

Clextra 'Finance'

Clextra was originally designed for 'Management Accounting' rather than 'Financial Accounting'.

As there are alternate products with one-time purchase options of US \$ 49/- (Rs. 10,000/-) to US \$ 499/- (Rs. 30,000/-) ... Clextra as an Enterprise-MACS OR Monthly Subscribed Software as a Service at US \$ 499/- (+ US \$ 1999/-) may not be the best option for MOST Enterprises who do not value it.

However, for most firms, and most applications Clextra can be the first and main Enterprise 'Financial Accounting' Software – where they do NOT desire to have another Financial Accounting System.

Let's face reality - a key-difference is that 'Financial Accounting' is post-mortem required by the Government/State/City to ensure that you are paying your taxes. If you are running your business with those parameters and Chart of Accounts it's no good for running your Business effectively and profitably with Stakeholder ROI (Return on Investment) in mind.

Let's see what you can do with Clextra that you most probably can't with a classical Financial Accounting or equivalent ERP from most vendors world-wide.

	Financial Accounting	Management Accounting
Audience	External stockholders, creditors, tax authorities	Internal workers, managers and executives.
Purpose	Report on past performance to external parties; contracts with owners and lenders.	Inform internal decisions made by employees and managers, feedback and control on operating performance.
Timeliness	Delayed historical	Current, future oriented.
Restrictions	Regulated; rules driven by generally accepted accounting principles and government authorities.	No regulations. Systems and information determined by management to meet strategic, tactical and operational needs.
Type of Information	Financial measurement only	Financial plus operational and physical measurements on processes, technologies, suppliers, customers and competition.
Nature of Information	Objective, auditable, reliable, consistent, precise.	More subjective and judgemental, valid, relevant and accurate.
Scope	Highly aggregate. Report on entire organisation.	Dis-aggregate; drill-down; information on local decisions and action.

FIRST ... Standard and Statutory 'Financial Accounting' features.

- 1. Statutory Bookkeeping and Accounting**

GAAP, CPA, ISO and India CA methods are supported. It can facilitate and provide for ALL data to generate a Trial Balance, Profit and Loss Statement, Balance Sheet and related Schedules. These can also be generated with and from other applications and imported / exported integrated using Clextra with some pre-conditions.
- 2. Best Practice Framework**

Where desired 'Financial Best Practices' such as Banking Basel-II; Dunn and Bradstreet; Hoovers; or Kaplan and Norton's Balanced Scorecard can be implemented using Clextra as 'The ONLY Enterprise-wide tool' you will ever need.
- 3. Management Accounting**

For Management Accounting and Control System automation Clextra is one of the most comprehensive known tools available in the International market today.
- 4. Receivables**

A comprehensive system of Receivables including party ledgers; soft copy scanned / attached document; accountability, aging with a range of grouping options. Access to specific Staff and external agencies (where and when required) is optional.
- 5. Regular Receivables Module**

For long-term on-going periodic receivables such as term-loans, housing-loans, vehicle loans, consumer durables .. comprehensive solution including portfolio and wealth management with risk metrics, aging, follow-up, customer information system etc.
- 6. Payables**

A comprehensive system of Payables including party ledgers; soft copy scanned / attached document; accountability, aging with a range of grouping options. Access to specific Staff and external agencies (where and when required) is optional.
- 7. Billing**

Invoices, Delivery Notes, Cash Bills and Billing Support documents can be generated. Existing paper-documents can be scanned and soft-copy attached if required. Subscription and pay-per-use billing such as Consumer Cable, Internet, Home Maintenance for

Apartment Complex applications; Lawyers, Doctors, Vehicle-Service Garages, Hotel Guest room etc. with constant build-up of small services utilization.

8. Estimation Module

Task or TaskGroup or Vehicle or Service (user-definable), upto 9 levels or touch-points of estimation. eg. First, 3-months before, 1-month before, 10% of Project, 50% of Project, 90% of Project, final-post-project actual.

9. Indent

Any user can raise an Indent based on existing 'Product' and/or 'Services' Inventory similar to a Shopping Basket, Bill of Materials approach.

