report lists all un-billed engagement fixed fee and engagement products, allowing users to link to the engagement profile page. Users can filter on billing date and billing office.

The report also shows the latest finish date for un-completed tasks associated with the fixed fee or product and the number of un-completed tasks when the item has a billing type selected (‘Upon task completion’ or ‘Upon ready to invoice’). If the latest date is greater than the billing date, the billing date field is highlighted, indicating that the item may not be available to be invoiced on the billing date.

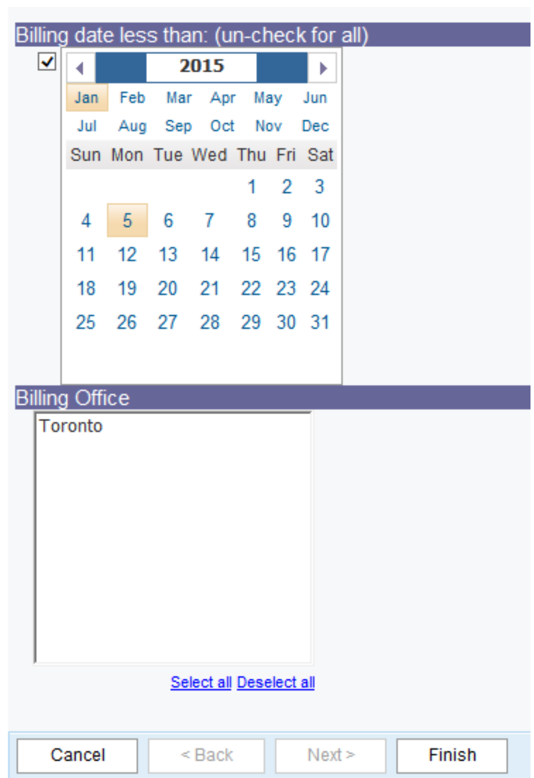
There is a hard-coded filter including only engagements where 'billable' is selected and excluding engagements with the 'Closed' engagement status. The filter can be modified in both the fixed fee and product queries, if desired, to add or remove values based on the specific 'billable' statuses used at the customer (i.e. the engagement statuses that allow invoices to be created).

Access required

The report uses engagement fixed fees and engagement product query subjects. Thus, users require access to the engagement to see the data in the report.

The report uses a custom SQL query that lists all un-completed tasks associated with the fixed fee or engagement product. There is no access requirement.

Prompt page



Report:

