COAST
Technology Services

# 3 STEP GUIDE TO FUTURE-PROOFING YOUR BUSINESS

Protect your bottom line and increase resiliency with modern software Solutions from Solver.

# Is Your Business Future-Proof?

Creating a future-proof business strategy is essential to protecting your bottom line. Empower your business to take a proactive approach to the coming changes by leveraging the valuable insights from your data with robust tools from Solver.

As an expert consultancy with 100+ years of combined experience helping businesses implement the solutions that power their success, our team here at Coast Technology has compiled a three step guide to help your business excel despite unpredictable conditions.

# 1. Start Flash Forecasting

**Although we can't predict the future, we can leverage modern forecasting tools to gain insights today that empower resilient business strategies for tomorrow.**

In a rapidly changing marketplace, forecasting empowers your business to be proactive and intentional in your planning processes. Incorporate monthly flash forecasting to identify your unique areas of upcoming opportunity or vulnerability, and prepare an adptative success strategy accordingly.

Flash forecasts are mini, highly focused reports that provide quick access to key financial or operational data. Solver's modern tools make generating flash forecast reports fast and easy, making it simple to add in to your existing planning process. With Solver, you can forecast using drivers like revenue, expenses, percentages, what-ifs, and more, to understand how various small changes impact can your business over time.

Flash forecasting empowers informed decision making and proactive planning. Businesses that incorporate monthly flash forecasting, in addition to their regular more in-depth and comprehensive forecasting processes, increase their profitability and become more future-proof.

This is a Profit Forecast created in Solver. Reports like this are quick and simple to create, and provide valuable insights about projected profitability that can guide financial decision making.

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**Profit & Loss Breakback - Create Forecast Based on Actual Annualized**

Corporate US — SUS
Forecast — FCST

Enter Desired Net Income — $600,000

Increase/(Decrease) by Account Grouping

| | |
|---|---|
| Breakback Cost of Sales | 5.00% |
| Breakback OPEX | |
| Breakback Other Income/Expense | 3.00% |
| Breakback Revenue | 8.00% |

| Acct Code | Account Description | Dept | Actual YTD Sep-21 | Annualized Actual | Adj Dept/Acct | Add'l Adj Inc (Dec) | What-If Scenario | | Actual Aug-21 | Actual Sep-21 | Forecast Oct-21 | Forecast Nov-21 | Fo D |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | | | | | | | | | | | | | |
| 40010 | Product Revenue | 300 | 7,562,564 | 10,834,853 | 8.00% | | 11,701,641 | | 892,347 | 730,880 | 1,235,900 | 1,348,117 | 1, |
| 40020 | Services Revenue | 300 | 4,096,731 | 5,869,368 | 8.00% | | 6,338,918 | | 559,682 | 540,925 | 669,501 | 730,291 | |
| 40030 | Maintenance Revenue | 300 | 745,818 | 1,068,530 | 8.00% | | 1,154,012 | | 98,099 | 59,664 | 121,884 | 132,951 | |
| 40040 | Other Revenue | 300 | 363,792 | 521,203 | 8.00% | | 562,899 | | 50,521 | 31,677 | 59,452 | 64,850 | |
| | **Total Revenue** | | 12,768,904 | 18,293,954 | NA | NA | 19,757,470 | | 1,600,649 | 1,363,145 | 2,086,737 | 2,276,209 | 2, |
| | | | | | | | | | | | | | |
| **Cost of Sales** | | | | | | | | | | | | | |
| 50010 | COGS - Product Sales | 300 | 2,562,847 | 3,671,780 | 5.00% | | 3,855,369 | | 346,062 | 254,515 | 385,938 | 420,980 | |
| | **Total Cost of Sales** | | 2,562,847 | 3,671,780 | NA | NA | 3,855,369 | | 346,062 | 254,515 | 385,938 | 420,980 | |
| | | | | | | | | | | | | | |
| **Profit Margin** | | | 10,206,057 | 14,622,174 | NA | NA | 15,902,101 | | 1,254,588 | 1,108,630 | 1,700,799 | 1,855,228 | 2, |
| **Profit Margin %** | | | 79.9% | 79.9% | | | 80.5% | | 78.4% | 81.3% | 81.5% | 81.5% | |

