## **Turn Chaos Into Clarity**

Manage your Construction and Real Estate business with Business Intelligence integration tools. Eliminate spreadsheets with cloud-based Job Forecasting, WIP, and AR Collection Management.



# CONSTRUCTION & SERVICE MANAGEMENT

# **BUSINESS INTELLIGENCE** INFORMATION PACKAGE



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## Introduction

anterraBI<sup>™</sup> is cloud-based business intelligence for Construction, Real Estate, and Development companies. This overview will focus on Construction and Specialty Service Reporting. Anterra delivers over 125 pre-built drill through dashboards, scorecards, graphs, and pivot table analytic tools. We provide a complete view of your company with best practice Key Performance Indicators (KPIs), so you don't have to build formulas or reports.

Anterra connects to Sage 300 CRE accounting and project management systems and provides the reporting you have always wanted.

We also connect to ad hoc reporting systems like Tableau.

Our reporting is organized into modules, you can organize reporting menus any way you like.

- Construction
- Finance
- Service Management
- Accounts Receivable Collections
- Procore

All modules connect to a central dashboard. You can build dashboards with components combining information across modules. All dashboard components drill to transactions.

Anterra provides an overarching reporting tool that connects multiple data folders and systems. We've built hundreds of calculations for you. You never have to connect multiple databases, build joins between database tables, or write complex formulas. Our technology brings in any job attribute and lets you pivot, sort, filter and create shared or user defined views without any technical knowledge. We can also provide custom reporting if you have specific report layouts that your team requires.

AnterraBI is extremely cost effective compared to building and maintaining your own reports. You also get the benefit of **industry knowledge and best practices as key components of the software**. With input from hundreds of companies, Anterra has a perspective on reporting that no single company can achieve.

Our mission statement is to **help each user succeed in their role**. Our reporting lets you control the titles and tooltip content to **give you a common language of performance** – everyone will use the same terms and understand their meaning. By providing each user with the information they need to succeed you help everyone align and **gain accountability over your operations.** You will become **more proactive than reactive** by turning chaos into clarity.

We've organized this guide by company type then function. As many of our clients have multiple functions, please review each section for features that might apply to your company. Reporting Functions are then listed out for your review. After reading this guide, we recommend an online demonstration to discuss your specific needs. Please click on <a href="https://anterratech.com/about-us/contact-us/">https://anterratech.com/about-us/contact-us/</a> to schedule a meeting.



## **General Contractors**

As a General Contractor you need to plan and execute building construction with multiple subtrades and consultants. Typically, your Project Managers and Site Superintendents are responsible for project execution. Here are key aspects of your business Anterra helps you manage, each function is described in more detail starting on page 4.

- ✓ Construction Dashboards
- ✓ Job Margin Gain Erosion
- ✓ Final Margin Analysis
- ✓ Job Scheduling
- ✓ Job Cost Forecasting
- ✓ Job Cash Management
- ✓ Job Cash Flow and Manpower Forecasting
- ✓ Work Backlog
- ✓ Project Management Functions (Construction Documents)
- ✓ Work in Progress (WIP) Management
- ✓ Work in Progress Reporting
- ✓ Subcontract Management
- ✓ Contingency Management
- ✓ Job Mapping
- ✓ AR Collections

## **Financial Reporting for All Types of Construction Companies**

Anterra provides complete financial reporting including:

- ✓ Financial Dashboards
- ✓ Anterra Statement Builder
- ✓ Cash Management Reporting



## **Specialty Contractors**

As a Specialty Contractor you need to plan and execute installation of a specific building function like HVAC, fire suppression or concrete. Typically, you have your own labor force managed by Project Manages and Site Superintendents who are responsible for project execution. Some Specialty Contractors fabricate materials they require as they are highly specialized. Here are key aspects of your business Anterra helps you manage:

#### All functions of a General Contractor PLUS

- ✓ Labor Reporting
- ✓ Labor Cost Forecasting
- ✓ Labor Productivity

## **Service Specialty Contractors**

Specialty contractors that inspect and maintain equipment they install provide service agreements and repair services to their customers. Anterra lets you see your service business in a way you've only dreamed about with analysis of:

- ✓ Service Work Order Profitability
- ✓ Service Agreement Analysis
- ✓ Service Sales Commission Reporting

## **Anterra vs. the Competition**

- ✓ Advantages over Excel Based Reporting
- ✓ Advantages over in house-built Crystal Reports / SSRS
- ✓ Advantages over Generic BI Tools (PowerBI, Tableau)
- ✓ Speed and cost of deployment



## **Anterra Main Construction Reporting Functions**

#### **Construction Dashboards**

Anterra lets you build your own dashboards from a large selection of key performance indicators. A dashboard administrator can create Shared Dashboards to provide your company a consistent and standard way of looking at your business. Each user can build and save their own dashboards based on their reporting needs.

or Rate Var	🚠 🚢 🗰 오 🛛 Cons	struction Cash	# ₽ 🗑 🖉	WIP Open Jobs	<b></b>	Job Margin Gain/Erosion	<b></b>	Procurement	( ± ± 🗎 🖗
All Jobs	S	9 JOBS NEGATI <sup>\</sup> <u>-1,522,363</u> ₩		JTD REVE	Jobs NUE EARNED <b>59,051</b>	11 JOBS NEG <u>-\$2,097,7</u>	ATIVE 95	Ali J REMAINING <b>\$94(</b>	
		8 JOBS POSITIVE (0 <u>2,316,655</u> රෝ	DR \$0)		ESS OF BILLINGS 28,448	7 JOBS POSITIV <u>\$486,56</u>		% REMAINING <u>5.0</u>	
Labor Rate Va -2.62		NET CASH POSIT <u>794,292</u> เら	ION		CESS OF COSTS 17,311	TOTAL MARGIN GA <u>-\$1,611,2</u>		INVOICED E <u>\$7,53</u>	
			)		)		)		
illed Map		ounts Receivable			<b></b>	Labor Hours By Pay Period			·# 7 🛱 🖉
<ul> <li>(0-25)% ♥ (26-50)</li> <li>♥ (76-100)% ♥ A</li> <li>Ø</li> <li>Ø</li> <li>San Antonio</li> </ul>		Current         0           30 - 60         0           60 - 90         0           90 - 120         5, 651, 529           Total         5, 851, 529           Retainage Receivata 278, 894	All 0.0 % 0.0 % 0.0 % 100.0 % 100.0 %	6 0MM 5 0MM 4 0MM 3 0MM 2 0MM - 1 0MM - 0 0	er <sup>sp</sup> er <sup>cp</sup> de <sup>cp</sup>	1,600 1,000 1,000 1,000 0,0000 0,000 0,000 0,000 0,000 0,000000	staten state	and september september september	and general general

Dashboards can be filtered by

- Company / Division
- Project Manager
- Date
- Job



## Job Margin Gain Erosion, Final Margin Analysis

Analyze margin gain or fade by any job attribute – Project Manager, Estimator, Site Super, Job Type, Market. With Anterra Pivot Grids you can build and save as many views as you like. For example, you could have a view filtered to jobs with approved contract values over \$1,000,000 (Major Projects) or under \$25,000 (Small Jobs) and set your dollar values to whatever level you like. Here is a view by Division and PM.

