

# Vision User Group 2014

# Presented by: ITB Consulting

## Agenda

- Employee Realization
- OH Allocations
- Visualization
- Dashboard Graphs and Reporting
- Cash Flow
- Current Questions and Problems?



### **Employee Realization**

#### ➤What is the Realization Ratio or Real Ratio?

- The realization ratio compares the Net Revenue Earned to the labor at Billing Rates
- (Earned Revenue (non-labor Direct and all Reimbursable Expenses)) \ Direct Labor at Billing Rates
- If running the report at Cost Rates, the effective multiplier will be seen, which is a productivity measure that shows the amount of Net Revenue Earned for each labor dollar expended
  - 1. First, Vision Calculates the <u>Net Revenue</u>: *Earned Rev. (Non Labor Direct and Reimbursable Expenses)*
  - Then, Vision Calculates the <u>Effective Multiplier</u>: Net Rev.\Dir. Lbr. at Cost Rates



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### **Employee Realization**

Run Employee Realization in:

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Reporting / AR/ Invoice Transaction Detail Report

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### **Employee Realization**

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Reporting / Employee / Employee Labor Detail Report

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#### Employee Labor Detail

Monday, February 17, 2014

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ITB Consulting, Inc				For the period 12/1/2013	- 12/31/2013					
	Labor Code/ Unit	Date	Period	Regular Hours	Total Ovt Hrs	Total Hours	Regular Amount	Total Ovt Amt	Total Amount	Total Realization
Employee: 0023 Eckhardt, Nanc	у									
Project: G.00114 USI - GCS										
Phase: 03 Additional Servi	ces									
	100	12/4/2013	12/2013	1.50		1.50				262.50
Project: G.00154 GCS DFE Plus	s-Sierra Photonic	S								
Phase: 04 Training										
	100	12/20/2013	12/2013	1.00		1.00				190.00
	100	12/23/2013	12/2013	1.00		1.00				190.00
Total for 04				2.00		2.00				380.00
Project G.00154 Totals				2.00		2.00				380.00
Project: G.00158 Monterey Te	ch GCS									
Phase: 02 GCS Implement	ation									
	100	12/4/2013	12/2013	2.00		2.00				380.00
	100	12/10/2013	12/2013	1.75		1.75				332.50
	100	12/13/2013	12/2013	2.00		2.00				380.00
	100	12/18/2013	12/2013	1.50		1.50				285.00
	100	12/19/2013	12/2013	4.00		4.00				760.00
	100	12/27/2013	12/2013	1.00		1.00				190.00
	100	12/31/2013	12/2013	1.00		1.00				190.00
Total for 02				13.25		13.25				2,517.50
Project G.00158 Totals				13.25		13.25				2,517.50
Total for Eckhardt, Nancy				16.75		16.75				3,160.00
Final Totals				16.75		16.75				3,160.00

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## **Overhead Allocation**

- What is Overhead?
  - ➢ All Indirect Labor and Expenses:
    - a) Administrative Costs and Time
    - b) Accounting Costs and Time
    - c) Employee Benefits
    - d) Rent
    - e) Utilities
    - f) Insurance
    - g) All Non-Direct Cost associated with running the firm
    - h) Does Not Include Unallowable Costs:
      - a) Alcohol
      - b) Entertainment
      - c) Gifts

- Overhead Allocation is the practice of distributing your indirect costs to revenue producing projects.
- After indirect costs have been distributed, the revenue from your projects supports the total cost of doing business.
- Overhead Allocation does Not impact the GL. However, it is reflected on the project reports run at cost.
- There are two Allocation Methods
  - 1. Proration
  - 2. Assignment



 You can Allocate Overhead on a Firm-Wide basis or if you use Vision Organization reporting feature, you can report by Organization Level



#### Overhead Allocation Method — Proration

With proration, the sum of all amounts allocated in the current period is equal to your firm's actual overhead amount for the period. The benefit of this approach is that overhead allocation is based on real numbers. The problem is that your firm's actual overhead amount may vary quite a bit from period to period and season to season, making it difficult to forecast project performance. To keep seasonal fluctuations to a minimum, consider accruing large expenses, such as professional liability insurance or depreciation, over the course of the year.

#### **Proration Example**

- Assume that you choose to prorate overhead based on firm-wide revenue. Your firm has \$100,000 in indirect expenses and \$500,000 in revenue. The City Hall project has revenue for the year that totals \$50,000.
- Overhead Allocation Rate: YTD Indirect Expenses (100,000) / YTD Revenue (500,000) = .20 (20%)
- The overhead allocation rate is 20%.
- Overhead Allocated to the City Hall Project: % Rate (20%) × YTD Project Direct Revenue (50,000) = 10,000
- The City Hall project is allocated \$10,000 of overhead from the total overhead expense.