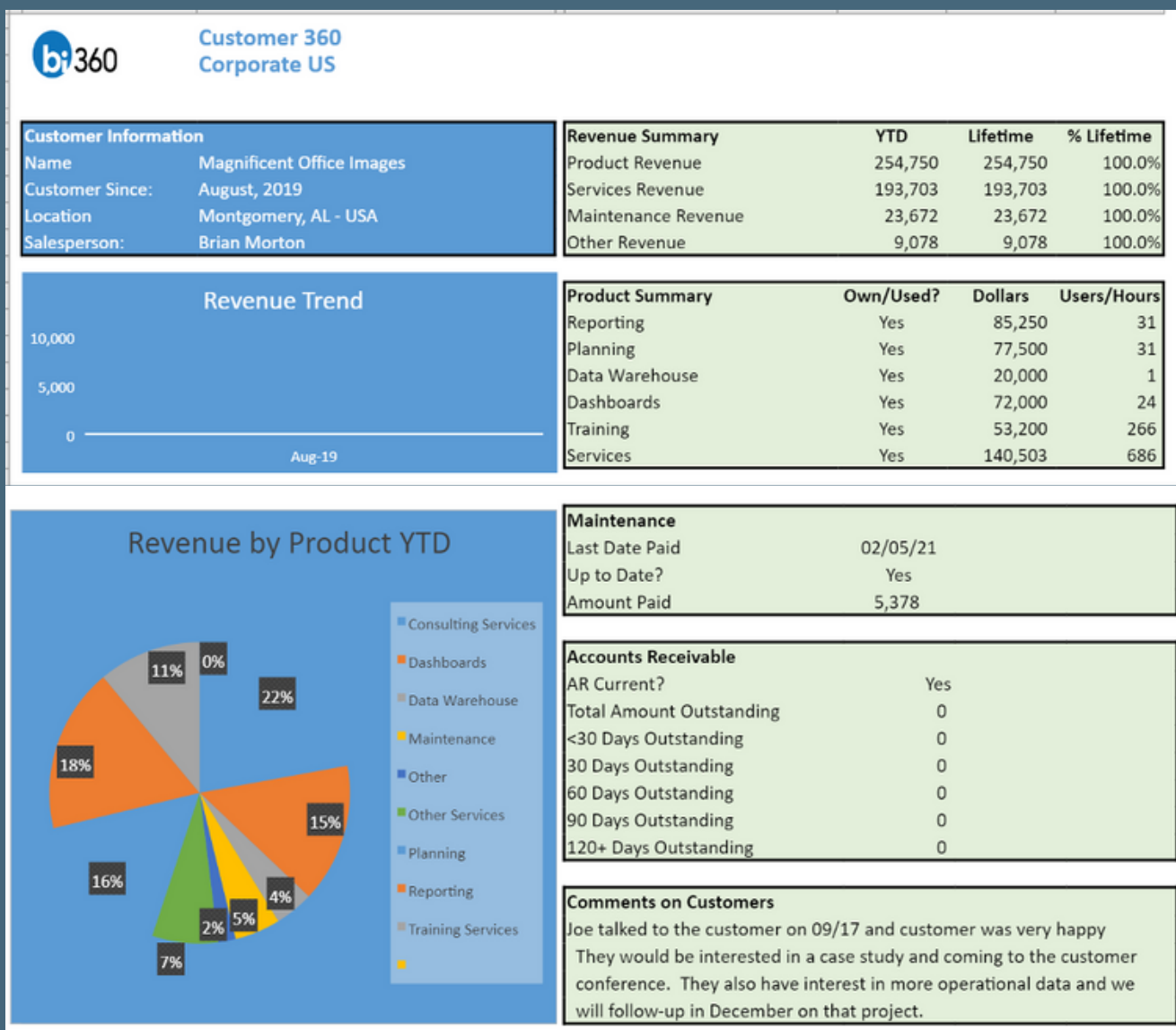| **Departmental Expenses** | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 60010 | Full Time - Salary | 100 | 687,467 | 984,930 | 2.00% | | 1,004,629 | 86,864 | 65,175 | 94,702 | 103,301 |
| 60020 | Full Time - Commission | 100 | 56,800 | 81,378 | 2.00% | | 83,005 | 7,803 | 5,268 | 7,825 | 8,535 |
| 60030 | Full Time - Bonus | 100 | 180,778 | 258,999 | 2.00% | | 264,179 | 21,477 | 20,068 | 24,903 | 27,164 |
| 61010 | Part Time - Salary | 100 | 74,032 | 106,065 | 2.00% | | 108,187 | 9,355 | 8,027 | 10,198 | 11,124 |
| 61040 | Part Time - Overtime | 100 | 18,414 | 26,381 | 2.00% | | 26,909 | 2,386 | 1,872 | 2,537 | 2,767 |
| 61050 | Part Time - Bonus | 100 | 27,582 | 39,517 | 2.00% | | 40,308 | 3,762 | 3,013 | 3,800 | 4,145 |
| 61500 | Payroll Taxes - FICA | 100 | 130,655 | 187,189 | 2.00% | | 190,932 | 18,041 | 14,723 | 17,998 | 19,633 |
| 61510 | Payroll Taxes - FUTA | 100 | 18,083 | 25,908 | 2.00% | | 26,426 | 2,195 | 1,987 | 2,491 | 2,717 |
| 61520 | Payroll Taxes - SUTA | 100 | 18,151 | 26,005 | 2.00% | | 26,526 | 2,243 | 2,103 | 2,500 | 2,728 |
| 61530 | Payroll Taxes - Workers Compensation | 100 | 18,160 | 26,017 | 2.00% | | 26,538 | 2,315 | 2,065 | 2,502 | 2,729 |
| 61540 | Benefits | 100 | 3,798 | 5,441 | 2.00% | | 5,550 | 489 | 423 | 523 | 571 |
| 62010 | Marketing | 100 | 1,502,931 | 2,153,243 | 2.00% | | 2,196,307 | 192,819 | 162,086 | 207,037 | 225,836 |
| 62020 | Conference and seminars | 100 | 12,817 | 18,363 | 2.00% | | 18,730 | 1,653 | 1,256 | 1,766 | 1,926 |

