



### Powerful. Flexible. Intuitive.

**Alight Planning is the first spreadsheet replacement that delivers the modeling and reporting power you want within a rock solid, GAAP compliant, multiple user structure.**

No more sacrificing flexibility for structure.

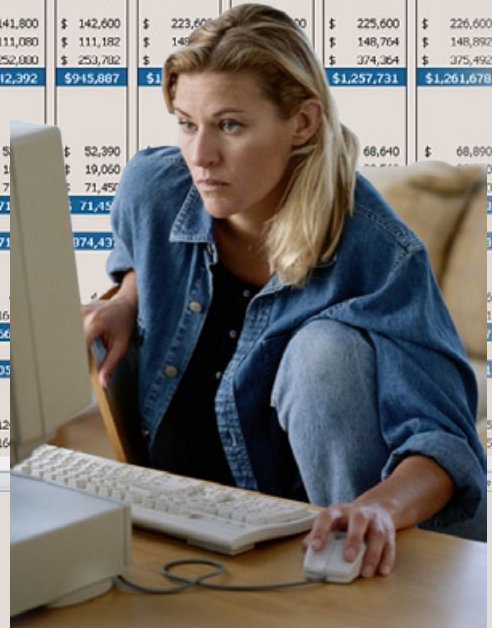
Build complex models 8 times faster using any type of activity driver relationship. Plus, Alight delivers the most comprehensive feature set ever designed for integrating actuals and causal analysis.

Use Alight all year long: strategic plans, product plans, budgets, rolling forecasts, causal analysis, M&A, and decision analysis. Enterprise functionality priced for the mid-market.

### Alight feature sets

- **Integrated financials**  
customizable to any business
- **Bottoms-up rollups**  
with line item details and hierarchies
- **Units rate amount architecture**  
for activity-based plans
- **Complex modeling**  
with object based linking
- **Stage based planning**  
for analyzing scenarios
- **Key measures**  
with a customizable dashboard interface
- **Universal reporting**  
for point and click report creation
- **Analysis tools**  
for sensitivity analysis and goal seek
- **Integrated actuals**  
for plan comparisons and forecasting
- **Model architecture integration**  
for planning continuity
- **Multiple dimensions and ad hoc**  
for slicing and dicing
- **Multiple user**  
security and file management