Upcoming Fixed Fee and Product Billing

Billing office	Company	Engagement	Link to engagement profile	Fixed Fee or Product name	Created by	Available for billing	LatestFinish	TotalTasks	Billing date	Billing currency	Fixed fee billing amount	Product billing amount
Corporate	Acucar Exportacoes	Advantage System	Advantage System	CRM	Edison Santori - VP Sales				Feb 18, 2015	BRL	0.00	120,000.00
Corporate	Sturgeon Manufacturing	ERP License Agreement - Sturgeon Manufacturing	ERP License Agreement - Sturgeon Manufacturing	Cyber Sniper	Edison Santori - VP Sales				Mar 20, 2015	AUD	0.00	208,000.00
Corporate	Banco de Calama	Production upgrades	Production upgrades	Expedier	Changepoint Admin				Apr 1, 2015	USD	0.00	15,000.00
Corporate	Sturgeon Manufacturing	ERP License Agreement - Sturgeon Manufacturing	ERP License Agreement - Sturgeon Manufacturing	CRM	Edison Santori - VP Sales				Apr 30, 2015	AUD	0.00	240,000.00
Corporate	Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Master Services Agreement - Sturgeon Manufacturing	Phase I	Edison Santori - VP Sales				Apr 30, 2015	AUD	500,000.00	0.00
Corporate	MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration - 1	Edison Santori - VP Sales				May 1, 2015	USD	28,750.00	0.00
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - 3	Edison Santori - VP Sales	Upon Task Completion	Mar 26, 2016	2	May 31, 2015	BRL	50,000.00	0.00
Corporate	Keane Industries	Wireless Electricity Development - Keane Industries	Wireless Electricity Development - Keane Industries	Phase II	Edison Santori - VP Sales				May 31, 2015	USD	100,000.00	0.00
Corporate	MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration - 2	Edison Santori - VP Sales				May 31, 2015	USD	28,750.00	0.00
Corporate	Asia Container	Billing System	Billing System	Tracker	Edison Santori - VP Sales				Jun 19, 2015	AUD	0.00	6,000,000.00
Corporate	Asia Container	New Reservation System	New Reservation System	Tracker	Igor Ivanyuk				Jun 19, 2015	AUD	0.00	2,000.00
Corporate	Hollywest Entertainment	JD Edwards Customization	JD Edwards Customization	Train-the-Trainer Package	Igor Ivanyuk				Jun 26, 2015	USD	0.00	0.00
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - 4	Edison Santori - VP Sales		Mar 26, 2016	2	Jun 30, 2015	BRL	50,000.00	0.00
Corporate	MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration - 3	Edison Santori - VP Sales				Jun 30, 2015	USD	28,750.00	0.00
Corporate	La Rochelle Electrique	Night Owl	Night Owl	ERP	Edison Santori - VP Sales				Jul 19, 2015	USD	0.00	1,250,000.00
Corporate	MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration (FF with PPC RR Example) - MUWI Bank	Taxware Integration - 4	Edison Santori - VP Sales				Jul 31, 2015	USD	28,750.00	0.00
Corporate	La Rochelle Electrique	Night Owl	Night Owl	Customization work	Changepoint Admin		Dec 31, 2017	1	Aug 19, 2015	USD	10,000.00	0.00
Corporate	La Rochelle Electrique	Night Owl	Night Owl	Foto	Changepoint Admin				Aug 19, 2015	USD	0.00	300.00
Corporate	Sturgeon Manufacturing	New reporting implementation	New reporting implementation	Effort expended report	Changepoint Admin		Dec 31, 2017	1	Aug 31, 2015	USD	100,000.00	0.00
Corporate	Sturgeon Manufacturing	New reporting implementation	New reporting implementation	Percent complete - cost calculations	Changepoint Admin		Dec 31, 2017	1	Aug 31, 2015	USD	100,000.00	0.00

Upcoming fixed fee and product billing task details

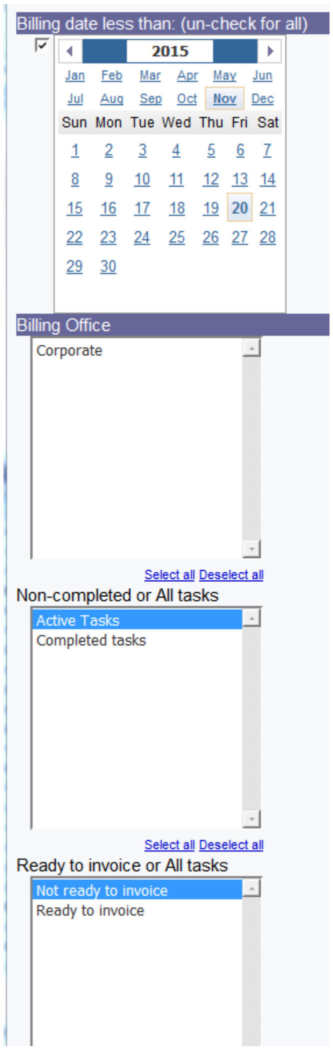
This report can be used as a supplement to show tasks associated with each fixed fee or engagement product. By default, the report shows only tasks that are not complete or not marked as ‘ready to invoice’ and thus are preventing the engagement fixed fee or engagement product from being billed.

Access required

The report uses engagement fixed fees and engagement product query subjects. Thus, users require access to the engagement to see the data in the report.

The report uses a custom SQL query that lists all tasks associated with the fixed fee or engagement product. There is no access requirement.

Prompt page



De-select all in 'non-completed or All tasks' and 'Ready to invoice or All tasks' to show all tasks associated with the fixed fee or engagement product.

Upcoming Fixed Fee and Product Billing Task Details

Billing office	Company	Engagement	Link to engagement profile	Fixed Fee or Product name	Created by	Billing currency	Fixed fee billing amount	Product billing amount	Available for billing	Billing date	Project	Taskname	Planned Finish	Completed	Product Ready to Invoice
Corporate	Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - Acucar Exportacoes	Custom Inventory Management System - 3	Edison Santori - VP Sales	BRL	100,000.00	0.00	Upon Task Completion	May 31, 2015	Custom Inventory Management System	Installation and Configuration	Jan 2, 2016	0	0
											Custom Inventory Management System	Test	Mar 26, 2016	0	0
Corporate	Banco de Calama	Production upgrades	Production upgrades	Expedier	Changepoint Admin	USD	0.00	17,500.00	Ready to Invoice	Sep 15, 2015	Production upgrades	Conversion factor	Oct 31, 2015	1	0

Vacation Tracking

This report displays all non-project time booked to any task that has 'vacation' in the name (the filter can be modified if necessary). All time is shown against the resource's current workgroup.