# 2. Conduct In-Depth Customer Analysis

**To succeed at meeting the evolving needs of your customer base, you must first be able to identify what these needs are, and understand how your business can adapt to meet them effectively.**

Conducting detailed customer analysis will enable your business to understand your customer base and recognize opportunities to improve or expand the services you provide them more fully. Understand why your customers chose you, what could motivate them to look elsewhere, what their future plans are, and determine what assistance they need in both the short and long term.

While customer analysis is often thought to be a time-consuming and complicated process, Solver makes gaining a comprehensive look at each of your customers quick and simple. Expedite your customer analysis process with Solver's intuitive tools and gain a competitive edge today.

On one dashboard you can oversee customer information, trends, revenue, project progress, make and view notes to keep track of specific details about your customer, and see if they are up to date on their payments. With easy access to these insights, your business is enabled to proactively protect your customer relationships.



**b360**

**Customer 360**
**Corporate US**

**Customer Information**

| | |
|---|---|
| Name | Magnificent Office Images |
| Customer Since: | August, 2019 |
| Location | Montgomery, AL - USA |
| Salesperson: | Brian Morton |

**Revenue Summary**

| | YTD | Lifetime | % Lifetime |
|---|---|---|---|
| Product Revenue | 254,750 | 254,750 | 100.0% |
| Services Revenue | 193,703 | 193,703 | 100.0% |
| Maintenance Revenue | 23,672 | 23,672 | 100.0% |
| Other Revenue | 9,078 | 9,078 | 100.0% |

**Revenue Trend**

10,000

5,000

0

Aug-19

**Product Summary**

| | Own/Used? | Dollars | Users/Hours |
|---|---|---|---|
| Reporting | Yes | 85,250 | 31 |
| Planning | Yes | 77,500 | 31 |
| Data Warehouse | Yes | 20,000 | 1 |
| Dashboards | Yes | 72,000 | 24 |
| Training | Yes | 53,200 | 266 |
| Services | Yes | 140,503 | 686 |

**Revenue by Product YTD**

11% 0%
22%
18%
15%
16%
4%
2% 5%
7%

- Consulting Services
- Dashboards
- Data Warehouse
- Maintenance
- Other
- Other Services
- Planning
- Reporting
- Training Services

**Maintenance**

| | |
|---|---|
| Last Date Paid | 02/05/21 |
| Up to Date? | Yes |
| Amount Paid | 5,378 |

**Accounts Receivable**

| | |
|---|---|
| AR Current? | Yes |
| Total Amount Outstanding | 0 |
| <30 Days Outstanding | 0 |
| 30 Days Outstanding | 0 |
| 60 Days Outstanding | 0 |
| 90 Days Outstanding | 0 |
| 120+ Days Outstanding | 0 |

**Comments on Customers**

Joe talked to the customer on 09/17 and customer was very happy They would be interested in a case study and coming to the customer conference. They also have interest in more operational data and we will follow-up in December on that project.