с <b>ь</b> а	nterraBl	Home 👻 Anterra	Statem	ients 👻		Finance 👻	Construction -	Service Manag	jement <del>+</del>	Procore/Action Ite	ems 👻 🕖	.dmin 👻 Re	ports to Test 👻					× 1	• Q ☆	? 💄 Anterr
largin (	Gain Erosion											All Companie	5	<ul> <li>All Proje</li> </ul>	t Managers	▼ 03/2	0/2020		By Division and PM	A 🔻
5	Collapse Pivot T	able																		Clear Filters
† Divi:	sion × † Proj	iect Manager 🛛 🗙																		
		Division	M. Tr.		C St	Project No/Na	me :	Original Contr 🕜 Value :	Original Cost G Estimate		Origi Profit		Pen Cont	JTD 🕜 Cost 🚦		Forec 🕼	Forecast 🕑 Profit % 🚦		Profit Gain/E	
Ante	erra Construction	n, Inc (1)																		
*	Mary Smith (1)																			
	Mary Smith	Anterra Construction, Inc	le		\$	03-055 Lexus	of Channel View	3,348,496	1,473,338	1,875,158	56.00 %	3,700,088		427,268	1,818,903	1,881,185	50.84 %	٠	6,027	23 %
								3,348,496	1,473,338	1,875,158	56.00 %	3,700,088		427,268	1,818,903	1,881,185	50.84 %		6,027	
								3,348,496	1,473,338	1,875,158	56.00 %	3,700,088		427,268	1,818,903	1,881,185	50.84 %		6,027	
Gen	eral Constructior	ו (11)																		
٣	Doug Moffett (4)																			
	Doug Moffett	General Construction	L	-	\$	03-002 Clacka #4	mas Office Park	831,930	705,485	126,445	15.20 %	915,516	538	192,402	1,783,635	(868,119)	(94.82 %)	•	(994,565)	11
	Doug Moffett	General Construction	Le		\$	03-050 Austin	Parkway Center	1,462,750	1,276,249	186,501	12.75 %	1,769,928		663,650	1,804,022	(34,095)	(1.93 %)		(220,596)	37 %
	Doug Moffett	General Construction	L		\$	03-051 Summ Expansion	it Office	1,532,600	1,360,183	172,417	11.25 %	1,854,446		843,313	1,507,650	346,796	18.70 %	٠	174,379	56 %
	Doug Moffett	General Construction	Le	-	\$	03-052 Walsh Subdivision	Road	2,487,152	2,216,052	271,100	10.90 %	3,009,454		775,618	2,727,510	281,944	9.37 %		10,844	28 %
								6,314,432	5,557,969	756,463	11.98 %	7,549,343	538	2,474,983	7,822,817	(273,474)	(3.62 %)		(1,029,937)	
*	John Laurent (1)																			
		General	٠.															-		
								24,143,408	19,859,061	4,284,347	17.75 %	28,045,087	49,805	8,742,705	25,371,970	2,673,117	9.53 %		(1,611,231)	

Final Margin Analysis lets you analyze profit and fade over for closed jobs over a range of dates. This key function lets you understand final profitability by PM, Estimator, City, State, Division, or any other attribute. Most construction companies do not have a way to benchmark jobs, Anterra gives you a deep understanding of where your company makes and lose money.

Anterra Pivot Grids can be filtered by

- Company / Division
- **Project Manager**
- Date
- Job







## Job Scheduling

**Very few construction companies have an overall view of job scheduling**. Most companies do not give their project managers access to their accounting system's job record where job start, and end dates are stored. This causes an inability to schedule work and manage work in progress in your accounting system.

Anterra provides a central Gantt Chart to manage your project start and end dates in one central location

Project Gantt Chart											All G	roups	All Project Man	nagers 🔻
														Today
Project number/name	Project Manager	Project Start Date	Project End Date	Nov, 2019	Dec, 2019	Jan, 2020	Feb, 2020	Mar, 2020	Apr, 2020	May, 2020	Jun, 2020	Jul, 2020	Aug, 2020	Sep
104 Riverview Acres, Lot 5	John Laurent	12/02/2019	05/31/2020		104 Riverview	Acres, Lot 5								
103 Meadow View, Lot 8	John Laurent	03/02/2020	09/30/2020					103 Meadow V	/iew, Lot 8					
102 Valley Homes, Lot 15	John Laurent	01/01/2020	06/30/2020			102 Valley Hor	nes, Lot 15							
03-500 The Nature Company	Mike Arkes	03/31/2020	07/31/2020						03-500 The Nati	ure Company				
03-300 OHSU Research Labs	Michael Perki	03/05/2020	08/31/2020					03-300 OHS	U Research Labs					
03-200 Thriftmart Store #344	Doug Moffett	11/05/2019	03/30/2020	03-200 Thrift	mart Store #344									
03-100 Tritech Clean Room	Michael Perki	05/05/2020	11/30/2020							03-100 Trited	h Clean Room			
03-058 Legacy Ford	John Laurent	07/15/2020	01/18/2021									03-05	8 Legacy Ford	
03-057 Armada Environmental	Mary Smith	04/08/2020	11/26/2020						03-057 Arn	nada Environment	al			
03-056 Infinity Men's Wear	Mary Smith	04/30/2020	06/25/2021	1						03-056 Infinity I	Men's Wear			
3-055 Lexus of Channel View	Mary Smith	01/01/2020	09/25/2021			03-055 Lexus o	of Channel View							
03-054 Regency Square Apartments	Mary Smith	08/04/2020	12/24/2020										03-054 Rege	ency Squa
03-053 Trademark Mall	Mary Smith	02/05/2020	12/31/2020				03-053 Tra	demark Mall						
03-052 Walsh Road Subdivision	Doug Moffett	01/21/2020	08/31/2020			03	-052 Walsh Road	Subdivision						
03-051 Summit Office Expansion	Doug Moffett	01/31/2020	09/30/2020				03-051 Sumn	nit Office Expansion						
03-050 Austin Parkway Center	Doug Moffett	01/15/2020	07/31/2020			03-05	0 Austin Parkway	Center						
03-015 Beaverton Office Park	Doug Moffet	03/18/2020	02/24/2021					03-0	)15 Beaverton Office	e Park				
03-014 Downtown Supermarket	None	05/06/2020	02/27/2021							03-014 Dow	ntown Supermark	et		
3-012 Tri Tech Lab	None	03/24/2020	06/30/2020					(	03-012 Tri Tech Lab					
3-011 Cordova Middle School	None	10/01/2020	10/08/2021											
													03 040 T- T-	de mais a d

When a project end date is changed it is tracked along with the cost of the change and if it is recoverable. A log of date changes is available for every job showing you the history and cost of date changes. You control the list of change reasons.

