



Analytics and Dashboards

SOLUTIONS FOR TECHNOLOGY COMPANIES

Intelligent management requires knowledge, insight and accurate measurement. Gain perspective and improve performance through industry-specific dashboards and analytics. Quickly and effectively take full advantage of your data with Tensoft's High Tech Dashboard.

BBB	Bookings	Shipments	Backlog	Cash	Margin Analysis	Change Analysis	Revenue
	Yesterday	MTD	QTD Actual	YTD Actual	Qtr Total Forecast	Yr Total Forecast	
Bookings							
Total Bookings	\$ 0.00	\$ 207,000.00	\$ 987,339.50	\$ 987,339.50			
Shipments							
Total Shipments	\$ 0.00	\$ 2,000.00	\$ 236,190.00	\$ 236,190.00			
Total Revenue No data for 02/12/2009							
Backlog							
Current Month	\$ 10,556,730.00						
Next Month	\$ 77,500.00						
Next Month #1	\$ 0.00						
Next Month #2	\$ 0.00						
Remainder	\$ 0.00						
Unscheduled	\$ 325,874.44						
Total Backlog	\$ 10,960,104.44						
Billings + Backlog [for applicable period(s)]		\$ 10,559,730.00	\$ 10,870,420.00	\$ 11,196,294.44			

Booking, Billing, Backlog Dashboard provides daily change summary with drilldown detail

BBB	Bookings	Shipments	Backlog	Cash	Margin Analysis	Change Analysis	Revenue
SP By Region	MTD	QTD	QTD Forecast	QTD +/-	YTD	YTD Forecast	YTD +/-
No Territory							
Sub Total	\$ 185,000.00	\$ 880,339.50	\$ 0.00	\$ 880,339.50	\$ 880,339.50	\$ 0.00	\$ 880,339.50
United States							
Clint Jones	\$ 22,000.00	\$ 27,000.00	\$ 0.00	\$ 27,000.00	\$ 27,000.00	\$ 0.00	\$ 27,000.00
Sub Total	\$ 22,000.00	\$ 27,000.00	\$ 0.00	\$ 27,000.00	\$ 27,000.00	\$ 0.00	\$ 27,000.00
Total	\$ 207,000.00	\$ 907,339.50	\$ 0.00	\$ 907,339.50	\$ 907,339.50	\$ 0.00	\$ 907,339.50

Bookings Cross Cuts by customer, part, territory, sales person, and more with drilldown analysis provide insight

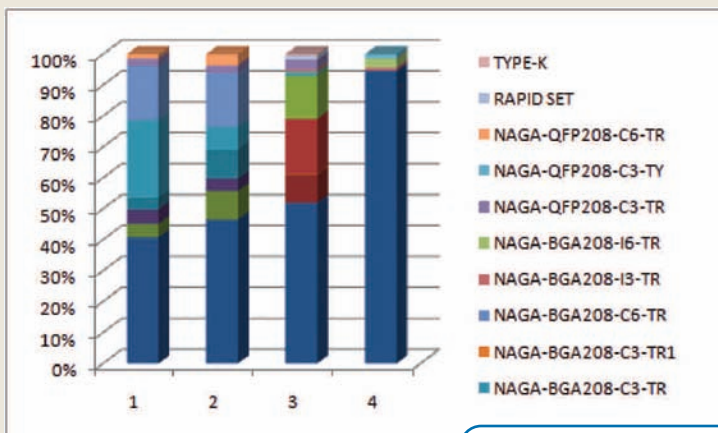


Chart Change and Contribution across Dimensions for quick insights and to monitor trends

BENEFITS

Gain Insight

Fully leverage the extensive data captured in your existing Tensoft/Microsoft system. Organize and analyze this information with this powerful analytical tool to gain insight and uncover important trends. Answer your own questions quickly with drill-through.

Improve Productivity

Decrease the effort required to manually build reporting and dashboard models while improving data management and dashboard accuracy.

Leverage and Extend

Gain immediate value through the use of existing dashboards and analytics. Easily and efficiently customize the presentation of your vital business information using standard reporting and analytic tools. Consolidate reports and data to quickly view comprehensive, customizable dashboard views specific to your needs.

Drive Behavior

Daily updates create real-time feedback loops and performance monitors. Consolidated, focused information supports focused delivery.

Improve Data Quality

Increased visibility and transparency throughout the organization means more accurate and thorough review by decision-makers, enabling quality improvement in your day-to-day data collection and management processes.

FEATURES OVERVIEW

<i>Flexible Presentation Layer</i>	Portal presentation supports custom reports, .NET graphics, and .NET applications to present data in the most useful manner.
<i>Leverage and Extend</i>	Standard dashboards and reports support technology company expectations. This lets you immediately leverage existing functionality, while the ability to add dashboard functionality lets you extend the product specifically for your company.
<i>Secure and Cost Effective</i>	Active directory security is supported for system access – supporting efficient user management while complying with company security policies.
<i>Data Warehouse Model</i>	Bookings, billings/shipment and backlog information is based on a data warehouse model, which extracts data from Microsoft Dynamics GP (GP) for daily snapshots, then processes it for summary-level analysis and reporting efficiency.
<i>Timely, Error-Free Information</i>	Dashboard is based on ERP information from GP, offering error-free efficiency and timely information.
<i>Transparent Data Model Healing</i>	The Dashboard's adjustment management functionality supports data model healing in a transparent manner.
<i>Sales Operation Datamart</i>	Net change in bookings, billings and backlog is captured for analysis to see exactly what occurred to drive a change. A variety of categories and dimensions can be saved for analysis.
<i>Executive Dashboards</i>	Dashboards can use graphics and tabular formats – including stoplighting. Dashboard links can be pushed to executives daily with PDA summary data and a link to more information.
<i>Module Dashboards</i>	Capture key information for operations, customer service, inventory management, and finance. Easy-to-use layout tools support personalized functional dashboards.
<i>Customize the Data Model</i>	Map customer-specific information into the data model by adding user-defined fields or other key external customer data. Up to 32 customer-specific fields (date, text, numeric) can be mapped.
<i>Detailed Backlog Views</i>	Multiple backlog data slides are available, depending on filter parameters and time period. Views are available by customer, customer type, item (part), sales person, territory and order.
<i>Filtered Bookings Data</i>	Various slices of bookings data can be viewed based on user-defined filter parameters.
<i>Booking/Billing Views</i>	Booking and shipment (billing) information can be presented for change in a variety of formats: yesterday, month-to-date, quarter-to-date and year-to-date.