This report also includes calendar entries from today forward that have 'Vacation' in the description. These indicate 'Planned' vacation days.

The formula for 'remaining vacation (hrs)' is Annual vacation hours + vacation carryover + Time in lieu – Regular effort (hours). Regular effort (hours) represents vacation hours booked. The field will show in red text if it is less than 0.

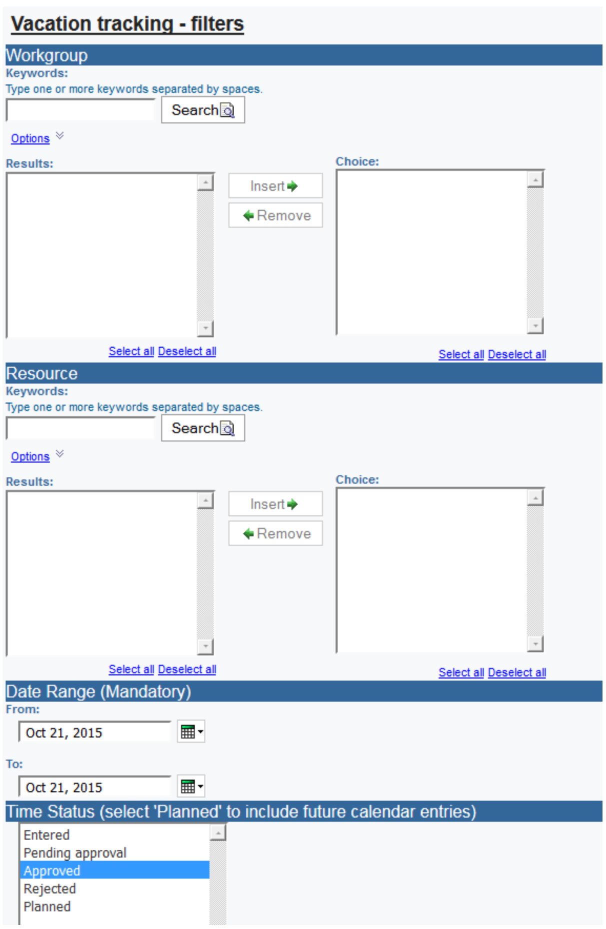
Note: annual vacation hours, vacation carryover and time in lieu are taken from user setup as-is, and are not pro-rated or calculated based on the date range selected in the report.

The formula for 'remaining vacation (days)' is 'remaining vacation (hrs)' / Daily conversion factor (from user setup, or 8 if nothing is specified in user setup).

Access required

The report uses data from 'non-project time' and 'resources', which both require workgroup access.

The report also uses data from 'resource confidential' and requires users have the 'access confidential information' feature. Otherwise, the fields will be blank on the report and the formulas will not include them (thus, understating the 'remaining' calculation).



The date range is mandatory and defaults to today's date. Time status defaults to 'approved' but users can select more statuses, if desired. Selecting the 'Planned' status will include vacation calendar entries in the 'Planned vacation' column and in the calculation for 'remaining' vacation, as indicated in the report header.

Vacation Tracking - Summary Date range: Between Jan 1, 2015 and Oct 21, 2015 Approval status: Approved, Planned Remaining vacation = Annual + Carry over + Time in-lieu minus Vacation taken minus planned vacation