	Jan 07	Feb 07	Mar 07	Apr 07	May 07	Jun 07	Jul 07	Aug 07	Sep 07
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
<b>Gross Sales</b>									
USA									
Software USA	\$ 430,000	\$ 432,300	\$ 434,600	\$ 436,900	\$ 586,900	\$ 589,400	\$ 591,900	\$ 594,400	\$ 596,900
Services USA	\$ 244,650	\$ 254,618	\$ 254,912	\$ 255,205	\$ 290,830	\$ 291,149	\$ 291,467	\$ 291,786	\$ 292,105
<b>Total USA</b>	<b>\$ 674,650</b>	<b>\$ 686,918</b>	<b>\$ 689,512</b>	<b>\$ 692,105</b>	<b>\$ 877,730</b>	<b>\$ 880,549</b>	<b>\$ 883,367</b>	<b>\$ 886,186</b>	<b>\$ 889,005</b>
International									
Software Int'l	\$ 200	\$ 141,000	\$ 141,800	\$ 142,600	\$ 223,600	\$ 225,600	\$ 225,600	\$ 226,600	\$ 227,600
Services Int'l	\$ 18	\$ 110,978	\$ 111,080	\$ 111,182	\$ 148,764	\$ 148,764	\$ 148,892	\$ 148,892	\$ 149,019
<b>Total International</b>	<b>\$ 218</b>	<b>\$ 251,978</b>	<b>\$ 252,880</b>	<b>\$ 253,782</b>	<b>\$ 372,364</b>	<b>\$ 374,364</b>	<b>\$ 374,364</b>	<b>\$ 375,492</b>	<b>\$ 376,619</b>
<b>Total Gross Sales</b>	<b>\$674,868</b>	<b>\$938,896</b>	<b>\$942,392</b>	<b>\$945,887</b>	<b>\$1,250,094</b>	<b>\$1,254,913</b>	<b>\$1,257,731</b>	<b>\$1,261,678</b>	<b>\$1,265,624</b>
<b>Deductions</b>									
Discounts									
Discounts USA	\$ 77,580	\$ 51,930	\$ 51,930	\$ 52,390	\$ 68,640	\$ 68,640	\$ 68,640	\$ 68,890	\$ 69,140
Discounts Int'l	\$ 30	\$ 18,900	\$ 18,900	\$ 19,060	\$ 71,450	\$ 71,450	\$ 71,450	\$ 71,450	\$ 71,450
<b>Total Discounts</b>	<b>\$ 77,580</b>	<b>\$ 70,830</b>	<b>\$ 70,830</b>	<b>\$ 71,450</b>	<b>\$ 140,090</b>	<b>\$ 140,090</b>	<b>\$ 140,090</b>	<b>\$ 140,340</b>	<b>\$ 140,590</b>
<b>Net Sales</b>	<b>\$597,288</b>	<b>\$868,066</b>	<b>\$871,562</b>	<b>\$874,437</b>	<b>\$1,110,004</b>	<b>\$1,114,823</b>	<b>\$1,117,641</b>	<b>\$1,121,338</b>	<b>\$1,125,034</b>
<b>Cost of Sales</b>									
Software COGS	\$ 3,651	\$ 4,921	\$ 4,921	\$ 4,921	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Services COGS	\$ 133,089	\$ 161,281	\$ 161,281	\$ 161,281	\$ 178,999	\$ 178,999	\$ 178,999	\$ 178,999	\$ 178,999
<b>Total Cost of Sales</b>	<b>\$136,740</b>	<b>\$166,202</b>	<b>\$166,202</b>	<b>\$166,202</b>	<b>\$188,999</b>	<b>\$188,999</b>	<b>\$188,999</b>	<b>\$188,999</b>	<b>\$188,999</b>
<b>Gross Margin</b>	<b>\$460,548</b>	<b>\$701,864</b>	<b>\$705,360</b>	<b>\$708,235</b>	<b>\$921,005</b>	<b>\$925,824</b>	<b>\$928,642</b>	<b>\$932,339</b>	<b>\$936,035</b>
<b>Operating Expenses</b>									
Administration	\$ 105,385	\$ 124,632	\$ 124,632	\$ 124,632	\$ 155,787	\$ 155,787	\$ 155,787	\$ 155,787	\$ 155,787
Marketing	\$ 130,570	\$ 165,944	\$ 165,944	\$ 165,944	\$ 207,477	\$ 207,477	\$ 207,477	\$ 207,477	\$ 207,477





## Units Rate Amount Architecture

Alight's architecture:  $\text{units} * \text{rate} = \text{amount}$ . Get immediate reporting visibility and linking to underlying activity drivers and metrics using URA.

- **Integrate market planning:** Use units and rates to plan customers, segments, channels or the sales pipeline. Use object-based linking to integrate with revenues and rollup to the P&L.
- **Sales planning:** Compute unit sales, prices and amounts for products across stages and time periods. Sum by product group, geography or other categories.
- **Headcount planning:** Set up your organization plan by job title or employee, number of heads and salary rates. Import from personnel records. Reconcile staffing by person to activity driven.
- **Expense planning:** Link expenses to underlying unit activity drivers and rate assumptions. Drive benefits and supplies from headcount. Drive material costs from unit sales.
- **URA on reports:** Show or hide any combination of units, rate and amount on worksheets. Instantly create a headcount or capital spending report by department.