Change By:	Anterra l						
Date of Change:		20 07:06:31					
Reason:	Change	in Project Scope	•				
		Previ	ous		New		
Start Dat	te	12/02/	2019	12/02/20	)19		
End Dat	e	05/31/	2020	06/03/20	020		
Total Day	ys	18	1		184		
Cost of Change:							
Recoverable / Change Order	<ul> <li>Fully Rec</li> <li>Partially</li> <li>Not Reco</li> </ul>	Recoverable	Change	Order #:	CO14		
	Claim	ed	Approv	red			
Days	3						
Amount	1050	)					
Notes:							
Change Order 14 f	or additiona	l overhead door	s, adds 3 days	to the proje	ct schedul	e	



## Job Cost Forecasting

Managing Forecast Cost at Complete is a crucial function in construction. Many **companies have to flog their project managers to complete a monthly forecast** that is complex and time consuming. Anterra alleviates this pain by:

- 1. Automatically forecasting cost using one of 11 pre-built formulas so your PMs don't have to forecast as many items. A simple forecast formula takes the highest of Revised Estimate, Revised Committed Cost or Job to Date Cost. We update this formula every time we update your data, so your PM's only need to forecast off plan items.
- 2. Forecasting jobs at the right level. With Anterra you can forecast small jobs at the job level, medium sized jobs at the cost type level and large jobs at the cost category / cost type level. There is no need to forecast 20 items for a job that has a budget of \$5,000 and is 7 weeks long.
- 3. Anterra lets you manage your forecast source by job, we can bring in the forecast from your accounting system, from Procore or Prolog or you can use Anterra. You are in control.
- 4. You can build your own entry grids. Give your project managers the information they need for each type of forecast.

🔥 anterraBl															२ 🗠 ? 🛔	
ob Forecasting Hub										All Companies	▼ All Proje	ect Managers 🔹 🔻	02/29/2020	By PN	1	Ŧ
Collapse Pivo	t Table												Clear Filter	rs 😧 🖻 Save	Changes 🏷 Reset C	hang
† Project Manager 🛛																
Project G	C St	Project Ø No/Name	Division		ē	Direct Cost 🕜 Estimate :		JTD Forecast At Complete		JTD Forecast At Complete - Labor	JTD Forecast At Complete - Material	JTD Forecast At Complete - Subcontract	JTD Forecast At Complete - Equipment	JTD Forecast At Complete - Overhead	JTD Forecast At Complete - Other	јт С
Doug Moffett (5)																
Doug Moffett	\$	03-002 Clackamas Office Park #4	General Construction	Job	Ŧ	762,432	192,402	1,783,635	1783635.1	•	•	0	0	•	•	
Doug Moffett	\$	03-050 Austin Parkway Center	General Construction	Cost Cat	Ŧ	1,276,249	663,650	1,804,022	•	•	•	1814022 🕒	•	•	-10000 😏	
Doug Moffett	\$	03-051 Summit Office Expansion	General Construction	Cost Type	¥	1,360,183	843,313	1,507,650	0	•	•	1507650 🕀	•	•	•	
Doug Moffett	\$	03-052 Walsh Road Subdivision	General Construction	Cost Cat	¥	2,216,052	775,618	2,727,510	0	0	•	2727510	•	0	0	
Doug Moffett	\$	03-200 Thriftmart Store #344	New Construction	Cost Type	٣	450,958	298,601	589,480	•	72000	514060.0	1720 🔂	1700 😌	0	•	
						6,065,874	2,773,583	8,412,297	1,783,635.16	72,000.00	514,060.05	6,050,902.00	1,700.00		(10,000.00)	
John Laurent (4)																
John Laurent	\$	03-058 Legacy Ford	General Construction	Job	٣	1,747,746	625,841	2,167,234	2167234	•	O	Đ	•	•	<b>O</b>	
John Laurent	\$	102 Valley Homes, Lot 15	None	Job	Ŧ	90,976	89,927	121,000	121000	•	•	•	•	•	•	
John Laurent	\$	103 Meadow View, Lot 8	None	Cost Cat	•	108,095	101,632	108,000	108000 🕄	•	•	0	•	•	•	
John Laurent	\$	104 Riverview	None	Cost Cat	•	172,158	135,070	168,500	168500 3	0	O	O	o	0	G	
						20,017,709	8,742,705	25,371,970	4,813,369,16	1,388,637.74	1,423,727,75	17,408,131.07	193,233.56	2.885.00	141,986.00	

Our Job Forecasting Hub controls the forecast – your PM's have a central location to manage forecasts and can complete their work quickly and accurately.



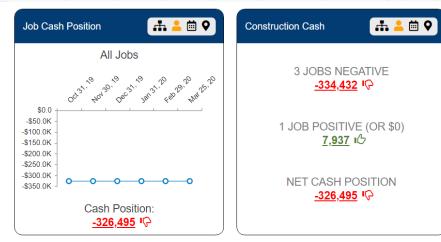
## Job Cash Management

Are your customers paying you fast enough to cover your AP and payroll costs or are you financing jobs with your line of credit? You need to manage your cash flow or risk running out of credit.

With Anterra you immediately see who is financing your job on a dashboard and on a drill through pivot grid. We observe that one or two project managers consistently have negative cash positions in many clients. This can be caused by late billings or job issues that cause your customer to withhold payment. **You need to know who and what is tying up your cash and remedy the situation.** 

Job Cash Position All Companies All Project Managers • 03/20/2020 Collapse Pivot Table X: ↑ Project Manager × Original Pending ITD Cash JTD Cash JTD Work Work Approved Work JTD Cash JTD Cash Project 0 Project 0 0 Contract 0 Contract 0 0 0 0 0 0 0 **Receipt Perc** 0 Manager Tr No/Name Rilled Value Changes Backlog Backlog % Cost Comp Receints Paid Out Position Billed Doug Moffett (5) 03-002 Clackamas Doug Moffett 314,603 831,930 538 601,451 600,913 11 96,300 117,992 (21.692) 31 % ~ Office Park #4 03-050 Austin Doug Moffett 760,630 1,462,750 1,009,298 1,009,298 375,000 375,000 49 % 12 Parkway Center 03-051 Summit Doug Moffett 1,532,600 904,446 550,000 550,000 58 % ~ 950,000 904,446 **Office Expansion** 03-052 Walsh Doug Moffett 1~2 870.503 2.487.152 2.138.951 2.138.951 379.500 44 % **Road Subdivision** 03-200 Thriftmart Doug Moffett ~ 443,606 492,203 4,980 78,727 73,747 399,245 215,406 183,839 90 % Store #344 3,339,342 6,806,635 5.518 4,732,872 4,727,354 1.800.045 333,398 1,466,648 54 % John Laurent (4) 03-058 Legacy 527,253 1,952,789 1,835,622 563,257 (563.257) 1,835,622 John Laurent 12 Ford 102 Valley 104,650 20,867 58,240 75,186 (16,946) John Laurent L~2 83,783 20,867 70 % Homes, Lot 15 103 Meadow 124,300 54,703 69.597 85.076 (15.479) John Laurent 1~7 69.597 54,703 100 % View, Lot 8 104 Riverview 202,590 100 % **John Laurent** 1~\* 49,428 49,428 78.861 (29,433) Acres, Lot 5 9,497,914 49,805 18,547,173 24,143,408 18,596,978 4,020,107 3,225,815 794,292 42 %

Our job cash position grid lets you analyze your cash by any attribute to get control over your funding.





## Job Cash Flow and Manpower Forecasting

Anterra's 2020 roadmap is focused on Job Cash Flow and Manpower forecasting.