#### **Overhead Allocation Method — Assignment**

- The Assignment Method begins with a percentage that you specify. This overhead percentage is applied to each project — based on either direct labor or revenue — to determine the total amount of overhead allocated to each project.
- Vision calculate a project's overhead as follows: Year-to-Date Project Direct Labor or Revenue \* Assigned Overhead Percentage = Overhead Allocated to Project
- With assignment, the sum of all allocated amounts is not necessarily equal to your firmwide overhead amount. Vision accumulates the difference in an Overhead Variance Project. The Assignment Method is more widely used than the Proration Method, because it allows you to generate a consistent overhead amount for each project and it prevents overhead allocation from fluctuating wildly from period to period. This makes it easier to forecast project performance.



#### **Overhead Allocation Method — Assignment**

- You have the option of overriding the firm-wide percentage for individual projects, so that they
  receive overhead at a higher or lower rate than the norm.
- <u>The assigned overhead rate can be entered in three different places in Vision</u>. The following hierarchy determines which rate Vision uses to allocate overhead on a project-by-project basis:
  - 1. If a rate is defined in the Project Info Center for an individual project, phase, or task, Vision uses that rate.
  - 2. If no rate is defined in the Project Info Center, and the project, phase, or task is assigned to an organization, Vision uses the rate defined for the organization in Individual Organization Setup.
  - 3. If no rate is defined in the Project Info Center or Individual Organization Setup, Vision uses the firm-wide overhead rate defined in Overhead Allocation Setup.

**Example:** Let's assume that you choose to allocate overhead at a rate of 10%, based on direct labor. The City Hall project has \$20,000 in year-to-date direct labor charges.

- The overhead allocation rate is 10%.
- OHAllocated to the City Hall Project = YTD Direct Labor (20,000) \* OH % (10) = 2,000
- The City Hall project is allocated \$2,000 of overhead.



Over-ride the allocation at the project level

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- Considerations when Running Overhead Allocations
  - 1. Timing: OH Allocation Calculates on a YTD basis. You can run the routine as often as you like. Recommend running after each post transactions and prior to running Reports
  - OH Variance Project: Assignment method requires an OH project to maintain the appropriate accounting balance btwn. The project and GL sides of Vision.
     (Variance Amount = Actual Total Indirect Expenses Incurred Total YTD Overhead Assigned)
  - 3. Accounts for OH Allocation : Standard is for Vision to allocate based on a project's YTD direct labor or revenue. However you can enlarge the OH base for your firm's projects by including specific direct or reimbursable expenses in the base, along with direct labor or revenue.
    - Salaries for temporary employees or subs/contract labor in the OH base
    - Specify the expense accounts whose charges should be included in the base
  - Note: Until you run OH Allocation, Vision Calculates current period using a provisional rate: Assignment = Current % Proration = Last effective rate



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## **OH Allocation Report & Calculation**

- The Overhead Allocation Report shows, for each project, how overhead was distributed the last time OH was run.
  - 1. The Allocation method (assignment or pro-ration)
  - 2. Allocation base by project. Include amounts posted to accounts you chose to include in the allocation base in OH setup
  - 3. Current, YTD, and project to date OH for each regular project
  - 4. The budgeted OH rate and effective rate
- Calculating Actual OH Rate
  - Firm wide OH Rate = Total Indirect Expenses / Total YTD Direct Labor or Revenue
  - Total YTD direct labor includes balances in accounts 601, 602, and any other user-defined labor posting accounts
  - Total YTD Revenue includes the total balance of your 400 level accounts
  - Total Indirect Expenses include the total balance of your 700 level accounts



## **OH Allocation by Organization**

- Your pools of overhead consist of the total indirect expenses posted to overhead or promotional projects for each individual organization. Each operating organization has its own aggregate of indirect expenses that must be allocated. In addition, you may have non-operating organizations that absorb expenses shared by many organizations. You can use the Overhead Allocation program to distribute this aggregate of expenses among your organizations.
- Allocating overhead by organization allows you to distribute overhead in multiple passes. For Example:





#### **Visualization**

 Visualization Maps are graphical representation of Key Metric Values for your Projects, Project Plans and Opportunities





#### **Visualization**

Setup Visualization in Reporting

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## Visualization

- The burdened rate that you see on project reports is always using an estimated number for the burden on the labor cost, always based on the current overhead allocation settings.
- The overhead number that is used on Visualization reports is always an actual overhead number, calculated as of the last time that overhead allocation was actually run in Vision (under Accounting/Overhead Allocation).
- They could be quite different, since the overhead rate usually fluctuates from year to year, which would be reflected in the Visualization calculation, but not in the burdened rate calculation.
- Visualization numbers can be different than Office Earning Report, If overhead allocation has not have been run for a while, which would have no impact on the burdened rates (which are always estimated), but would impact the Visualization numbers (or any report run at cost with actual overhead).
- The definition of profit in the OER and Visualization is the same if you run OER at Cost with actual overhead (not checking the estimate overhead checkbox). Visualization does not have the other two options (running with estimated overhead or running with burdened rates). The numbers will be the closest right after overhead allocation is run, at which point the only difference would be that the burdened rates don't take in to account changes in the overhead rates over time, where the actual overhead numbers used in Visualization do



