

FUTURE FORWARD Webinar Event

Advisory, Analytics, & AI



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**Grow Your Accounting Practice With Highly Profitable
Solo and Multi-Entity Advisory Services**

The QTAP Program (Qvinci Turnkey Advisor Program)



Welcome

Do you want to represent more highly profitable multi-entity clients such as franchises, dioceses, etc., or like-industry clients such as doctors, dentists, and veterinarians?

If so, you will need tools and technologies that support:

- Financial data collection, consolidation, and mapping
- Automated processes and workflow management
- Advanced financial reporting and business intelligence
- Marketing Kit

This will empower you to build, promote, and market your advisory practice for multi-entity and like-industry clients.



Agenda

- Presenters
- Advisory Life Cycle
- The Challenges
- Solving the Challenges
- The Qvinci Turnkey Advisor Program
- Recap
- Next Steps
- Q&A Session
- App Academy
- Appendix

Moderator and Presenters



William 'Bill' Murphy

Senior Contributing Tech Author
Insightful Accountant
Presenter



Brad Adams

President, CEO, and Chairman
Qvinci Software
Moderator



Charles Nagel

Founder and CIO
Qvinci Software
Presenter

Presenters' Backgrounds and Expertise

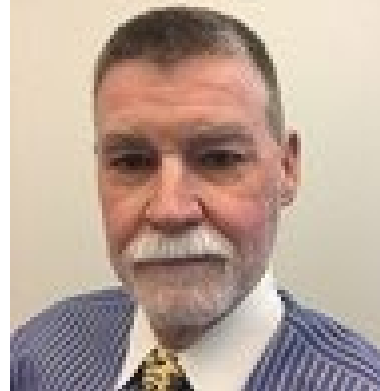


"Murph" is a mostly retired Advanced Certified QuickBooks ProAdvisor with over 30 years of consulting experience.

He was a three-time consecutive winner of Woodard's NAN Online MVP award.

In June 2018, Murph was presented with the Lifetime Achievement Award by *Insightful Accountant* and *Scaling New Heights* at their annual Conference.

Murph has published more than 6,000 articles in numerous industry publications and blogs; he also served as Technical Editor for *Business Analysis with QuickBooks* by Wiley Publishing in 2010.



Charles is responsible for the implementation of Qvinci's strategic and tactical plans.

He has broad experience building and turning around companies in a variety of industries including software, medical, manufacturing, agriculture, and consulting.

He has created and filed three patents for Qvinci. One has been awarded while the other two are in process.

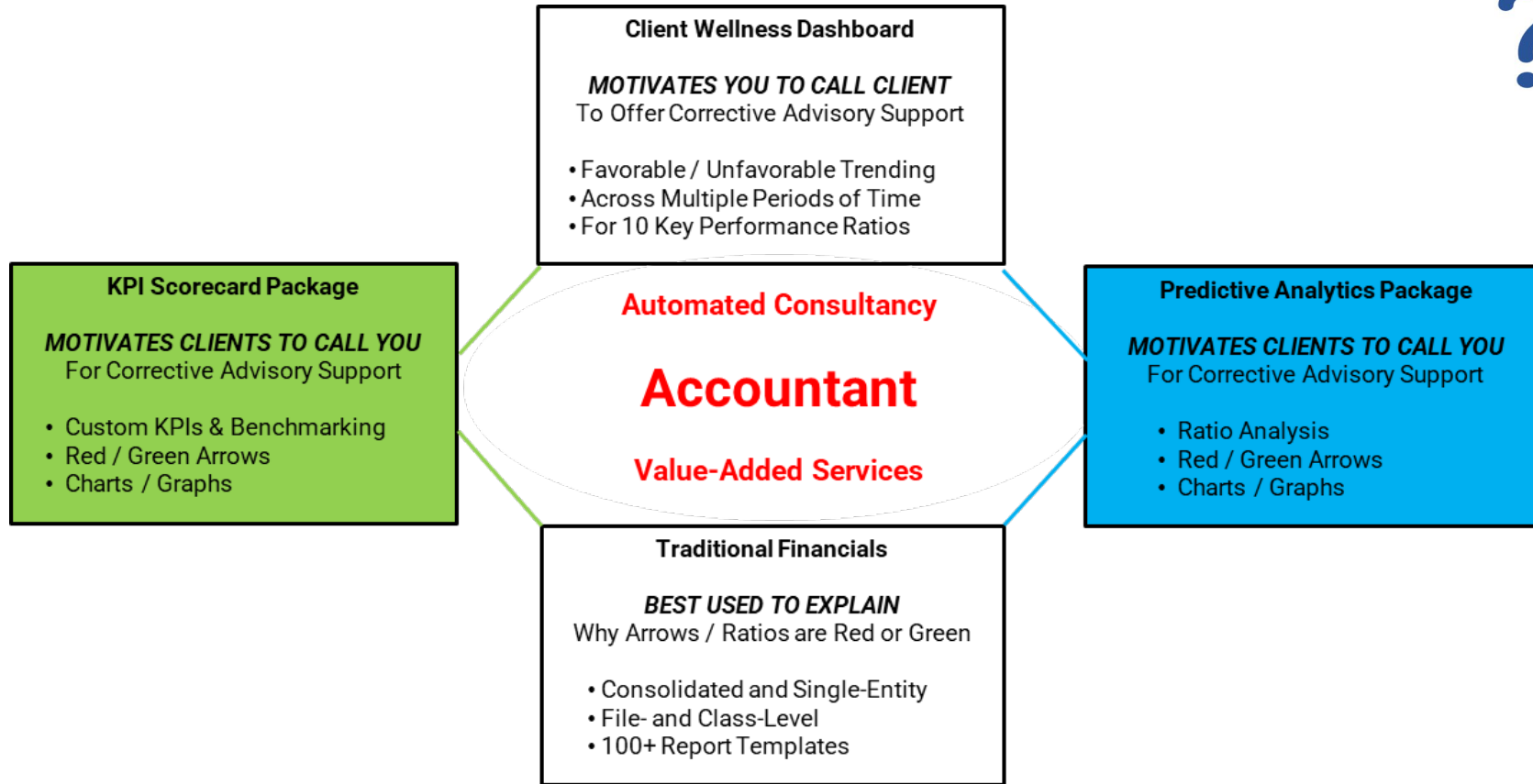
In addition to Qvinci, Charles has successfully brought several other inventions to market during his career.

In his role at Qvinci, Charles focuses on driving innovation, leadership, and team building at the executive level while implementing the overall strategic and tactical plans.

