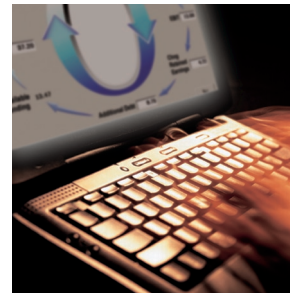


ACCPAC



ACCPAC CFO

ACCPAC Comprehensive Financial Optimizer™ (CFO) is a powerful financial diagnostic tool that helps you identify the impact of every business decision – before you act.

With ACCPAC CFO™, you can:

- Transform financial statement data into meaningful information.
- Produce an interactive one-page financial scorecard for your business.
- Diagnose the financial health of your business.
- Use advanced goal-seeking capabilities to identify key areas for business improvement.
- Evaluate and forecast the impact of various business decisions with sophisticated what-if analysis.
- Create a budget or forecast report in as little as two keystrokes.
- Analyze a new business contract, customer, product or other new business opportunity.
- Prepare a broad range of reports from your financial data.
- Present each of your key performance measures graphically, allowing instant evaluation of multiple strategies.
- And much more!

FINANCIAL DIAGNOSTIC TOOL

Income Statement Drivers		Current Percentages		Balance Sheet Drivers	
Rev. Growth %	11.11	Effect Interest %	9.41	Days Receivable	70.00
COGS %	70.00	Effect Tax %	31.40	Days Inventory	154.00
Price Change %				Days Payable	60.02
Overhead %	19.29			P/E Multiple	5.00
				WACC %	10.00

Loading		Strategy	
Cash & Equiv	35,000	Gross Margin %	30.00
Acc Receivable	671,233	Profitability %	11.80
Inventory	1,033,696	Net Profit/Sales	5.52
Other CA	65,000	Interest Cover	3.54
Current Assets	1,804,929		
Fixed Assets - Net	850,000	Working Cap %	37.20
Investments	100,000	Current Ratio	1.80
Other NCA	56,000	Total Liab/Equity	2.72
Non Curr Assets	1,006,929	Equity/T Assets	26.90
Total Assets	2,810,929	Activity	1.62
Short Term Debt	501,974		
Accounts Payable	402,855	Cash Flow	-325,856
Other CL	100,000	Borrowed Funds	1,401,974
Current Liabs	1,004,829	Cash After Ops	71,256
Long Term Debt	900,000	Debt to Equity	1.85
Other NCL	150,000	ROCE %	19.13
Non Curr Liabs	1,050,000	Valuation	2,064,375
Total Liabs	2,054,829	Value Added	67,433
Share Capital	100		
Other Equity	6,000		
Retained Earnings	750,000		
Equity	756,100		
Liabs & Equity	2,810,929		

ACCPAC Comprehensive Financial Optimizer provides easy-to-read financial diagnostics.

Analyze Your Business Options and Make Informed Decisions

ACCPAC Comprehensive Financial Optimizer is a robust financial diagnostic tool that facilitates strategic business planning and helps you to:

- Understand the financial consequences of specific business decisions.
- Identify the most effective use of your financial resources.
- Measure the profitability of every business goal.
- Make informed decisions based on probable outcomes.

ACCPAC CFO takes the guesswork out of your business planning processes, providing a framework for in-depth quantitative analysis that can be used to make targeted business decisions. Designed for small to medium-sized enterprises, ACCPAC CFO delivers enterprise-strength financial diagnostics at an entry-level price. With ACCPAC CFO, you can thoroughly study different strategic business opportunities, model the results of every decision, fine-tune your strategy and move forward with confidence.

ACCPAC CFO enables in-depth analysis and goal seeking by immediately generating the following metrics:

- Gross Margin
- Profitability
- Net Profit/Sales
- Working Capital
- Current Ratio
- Total Liability/Equity
- Equity/Total Assets
- Balance Sheet Performance
- Cash Flow
- Borrowed Funds
- Cash After Operations
- Debt-to-equity Ratio
- Return on Capital Employed
- Business Valuation

best
software®



FINANCIAL DIAGNOSTIC TOOL

"Everyone in my organization can clearly understand the information I presented using ACCPAC CFO! This is the first time that certain members of the management team could see how they impacted the profitability of my business."