### **Dashboard Graphics & Reporting**

- Adding Graphs and Reports to your Dashboard
  - 1. First Create the Graph or Report in Reporting
  - 2. Save the Graph or Report as a favorite
  - 3. Go to your Dashboard icon at the top of your screen and click
  - 4. Select "Add Web Dashpart"
  - 5. Select the Report or Graph that you wish to add to the dashboard

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### **Dashboard Graphics & Reporting**





- The Cash Flow Statement focuses on liquidity, recording your company's cash transactions (inflow and outflow) for the accounting period range or year that you specify. The Cash Flow Statement is designed to meet GAAP (Generally Accepted Accounting Principles) guidelines.
- Typically, you run the Cash Flow Statement:
  - 1. For a calendar or fiscal year, to compare numbers from one year to another.
  - 2. By quarter, to compare current cash flow to that from previous quarters.
  - 3. When you need documentation to present to a bank, such as you might need when requesting a loan.
  - 4. Before generating the Cash Flow Statement, you need to establish section headings, define subsections, and map accounts to subsections.



- Whereas the <u>Income Statement</u> reports cash flows on the accrual basis, takes depreciation and other abstract items into account, and focuses on profitability, the Statement of Cash Flows reports cash flows on a cash basis, and focuses on liquidity.
- The net cash flow in the Cash Flow Statement from one period to the next should equal the change in cash between the two <u>balance sheets</u> covering the same period.
- Many of the items on the Cash Flow Statement also appear on the income statement or the balance sheet. In the Cash Flow Statement, they are arranged to highlight the cash generated during the period and to show how it relates to reported earnings.



- Cash Flow Statement Headings Tab
  - Use the Cash Flow Statement Headings tab of <u>Configuration » Accounting » Cash</u> <u>Flow Statement</u> to define the section headings for each company's Cash Flow Statement. This Vision report is the same as the Statement of Cash Flows (GAAP). It reports inflows and outflows of cash during an accounting period.

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- Configuration / Accounting / Cash Flow Statement
  - Identify the Labels for the Statement Headings
  - Then select the Statement Setup to identify the correct GL Accounts
    - ➢ AP = The sum of amounts in all liability Accounts
    - > AR The sum of amounts in all accounts mapped to AR
    - ➢ Fill in the GL accounts if you are running Multi Company

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Company AP		Start Account Account	
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- Cash Flow Statement Report
  - > Run the Cash Flow Statement Reports by going to Reporting / Accounting / and select the report that you wish to run.

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#### **Cash Flow Statement**

Select either Year to Date or a Range of periods

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		Report Name	Cash Flow Statemer	nt					
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				5/2005	-	5/2005	; <b>•</b>	May 2005	
				4/2005	•	4/2005	; <b>•</b>	April 2005	
				3/2005	-	3/2005	; <b>•</b>	March 2005	
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### **Cash Flow Statement**

Preview the Cash Flow Statement Report

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	June 2005	May 20		Vear to Date	2004	2003	
				Teal-to-bate	2004	2003	
Operating Cash Flow	07.000.00	101.005	Operating Cash Flow				
Change in Accounts Payable	37,823.68	134,995.	Change in Accounts Payable	454,922.12	83,091.21		
Subtotal Operating Cash Flow	37,823.68	134,995.	Subtotal Operating Cash Flow	454,922.12	83,091.21		
Investing Cash Flow	(900 452 25)	(247 000 2	Change in Accounts Receivable	(2 085 372 95)	151 564 68		
Subtetel Investing Ceeb Flow	(009,452.25)	(317,009.3	Subtotal Investing Cash Flow	(2.085.372.95)	151,564,68		
Subtotal Investing Cash Flow	(009,452.25)	(317,009.3	Financing Cash Flow	(2,000,012,000)	101,001,00		
Nationaria	2 110 000 05	202.252	Net Income	1,788,145.96	(414,281.66)		
Subtotal Einansing Cash Flow	2,119,000.95	302,252.	Subtotal Financing Cash Flow	1,788,145.96	(414,281.66)		
Total Cash Flow	2,119,000.95	302,252.	Total Cash Flow	157,695.13	(179,625.77)		
Cash at beginning of period range	1,347,372.30	119,359.	Cash at beginning of year	27,492.75	Subtotal Operating C	ash Flow Previous	Year 2
Cash at beginning of period range	140,292.09	55,000.	Cash at end of year	185,187.88	693.78	180,319.55	
Cash at end of period range	1,492,005.07	175,220.	Warning The ending cash does not match postings	to the selected n	napped bank accounts in yea	r 2005 year	
March 2005. Please confirm all G/L accounts are inclu	s to the selected ma uded in Cash Statem	apped bank acc	2004. Please confirm all G/L accounts are included in C	ash statement s	etup.		Design of a first
v7.1.512 (ADMIN)		ioni ootupi	V7.1.513 (ADMIN) -				Page 1 of 1
V7.1.515 (ADMIN) -	V	Varning Message					
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# **Questions / Discussion**