Workgroup	Resource name	Annual vacation hours	Vacation carry over	Time in-lieu	Vacation taken	Planned vacation	Remaining Vacation (Hrs)	Remaining Vacation (Days)
APAC Services	Ren Uljin							
APAC Services	Reon Saldahna							
APAC Services	Ri Hubei	120.00	40.00		32.00	0	128.00	16.00
APAC Services	Ruri Mito							
Contractors	Celso Joao							
Contractors	Chris Chung							
Development	Catania Lawrence				16.00	0	-16.00	-2.00
Development	Damian Richmond	120.00	40.00		72.00	0	88.00	11.00
EMEA East Services	Radom Krakow	120.00	40.00					
EMEA East Services	Randel Mannheim - Manager	120.00	40.00					
EMEA East Services	Rivne Mykolaiv	120.00	40.00		120.00	0	40.00	5.00
EMEA East Services	Rojan VanHaven	120.00	40.00					
EMEA East Services	Roza Lodz	120.00	40.00					
EMEA North Services	Ramsay Bristol	120.00	40.00		32.00	0	128.00	16.00
EMEA North Services	Randers Kiel	120.00	40.00		40.00	0	120.00	15.00
EMEA North Services	Rhode Naas	120.00	40.00		32.00	0	128.00	16.00
EMEA North Services	Rieff Kirkcaldy	120.00	40.00					
EMEA North Services	Roger Wales	120.00	40.00					
EMEA Sales	Shea Everton	120.00	40.00	16.00				
EMEA Sales	Simon Brisbane	40.00			32.00	0	8.00	1.00

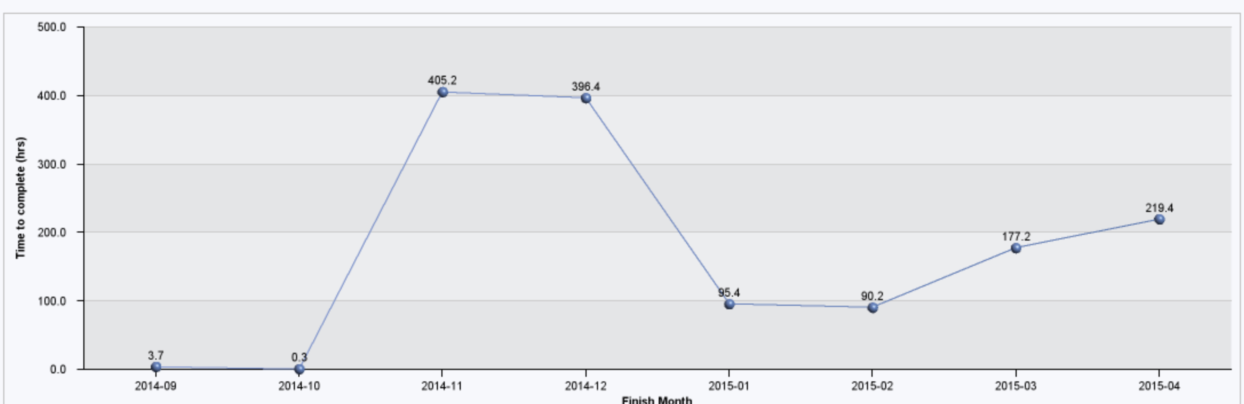
Workflow completion trend analysis

This report shows a summary trend for the average completion time for workflow processes by month. Only completed workflow processes are included in the data.

Access requirements: there are no access requirements for this report.

Users can filter on entity (project, opportunity, request or resource request), workflow state definition or workflow process. Optionally, there is a filter for workflow process cancelled = 0 that is disabled. Enable that filter in the query to exclude workflow processes that were cancelled, to only report on processes that were actioned in full, from start to finish.

Workflow completion trend analysis



Finish Month	State Definition	Workflow Process	Time to complete (hrs)
2014-09	Accelerator Defect Workflow	Assigned to Closed	1.0
		New to Assigned	10.0
	Accelerator Defect Workflow - Average		**5.5**
	Enhancement Request Workflow	New to Approved	15.0
	Enhancement Request Workflow - Average		**15.0**

Workflow history summary

This report shows detailed step information for workflow, including the assignments and completion times, useful to determine if there are any bottlenecks in the workflow process. The report can be added to an entity profile page to filter on a specific entity (project, opportunity, request or resource request). There is also an optional filter for 'actioned by', which includes resources or contacts that have actioned a step. If a step is actioned more than once, the minimum assignment date and maximum completion date are used to determine the overall completion time of the step.

Access required

There are no access requirements for this report.

The report includes all step types. There is a disabled filter that will filter out all system-related steps (e.g. sending an email, a decision step or a system-defined survey step). The filter can be enabled to only show steps that required user interaction. The report sorts on entity name and workflow log order (which is not shown on the report). If desired, additional filters for workflow state definition and workflow process can be added to the query. A 'Workflow state and process lookups' query is available for the prompt page.