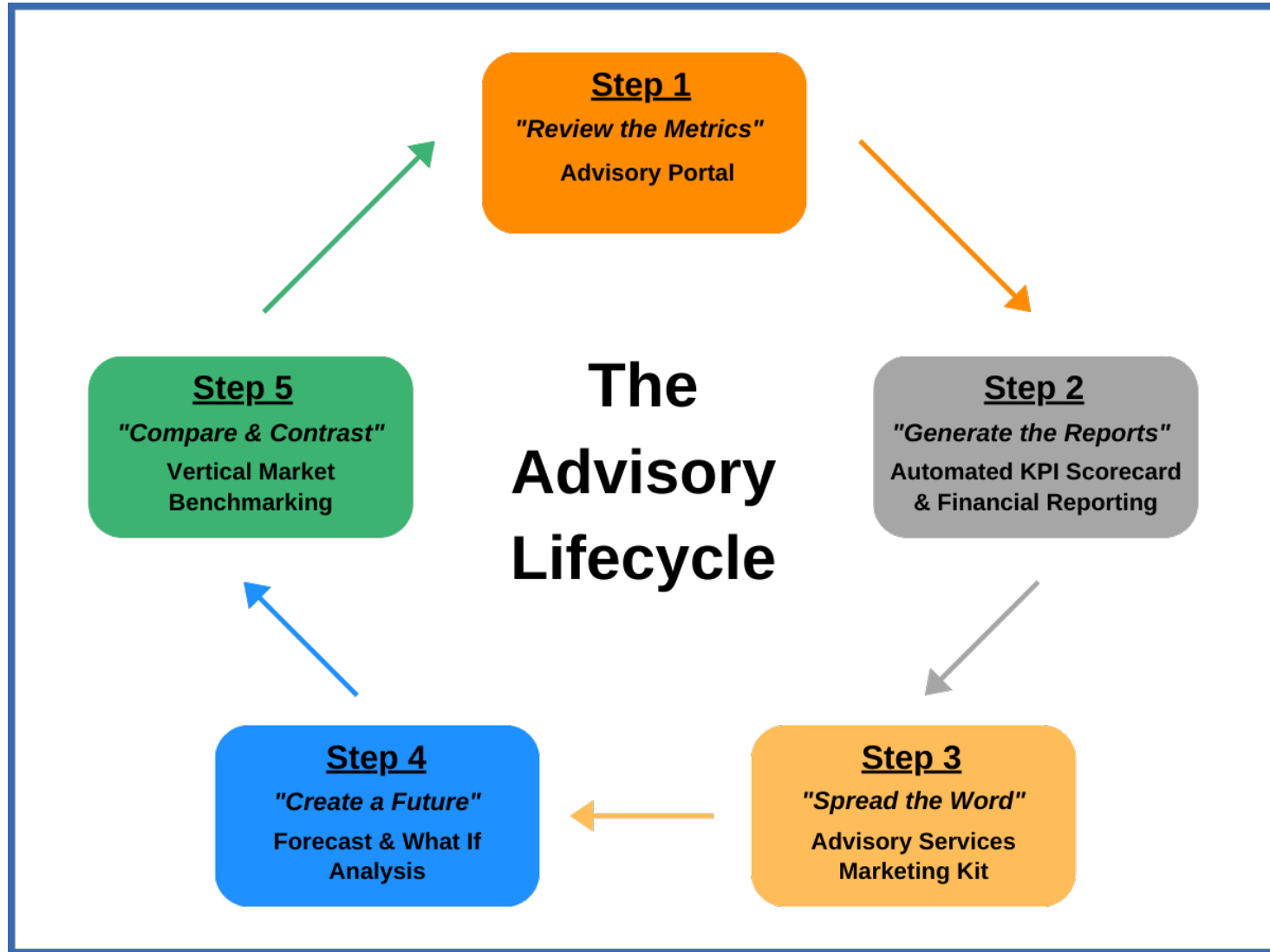
Top Accountants and Accounting Firms Trust Qvinci!



Advisory Services



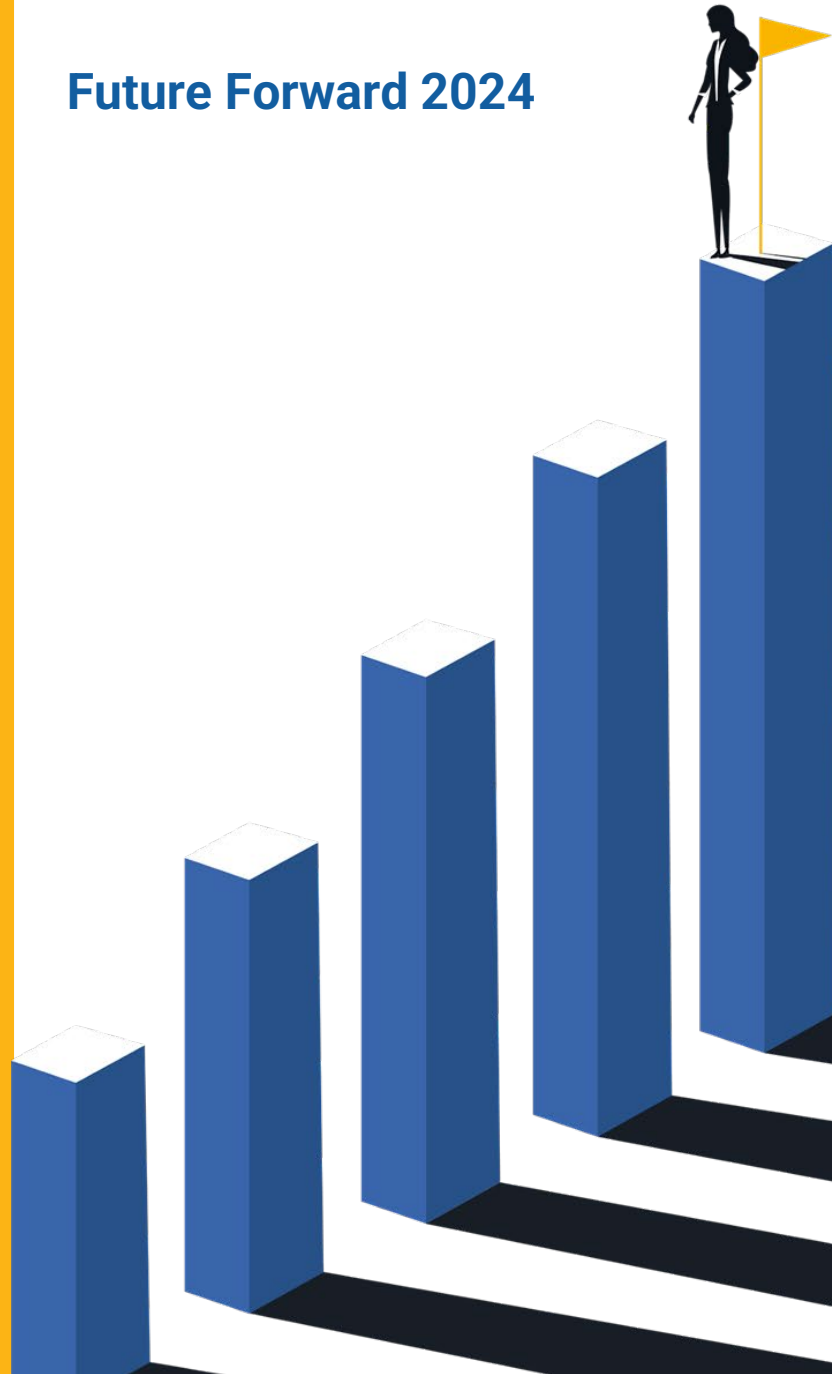
The Advisory Lifecycle



Polling Question No. 1

Would you like to attract and service more solo, multi-entity, and like-industry clients to your practice?