## Complex Models with Linking

Build any kind of financial model 8 times faster than with spreadsheets. Without sacrificing power, Alight incorporates intuitive modeling tools that leave spreadsheets behind in speed, clarity and audit trails:

- **Object based linking:** Link to any line item or rollup summary using object names versus cell references. For example:  $\text{Benefits} = \text{Headcount} * \text{Benefit Rate}$ . Linked relationships automatically operate across all time periods.
- **Build sub-detail:** Use the Buildup tab for documenting bill of material detail such as a parts list or food costs. Build up details of a payroll tax rate for linking across departments.
- **Create formulas:** Use the Formula tab with object linking for constructing any type of complex staffing, facilities, price break, or commission model. Unlimited conditional operators.
- **Cross time period operations:** Use the X Time tab for computing across time periods: forward volumes for current activity, rolling installed bases, balance sheet waterfalls. Absolute and relative time references.
- **Accumulation operations:** Use the Accumulate tab for balance sheet accruals and time based subscription, renewal and upgrade models.
- **Advanced operations:** Use the Advanced tab for indexing growth rates, seasonal patterns, materials costs. Calculate NPV and IRR.

The screenshot shows three overlapping windows from the Alight software. The top window displays 'Standard Prices' for 'All Markets & Products' for 'Jan 07'. A red circle highlights the 'Amount' of \$3,500 for 'Software License Price'. The middle window shows 'Gross Sales' for 'USA' for 'Jan 07' and 'Feb 07'. Red circles highlight the 'Amount' of \$430,000 for 'Total Software USA' in Jan 07, and the 'Rate' of \$3,500 for 'Software Licenses' in Jan 07. The bottom window shows 'Gross Sales' for 'USA' from 'Jan 07' to 'May 07'. A red circle highlights the 'Amount' of \$430,000 for 'Total USA' in Jan 07.

The screenshot shows the 'Modify Plan Line Item - Other COGS Benefits' dialog box. The 'Structure' tab is active, showing 'Name: Other COGS Benefits', 'Time period: Jan 07', 'Account: PR Taxes & Benefits [105]', and 'Category: Other COGS'. The 'Units Rate Amount' tab is selected, showing a table with columns 'Units', 'Rate', and 'Amount'. A red circle highlights the row for 'Transfer from Headcount' with values 23.00, \$5,652, and \$130,000. A yellow arrow points to the 'Link to' dropdown menu, which is open and showing a list of items including 'Transfer from Headcount', 'PR Taxes & Benefits [105]', 'Other COGS Payroll Tax', 'Other COGS Benefits', 'Travel & Entertainment [120]', 'Consultant Travel', and 'General Travel'.

## Stage Based Planning

With Alight you save time and gain focus by building financial models and plans using stages and scenarios. Stage based planning is an architectural foundation.

- **Create a base stage:** First build a base stage, a model of your business now or a target in the future. Model out line items and linking that are a snapshot of revenues, expenses and capital.
- **Create alternate stages:** Copy a stage and create new ones with different input assumptions reflecting stages in business development: current state, achieve breakeven, add new product.
- **Create a scenario:** Assign stages to time periods to create monthly product plans, budgets and forecasts. Incorporate actuals into time period reports to create an actual + plan rolling forecast.
- **Create alternate scenarios:** Copy scenarios then create new ones to test timing and milestone impacts — e.g. a longer development cycle, a faster sales ramp or a delayed facility. Up to 100 scenarios.
- **Scope alternate strategies:** Use stages and scenarios to test alternate strategies for managing the business or raising capital. Set targets for Year 1, 2 and 3. Set up best and worst cases. Compare strategies and compute variances.