10. eDMS

Electronic Documentation Management System. Soft copy (and/or) bibliography of every hard-copy and important document Place-wise, People-wise and Thing-wise as required for every aspect of the Enterprise. User-definable eg. 10 categories of 10 each documents for each Place, Person or Thing in the Enterprise.

11. Costing

Standard costing using 'cost' from Inventory systems with grouping for Product, Service, Time and Materials using a 'Bill of Materials' approach. Manufacturing (or other) Cap.Ex. or non-Cap.Ex. assets capacity, cost and price per-hour, per-day, per-week, per-month and per-quarter, per-year utilization, gap and return on investment.

12. Activity Based Costing

Task and/or Team based costing, could be linked to a Services Inventory for more complex; Time and Materials; Seat / workstation based costing etc.

13. Cashflow

Enterprise cashflow. Individual (and/or linked to a Team, Cost or Profit center) related Cash-flows on a periodic basis. Period can be annual, quarter, monthly or even weekly.

14. Payroll Accounting

From Compensation Planning to CTC and what-ifs .. to payslips, printing of payslips, electronic distribution of payslips, backing data for statutory reporting and posting of entries to Financial accounting systems. Supports Overtime, Multiple Shifts, Muster-role, Time & Materials costing, Time-Sheets Attendance linkages, user-definable 'Benefits' and 'Perks', 'Deductions' etc.

15. **Inventory Accounting**

From simple stock-flow to Bill of Materials, Raw materials, work in Progress to finished goods. Consumption reports. Item Ledgers. Product Lifecycle management for long-cycle Agro. Inventory, Services, Digital and Electronically stored inventory. Book and Physical inventory discrepancies. Physical location of inventory. Over and under-stocked items. Support for

- i. ABC analysis. (Movement Volume)
- ii. HML analysis. (Price : High-Medium-Low)
- iii. VED analysis. (Vital-Essential-Desirable)
- iv. üSDE analysis. (Scarce-Difficult-Easy)
- v. GOLF analysis. (Govt.-Other-Local-Foreign)
- vi. SOS analysis. (Season-Offseason)
- vii. FSN analysis. (Fast-Slow-Nonmoving)
- viii. XYZ analysis. (Current Stock)
- ix. EOQ (Economic Order Quantity)
- x. EPQ (Economic Purchase Quantity)
- xi. ERQ (Economic Re-Order Quantity)
- xii. Stock Levels. Lower, Upper, Re-order.
- xiii. Temperature controlled Inventory.
- xiv. Risk rating of inventory.
- xv. Special storage requirements.
- xvi. 5-user definable Documentation for each.

16. **Expenses Management Module**

Cycle or activity based budgeting. Step by step accountability, escalation and controls. In-project expense controls.

17. **Bank and Cash Books**

Multiple Bank accounts. Opening and Closing balances for a Financial year. Variety of ledgers based on 'credit', 'debit', Chart of Accounts, Parties, Campaigns can be generated from any date to any other date.

18. **General Ledger**

Ledgers and sub-ledgers on Parties and Account Heads for Financial Year, From Period to Period. Dynamic real-time Ledgers on a range of other codes, between as-required dates.

19. **Budgeting**

Simple financial Budgeting. Sales Budgeting. Forecasting using monte-carlo simulation. Delivery Budgeting. Enterprise collaborative Budgeting.

20. **Sales for Finance**

Track planned to actual sales. Forecasting data. Projected orders, revenue and Profit. Invoicing, Collections, Staff Call Reports, Order booking. Ie. Actual Sale data and Projected data is possible

within Clextra for Financial Planning based on 'Current' and 'Planned' Sales.

21. Purchase / Procurement

Inventory, Indents to Purchase Order generation. Printing. Soft and/or hard-copy dispatch. Firms and individuals information system including address, statutory Company Codes etc. Project or Activity based procurement and Monitoring.

22. Risk Metrics

As a part of our ERM (Enterprise Risk Management) solution a portfolio of risks for every place, person or thing on 3-dimensions of price, vulnerability and threat can be quantified, costs assigned and monitored.