- a) Yes,
- b) Maybe, but I would like to learn more
- c) No



The Challenges

Multi-Entity Client Advisory Services Challenges

1. Difficulty in accessing the timely and reliable client data required for effective advisory services
2. Hurdles in establishing client-defined KPIs, business intelligence, benchmarking, ranking, cashflow, budgeting, and predictive analytics standards
3. Challenges in providing profitable advisory services due to over-reliance on manual processes, workflows, and spreadsheets
4. Finding and deploying the right tools and technology
5. Establishing and marketing your practice to multi-entity clients





1

Difficulty in Accessing the Timely and Reliable Client Data

- a) Excessive time wasted on manual processes, workflows, and spreadsheets
- b) Disparate processes from one client to the next
- c) No automated processes for the collection, consolidation, and mapping of client data to a defined standard for accurate comparisons



2

Hurdles in Establishing Client-Defined KPIs, Business Intelligence, and Predictive Analytics Standards

- a) No tools that drive and grade client ecosystem compliance
- b) KPIs are too general and not based on specific ecosystem metrics
- c) Clients don't understand the ROI of embracing standards



3

Over-Reliance on Manual Processes, Workflows, and Spreadsheets

- a) Spreadsheets abound, slowing down workflows and increasing chaos
- b) Slow turnaround time on much-needed data
- c) Cannot spot trouble in advance to take proactive, corrective actions
- d) Metrics often are not easily understood by clients, so they do not know what to do



4

Finding and Deploying the Right Tools and Technology

a) Complex, mid-market accounting platforms can:

- Lead to loss of data
- Have a negative impact on business during long, complex implementations due to inefficiencies and loss of focus
- Lack integrations, forcing team to give up applications and train on new ones

b) Mid-market platforms often lead to:

- Extensive training/steep learning curve, requiring too much time and money
- Large upfront investment, including initial setup fees and increased operating costs throughout the lifecycle of the platform



5

Establishing and Marketing Your Practice

- a) Limited tools that are easy to understand and implement, and that drive a culture of growth and client profitability
- b) Clients don't understand value/ROI of culture
- c) No means for identifying and communicating best practices to all clients
- d) Marketing is not one of the key talents of most accountants and bookkeepers today



Polling Question No. 2

What is the biggest challenge preventing you from offering advisory-type services to your solo, multi-entity, or like-industry clients?

- a) Lack of know-how or resources
- b) Lack of vendor support
- c) Both “a” and “b” above
- d) Lack of client demand
- e) None of the above
- f) None of the above, but would like to learn more

Solving the Challenges

1. Solving the advisory service roadblocks for your practice
2. Learning about technology-based advisory services to make them more profitable
3. Implementing a push/pull dynamic to turbocharge your client relationships

Advisory Services Roadblocks

Points of Friction

- Human nature – People won't spend money on advisory services without being motivated to do so
- Most small business owners don't understand traditional financials
- Most accountants lack the resources required to respond to their clients' advisory needs
- Most customer support teams do not have the training

The Right Technology Removes Friction

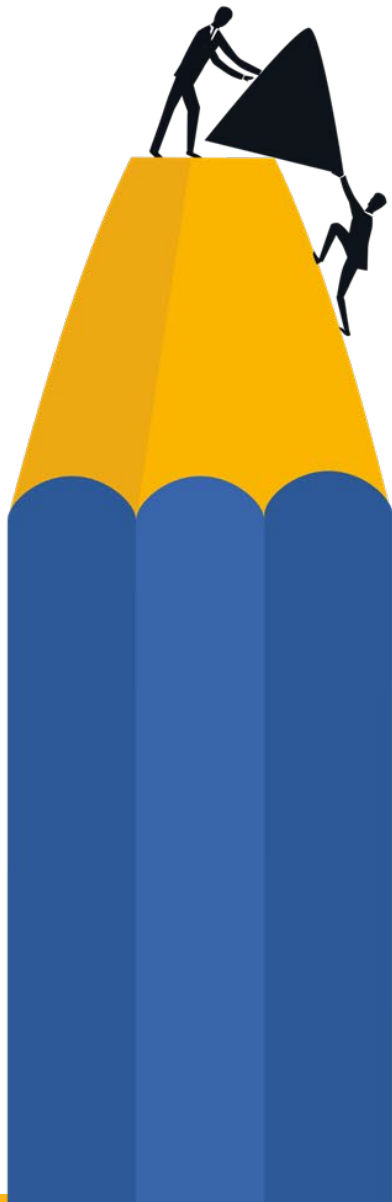
- The right technology, like Qvinci's Advisory Portal and KPI Scorecard, will motivate both accountants and clients to collaborate
- Accountants must communicate financial wellness in a manner clients understand
- Choosing the right technology will provide all the resources accountants need to jumpstart and scale their advisory services



Technology-Based Advisory Services Objectives

- **Provide Value-Added Insights Clients Understand (Advisory Portal and KPI Scorecard)**
 - Predictive Analytics (**GREEN** and **RED** ratios)
 - Charts and Graphs
 - Trend Analysis (✓ and X)
- **Work Smarter, Not Harder (Your Time is Your Most Valuable Asset)**
 - 30 seconds to generate the KPI Scorecard
 - 30 seconds to email it to a client or prospect
- **The Right Technology Will Provide The Resources You Need To Jumpstart and Scale Your Advisory Services**
 - All business intelligence and financial reporting provided in a simple-to-navigate library page
 - Marketing kit to introduce your advisory services to your staff, clients, and prospects
 - All Knowledgebase articles and how-to videos are provided and organized in your library page





The Push/Pull Dynamic To Catalyze Advisory Services

“The Push” – KPI Scorecard

- Clients easily understand
- Illustrates favorable and unfavorable trending (**GREEN** & **RED** ratios / charts & graphs)

Motivates or “Pushes” clients to reach out to their accountant to seek corrective help.

“The Pull” – Advisory Portal

- Single view of all client’s financial wellness
- Illustrates favorable and unfavorable trending (**GREEN** & **RED** ratios)

Motivates accountants to contact clients and “Pull” them into the advisory practice.



Polling Question No. 3

Do you believe a multi-entity or like-industry advisory practice would be more profitable if you were able to solve the challenges discussed in this webinar?