The concepts are:

- 1) Cash flow forecasting must be automated. It is better to have a 90% accurate automated forecast than no manually generated forecasts.
- 2) Project Types will drive cash forecasting.
- 3) Jobs will have Project Types Assigned
- 4) Template Job S Curves by Project Type and milestone will be set up with typical days, % cost complete, % billed, and field labor hours
- 5) A project can use the template or its own S curve
- 6) A project can have a "Comparable Project" assigned that had the same timing / manpower usage

#### **S** Curve Reporting

We will provide S curve graphs for each project that can turn lines off and on for:

- 1) Labor Hour and Cost Planned Curves
- 2) Actual Labor Hours
- 3) Actual Labor Cost
- 4) Planned Actual Cost
- 5) Actual Total Cost
- 6) Comparable Project Hours or Cost
- 7) All past project type Project Hours or Cost

Note that to compare projects the X axis will be % of time, if running an S curve for a single project its start and end date will be on the X axis.

#### Cash Flow Reporting

When fully developed we will report on:

- 1. Projected Project Cash Flow over time
- 2. Projected Gross Margin over time
- 3. Projected Gross Margin vs. GL Budget will show you how much work you have to win in the future to make budget
- 4. Bid Work Pipeline will let you import your bid work with contract size, start and end data and probability of winning.

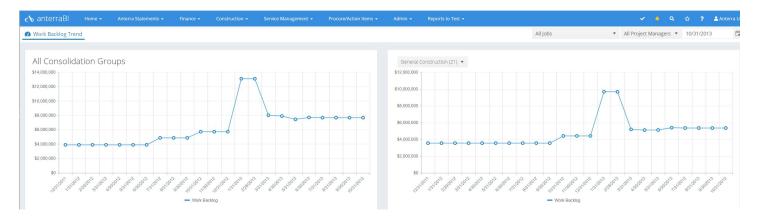
#### Summary

We are very excited as this reporting is the cumulation of many years of work. We will be providing a windshield view of your business to replace the rear-view mirror you look through now.



## Work Backlog

Work backlog over time is one of your most important KPI's. We show you the trend of work backlog for all your companies/divisions as well as the trend for a specific division.



#### Both graphs drill to work backlog by Company and Project Manager at the date you drilled on.

anterraBl	Home   Anterra Statements   Finance	Construction +	Service Manage	ment <del>-</del> Proco	ore/Action Items 👻	Admin 👻	» ~	兽 Q 🏠	? 💄 Anter
Work Backlog Trend	> 🔲 Anterra Construction - All Companies Work Bac	klog at 4/30/2020			All Jobs		▼ All Project Ma	anagers 🔻 4/23	//2020
Business Unit × 1	Project Manager 🛛 🗶								
CM	▼ Project	Ŧ	Original Contract	Approved Contract Changes	Pending Contract Changes	Revised Contract Value	Total Contract Value	JTD Billings 🔻	Work Backlog
Anterra Construction	n, Inc								
<ul> <li>Mary Smith</li> </ul>									
	03-055 Lexus of Channel View		3,348,496	351,592		3,700,088	3,700,088	485,532	3,214,5
			3,348,496	351,592		3,700,088	3,700,088	485,532	3,214,5
			3,348,496	351,592		3,700,088	3,700,088	485,532	3,214,5
General Construction	1								
<ul> <li>Doug Moffet</li> </ul>									
	03-015 Beaverton Office Park		831,930			831,930	831,930		831,9
			831,930			831,930	831,930		831,9
<ul> <li>Doug Moffett</li> </ul>									
	03-002 Clackamas Office Park #4		831,930	83,586	538	915,516	916,054	314,603	601,4
	03-050 Austin Parkway Center		1,462,750	307,178		1,769,928	1,769,928	760,630	1,009,2
	03-051 Summit Office Expansion		1,532,600	321,846		1,854,446	1,854,446	950,000	904,4
	03-052 Walsh Road Subdivision		2,487,152	522,302		3,009,454	3,009,454	870,503	2,138,9
			6,314,432	1,234,911	538	7,549,343	7,549,881	2,895,736	4,654,1
▼ John Laurent									
	03-058 Legacy Ford		1,952,789	410,086		2,362,875	2,362,875	527,253	1,835,6
			26,170,586	4,152,681	49,805	30,323,267	30,373,072	10,549,732	19,823,3



## Work in Progress (WIP) Management

Anterra gets you out of spreadsheets to manage WIP. Our WIP Management grid lets you enter reversing accruals in Anterra for:

- ✓ Contract Adjustments
- ✓ Forecast Cost at Complete Adjustments
- ✓ Job to Date Cost Adjustments (required by ASC606 for uninstalled materials)
- ✓ WIP % Complete simply enter the WIP % complete you want and Anterra will create an accrual entry to balance to your entered % complete

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N	IP Management						All Companies	<ul> <li>All Project Mar</li> </ul>	agers 🔻 Jobs	in Progress Toda	<ul> <li>May 201</li> </ul>	9 (05/31/201 🔻	Save Chan
x													
1	▼ f <sub>X</sub> Project No/Na	ame											
	А	В	C	D E	F	G	H	1	J	К	L	M	N
	Project No/Name	Project Manager	Revised Contract	WIP Contract Adjustment WIP Contract Adjustment Note		Forecast Cost at Complete	WIP FCaC	-CaC Adjustment Note	WIP Adjusted Forecast	Last Forecast Update	JTD Cost	WIP Job Cost Accruals WIF	9 Job Cost Accruals
	03-001 NW Food Warehouse	Michael Perkins	2,640,695.00	This for CO9876 executed in May 25,000.00 but enter in June	2,665,695.00	2,563,399.00	10,000.00 cost 9	9876	2,573,399.00	12/31/2017	766,613.22	40,000.00	
	03-002 Clackamas Office Park #4	Doug Moffett	915,516.00	Aproved and excuted in May but not 25,000.00 entered until june	940,516.00	2,047,484.00	0.00		2,047,484.00	12/31/2013	192,401.77	0.00	
	03-003 Fort Wayne Officer's Club	Michael Perkins	479,300.00	Approved and executed in May but 30,000.00 not entered June	509,300.00	605,251.71	15,000.00 Cost 1	for Co 8876	620,251.71	1/31/2013	152,173.07		
	03-050 Austin Parkway Center	Doug Moffett	1,769,927.50	10,000.00 CO Approved in May entered in June	1,779,927.50	1,589,022.00	25,000.00 Mgmt	Override	1,614,022.00	3/31/2013	663,650.00	0.00	pice from Sub ABC E
	03-051 Summit Office Expansion	Doug Moffett	1,854,446.00	123.00 Test	1,854,569.00	1,678,580.00	123.00 Test		1,678,703.00	3/31/2013	843,313.00	9,500.00 con	
	03-052 Walsh Road Subdivision	Doug Moffett	3,009,453.92		3,009,453.92	2,727,510.00			2,727,510.00	3/31/2013	775,618.00	(230,116.00) Adj	usting cost for WIP
	03-053 Trademark Mall	Mary Smith	4,321,152.00		4,321,152.00	3,958,604.00			3,958,604.00	3/31/2013	1,529,045.00		
	03-054 Regency Square Apartment	s Mary Smith	1,197,727.61		1,197,727.61	1,095,526.00			1,095,526.00	3/31/2013	158,394.00		
	03-055 Lexus of Channel View	Mary Smith	3,700,088.08		3,700,088.08	1,818,903.00			1,818,903.00	3/31/2013	427,268.00		
	03-056 Infinity Men's Wear	Mary Smith	2,257,596.22		2,257,596.22	2,085,855.00			2,085,855.00	3/31/2013	626,828.00		
	03-057 Armada Environmental	Mary Smith	2,096,419.38		2,096,419.38	1,906,252.00			1,906,252.00		1,061,858.19		
	03-058 Legacy Ford	John Laurent	2,362,874.69		2,362,874.69	2,167,234.00			2,167,234.00		625,841.00		
	03-100 Tritech Clean Room	Michael Perkins	80,011.58		80,011.58	66,906.54			66,906.54		20,812.07		
	03-200 Thriftmart Store #344 03-300 OHSU Research Labs	Doug Moffett Michael Perkins	517,353.00		517,353.00	1,077,406.08			1,077,406.08		298,600.62		
	102 Valley Homes, Lot 15	John Laurent	406,976.00		406,976.00	464,826.11			464,826.11 273.000.00		273,659.22 89,926.95		
	103 Meadow View. Lot 8	John Laurent	124,300.00		124,300.00	108.000.00			108.000.00		101.632.34		
	104 Riverview Acres, Lot 5	John Laurent	206,600.00		206,600.00	168,500.00			168,500.00		135,070.23		
)			28,045,086.98	90,123.00	28,135,209.98	26,402,259.44	50,123.00		26,452,382.44		8,742,704.68	(180,616.00)	