Marquesa Std Demo v4a\* - Alight Planning

File Edit View Setup Data Tools Help

Setup Financials Worksheets Bridges

Revenues Expenses Headcount Assets Liabilities & Equity Markets & Products Connections Ad Hoc

Info Plan method Line items Universal reports Report columns

None User changes Clear Stages Time periods Scenarios \*Budget Final \*All Periods Run Rate Rate % Total Amount

	Fixed 1 Amount	Fixed 2 Amount	Fixed 3 Amount	Current Amount	Current Amount	Current Amount
<b>Gross Sales</b>						
<b>USA</b>						
Software USA						
Software Licenses	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000
Advanced Upgrades	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subscription Updates	\$ 2,000	\$ 4,000	\$ 6,000	\$ 8,000	\$ 10,000	\$ 12,000
Total Software USA	\$ 352,000	\$ 354,000	\$ 356,000	\$ 358,000	\$ 360,000	\$ 362,000
Services USA						
Consulting	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
Tech Support	\$ 36,960	\$ 37,170	\$ 37,380	\$ 37,590	\$ 37,800	\$ 38,010
Training	\$ 97,500	\$ 97,500	\$ 97,500	\$ 97,500	\$ 97,500	\$ 97,500
Total Services USA	\$ 209,460	\$ 209,670	\$ 209,880	\$ 210,090	\$ 210,300	\$ 210,510
<b>Total USA</b>	<b>\$561,460</b>	<b>\$563,670</b>	<b>\$565,880</b>	<b>\$566,090</b>	<b>\$570,300</b>	<b>\$572,510</b>
<b>International</b>						
Software Int'l						
Software Licenses	\$ 35,000	\$ -	\$ -	\$ -	\$ -	\$ -
Advanced Upgrades	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subscription Updates	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200

Scenarios: \*Budget Final, \*Budget Final, Rolling Forecast1

Plan stages: Fixed, Current, Year End, Add Int'l, \*Year 2 Target

	Jan 06	Feb 06	Mar 06	Apr 06	May 06
Fixed	X	X	X		
Current				X	X
Year End					
Add Int'l					
*Year 2 Target					

## Key Measures

Key measures is Alight's dashboard for managing inputs and viewing results. Track the most important variables in your business in a single pane. Make changes to inputs on-the-fly.

- **Change input assumptions:** Organize, display and change plan inputs from a single dashboard interface. Watch financial reports automatically update in the main worksheet area.
- **Display metrics:** Display virtually any financial result or operational measure: unit and \$ revenues, headcount and expenses, activity levels, capacity, efficiency, volume, financial ratios, profit, cash.
- **Handoff to users:** Solve a big training problem! Use key measures to focus users on their own planning assumptions and actual results. Assign a custom key measures group to a specific user.
- **Customize by worksheet:** Create and display key measures by sheet: sales activity for the Revenue, productivity for Headcount, key ratios for the P&L and Balance Sheet.

Marquesa Std Demo v4a\* - Alight Planning

File Edit View Setup Data Tools Help

Setup Financials Worksheets Bridges

Profit & Loss Balance Sheet Cash Flow Contribution Analysis

Financial filtering Plan method Line items Universal reports Report columns

No filter User changes Clear Stages Time periods Scenarios \*Budget Final Actual plus Plan Run Rate Rate % Total Amount

	Jan 06 Act Amount	Feb 06 Act Amount	Mar 06 Amount	Apr 06 Amount	May 06 Amount	Jun 06 Amount	Jul 06 Amount	Aug 06 Amount
<b>Gross Sales</b>								
<b>USA</b>								
Software USA	\$ 185,664	\$ 209,881	\$ 352,800	\$ 354,800	\$ 356,800	\$ 358,800	\$ 360,800	\$ 362,800
Services USA	\$ 115,650	\$ 116,425	\$ 209,544	\$ 209,754	\$ 209,964	\$ 210,174	\$ 210,384	\$ 210,594
Total USA	\$ 301,314	\$ 326,306	\$ 562,344	\$ 564,554	\$ 566,764	\$ 568,974	\$ 571,184	\$ 573,394
<b>International</b>								
Software Int'l	\$ 31,500	\$ -	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200
Services Int'l	\$ -	\$ -	\$ 18	\$ 18	\$ 18	\$ 18	\$ 18	\$ 18
Total International	\$ 31,500	\$ -	\$ 218	\$ 218	\$ 218	\$ 218	\$ 218	\$ 218
<b>Total Gross Sales</b>	<b>\$332,814</b>	<b>\$326,306</b>	<b>\$562,562</b>	<b>\$564,772</b>	<b>\$566,982</b>	<b>\$569,192</b>	<b>\$571,402</b>	<b>\$573,612</b>