- a) Yes
- b) Maybe. I need a demo to be sure
- c) No

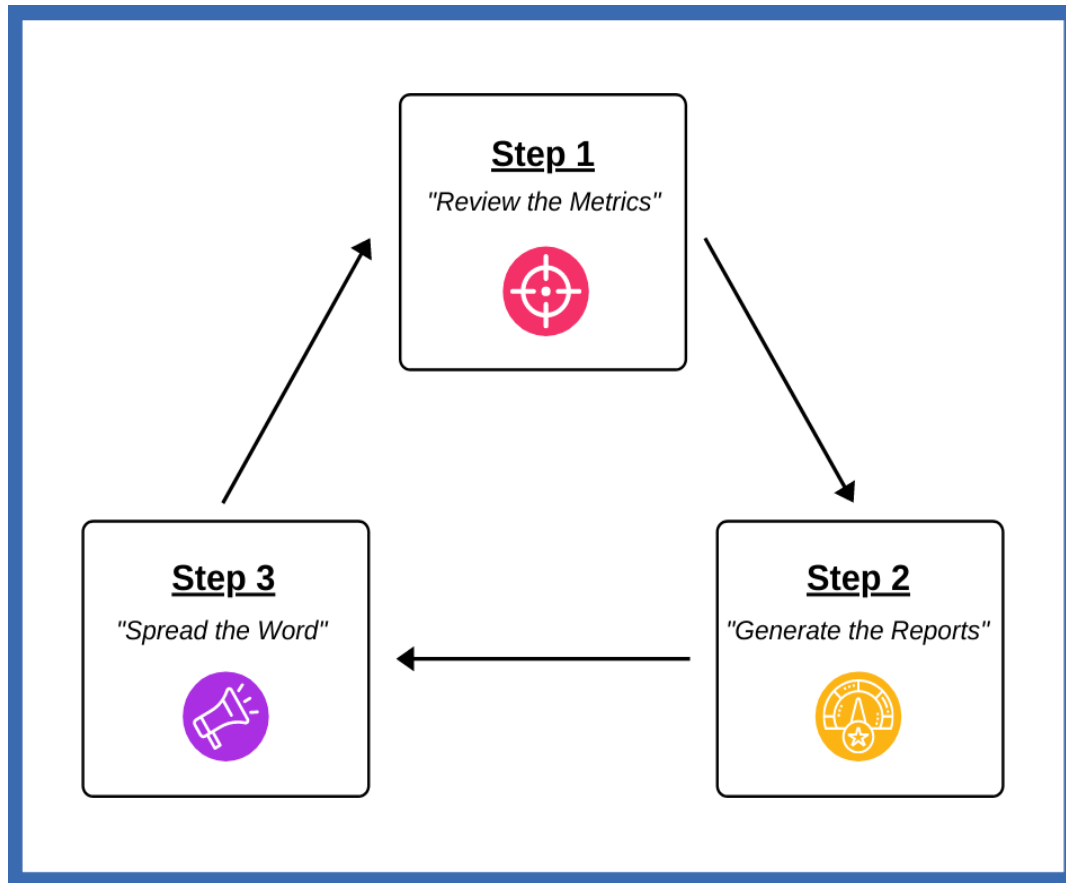
The Qvinci QTAP Program



How to do it efficiently?

- You need a program that allows you to easily communicate with staff, clients, and prospects

QTAP – Qvinci Turnkey Advisor Program



Step 1 – “Review the Metrics”

- Tool = Advisory Portal
- Easily identify color-coded problem areas that are of critical importance to your clients’ and prospects’ profitability

Step 2 – “Generate the Reports”

- Tools = Automated KPI Scorecard and Financial Reports
- Generate automated business intelligence and reports all clients understand

Step 3 – “Spread the Word”

- Tool = Advisory Services Marketing Kit
- A comprehensive kit that provides *actual* and *example* business intelligence reports to your staff, clients, and prospects respectively
- Includes ready-to-use email templates and simple instructions to implement

Step 1: Review the Metrics

Tool: Advisory Portal

The screenshot displays the Qvinci Advisory Portal interface. On the left is a dark sidebar with navigation options: Qvinci Dental Group, Portals (selected), Advisory Portal, Financial Portal, Dashboard, Reports & Libraries, Manage, Tools, Account, Help, and Logout. The main content area is titled 'Advisory Portal' with a link to 'Instructions For Using The Advisory Portal'. A green button at the top right shows 'Last Month versus Prior Month' and '+Add Client'. Below this is an 'Export to Excel' button. The main table is divided into three sections: Reporting Entity Data, Profit & Loss, and Balance Sheet. The table lists 11 dental groups with various metrics.

Reporting Entity Data							Profit & Loss						Balance Sheet			
Client (select below)	Reporting Entity (select below)	GL	JE	File Type	Last Sync	As Of Date	Total Income	COGS	Gross Profit Margin	Top 10 Expen...	Net Income	Net Profit Margin	Months of Cash	Cash	A/R	A/P
Qvinci Dental Group	Apple Family Dental	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Bright Smiles Dentis...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Church Family Denta...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Dallas Dental Group	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Downtown Dental Pr...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	East Side Smiles	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	XYZ Eliminations	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Family Dental Care	View	View	Desktop	06/01/21	Mar 2021	(19)%	0%	0%	(39)%	(10)%	11%	N/A	N/A	N/A	N/A
Qvinci Dental Group	Hester Dental Group	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Kleinman Dental Pra...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%

1 - 10 of 10 items

Step 2: Generate the Reports

Tools: Automated KPI Scorecard and Financial Reports

KPI Scorecard

For The Period Ending: June 30, 2021

- **Client Types**
 - Single-entity clients
 - Multi-entity clients (same CoA)
- **Auto-Populates Top 5**
 - Income, COGS, & Expenses
- **Auto-Calculates Ideal Range**
 - Avg last 12 months
 - Range: 2% +/- (customizable)
 - **Red** = problem areas
- **Period-Based Trending**
 - MOM, QOQ, YTD-YOY
 - ✓ **Favorable**
 - ✗ **Unfavorable**
- **Exportable**
 - Excel or PDF

	Ideal Range		Entity Performance****			
	Low	High	Reporting Month	Prior Month	Trend	Last 12 Months Avg
Income Analysis**						
Fee for Service Income	\$151,848.86	\$158,046.78	\$156,121.54	\$123,560.77	✓	\$154,947.82
Product Sales	\$20,078.22	\$20,897.74	\$27,317.31	\$13,658.66	✓	\$20,487.98
Other Items	\$284.82	\$296.45	\$387.51	\$193.76	✓	\$290.63
Interest Income	\$266.19	\$277.06	\$362.17	\$181.08	✓	\$271.63
Fees for Other Services	\$562.91	\$585.89	\$127.20	\$127.20	✓	\$574.40
COGS Analysis						
Widget Assembly1	\$458.13	\$476.83	\$179.60	\$179.60	✓	\$467.48
Product Material	\$497.11	\$517.40	\$90.40	\$90.40	✓	\$507.25
Expense Analysis***						
Owner Salary	\$20,057.33	\$20,876.00	\$16,000.00	\$8,000.00	✗	\$20,466.67
Dental Supplies	\$11,176.11	\$11,632.28	\$15,205.59	\$7,602.80	✗	\$11,404.19
Associate Salary Expense	\$10,742.41	\$11,180.88	\$14,615.53	\$7,307.76	✗	\$10,961.65
Consulting	\$7,215.83	\$7,510.35	\$9,817.46	\$4,908.73	✗	\$7,363.09
Staff Expenses	\$7,173.86	\$7,466.68	\$9,760.36	\$4,880.18	✗	\$7,320.27
KPI Analysis						
COGS Ratio	0.0%	2.6%	0.1%	0.2%	✓	0.6%
Gross Margin Ratio	97.4%	101.4%	99.9%	99.8%	✓	99.4%
Expense Ratio	53.8%	57.8%	71.5%	47.2%	✗	55.8%
Profitability Ratio (Net Income)	28.4%	32.4%	18.4%	46.0%	✗	30.4%
Months of Cash	3.0	6.0	7.4	14.9	✗	9.8

Step 3: “Spread The Word”

Tool: The Marketing Kit

- [Advisory Services Marketing Kit](#)
 - **Staff Introduction Email**
(Customizable template provided)
 - **Existing Client Email**
(Customizable template provided – *shown*)
 - **Attracting New Clients Email**
(Customizable template provided)
- [Automated KPI Scorecard Example](#)
(Fictional client - no benchmarking)
- [Financial Reporting Example](#)
- [Advisory Portal Example](#)

Dear <Client Name>,

As a valued client, I am offering you some actionable insights to help you easily identify where your business is trending favorably (**GREEN**) and areas that may require corrective action (**RED**).