Our WIP Management Grid can display any prior month. Stop digging for "the last version of December's WIP spreadsheet" on your server.

The WIP Management grid incorporates your company's Job Forecast Cost at Complete and shows you the last time the forecast was updated to help you determine if a WIP adjustment is necessary. Of course, you can drill to job to date and forecast cost details to determine what adjustments are necessary.



## Work in Progress (WIP) Reporting

Anterra provides 4 pre-built WIP Reports. Each report is an Anterra Pivot Table that you control – make any of our data cubes 250+ calculations and attributes to build any report you like.

WIP – In Progress Jobs
WIP – Jobs with YTD Activity
WIP - Monthly Profit
WIP – Cumulative Profit by Month

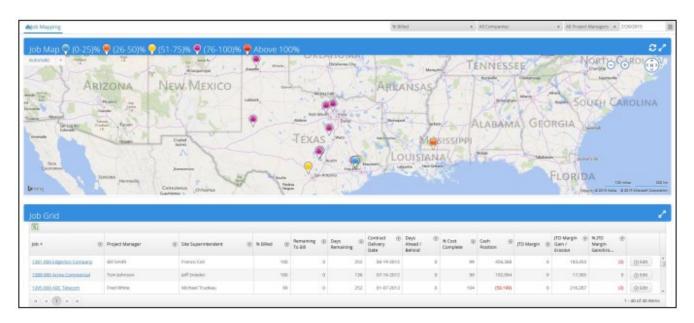
Our WIP Reporting bridges the gap between your Finance and Operations teams. By showing Project Managers how much profit has been recognized by month for a job and the profit backlog remaining you can develop a common understanding of pacing profit. **This prevents "waves" in your gross margin** over the year through a consistent approach to profit recognition.

🔥 anterr	aBl Home → Anter	ra Statements 👻 🛛 Finance 👻	Construction -	Service Manageme	nt 👻 🛛 Proco	re/Action Items 👻	Admin 👻	Reports to Test	-		× 4	Q \$	? 💄 Anterra U
JTD Cumulative	WIP Profit by Month			All Compar	nies	▼ All Project !	Managers 🔻	September 2	D19 🔻	February 2020	Ŧ	Anterra Default V	liew 🔻 🖻
Xi													Clear Filters 🖁
Drag a column	header and drop it here to grou	p by that column											
	Division	Project Manager :	Туре	Start Date (Act/R		JTD WIP Profit - February 2020 :	Forecastec Profit - February 2020 <b>:</b>	JTD WIP Backlog Profit - February 2020 :	JTD WIP Profit - Septembe 2019 :	JTD WIP Profit - October 2019 :	JTD WIP Profit - November 2019 :	JTD WIP Profit - December 2019 :	JTD WIP Profit - January 2020 <b>:</b>
V Food se	General Construction	Michael Perkins	Commercial	Jan 13 20	Oct 30 20	3,709	12,712	9,003	17,261	16,712	16,712	3,709	3,709
ackamas Office	General Construction	Doug Moffett	Commercial	Feb 10 20	Nov 15 13	(93,644)	(868,119)	(774,475)	(106,615)	(104,085)	(104,085)	(104,085)	(93,644)
rt Wayne Club	General Construction	Michael Perkins	Government	Mar 23 20	Nov 30 20	(40,950)	(176,465)	(135,515)	(40,950)	(40,950)	(40,950)	(40,950)	(40,950)
averton Office	General Construction	Doug Moffet	Commercial	Mar 18 20	Feb 24 21		831,930	831,930					
stin Parkway	General Construction	Doug Moffett	None	Jan 15 20	Jul 31 20	(12,543)	(34,095)	(21,551)	(12,543)	(12,543)	(12,543)	(12,543)	(12,543)
mmit Office 1	General Construction	Doug Moffett	None	Jan 31 20	Sep 30 20	193,982	346,796	152,814	194,086	194,086	194,086	194,086	194,086
alsh Road on	General Construction	Doug Moffett	None	Jan 21 20	Aug 31 20	80,177	281,944	201,767	80,177	80,177	80,177	80,177	80,177
ademark Mall	General Construction	Mary Smith	None	Feb 05 20	Dec 31 20	140,039	362,548	222,509	140,039	140,039	140,039	140,039	140,039
gency Square າts	General Construction	Mary Smith	None	Aug 04 20	Dec 24 20	14,777	102,202	87,425	14,777	14,777	14,777	14,777	14,777
xus of Channel	Anterra Construction, Inc	Mary Smith	None	Jan 01 20	Sep 25 21	441,897	1,881,185	1,439,288	441,897	441,897	441,897	441,897	441,897
•						1,128,503	3,640,540	2,512,037	965,071	967,052	965,997	1,118,211	1,128,652



## Job Mapping

Our Job Mapping Dashboard provides you a visual representation of your job location along with a filter that you can set to view your job by Margin, cost to complete, % billed, cash position, and days ahead or behind delivery date.





## AR Collection Management

Every company that issues invoices to customers manages AR Collections. Most companies download AR Aging reports to a spreadsheet and update notes, then email the spreadsheet around. Phone calls to collectors from finance executives and salespeople are rampant as AR invoice payments drive cash flow and sales commissions.

Anterra has stopped the madness with an AR Collection Management System.

AR Collectors set up AR Action items with a due date for each invoice. Action items can be scheduled out and appear on a calendar. For example, if a customer says the check will be cut Friday set the action item due date for the following Wednesday.

AR Action Items display on a calendar, helping collectors organize their follow up.

AR Action Items appear on the AR Aging Grid, anyone with access to the grid sees who the action item is assigned to, the last note and the next due date. This eliminates spreadsheets and phone calls.

AR Action items are automatically closed when the invoice is paid.

<u>CLICK HERE</u> or on the picture below to go to our web page for overview and detailed videos of our AR Collection System.