Key Measures - Productivity

Type	Path	Feb 06 Act	Mar 06	Apr 06	May 06	Jun 06
Rate	Conn-Productivity	112%	60%	60%	60%	60%
Rate	Conn-Productivity	\$ 4	\$ 5	\$ 5	\$ 5	\$ 5
Rate	Conn-Productivity	\$ 78,452	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Rate	Conn-Productivity	40%	60%	80%	80%	80%

P&L Info

Type	Path	Feb 06 Act	Mar 06	Apr 06	May 06	Jun 06
Rev	Net Sales	\$ 313,806	\$ 441,682	\$ 470,772	\$ 480,582	\$ 482,392
Pand.	Gross Margin	\$ 274,680	\$ 341,831	\$ 373,235	\$ 362,576	\$ 364,386
Pand.	Operating Profit	\$ 35,898	\$ (94,369)	\$ (30,751)	\$ (42,279)	\$ (40,763)
Ant	Percent Gross Margin	87.5%	77.4%	78.0%	75.4%	75.5%
Ant	Net Sales Annual	\$3,765,872	\$5,300,184	\$5,745,264	\$5,786,484	\$5,788,704
Ant	Sales per Head	\$ 156,903	\$ 131,845	\$ 140,074	\$ 141,348	\$ 141,800
Ant	Sales per Rep	\$ 941,418	\$ 757,169	\$ 710,150	\$ 720,873	\$ 723,588
Bal	Cash and Equivalent	\$1,497,405	\$1,293,912	\$1,251,920	\$1,234,104	\$1,215,083

Balance Sheet Ratios

Type	Path	Feb 06 Act	Mar 06	Apr 06	May 06	Jun 06
Ant	Total Assets	\$2,094,421	\$2,215,632	\$2,166,336	\$2,150,612	\$2,128,074
Ant	Cash and Equivalent	\$1,497,405	\$1,293,912	\$1,251,920	\$1,234,104	\$1,215,083

# Universal Reporting

The screenshot shows the Aight Planning software interface. The main window displays a financial report grid with columns for months from Jan 06 to Aug 06. The report includes categories like Total Cost of Sales, Operating Expenses, and Administration. An 'Add Report Columns' dialog box is open, allowing users to select report columns with the Ctrl key and click on the report where they want them to appear. The dialog has three panes: Plan time periods, Actuals stages, and Operators. The current report columns are 0, and available report columns are 100.

No formulas! Using Aight's point and click interface, create multiple planning and analysis reports in second. Use intelligent operators for totals, variances and other analyses.

- **Universal reports:** Create one report format with columns organized the way you want. The column format automatically replicates to other worksheets.
- **Point and click report generation:** Select the data and operator columns you want, then click on the report where they should appear. No report generation interface is easier, even in producing rolling forecasts.
- **Intelligent operators:** Place operator columns anywhere on a report. Automatically compute variances, percentages, averages, totals, causal analyses, multipliers. No formulas. Just functionality.
- **Report column tools:** With a single click, automatically show or hide: % Sales, % Total, Run Rate, Operators, Details, Units, Rate, Amount, and column names.

- **Spread across columns:** Use Aight's spread tools in formatted universal reports. Spread across quarter and year totals without disrupting the math. Spread across disparate number types — e.g. comma and currency — maintaining integrity of the data.

The screenshot shows the Sensitivity analysis tool interface. It includes a 'Sensitivity' tab, a 'Goal seek' section, and a 'Tops down' section. The 'Goal seek' section has a dropdown for 'Profit After Taxes', a 'Current value' of \$(8,200), a 'Select time period' of Jan 07, a 'Set modifier %' of 10, and a 'Set value cutoff' of 100.