For clients I currently provide advisory services to, these actionable insights are the basis of our conversations which can result in **increased efficiency and profitability**. I am confident the attached KPI Scorecard will afford similar value for you, and it is available at **no cost to you for the next 3 months**.

Understanding the KPI Scorecard

- The “**Ideal Range**” of Income, COGS, Expenses, and KPI analysis is based on the weighted average of your last 12-months actuals with a +/- 2% spread.
- Reference the “Guidance” tab, but in summary...
 - **GREEN** = At or above the “High” for Income; At or below the “Low” for COGS and Expenses
 - **BLACK** = In range
 - **RED** = At or below the “Low” for Income; At or above the “High” for COGS and Expenses
- The “Entity Performance” section shows how your business is trending in the critical areas of Income, COGS, Expenses, and KPI analysis over the selected period:
 - GREEN ✓ = Favorable trend
 - RED ✗ = Unfavorable trend
- The additional 4 tabs provide **graphed views** of your:
 - Income & Total Expenses
 - Cash Balances
 - Top 10 Expenses
 - AP & AR Actuals

Next Steps

If, on any of these reports, you see **RED Ratios** or **RED X**s, these are areas that require prompt attention as they are **negatively impacting your Net Income**. Please *contact me* to discuss further.

As always, my objective is to provide best practice insights and support to help you exceed your financial goals. Thank you and I look forward to your feedback on the value the KPI Scorecard and these financial packages may provide.

Sincerely,

Turnkey Advisor Program Resources Provided

All the resources needed to launch and scale your advisory services practice.

- ✓ **3 Easy Steps to Launching Advisory Services**
 - Step 1: Review The Metrics
 - Step 2: Generate The Reports
 - Step 3: Spread The Word
- ✓ [Basic User Guide for Accountants and Staff](#) (Provided by Qvinci)
- ✓ [Marketing Kit](#) (Provided by Qvinci)
- ✓ [Advisory Portal](#) (Included with Qvinci)
- ✓ [KPI Scorecard](#) and [Financial Reporting](#) (Included with Qvinci)
- ✓ [Qvinci Customer Success Team](#) (Available by phone, email, or appointment)

“Qvinci solves one of the biggest challenges facing today’s accountants – how to meet the needs of increasingly sophisticated clients who desire actionable financial insights.

We have new clients who left their old accountants because they weren’t keeping up with technology.

Qvinci’s enhanced analytics helped us land those clients and offer them advisory services they weren’t getting before. As a consultant, I love Qvinci for the analysis. Our accounting team loves Qvinci for the automated reporting.”

Bob Volpe - Chief Operating Officer
Volpe Consulting and Accounting Services

If you don’t provide your clients with advisory services, another accountant will!



Recap

How To Address the Common Challenges Faced by Accountants, Bookkeepers, and Advisors When Servicing Multi-Entity or Like-Industry Clients:

- Near real-time collection, consolidation, and mapping of client data
- Establishing and monitoring client-defined standards
- Automate manual processes
- Provide the necessary tools and technologies to make this profitable
- Market your services to staff, clients, and prospects



Polling Question No. 4

Do you believe your prospects and clients would respond positively if you provided the type of advisory services discussed in this webinar?

- a) Yes
- b) Maybe, but I need to learn more
- b) No



Next Steps

1. Schedule a [Private Demonstration](#) with one of our expert Solution Consultants
2. Attend one of our [Live Product-Focused Webinars](#) on Tuesdays
3. Schedule a [Free Trial](#) and get started right away
4. **Special Discount**. Anyone who signs up with Qvinci in the next 30 days will receive a special pricing package, which includes \$5 per linked and synced business entity for the first 2 months (80% discount) plus 20% off onboarding and training fee, provided that all business locations are onboarded or scheduled to be onboarded during this period

Q&A Session

What questions do you have for the team?

Brad A. Adams

President, CEO, and
Chairman
Qvinci Software
(504) 289-7225
brada@qvinci.com

Charles Nagel

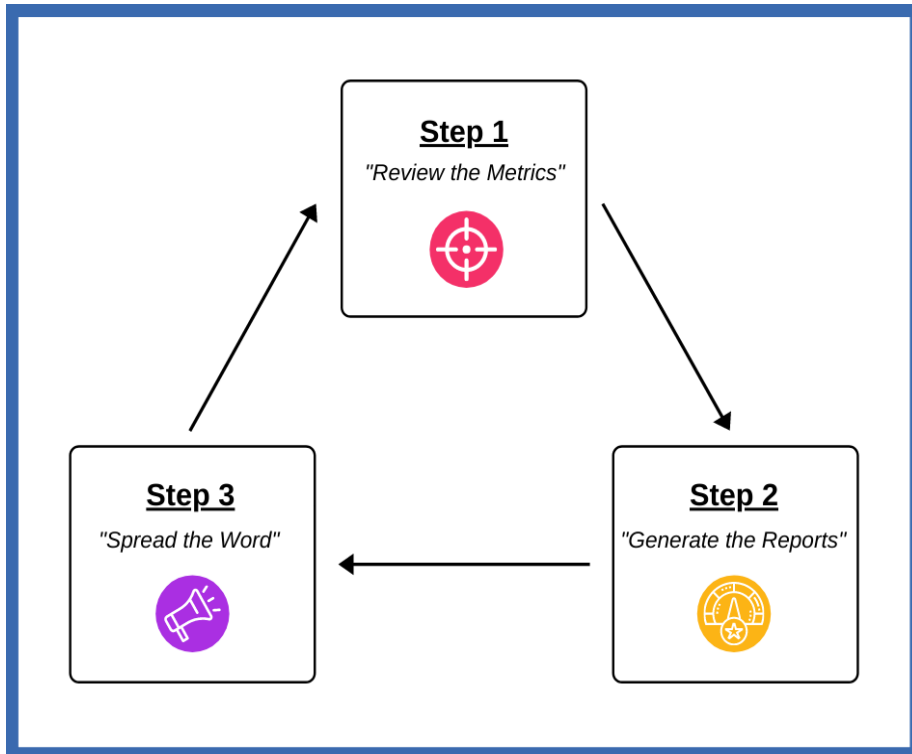
Founder and CIO
Qvinci Software
(512) 917-5478
charlesn@qvinci.com

William 'Bill' Murphy

Senior Contributing Tech
Author
Insightful Accountant
whm@rrrltd.org

Join Us for App Academy

Qvinci's Turnkey Advisor Program (QTAP): How the Right Tools and Technologies Can Help Grow Your Practice in 3 Simple Steps?