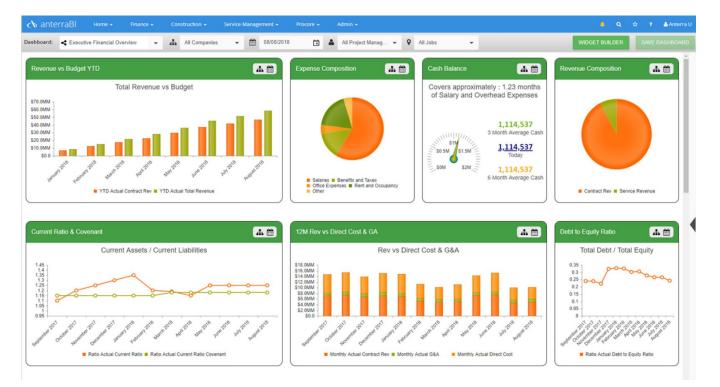
## **Anterra Main Financial Reporting Functions**

### Financial Dashboards

Anterra provides pre-built financial widgets for common KPIs like Cash, Accounts Receivable and Accounts Payable. You can build your own trend charts, bar charts, pie charts or stacked bar charts based on calculations you create from your chart of accounts. You can compare budget vs. actual in any calculation.

Examples of widgets include – NOI or EBITDA vs. budget, year over year revenue, gross margin or OPEX and breaking down revenue by source.

Here's an example of a financial dashboard, of course you could mix in construction, service management or project management widgets if you like:



#### Financial Widget Builder

You can build any financial calculation you want based on your chart of accounts. Our calculation engine is extremely powerful and easy to use. You can build:

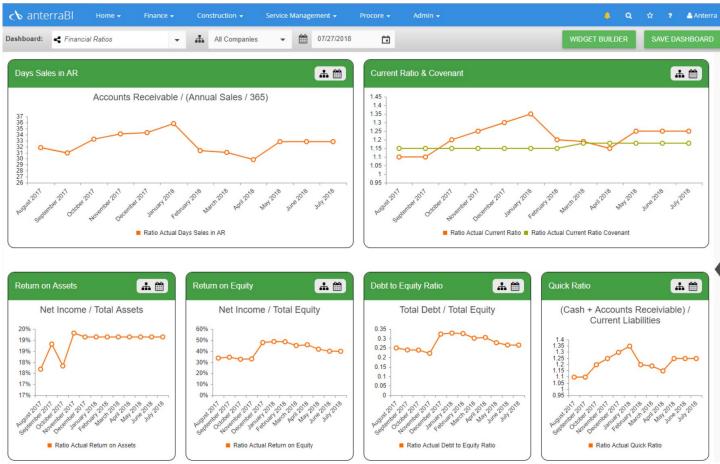
- ✓ Line graphs of any calculation (4 per graph) going back as far as 36 months from the dashboard date
- ✓ Bar charts
- ✓ Stacked bar charts
- ✓ Pie Charts

Note that line charts can have 2 Y axis – for example dollars on the left and % of revenue on the right.



## Financial Ratios / Covenant Management

You can build any financial ratio graph with any ratio calculation and its covenant using our Widget Builder. This allows you to see your performance over time. When you click on a graph you drill down to the calculation components, drilling on any component takes you to the underlying transactions.



You can then drill through your calculations to understand what's in your ratios or calculations all the way from consolidated results to individual company transactions. Here's the drill through on consolidated Days Sales in AR – you drill through the formula down to transactions by customer.

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🔗 Days Sales in AR						3/23/2020
X						
Drag a column header	and drop it her	e to group by that column				
Ŧ		Accounts Receivable		Revenue <b>T</b>		Days Sales in AR
March 2020	(	8,380,277.68	)/(	73,245,896.62	/365)=	41.76
anterraBI™ Product In	formation	Page	16 of 27		www.a	anterratech.com



## **Anterra Financial Statement Builder**

Anterra has a financial statement builder that lets you drill through and drill across consolidations.

Income Statement - YTD by Consolidation Group vs. Budget						rterra
For the Period Ended February 29, 2020						
	Anterra Construction	terra Electrical	Anterra Home Builders	YTD Actual	YTD Budget	YTD Budg Varia
Revenue						
Contract Revenue	6,710,170	3,849,059		10,559,229	11,047,555	(488,3
Property Income			1,445,041	1,445,041		1,445,
Other Revenue	64,059			64,059	40,129	23,
Total Revenue	6,774,229	3,849,059	1,445,041	12,068,329	11,087,684	980,
Direct Costs						
Cost of Contracts	5,009,475	3,258,493		8,267,968	9,226,340	(958,3
Cost of Property			1,083,781	1,083,781		1,083,
Total Direct Cost	5,009,475	3,258,493	1,083,781	9,351,749	9,226,340	125,
Gross Profit	1,764,754	590,566	361,260	2,716,580	1,861,344	855,
Gross Margin %	73.9 %	84.7 %	75.0 %	77.5 %	83.2 %	-5.
General & Administrative Expense						
Salaries	467,237	301,424	289,224	1,057,885	920,030	137,
Benefits and Taxes	155,745	100,475		256,220	298,752	{42,5
Communications	103,831	66,984		170,814	200,015	(29,2
Office Expenses	51,915	33,492		85,407	101,842	(16,4
Rent and Occupancy	207,661	133,966		341,627	401,174	(59,5
Travel and Entertainment	51,915	33,492		85,407	100,562	(15,1
Total General & Administrative Expense	1,038,303	669,832	289,224	1,997,359	2,022,374	(25,0
Mar 24, 20 @ 05:21 AM						Page 1

Anterra Statement Builder lets you prepare beautiful statements – you can:

- Build any Consolidation Group: divisions can be grouped by ownership, geography, business type, etc.
- Drill through your chart of account hierarchy i.e. Company Division Department
- Drill through to transactions with the appropriate level of drill down for your CEO, CFO, Board Members or Managers. This eliminates the need for them to call to see "what's in this number?"
- Export to Excel instantly with your account groupings for you to perform additional analysis.
- **Consolidate general ledger data from multiple sources** (stop importing transactions from one system to another, drill into 2 systems from one statement)
- Use your company's logo and color scheme



## Budget vs. Actual Reporting / % of Revenue

Anterra Statement Builder includes industry best practice reporting including actual vs. budget and % of revenue.