Workflow history summary

Entity	Workflow Definition	Workflow process	Step	Step Type	Assigned To	Participant Type	Date Assigned	Date Completed	Actioned By	Required Time To Complete	Actual time to complete (hrs)
Electronic Policy - Scanning	PSA Accelerator - Non-Product Sale Workflow	Qualify	Approve Opportunity	Action	John Smith - Super User	Sales representative's manager	Apr 8, 2015 3:56:35 PM	Apr 8, 2015 4:08:25 PM	Edison Santori	0	0.2
Electronic Policy - Scanning	PSA Accelerator - Non-Product Sale Workflow	Discovery	Go/No Go Decision	Action	John Smith - Super User	Sales representative's manager	Apr 8, 2015 4:31:13 PM	Apr 8, 2015 7:08:07 PM	Edison Santori	0	2.62
Electronic Policy - Scanning	PSA Accelerator - Product Sale Workflow - With COGS Project	Discovery	Create COGS Project	Copy Project	John Smith - Advanced User		Jun 2, 2015 12:10:16 PM	Jun 2, 2015 12:43:33 PM	Edison Santori	0	0.55
Electronic Policy - Scanning	PSA Accelerator - Product Sale Workflow - With COGS Project	Discovery	Go/No Go Decision	Action	John Smith - Advanced User	Sales representative's manager	Apr 15, 2015 12:33:53 PM	Apr 15, 2015 3:31:24 PM	Edison Santori	0	2.96

Workgroup time summary

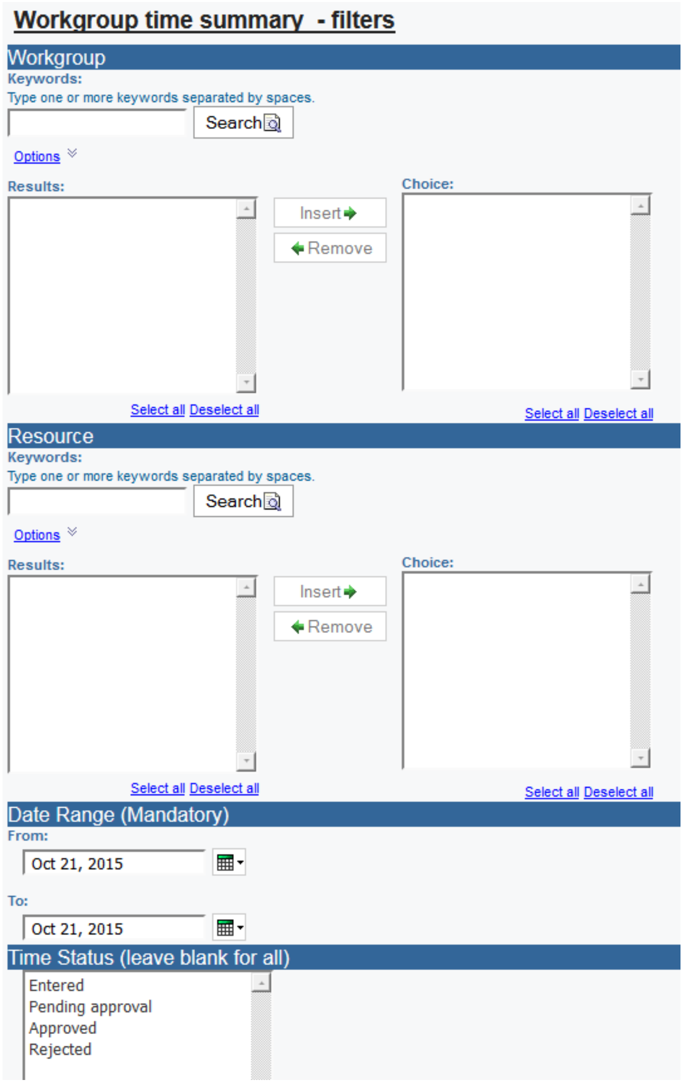
This report is a simple listing of resources and time booked, separated into billable, non-billable, vacation and other non-project categories. Data is shown in hours and includes both regular and overtime hours. All time is shown against the resource's current workgroup. Resources will only appear on the report if they have time for the date range selected.