# 3. Make Data-Driven Decisions

**Eliminate the guesswork from your planning processes and make informed decisions based on the key financial insights from your business data.**

Looking to increase profitability or improve productivity? Start by looking for informative insights within the business data available to you. Ensure that key insights aren't going unrecognized or underutilized. Solver's executive dashboard brings all of your key business insights together in one easy to use platform so you can be confident you aren't missing out on valuable information. With Solver, managing and monitoring the health of your business is quick and simple.

By bringing metrics like revenue, expenses, billing trends, project status, and more together into one organized dashboard, you can understand your data with ease. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages and supports faster and better decisions.
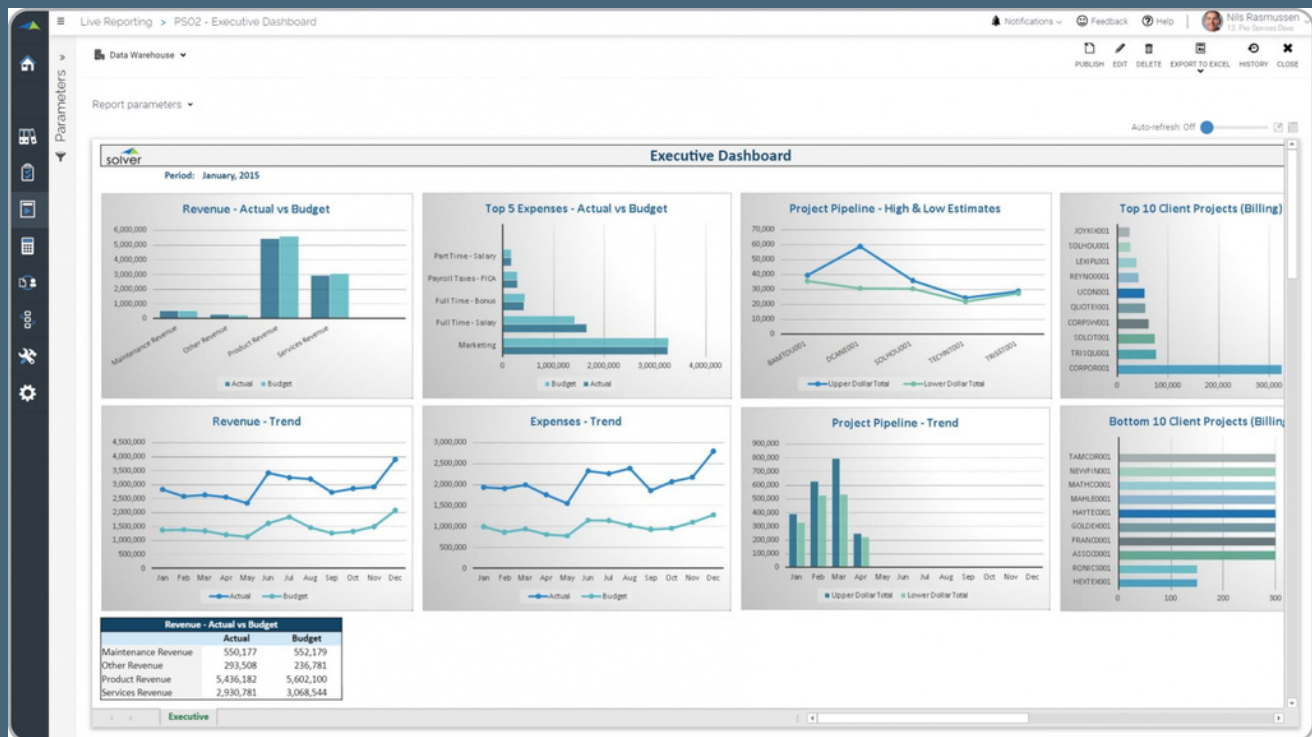


# With the Executive Dashboard from Solver, making data-driven decisions is easy.

# Empower your business to step into the future with confidence with the support of Solver's robust solutions.

By forecasting effectively, gaining a better understanding of your customers, and using your data to guide decisions, your business can become resilient and future-proof.

**With an eye on the future, start planning and preparing today.**

solver

To learn more about Solver and get started on your journey to a future-proof business, contact our experienced consulting team today. With personalized advice and custom tailored strategy, our team can help your business increase profitability and resiliency.

# We're Here to Help.

Get in touch with our team today:

Email: info@coastts.com

Website: www.coastts.com

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