1. **Advisory Portal (Client Wellness Dashboard)**
2. **KPI Scorecards**
3. **Cashflow Forecasting**
4. **Budgeting Tools**
5. **Benchmarking and Ranking Analytics**
6. **Performance Dashboards**
7. **At-Risk/Top Performer Analysis**
8. **And Much More...**

Join us for a FREE webinar on **October 2nd at 1:00 ET** and unlock the power of app integrations to transform your practice.

Join Us for App Academy

The Appendix

Join us for a FREE webinar on **October 2nd at 1:00 ET** and unlock the power of app integrations to transform your practice.

The Client Wellness Dashboard



- **GREEN** & **RED** numbers / percentages motivate clients to call their trusted advisor for expert insight and guidance
- Presents client entities' *summary movement data* over time (**dynamic**)
- Illustrates favorable / unfavorable trending across various time periods
- Focuses on the 10 key ratios that drive most organizations
- Determines which client entity has its books up to date
- And more...

The Client Wellness Dashboard

Advisory Portal

Instructions For Using The Advisory Portal

Reporting Month vs Prior Month

+Add Company

Export to Excel

Reporting Entity Data								Profit & Loss					Balance Sheet				
Company (select below)	Reporting Entity (select below)	GL	JE	File Type	Last Sync	Reporting Month	Reporting Month Data Ready	Total Income	COGS	Gross Profit Margin	Top 10 Expenses	Net Income	Net Profit Margin	Months of Cash	Cash	A/R	A/P
Qvinci Dental Group	Apple Family Dental	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Bright Smiles Dentis...	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
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The KPI Scorecard



- Custom KPIs based on your client's own ecosystem metrics
- Consolidated KPIs across a plurality of client entities or locations
- Compare KPIs to peers (benchmarking)
- Trended comparisons of KPIs year-over-year
- Comparisons to the ideal range of values set by the client
- Custom accounts based on your clients' ecosystem metrics

The KPI Scorecard

Apple Family Dental

KPI Scorecard

For The Period Ending: 12/31/202X

	Ideal Range		Entity Performance****				Ecosystem Performance	
Income Analysis**	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Patient Fees	\$1,540,611.40	\$1,603,493.50	\$1,585,223.73	\$1,206,736.81	✓	\$1,572,052.45	\$4,406,285.12	\$7,074,310.98
Fees for Other Services	\$5,066.21	\$5,272.99	\$4,418.80	\$8,076.40	✗	\$5,169.60	\$15,958.42	\$25,621.31
Other Income	\$2,563.39	\$2,668.02	\$2,712.58	\$2,301.02	✓	\$2,615.71	\$7,523.79	\$12,079.48
Refunds from Clients	\$2,625.71	\$2,732.89	\$2,303.60	\$4,080.80	✗	\$2,679.30	\$8,153.75	\$13,090.88
COGS Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Widget Assembly1	\$4,213.61	\$4,385.59	\$3,788.80	\$6,463.20	✓	\$4,299.60	\$13,103.71	\$21,038.06
Product Material	\$4,383.54	\$4,562.46	\$3,421.60	\$7,912.00	✓	\$4,473.00	\$13,930.20	\$22,365.00
Expense Analysis***	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Owner Salary	\$180,516.00	\$187,884.00	\$184,400.00	\$89,200.00	✗	\$184,200.00	\$528,922.50	\$849,187.50
Dental Supplies	\$100,584.99	\$104,690.50	\$106,439.14	\$55,233.21	✗	\$102,637.75	\$287,051.07	\$460,861.81
Temp Salary	\$96,681.72	\$100,627.91	\$102,308.70	\$47,282.50	✗	\$98,654.81	\$275,594.61	\$442,468.41
Professional Services	\$64,942.47	\$67,593.18	\$68,722.19	\$18,791.92	✗	\$66,267.83	\$182,437.04	\$292,903.51
Misc Salary Costs	\$64,564.78	\$67,200.08	\$68,322.52	\$57,956.27	✗	\$65,882.43	\$189,503.49	\$304,248.72
KPI Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
COGS Ratio	0.0%	2.6%	0.5%	1.2%	✓	0.6%	0.6%	0.6%
Gross Margin Ratio	97.4%	101.4%	99.5%	98.8%	✓	99.4%	99.4%	99.4%
Expense Ratio	53.8%	57.8%	57.3%	53.4%	✗	55.8%	56.6%	56.6%
Profitability Ratio (Net Incom	28.4%	32.4%	29.0%	37.1%	✗	30.4%	29.2%	29.2%
Months of Cash	3.0	6.0	9.5	13.4	✗	9.8	9.4	9.4

Cashflow Forecasting With The *What If* - Cashflow Forecasting Optimizer



- Imagine the collaborative relationships fostered if you could sit down with each one of your client entities and build a *What If* forecast on:
 - A single or consolidated basis
 - Or a seasonal basis with regularly scheduled progress checks over the next 12 months
- There is a 12-month *What If* to Actual presentation with integrated charts and graphs
- As the Chart of Accounts changes, Qvinci's Model Merge Technology keeps the parent-child relationship intact and slots any new accounts correctly in the model instantaneously

New Qvinci Budget Tools



- Enables efficient knowledge sharing between client entities via Qvinci's collaborative tools
- Supports a culture of continuous learning and improvement
- Data-driven insights to increase operational collaboration, efficiencies, and profits