Revenue							_	
ls of 02/29/2020								
	Current Month Actual	MTD % of Revenue	Current Month Budget	MTD Budget % of Revenue	YTD Actual	YTD % of Revenue	YTD Budget	Budget % ( Reven
Revenue			Ŭ					
Contract Revenue	5,191,638	87.1 %	5,481,670	99.6 %	10,559,229	87.5 %	11,047,555	99.6
Property Income	722,521	12.1 %			1,445,041	12.0 %		
Other Revenue	45,849	0.8 %	20,450	0.4 %	64,059	0.5 %	40,129	0.4
Total Revenue	5,960,008	100.0 %	5,502,120	100.0 %	12,068,329	100.0 %	11,087,684	100.0
Direct Costs								
Cost of Contracts	3,830,331	64.3 %	4,650,152	84.5 %	8,267,968	68.5 %	9,226,340	83.3
Cost of Property	549,116	9.2 %			1,083,781	9.0 %		
Total Direct Cost	4,379,447	73.5 %	4,650,152	84.5 %	9,351,749	77.5 %	9,226,340	83.2
Gross Profit	1,580,562	26.5 %	851,968	15.5 %	2,716,580	22.5 %	1,861,344	16.8
Gross Margin %	73.5 %	0.0 %	84.5 %	0.0 %	77.5 %	0.0 %	83.2 %	
General & Administrative Expense								
Salaries	538,527	9.0 %	461,219	8.4 %	1,057,885	8.8 %	920,030	8.3
Benefits and Taxes	131,235	2.2 %	149,929	2.7 %	256,220	2.1 %	298,752	2.3
Communications	87,490	1.5 %	100,848	1.8 %	170,814	1.4 %	200,015	1.8
Office Expenses	43,745	0.7 %	50,279	0.9 %	85,407	0.7 %	101,842	0.9
Rent and Occupancy	174,980	2.9 %	199,401	3.6 %	341,627	2.8 %	401,174	3.6
Travel and Entertainment	43,745	0.7 %	50,616	0.9 %	85,407	0.7 %	100,562	0.9
Total General & Administrative Expense	1,019,721	17.1 %	1,012,292	18.4 %	1,997,359	16.6 %	2,022,374	18.2

Other standard financial statements include:

- ✓ Rolling 12 income statements
- ✓ Actuals to the end of the current month, budget for the remaining months of the year
- ✓ Balance Sheet vs. Prior Year and Same Month Last Year with Percent of Assets
- ✓ Balance Sheet vs. End of Prior Year
- ✓ Balance Sheet Last 12 Months

Please contact us to discuss your financial reporting needs. We have been very successful at cutting days out of month end closings and getting clients out of Excel for financial reporting.



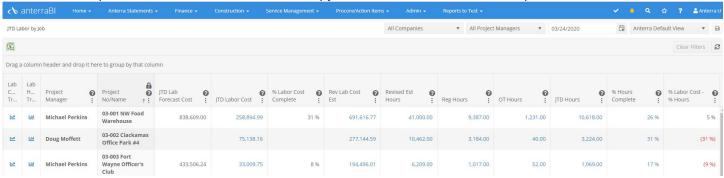
## **Specialty Contractors**

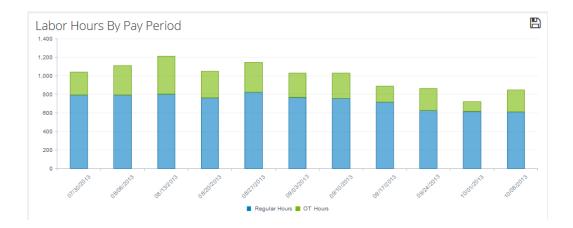
## Labor Hour and Cost Reporting

Anterra has labor cost and hour reporting covered. We have dashboard widgets and detailed grids that drill to transactions that include

- ✓ % Labor Hours Complete
- ✓ % Labor Cost Complete
- ✓ Labor Rate Variance
- ✓ Forecast Labor Cost Variance
- ✓ Labor Hours by Pay Period
- ✓ Reg vs. OT hours

Our JTD Labor by Job Grid can be customized with any job attribute or cube calculation you like:









### Labor Hour and Cost Forecasting

An example of Anterra's labor forecasting is here at the cost type level. We give project managers the ability to forecast hours and cost TO complete or AT complete with all information they need on estimated vs. actual rate and cost.

oject: ost Type: orecast Date	03-003 Fort Wayne Of Labor 2: 02/29/2020	ficer's Club	$\bigcirc$ I	ecast Entry Type: Forecast TO Complete Forecast AT Complete
Est Labor	Cost	\$194,496.01	Forecast Hours TO Complete	5,102.00
Est Labor	Hours	6,209.00	Forecast Hours AT Complete	6,209.00
Est Labor	Rate	\$31.32	Forecast TO Complete Lab Rate	\$36.12
JTD Labo	r Cost	\$33,009.75	Forecast AT Complete Lab Rate	\$35.00
JTD Labo	r Hours	1,107.00	Forecast Cost TO Complete	\$184,305.25
JTD Labo	r Rate	\$29.82	Forecast Cost AT Complete	\$217,315.00
JTD Labo	r Rate Variance	\$1.51	Cost Variance	(\$22,818.99)
			% Hours Complete	17.83 %
			% Cost Complete	15.19 %
creasing fo	recast labor rate on hou	rs to complete for expected (	overtime required to make budget	
	Text		Author	Add Date ↓
For.Date	No observation for second	this month	User, Anterra	11/15/2019 6:49 PM
For.Date 10/31/2	No change in forecast			



## Labor Productivity

Anterra gives you labor productivity reporting at the Job and Cost Code (Phase) levels. Reporting includes:

- ✓ Project Labor Productivity Status
- ✓ Supervisor View for Labor Productivity
- ✓ Daily Labor Productivity by Week
- ✓ Daily Workforce by Week
- ✓ Labor Productivity by Cost Code

Labor Productivity Reporting includes:

Projected labor cost – where you will end up if the job to date productivity rate is maintained Trended Analytics

- ✓ Estimated, actual and cumulative production units
- ✓ Estimated, actual and cumulative labor hours
- ✓ Estimated, actual production rate with required production rate to make budget



## **Service Specialty Contractors**

Specialty contractors that inspect and maintain equipment they install provide service agreements and repair services to their customers. Anterra lets you see your service business in a way you've only dreamed about with analysis of:

- ✓ Service Work Order Profitability
- ✓ Service Agreement Analysis
- ✓ Service Sales Commission Reporting



## Service Work Order Profitability

Work order profitability is the single most important key performance indicator to a service company. You need to know your Work Order and Agreement profitability by each of these factors individually and in combination:

- ✓ Technician
- ✓ Call type
- ✓ Problem code
- ✓ Work order size (your definition of large, medium, small)
- ✓ Customer and Customer Location
- ✓ Service Center
- ✓ Salesperson
- ✓ City
- ✓ Zip code

Anterra's Work Order Profitability Pivot grid is built from Service Transactions. Look at profitability over selected range of dates for any factor you want. Here is a collapsed pivot table view of profitability by Technician.