*James Paul, controller
Global Securities Information, Inc.*

A Foundation for Strategic Planning

ACCPAC CFO provides a framework for in-depth quantitative analysis that can be used to make targeted business decisions. It is a valuable tool for demonstrating the effect small improvements can have on overall business success. With a single click of the mouse, you can instantly review the results of changes to your financial variables.

The unique features of ACCPAC CFO include:

- What-if analysis** – Measure the impact of every business decision – before making the first move. What-if analysis helps you make informed business decisions by measuring the consequences of your choices on the overall performance of your business.
- Goal-seeking** – Sophisticated goal-seeking tools help identify the best ways to reach targeted business objectives. Based on your unique business parameters, ACCPAC CFO helps you realize strategies that can be implemented in order to improve cash flow or increase bottom-line profits.
- Variance Reporting** – From a single screen, or scorecard, you can instantly assess business performance, evaluate and communicate your financial position and strategic objectives, detect hidden problems and make informed decisions. Easy-to-read graphics present key performance measures, allowing instant evaluation of multiple strategies. You can highlight each performance area and clearly determine areas within your business that may require improvements. Onscreen reports include:
 - Variance between current and prior periods
 - Sustainable growth cycle
 - Profit-to-cash
 - Cash wastage
- Flexible Data Integration** – ACCPAC CFO seamlessly integrates with ACCPAC Advantage Series™ and ACCPAC Pro Series™ General Ledger. Alternatively, it can be used as a stand-alone application or in conjunction with Microsoft® Excel spreadsheets and leading write-up packages.
- Integrated Budgeting** – With the Roll Forward feature in ACCPAC CFO, you can prepare a budget or forecast report in just minutes. In addition, you can adjust key business drivers and then roll your changes forward to produce next year's financials.

ACCPAC KPI

ACCPAC Key Performance Indicators (KPI) is an easy-to-use add-on module for creating detailed financial comparisons and reports. ACCPAC KPI™ takes detailed information from ACCPAC CFO and creates up to 20 in-depth column comparatives across different companies, scenarios or periods. In addition, you can use it to create variance reports, generate customized views of information, and build your own variables for use in developing financial and non-financial measures that fit your business. Because ACCPAC KPI maintains a live link to the interactive models you build in ACCPAC CFO, you can easily keep track of the different scenarios you build and then select only the best outcomes for implementation.

ACCPAC KPI	pharmacy 1 2001	pharmacy 2 2001	pharmacy 3 2001	pharmacy 4 2001	Average
Profit And Loss					
Revenue	3,500,000	3,780,000	3,717,000	3,717,000	3,678,500
COGS	2,450,000	2,540,000	2,416,250	2,713,410	2,555,365
Gross Profit	1,050,000	1,234,000	1,300,750	1,003,590	1,122,135
Overheads	674,959	729,599	716,849	817,740	734,647
Other					
EBIT	375,001	405,001	584,101	185,850	387,488
Interest Expense	116,590	100,617	65,215	111,169	103,398
Taxes	259,411	304,384	488,898	74,681	284,393
Profit Before Tax	90,029	109,979	179,959	26,985	102,273
Extra Items					
Net Profit	185,383	194,806	319,287	47,736	181,818
Dividends					
Chrg Ret Earnings					
Adjustments	115	115	115	115	115
Chrg Ret Earnings	185,268	194,691	319,172	47,621	181,703
Balance Sheet					
Cash & Equip					
Acc Receivable	671,233	310,685	325,674	325,674	408,416
Inventory	1,033,686	1,116,382	860,511	986,420	994,255
Other CA					
Current Assets	1,704,929	1,427,077	1,186,385	1,292,294	1,400,671
Fixed Assets - Net	650,000	650,000	650,000	650,000	650,000
Investments					
Other NCA					
Non Cur Assets	650,000	650,000	650,000	650,000	650,000
Total Assets	2,554,929	2,277,077	2,036,385	2,142,294	2,252,671
Short Term Debt	501,574	162,470	-184,832	386,761	221,573
Accounts Payable	402,895	435,083	397,273	223,000	364,559
Other CL					
Current Liab	904,469	597,553	232,361	609,761	586,136
Long Term Debt	900,000	900,000	900,000	900,000	900,000
Other NCL					
Non Cur Liab	900,000	900,000	900,000	900,000	900,000
Total Liab	1,804,469	1,497,553	1,132,361	1,509,761	1,486,136
Share Capital	100	100	100	100	100
Other Equity					

ACCPAC KPI presents detailed comparisons between key sets of financial information.

ACCPAC

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