Access required

Users require workgroup access to see data in this report.

The 'Update Time Rates' job must run to update the billable status of time records.

Filters



Billable and non-billable use the 'billable' flag from the time combined query subject. Vacation hours are non-project time hours booked against any non-project task with the word 'vacation' in it. Other non-project hours are all other non-project hours.

Workgroup Time Summary (Hours) Date range: Between Jan 1, 2015 and Oct 21, 2015 Approval status: Approved

Workgroup	Resource name	Billable	Non-Billable	Vacation	Other Non-project
APAC Services	Ren Uljin	336.00	0.00	0.00	0.00
	Reon Saldahna	284.00	304.00	0.00	0.00
	Ri Hubei	304.00	156.00	32.00	12.00
	Ruri Mito	268.00	0.00	0.00	0.00
APAC Services - Total		**1,192.00**	**460.00**	**32.00**	**12.00**
Contractors	Celso Joao	116.00	0.00	0.00	0.00
Contractors - Total		**116.00**	**0.00**	**0.00**	**0.00**
Development	Catania Lawrence	176.00	48.00	16.00	32.00
	Damian Richmond	640.00	390.00	72.00	318.00
Development - Total		**816.00**	**438.00**	**88.00**	**350.00**
EMEA East Services	Radom Krakow	562.00	96.00	0.00	96.00
	Randel Mannheim - Manager	898.00	386.00	0.00	0.00
	Rivne Mykolaiv	578.00	144.00	120.00	24.00
	Rojan VanHaven	536.00	120.00	0.00	120.00
	Roza Lodz	426.00	72.00	0.00	72.00
EMEA East Services - Total		**3,000.00**	**818.00**	**120.00**	**312.00**
EMEA North Services	Ramsay Bristol	374.00	144.75	32.00	8.00
	Randers Kiel	664.00	80.00	40.00	40.00
	Rhode Naas	656.00	40.00	32.00	8.00
	Rieff Kirkcaldy	528.00	8.00	0.00	8.00
	Roger Wales	808.00	8.00	0.00	8.00
EMEA North Services - Total		**3,030.00**	**280.75**	**104.00**	**72.00**
EMEA Sales	Shea Everton	240.00	52.00	0.00	0.00
	Simon Brisbane	0.00	32.00	32.00	0.00
	Sven Sandvika	322.00	1,323.00	32.00	32.00
EMEA Sales - Total		**562.00**	**1,407.00**	**64.00**	**32.00**

Workgroup weekly timesheet

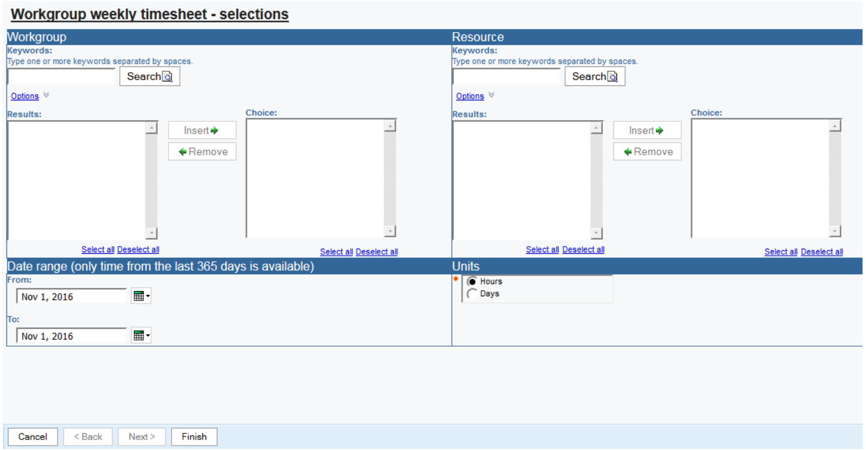
This report shows weekly time for selected workgroups/resources, totaled by resource and workgroup. All types of time are shown (project, request and non-project), all time statuses are shown, regular and overtime hours are included in each daily total and the time can be displayed in hours or days. The time is displayed one row per week, each week beginning on Sunday.

Only time for the last 365 days is available on the report. There will be a blank row for each resource that does not have any time within the week.

Access required

Workgroup access is required for this report, as it uses the ‘time combined’ query subject.

Prompt page



Workgroup and resource are cascading prompts.