# Analysis Tools

Gain insight into the numbers using Aight's powerful analysis tools and graphing.

The screenshot shows the 'Goal Seek for Jan 07' dialog box and a table of impact items. The dialog box displays the result of the goal seek operation: Current value: \$ 118,323, Financial goal: \$ 0, Solution value: \$ 672. The solution is to reduce units for software licenses from 100 to 48. The table of impact items shows the impact of various changes on the current value, with columns for the item, type, path, Jan 07 value, +10%, and Impact.

The screenshot shows a bar chart with a legend. The legend includes: Net Income (red), Adjustments to Net Income (green), Changes in Operating Assets & Liab (blue), Cash from Operating Activities (yellow), Cash from Investing Activities (purple), Cash from Financing Activities (cyan), and Net Cash Flow (magenta). The chart shows data for Feb 07, Mar 07, and Apr 07. The x-axis is labeled 'Time Period Alias'.

- **Sensitivity analysis:** The most powerful sensitivity analysis interface ever designed — automatically generate a ranked list of the most important inputs that impact sales, profit or any variable in the plan.
- **Goal seek:** Set a goal for sales, profit or any variable, then see how much an input assumption must change to meet the goal. A 'must have' tool, especially for complex break-even analysis.
- **Tops down adjust:** Change inputs for many line items at one time — across-the-board salary adjustments, price changes or sales volumes.

**Standard and customized graphs:** Spot trouble and analyze trends. A full range of default and customizable graphing formats — bar, line, pie, row, column.

## Integrated Actuals

Import financial and operating data from any database at any level of detail with automatic reconciliation to GL totals. Model actuals data with linking different from plan.

- **Units, rate and amounts:** You can import any combination of unit and dollar sales by product, heads and salary rates, expense amounts, underlying activity drivers or other measures.
- **Reconcile to the GL:** System line items reconcile to GL totals for line item actuals below natural class accounts. Financials always tie out.
- **Model actuals data:** Create calculations and linking for actuals different from plan models — for example, line items that calculate actual productivity, utilization and conversion rates.
- **Import mapping:** Automatically create Excel templates of the Aight planning model for mapping actual data from financial and operating databases.
- **Import maintenance:** Automatically update Excel import templates for changes in the Aight model: adds, deletes, name changes, calculation methods.
- **Create rolling forecasts:** Combine monthly actuals with plan data to forecast a revised year total outlook. View actuals trends to incorporate into forecast assumptions.
- **Compare actuals versus plan:** Quickly construct month or year-to-date comparisons with units and amount variances, percentage variances and causal analyses that calculate volume and rate impacts.
- **Look back at actuals:** Set individual plan line items to reference actuals in prior time periods as source data — e.g. planned sales driven by actual open orders.

## Model Architecture Integration

Improve continuity in the planning cycle by integrating different planning models, actuals data and accounting structures seamlessly.

- **Strategic plan conversion:** Convert your strategic plan into a budget format maintaining integrity of the underlying modeling elements but incorporating a chart of accounts.
- **Product plan integration:** Convert the product plan numbers from a product plan into a budget plan or rolling forecast.
- **Accounting structures:** Use (or not) accounting structures anywhere in the plan — product groups, cost centers, natural class accounts, etc.

## Multiple Dimensions and Ad Hoc

Create multiple dimensions with hierarchies for identifying line items. Use dimensions to “slice and dice” the data with ad hoc reports, filter financial statements, and manage user security.

- **Multiple dimensions:** Create as many as ten dimensions with hierarchies for associating line items with specific attributes such as job title and status, product line, customer, distribution channel, etc.
- **Line item IDs:** Tag line items with dimension members for analyzing data across dimensions and filtering — e.g. ad hoc analysis and user security.
- **Ad hoc analysis:** Create an unlimited array of ad hoc reports that “slice and dice” the data across multiple dimensions — e.g. natural class accounts across departments; sales across regions and products.
- **Margin analysis:** Set up dimension for products, markets and channels. Tag revenue and expense items, then create profitability analyses for each dimension.
- **Filter financial statements:** Automatically create a P&L for divisions or lines of business by defining filters based on dimension settings. Reset filters by choosing from a droplist.
- **User security:** Filter user access to line items with dimension settings—e.g. by account, product or region.