New Qvinci Budget Tools

Qvinci Franchise Brand Budget vs Actual - Year Over Year Comparison, and Future Fiscal Budget For the Period Ending September 30, 2023							
	Oct 01, 2021 - Sep 30, 2022	Oct 01, 2021 - Sep 30, 2022 Budget	\$ Diff	Oct 01, 2022 - Sep 30, 2023	Oct 01, 2022 - Sep 30, 2023 Budget	\$ Diff	Oct 01, 2023 - Sep 30, 2024 Budget
Ordinary Income/Expense							
Income							
49000 MISC Parts Income							
Sparco Racing Seat Income	23,040	5,120	17,920	15,360	11,520	3,840	11,520
Sparco Steering Wheel Income	3,330	960	2,370	2,880	1,170	1,710	1,170
49000 MISC Parts Income - Other	5,085	180	4,905	3,540	2,430	1,110	2,430
Total 49000 MISC Parts Income	31,455	6,260	25,195	21,780	15,120	6,660	15,120
Audi Sales	85,000	0	0	0	85,000	0	85,000
Engine Service							
Dyno Service	2,400	1,200	1,200	2,400	2,400	0	2,400
Engine Diagnostic Service	11,850	4,200	7,650	15,150	11,850	3,300	11,850
Engine Service	5,000	0	0	0	5,000	0	5,000
Engine Tuning Income	75	0	0	0	75	0	75
MISC Engine Service	2,500	0	0	0	2,500	0	2,500
Oil Change Sales	42,470	76,755	(34,285)	20,360	42,470	(22,110)	42,470
Engine Service - Other	167,500	94,500	73,000	166,500	149,500	17,000	149,500
Total Engine Service	231,795	176,655	55,140	204,410	213,795	(9,385)	213,795
Ford Vehicle Sales	2,502,000	1,863,500	638,500	2,502,000	2,502,000	0	2,502,000
Merch Sales	200	600	(400)	200	50	150	50
Nissan Income	1,666,000	1,239,500	426,500	1,666,000	1,666,000	0	1,666,000
Rebuilt Engine Sales	507,600	355,300	152,300	507,600	471,600	36,000	471,600
Sales Discounts	(7,115)	(3,885)	(3,230)	(7,115)	(7,014)	(101)	(7,014)
Service Income	1,820	1,365	455	1,820	1,820	0	1,820
Tire Rotation Income	13,050	8,100	4,950	13,250	13,050	200	13,050
USA Auto Jacket Income	900	450	450	900	225	675	225
Vehicle Maintenance	20,540	15,365	5,175	20,540	20,540	0	20,540
Vehicle Sales							
Ford Sales	234,000	175,500	58,500	234,000	234,000	0	234,000
Ford Vehicle Sales							
Ford Car Sales	264,000	898,500	(634,500)	330,000	264,000	66,000	264,000
Ford Truck Sales	729,000	1,284,000	(555,000)	624,000	729,000	(105,000)	729,000
Total Ford Vehicle Sales	993,000	2,182,500	(1,189,500)	954,000	993,000	(39,000)	993,000
Infinity Vehicle Sales	37,500	0	0	0	37,500	0	37,500
Mazda Sales							
Mazda Car Sales							
Mazda Sedans							
Mazda 3 Sales	87,000	0	0	0	87,000	0	87,000
Total Mazda Sedans	87,000	0	0	0	87,000	0	87,000
Mazda Car Sales - Other	222,000	30,000	192,000	222,000	55,500	166,500	55,500
Total Mazda Car Sales	309,000	30,000	279,000	222,000	142,500	79,500	142,500
Total Mazda Sales	309,000	30,000	279,000	222,000	142,500	79,500	142,500
Nissan Sales							
Nissan Vehicle Sales	38,500	0	0	0	38,500	0	38,500
Total Nissan Sales	38,500	0	0	0	38,500	0	38,500
Total Vehicle Sales	1,612,000	2,388,000	(776,000)	1,410,000	1,445,500	(35,500)	1,445,500
Total Income	6,665,245	6,051,210	614,035	6,341,385	6,427,686	(86,301)	6,427,686



Newest Advisory Services Tool:

The Benchmarking and Ranking Reports

- Qvinci is releasing a new ranking tool that will significantly increase any multi-entity businesses' ability to drill down into the Chart of Accounts and compare them to other like businesses in the client's ecosystem.
- The ability to investigate problem areas and communicate them to the affected entities in a timely manner will create the collaborative and profitable relationship needed.
- This will also quickly point out at-risk client entities.

The New Ranking Report

Brookhaven Healthfood Stores
Profit & Loss Ranking Report for the Fiscal YTD
For the Period Ending September 30, 2023

Store Name	Total Income	Total Income Rank	Total COGS	COGS %	COGS % Rank	Gross Profit	Gross Margin %	Gross Margin % Rank	Total Expense	Expense %	Expense % Rank	Net Income	Net Inc %	Net Inc % Rank	Custom 1	Custom 1 %	Custom 1 % Rank	Custom 2	Custom 2 %	Custom 2 % Rank
Filter out 0 to remove unused rows , here ->																				
Store 52	1,987,050	1	782,409	39.4%	14	1,204,641	60.6%	7	780,201	39.3%	12	424,440	21.4%	10	0	0.0%	1	0	0.0%	1
Store 506	1,333,257	2	507,418	38.1%	16	825,840	61.9%	5	434,405	32.6%	19	391,435	29.4%	1	0	0.0%	1	0	0.0%	1
Store 304	1,042,005	3	415,938	39.9%	11	626,067	60.1%	10	402,513	38.6%	13	223,554	21.5%	8	0	0.0%	1	0	0.0%	1
Store 231	1,018,317	4	414,938	40.7%	8	603,378	59.3%	13	420,032	41.2%	11	183,347	18.0%	12	0	0.0%	1	0	0.0%	1
Store 122	1,003,134	5	398,533	39.7%	13	604,601	60.3%	8	345,378	34.4%	18	259,223	25.8%	3	0	0.0%	1	0	0.0%	1
Store 88	996,769	6	397,169	39.8%	12	599,600	60.2%	9	350,227	35.1%	17	249,374	25.0%	5	0	0.0%	1	0	0.0%	1
Store 90	980,288	7	396,351	40.4%	9	583,937	59.6%	12	373,777	38.1%	14	210,160	21.4%	9	0	0.0%	1	0	0.0%	1
Store 155	916,198	8	324,050	35.4%	18	592,148	64.6%	3	404,362	44.1%	8	187,787	20.5%	11	0	0.0%	1	0	0.0%	1
Store 91	902,490	9	368,260	40.8%	7	534,230	59.2%	14	332,328	36.8%	16	201,901	22.4%	7	0	0.0%	1	0	0.0%	1
Store 58	900,557	10	281,292	31.2%	20	619,265	68.8%	1	412,351	45.8%	6	206,914	23.0%	6	0	0.0%	1	0	0.0%	1
Store 59	757,138	11	288,210	38.1%	15	468,928	61.9%	6	404,331	53.4%	4	64,597	8.5%	18	0	0.0%	1	0	0.0%	1
Store 153	702,534	12	341,747	48.6%	1	360,787	51.4%	20	390,342	55.6%	2	(29,555)	-4.2%	19	0	0.0%	1	0	0.0%	1
Store 50	685,969	13	254,832	37.1%	17	431,138	62.9%	4	254,236	37.1%	15	176,901	25.8%	4	0	0.0%	1	0	0.0%	1
Store 307	671,618	14	323,147	48.1%	2	348,471	51.9%	19	287,436	42.8%	9	61,035	9.1%	17	0	0.0%	1	0	0.0%	1
Store 57	655,090	15	272,975	41.7%	5	382,116	58.3%	16	206,310	31.5%	20	175,806	26.8%	2	0	0.0%	1	0	0.0%	1
Store 60	625,355	16	263,301	42.1%	4	362,053	57.9%	17	261,722	41.9%	10	100,331	16.0%	13	0	0.0%	1	0	0.0%	1
Store 54	608,556	17	251,216	41.3%	6	357,340	58.7%	15	291,892	48.0%	5	65,448	10.8%	16	0	0.0%	1	0	0.0%	1
Store 306	608,384	18	206,494	33.9%	19	401,890	66.1%	2	335,268	55.1%	3	66,623	11.0%	15	0	0.0%	1	0	0.0%	1
Store 305	552,207	19	221,543	40.1%	10	330,663	59.9%	11	250,166	45.3%	7	80,497	14.6%	14	0	0.0%	1	0	0.0%	1
Store 87	527,509	20	231,815	43.9%	3	295,694	56.1%	18	361,620	68.6%	1	(65,926)	-12.5%	20	0	0.0%	1	0	0.0%	1
Total Entities - 20	17,474,425		6,941,636			10,532,789			7,298,897			3,233,892			0			0		