Select a date range. Note: all time is grouped by the Sunday corresponding to the beginning of the week. If you do not select a Sunday as a start/end date, only a partial week will be shown.

Select the units to view the data in (hours or days).

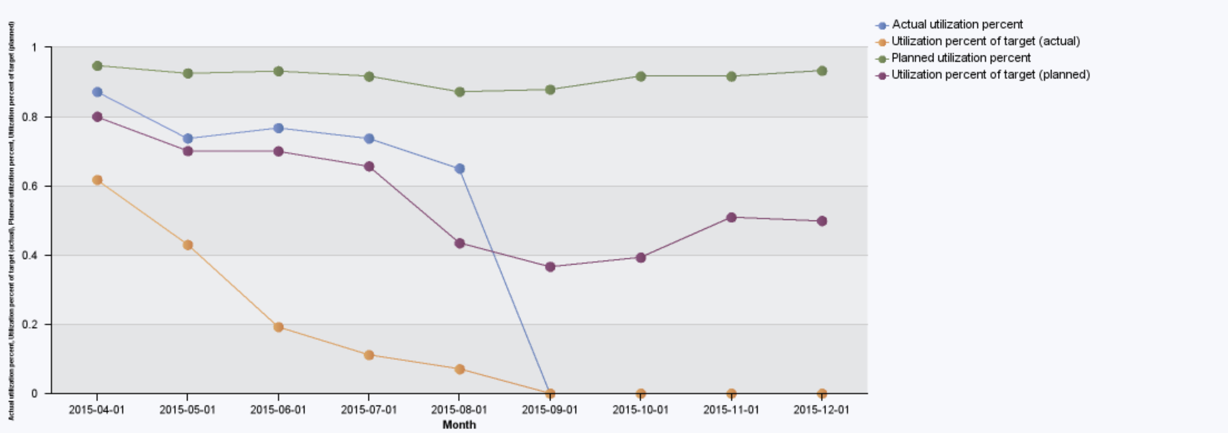
Workgroup Weekly Timesheet Hours, Date range: Between Jul 24, 2016 and Aug 6, 2016

Workgroup	Resource	Week start	Item	Sub-item	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
Contractors	Celso Joao	2016-07-24	Production upgrades	Upgrade services (billable)		10.00						**10.00**
			Total for week			**10.00**						**10.00**
		2016-07-31	**Total for week**									
IT	Changepoint Admin	2016-07-24	NonProject	Meetings				4.00				**4.00**
			Production upgrades	Upgrade services (billable)		9.50						**9.50**
			Request	IDEA-022			0.50					**0.50**
			Total for week			**9.50**	**0.50**	**4.00**				**14.00**
		2016-07-31	Customer Integration - Web Services	Define		8.00	8.00	8.00	8.00	8.00		**40.00**
			Total for week			**8.00**	**8.00**	**8.00**	**8.00**	**8.00**		**40.00**

Workgroup Utilization - planned and actual chart (workgroup access only)

This report uses the same query information and calculations as the 'Resource utilization planned vs. actual – workgroup access only' report, above, and displays a chart at the top, with workgroup summary information in a table below the chart.

Workgroup Utilization - planned and actual chart (workgroup access only)



	2015-04-01									2015-05-01								
Workgroup	Actual billable hours	Total actual hours	Total planned billable hours	Total Planned hours	Target hours	Actual utilization percent	Planned utilization percent	Utilization percent of target (actual)	Utilization percent of target (planned)	Actual billable hours	Total actual hours	Total planned billable hours	Total Planned hours	Target hours	Actual utilization percent	Planned utilization percent	Utilization percent of target (actual)	Utilization percent of target (planned)
APAC Services	336	508	123	165	672	66%	75%	50%	18%	163	271	406	454	672	60%	89%	24%	60%
EMEA East Services	592	707	736	771	840	84%	95%	70%	88%	532	701	743	744	840	76%	100%	63%	88%
EMEA Services	128	132	120	181	168	97%	66%	76%	71%	64	91	46	117	168	70%	39%	38%	27%
EMEA South Services	368	368	475	475	672	100%	100%	55%	71%	244	244	522	522	672	100%	100%	36%	78%
Finance																		
LATAM Central Services	272	288	351	356	504	94%	99%	54%	70%	68	83	326	336	504	82%	97%	13%	65%