23. Loyalty Card Points

In most Sales non-cash discount situations, points (or equivalent to cash amounts) are given to customers. Such in-kind discounts must be accounted for and placed within Financial Accounting system as it can be en-cashed or booked in any year that a consumer may choose. Example 'Frequent Flyer Miles'. NOT accounting for these can be a nightmare for any Enterprise that launches any such programme. Within Clextra we have a comprehensive 'Cash' + 'Points' management system with Opening and Closing balances linked to Financial Year with support for 10,000,000 customers from ONE instance of Clextra.

24. eCash

Manual or electronic Token system for Canteen or College Stores applications. Digital Rights Managed 'soft-content' such as Video Movies; Audio Songs; paid-for Reports; Commercial Photographs etc. ie. Online or Digital store and Digital Product Delivery. Where supported by State and Statutory law. Digital eVouchers such as Mobile pre-paid can also supported.

25. Audit

Most medium to large firms already have good mature Management, Financial, Inventory & Asset Accounting Systems. Clextra can be a parallel system to corroborate information, make notations from the eDMS module, manage and monitor higher risk components and be the PRIMARY Enterprise physical audit system. Even an alternate IT Infrastructure OR Software as a Service INCLUDING Discretionary Managed Services are possible.

26. Metrics & Ratios

Financial ratios and metrics; upto 300. 10 x 6 x 5 3-dimensional. Target, actual, gap. + and - alerts. Dashboard. Individual and/or Group Accountability. Drill-down, Drill-up, Manual and automated

consolidation using 'push' and 'pull' methods. Comparison to at least 2-main Industry and/or Local competitors for upto 20 key-metrics.

LAST and NOT THE LEAST ... MACS (Management Accounting and Control System)

1. The NEW Economy Challenges

- i. The internet has changed everything. Primarily entry barrier for competition has been dramatically lowered ...
 1. Example 1 _ Customers use the internet for information then shop.
 2. Example 2 : Customers browse shops then buy online.
- ii. Field information was not important when your Field Force stayed with you a lifetime ... today you have an attrition problem.
- iii. Technical product information is more important today due to Technology advances ...
- iv. Choice and range of products for a customer is far wider; therefore you Sales Person needs to know more ...
- v. Time has become more expensive ... less face-to-face due to travel; email; SMS means lowered relationships ...
- vi. Geographical coverage is now wider ... due to demand and supply; lowered margins; competition; globalisation; equity market demands; to stay in business ...
- vii. Input costs and procurement financing systems have changed dramatically ...
- viii. Profit Margins are lower ... due to all the above factors; Internet; Attrition; Technology advances; Competition; Time; Transportation; Input costs etc

2. CxO Concerns

- i. Shortage of key skills Knowledge management, e-learning, business intelligence
- ii. Industry consolidation Collaboration, supply chain, enterprise systems integration
- iii. Changes in type/level of competition Resource planning, supply chain, relationship management
- iv. Impact of the Internet Every aspect
- v. Downward pressure on prices Resource planning, supply chain, asset management

- vi. Environmental, health and safety issues Knowledge management, asset management
- vii. Changes in supply/distribution systems Supply chain management, collaboration
- viii. Access to/cost of capital Enterprise asset management, collaboration
- ix. Changing technology Every aspect
- x. Regulatory issues Knowledge and asset management, enterprise systems, business intelligence

3. The Ideal Dashboard must ...

1. ... Managers and Executives need an easy-to-use; graphically focused mechanism to monitor business performance metrics.
2. ... Metrics must be aligned with existing business process or standard process, implying ownership and accountability.
3. Data must be delivered at the timeline that each process demands (hourly, daily, weekly, monthly) and at the required level of aggregation or granularity.
4. ... The delivery mechanism must invite participation, and allow drill-down to associated levels of detail and recommended corrective actions based on business requirements.
5. ... Successful projects evolve in iterative fashion, changing frequently, in some cases 30 to 60 days, keeping pace with changes in business rules and new sources of data.

... which Clextra is!

4. Examples of what you should do yourself!

- i. Establish a 'Receivables' process.
It must be within +/- 5% of prediction
- ii. Track expenses.
Compare Plan vs Actual expenses each month.
- iii. Project Sales Revenue.
Plan and base potential income on facts.
Customer or Market surveys will help.
- iv. Track Sales.
Adjust your projected sales with actual sales and make 'other' adjustments accordingly.
- v. Prepare for cashflow imbalances.
Allow for ups and downs.

