



SAGE ACCPAC SAGE PRO

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!

The screenshot shows the ACCPAC CFO software interface with the following data:

Loading		Strategy	
<b>Income Statement Drivers</b>		<b>Cash &amp; Equiv</b>	35,000
Rev. Growth %	11.11	<b>Acc Receivable</b>	671,233
COGS %	70.00	<b>Inventory</b>	1,033,696
Price Change %		<b>Other CA</b>	65,000
Overhead %	13.29	<b>Current Assets</b>	1,804,929
<b>Current Percentages</b>		<b>Fixed Assets - Net</b>	950,000
Effect Interest %	3.41	<b>Investments</b>	100,000
Effect Tax %	31.40	<b>Other NCA</b>	56,000
<b>Balance Sheet Drivers</b>		<b>Non Cur Assets</b>	1,006,000
Days Receivable	70.00	<b>Total Assets</b>	2,810,929
Days Inventory	154.00	<b>Short Term Debt</b>	501,374
Days Payable	60.00	<b>Accounts Payable</b>	402,055
P/E Multiple	5.00	<b>Other CL</b>	100,000
WACC %	10.00	<b>Current Liab</b>	1,004,829
<b>Drivers</b>		<b>Long Term Debt</b>	900,000
		<b>Other NCL</b>	150,000
		<b>Non Cur Liab</b>	1,050,000
		<b>Total Liab</b>	2,054,829
		<b>Share Capital</b>	100
		<b>Other Equity</b>	6,000
		<b>Retained Earnings</b>	750,000
		<b>Equity</b>	756,100
		<b>Liab &amp; Equity</b>	2,810,929
<b>Balance Sheet</b>		<b>Income Stmt</b>	
		<b>Results</b>	
		<b>Results</b>	
		<b>Gross Margin %</b>	30.00
		<b>Profitability %</b>	11.00
		<b>Net Profit/Sales</b>	5.52
		<b>Interest Cover</b>	3.54
		<b>Working Cap %</b>	37.20
		<b>Current Ratio</b>	1.80
		<b>Total Liab/Equity</b>	2.72
		<b>Equity/T Assets</b>	26.30
		<b>Activity</b>	1.62
		<b>Cash Flow</b>	-325,056
		<b>Borrowed Funds</b>	1,401,374
		<b>Cash After Ops</b>	71,256
		<b>Debt to Equity</b>	1.95
		<b>ROCE %</b>	13.13
		<b>Valuation</b>	2,064,375
		<b>Value Added</b>	67,433

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 process, providing a framework for in-depth quantitative analysis that can be used to make targeted business decisions. Designed for small to midsized 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 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



# ACCPAC CFO

*"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 your Sage Accpac ERP or Sage Pro ERP 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.

	Scenario 1	Scenario 2	Scenario 3	Scenario 4	Average
<b>Profit and Loss</b>					
Revenue	1,000,000	1,100,000	1,200,000	1,300,000	1,150,000
Cost of Sales	(400,000)	(450,000)	(500,000)	(550,000)	(475,000)
Operating Profit	600,000	650,000	700,000	750,000	675,000
Interest Expense	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)
Income Before Tax	550,000	600,000	650,000	700,000	625,000
Income Tax	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
Net Income	400,000	450,000	500,000	550,000	475,000
Depreciation	100,000	100,000	100,000	100,000	100,000
Amortization	50,000	50,000	50,000	50,000	50,000
Change in Working Capital	100,000	100,000	100,000	100,000	100,000
Free Cash Flow	650,000	700,000	750,000	800,000	725,000
Capital Expenditures	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Change in Cash	550,000	600,000	650,000	700,000	625,000
Free Cash Flow	650,000	700,000	750,000	800,000	725,000
Operating Profit	600,000	650,000	700,000	750,000	675,000
Net Income	400,000	450,000	500,000	550,000	475,000
Revenue	1,000,000	1,100,000	1,200,000	1,300,000	1,150,000
Cost of Sales	(400,000)	(450,000)	(500,000)	(550,000)	(475,000)
Operating Profit	600,000	650,000	700,000	750,000	675,000
Interest Expense	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)
Income Before Tax	550,000	600,000	650,000	700,000	625,000
Income Tax	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
Net Income	400,000	450,000	500,000	550,000	475,000
Depreciation	100,000	100,000	100,000	100,000	100,000
Amortization	50,000	50,000	50,000	50,000	50,000
Change in Working Capital	100,000	100,000	100,000	100,000	100,000
Free Cash Flow	650,000	700,000	750,000	800,000	725,000
Capital Expenditures	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Change in Cash	550,000	600,000	650,000	700,000	625,000

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



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WWW.SECOND-FOUNDATION.COM

5 Hill Street, PO Box 65 • Kitchener, ON, Canada • N2G 3X4  
(O) 519-885-2040 • (F) 519-885-5674 • (TF) 866-565-3797



6700 Koll Center Parkway, Third Floor • Pleasanton, CA 94566 • 800-873-7282 • www.sagesoftware.com

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