Ranking and Benchmarking



Peer Benchmarking Results	Total Income		Total COGS			Gross Profit			Total Expense			Net Income		
	\$	Rank	\$	%	Rank	\$	%	Rank	\$	%	Rank	\$	%	Rank
Top 10%	54,919		431	1.8%		34,777	269.2%		928	1.1%		19,374	118.6%	
Top 20%	44,000		723	4.1%		18,084	140.0%		2,953	17.5%		17,026	98.5%	
Average	17,078		3,824	22.5%		14,967	84.3%		14,801	537.4%		1,374	-397.2%	
Total Benchmark Entities - 122														
Ranking Results	Total Income		Total COGS			Gross Profit			Total Expense			Net Income		
	\$	Rank	\$	%	Rank	\$	%	Rank	\$	%	Rank	\$	%	Rank
Filter out 0 to remove unused rows , here														
PA - Pittsburgh North - Jean DeFilippis	106,055	1	0	0.0%		106,055	100.0%	1	0	0.0%		106,055	100.0%	5
KY - Florence - Scott McGarvey	89,534	2	27,697	30.9%	63	61,836	69.1%	98	58,994	65.9%	35	2,681	3.0%	58
SC - Greenville - Byron Berry	60,514	3	2,299	3.8%	13	58,215	96.2%	48	71,453	118.1%	66	(13,238)	-21.9%	74
FL - West Palm Beach - Chris Mayer	53,409	4	11,680	21.9%	51	41,730	78.1%	86	72,967	136.6%	77	(32,816)	-61.4%	92
TX - Irving - Scott Callis	51,326	5	186	0.4%	3	51,140	99.6%	38	40,051	78.0%	43	11,089	21.6%	45
MN - Edina - Paul Kahlert	51,112	6	20,616	40.3%	70	30,495	59.7%	105	31,096	60.8%	34	(541)	-1.1%	61
DC - Washington DC Spring Valley - Didi Barz	50,582	7	9,956	19.7%	46	40,626	80.3%	81	37,346	73.8%	39	3,279	6.5%	52
AL - Birmingham Greystone - Terry Pouncey	44,545	8	12,230	27.5%	58	32,315	72.5%	93	29,978	67.3%	37	2,336	5.2%	54
AZ - Scottsdale North - Kevin Concannon	41,863	9	0	0.0%		41,863	100.0%	1	8	0.0%	5	41,856	100.0%	16
MA - Woburn - Matt Pappas	41,627	10	12,616	30.3%	60	29,011	69.7%	95	38,234	91.8%	55	(9,224)	-22.2%	75
VA - Herndon - Jon Helm	41,565	11	8,382	20.2%	47	33,183	79.8%	82	8,047	19.4%	13	25,136	60.5%	30
WA - Seattle Bridge West - Taylor Collyer	41,063	12	3,341	8.1%	22	37,722	91.9%	57	34,662	84.4%	47	3,060	7.5%	51

- Proven to create a culture of competitive, profitable growth
- Rank and benchmark by customizable “like-type” filters or brand-wide
- Review individual location(s) performance in monthly coaching sessions
- Includes 3 customizable KPIs (not shown)

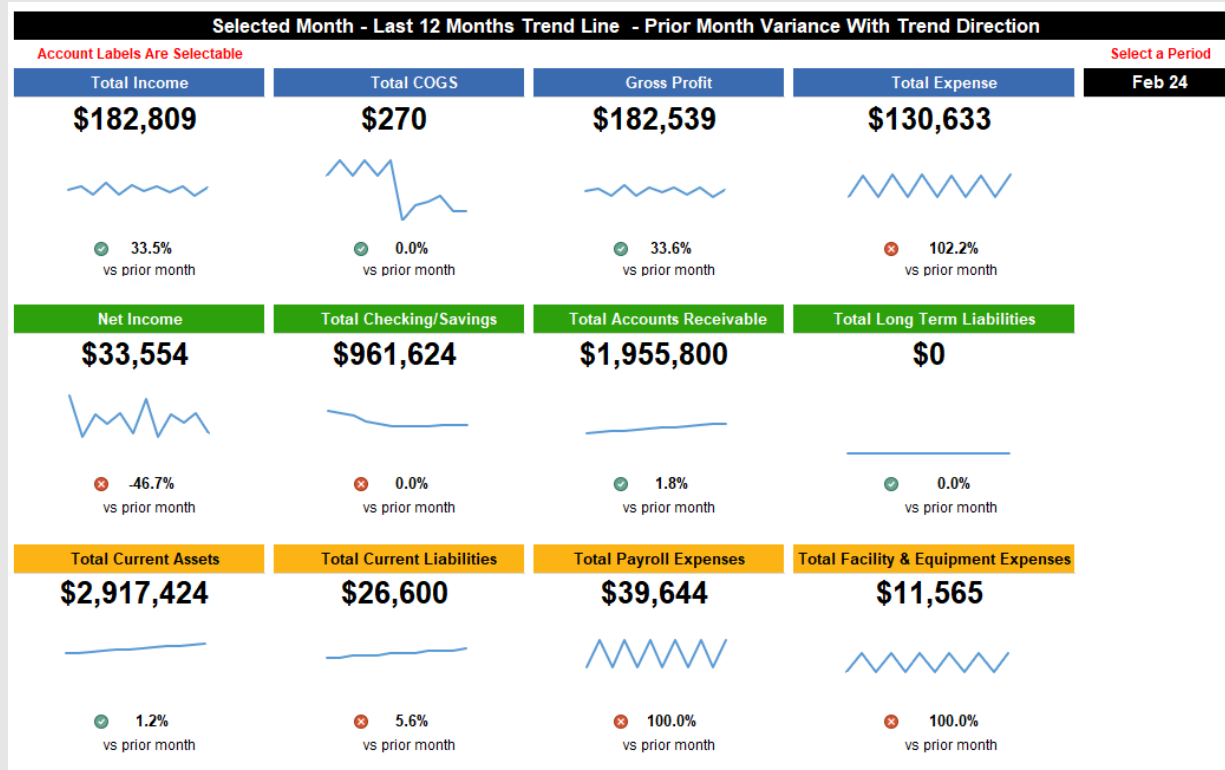
- Customizable with color-coded trending of KPIs across multiple time periods and for the 10 key ratios that drive most organizations.
- 12 customizable fields with color-coded trending provide actionable insights for the key income, COGS, and expenses that drive profitable growth.

Performance Dashboards

Tools proven to transform franchise owner performance coaching and increase brand profits.



Performance Dashboard



- Customizable and highlights the KPIs that most impact profitability
- Selectable periods let you see previous months
- Has monthly, rolling 3-months, and fiscal YTD views