Creativity and innovation may be required to avoid a crunch.

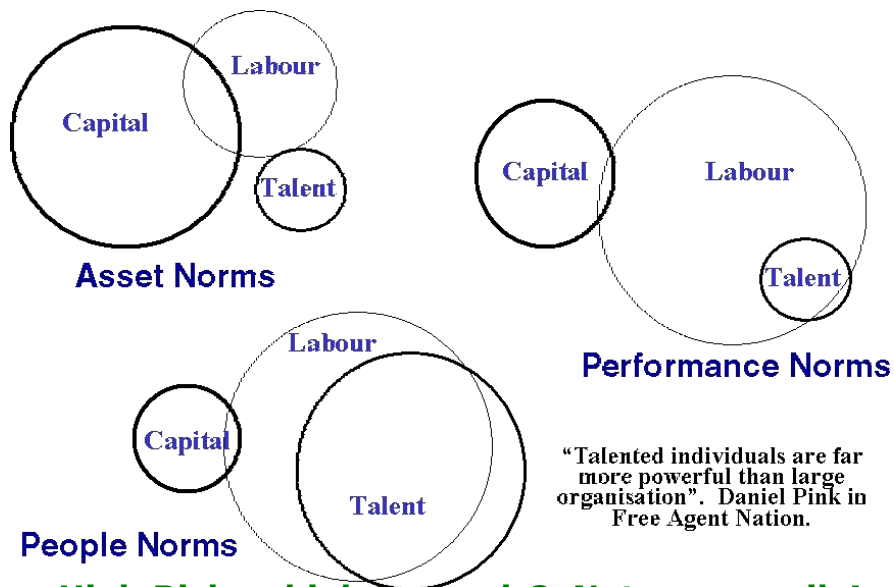
vi. Seek professional help.

If you feel the need, ask your accountant or use an IT Tool to help you.

5. What is your Business?

Decide, manage, track and manage what is TRULY valuable to the success of your Business.

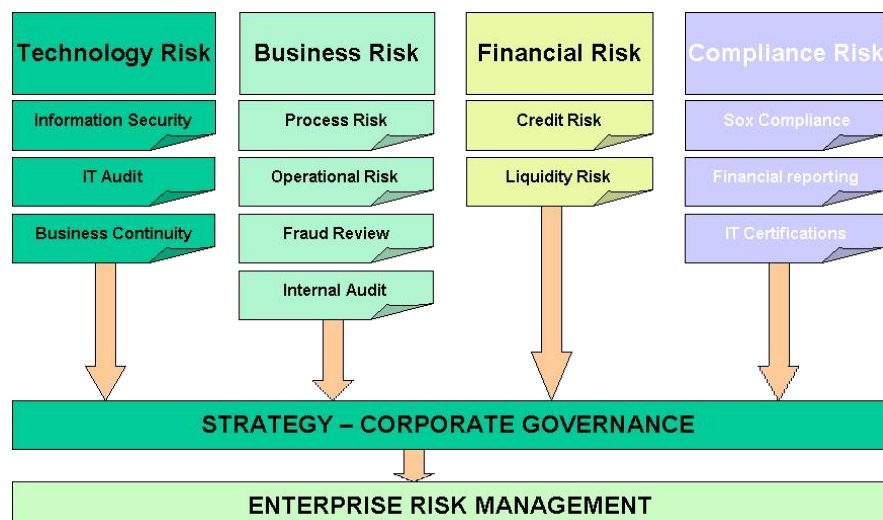
Capital? or Labour? Or Talent?



6. High Risk ... high Rewards? Not necessarily!

Decide, manage, track and manage your Risks.

Risk Management



We are constantly looking for Third-Party Re-Sellers, Implementers, Experts and Field Operatives to meet several of our Objectives in Metros and Cities across the World.

Contact Information :

Casper Abraham

casper@edgevalue.com

Cellphone : 91-98450 61870

Edgevalue

62-B Modi Residency

Millers Road, Benson Town

Bangalore 560 046 INDIA

Corporate website : <http://www.edgevalue.com>

Product website : <http://www.clextra.com>