## Multiple User

Use Alight to for multiple user planning with administrative control over user privileges, workgroup collaboration, and process controls for managing changes.

- **User roles:** The plan administrator sets level of access based on user roles in the planning process—read only for reviewers, change values for managers, full modeling for finance staff.
- **User sheet access:** The plan administrator sets user access to financial statements, worksheets, dimension settings and other elements for precisely defining who sees what.
- **User report access:** The plan administrator sets user access to universal reports, ad hoc reports and key measures. Generic report formats are automatically filtered by worksheets and dimensions.
- **Workgroup architecture:** Plan files are distributed and consolidated within workgroups for effective collaboration between line managers and plan reviewers.
- **Process controls:** Changes in line items are time stamped, tracked by user and color coded for quick identification by plan reviewers, analysts and the plan administrator.
- **Consolidation and conflict resolution:** The plan administrator controls consolidation of user files choosing files to incorporate into the master and selecting line items to import when changes conflict.

Status	Job Type	Grade Level	Dimension Members	Rev	Exp	Heads
Exempt	Management	12	Fres/AP			X
Exempt	Management	10	Director			X
Exempt	Management	09	Manager			X
Exempt	Management	09	Supervisor			X

Top Level	Category	Line Items	Units	Jan 06 Act Amount	Units	Jan 06 Amount	Units	Variance Amount
<b>Revenues</b>								
Gross Sales	USA	Software Licenses	59	\$ 182,055	100	\$ 350,000	41	\$ 167,945
		Advanced Upgrades	-	\$ -	-	\$ -	-	\$ -
		Subscription Updates	68	\$ 650	100	\$ 2,000	32	\$ 1,350
	International	Software Licenses	-	\$ -	-	\$ -	-	\$ -
		Advanced Upgrades	-	\$ -	-	\$ -	-	\$ -
		Subscription Updates	-	\$ -	-	\$ -	-	\$ -
-	Gross Sales			\$ 182,705		\$ 352,000		\$ 169,295
+	Deductions			\$ (18,000)		\$ (105,600)		\$ (87,600)
-	<b>Revenues Total</b>			<b>\$164,705</b>		<b>\$246,400</b>		<b>\$81,695</b>
<b>Expenses</b>								
-	Cost of Sales	Software		\$ 2,290		\$ 2,290		\$ -
-	Cost of Sales							\$ 55,474
+	Operating Expenses							\$ 57,764
-	<b>Expenses Total</b>							<b>\$57,764</b>
-	<b>Margin</b>							<b>\$23,931</b>

**Modify Plan Line Item - Support Manager**

Structure

Name: Support Manager Stage: Current

Account: Compensation [100]  Not used for plan

Category: Services COGS  Copy to actuals stages

Variable cost

> USA Dimensions Notes

Accounts: Compensation [100] < no attributes >

Jobs: Manager Exempt ~ Management ~ 09 ~ Manager

Division: Manager  
Supervisor  
Engineer  
Technical  
Inspector  
Sales Rep  
Sales Technician  
Account Rep

**Modify User Profile - User03**

Login

Name: Sue Herman

Password: Sue238

Model access

Full access

Limited access

No access

General Rollup Dimensions Universal Ad Hoc Key Measures Scenarios

Worksheet: Revenues

Include this sheet

Filter criteria: [Clear selections](#)

- All
  - Gross Sales
    - USA
      - Software USA
      - Services USA
    - International
      - Software Int'l
      - Services Int'l
  - Deductions
    - Discounts
      - Discounts USA
      - Discounts Int'l

[Clear all](#)