Home 👻	Anterra Stat	ements 👻	Finance - Constru	ction - Service M	anagement - Proc	ore/Action Items +	Admin - Report	s to Test 👻			~	• Q ☆ ?	💄 Anterra
	All Companies		<ul> <li>All Sales Peo</li> </ul>	ole 🔻 All	Technicans	▼ Custom (Max 2Y) ▼		1/2017 (	01/01/2019	Accounting Date		By Technician Collap	osed 🔻 🕯
t Table												Cle	ear Filters
Period Total Sales :	Period Total Cost :	Period Total Gross Margin :	To Date Total Sales	To Date Total Cost	To Date Total Gross Margin	To Date Labor Hrs :	To Date Labor Sales	To Date Labor Cost	To Date Labor Gross Margin	To Date Parts Sales	To Date Parts Cost	To Date Parts Gross Margin	To Date Mis Sales
3,923.75	2,096.75	1,827.00	3,923.75	2,096.75	1,827.00	7.00	656.25	134.75	521.50	3,162.50	1,912.00	1,250.50	
684.50	483.75	200.75	684.50	483.75	200.75	3.00	183.75	114.75	69.00	435.75	369.00	66.75	
937.50	625.00	312.50	937.50	625.00	312.50					687.50	625.00	62.50	
2,200.00	890.08	1,309.92	2,925.00	890.08	2,034.92	6.00		150.00	(150.00)		740.08	(740.08)	
4,425.00	1,177.28	3,247.72	5,725.00	2,584.28	3,140.72						1,177.28	(1,177.28)	
10,725.00		10,725.00	10,725.00		10,725.00								
5,450.00		5,450.00	5,450.00		5,450.00								
2,619.00		2,619.00	2,619.00		2,619.00								
2,882.50	1,639.60	1,242.90	2,882.50	1,639.60	1,242.90	10.00	937.50	352.60	584.90	1,895.00	1,287.00	608.00	
829.68	500.50	329.18	829.68	500.50	329.18	5.00	437.50	131.50	306.00	392.18	369.00	23.18	
	1,287.00	(1,287.00)		1,498.20	(1,498.20)	6.00		211.20	(211.20)		1,287.00	(1,287.00)	
34,676,93	8 699 96	25 976 97	36 701 93	10 318 16	26 383 77	37.00	2 215 00	1 094 80	1 120 20	6 572 93	7 766 36	(1 193 43)	1
	Period	Period Total         Period total         Period total         Period total         Period total         Period total         Period total         Period total         Period         Period<	Period Sales         Period Colal         Period Sales         Period Colal         Period Sales         Period Sales         Period Sales<	All Companies         Nal Sales People           CTABLE         Contraining         Period Total         Period Total         Period Total         Deriod Total         Deriod Total         Deriod Total         Deriod         De	All Computer         All Sales People         All Sales People	All Compunes         All Sales People         All Technicans           All Sales People         All Technicans           Constanting           Period         Period         Period         To Date Total         To Da	All Companies         All Sales People         All Technicans         Custom (Max 2)           Table         Period Total Sales         Period Total Cost         Period Total Sales         Period Total Cost         Period Total Sales         Period Total Sales         Period Total Sales         Period Total Sales         Deriod Total Sales         To Date Total Sales         To Date Total Cost         To Date Total Gross         To Date Total Sales         To Date Total Sales <thtps:></thtps:> Sales <thtps:></thtps:> Sales     <	All Sales People         All Technicans         Custom (Max 2r)         Offor           Total Tota Total Tota Tota Total Total Total Total Tota Tota Total Total Tot	All Compunes         All Sales People         All Technicans         Custom (Max.27)         D101/2017         C           Total Sales         Period Total Total Sales         Period Total Sales         To Date Labor	I Computes         I Sales People         I Technicans         Custom (Max 2r)         0 101/2017         I Dol2017           Computes         Period Total Sales         Period Total Sales	All Correr       All Sales People       All Technicanis       Custom (Max 2r)       DIDI/2017       Image: Display Correct People	Al Companies       M Sales Propie       All Technicanis       Custom (MAX.2)       Dibilizion       Dibilizion       Dibilizion       Dibilizion       Accounting data         CTABLE       Custom (MAX.2)       Dibilizion       Dibilizion <thd< td=""><td>Allon parts       Made Party       Materians       Catorn (Max 2)       Olin (Dai2)       Dial Data       Dial Data       Dial Party       Dial Party</td></thd<>	Allon parts       Made Party       Materians       Catorn (Max 2)       Olin (Dai2)       Dial Data       Dial Data       Dial Party       Dial Party

Of course, you can build and save any view you want.



## Service Agreement Analysis

Anterra helps you control your service agreement renewals. Our Agreement Analysis Pivot Grid shows you

- ✓ Agreements that are expiring for a selected range of dates
- ✓ How many days until expiry for each agreement
- ✓ How long the customer has been with you
- ✓ Has the agreement expired or failed to renew in the time period selected

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V Agreement I	Expiry Analy	ysis				Activ	e		<ul> <li>All Sales</li> </ul>	People	Custom		• 01/01/2017	ti 01/01	/2019	🛱 Ar	nterra Default	View 🔻
Collap	pse Pivot 1	Table																Clear Filters
† Customer	×																	
Customer	r 1	: Agree	: Туре	: Service Cer	nter ː Sales Pe	erson : S	Sales Lead	:	Lead Source :	Amount :	Current Start Date	Те :	Current Expiry Date :	First Start Date	Status	Days to/Fr Expiry Date	Time As Cust	Failed to Renew †
ALLState University	(5)																	
ALLState University		y 8	6 Month Agreement	Timberline Service	- Sanford;		Marketing Tampaign		Steve Baker	150.00	Aug 17 16	6	Feb 16 17	Dec 01 13	Active	(1,134)	3	Yes
ALLState University		y 9	12 Month St Agreement	d. Timberline Service	- Sanford;		Marketing Campaign		Steve Baker	275.00	Nov 28 16	6	May 27 17	Nov 28 16	Active	(1,034)	0	Yes
ALLState University		y 10	6 Month Agreement	Timberline Service	- Sanford;	l; Dennis G 🛛 🤇	Cold Calling		Gina Smith		Oct 11 16	6	Apr 10 17	Jun 01 13	Active	(1,081)	4	Yes
ALLState University		7 11	90 Day Warr	anty Timberline Service	- Daniels;	; Wayne H 1	IV Ads		Steve Baker		Feb 13 17	3	May 12 17	Jun 30 13	Active	(1,049)	4	Yes
ALLState University		y 12	12 Month St Agreement	d. Timberline Service	- Sanford;	l; Dennis G 🛛 🤇	Cold Calling		Gina Smith	175.00	May 17 16	12	May 16 17	Jul 01 13	Active	(1,045)	4	Yes
										600.00								
Burns Rest (3)	taurant																	
Burns Res	staurant	13	12 Month St Agreement	d. Timberline Service	- Sanford;	l; Dennis G	Cold Calling		Frank Burns	275.00	May 16 16	12	May 15 17	Aug 31 12	Active	(1,046)	5	Yes
Burns Res	staurant	14	6 Month Agreement	Timberline Service	- Sanford;	l; Dennis G 🛛 🤇	Cold Calling		Frank Burns		Dec 12 16	6	Jun 11 17	Jul 06 13	Active	(1,019)	4	Yes
Burns Res	staurant	15	6 Month Agreement	Timberline Service	- Sanford;	l; Dennis G	Cold Calling		Frank Burns	300.00	Feb 14 17	10	Dec 13 17	Apr 30 13	Active	(834)	5	Yes
		•								12.040.00		1			T			

## Service Level Agreement (SLA) Reporting

Companies that have SLAs with their customers need to understand how they are performing against their agreement service levels. For example, a Priority 1 work order could require a 2-hour response time and a 4-hour resolution time. A Priority 2 Work Order could require a 4-hour response time and an 8-hour resolution time.

National customers also want to track first time fix rate. We calculate first time fix from the time the first technician arrives on site to the time the last technician leaves, if there are no time gaps the WO is considered fixed on the first visit.

We can report on all of these factors, so you **know your performance metrics before your monthly performance review with your customer**.

Our BI software includes:

- ✓ Dashboards with trend graphs over ranges of dates (current month, last month, last 30 days, current quarter, last quarter, YTD, etc.)
- ✓ Drill through grids on SLA metrics showing work orders that have breached response time, resolution time requirements along with first time fix status.



## Service Sales Commission Reporting

Commissions are typically an "endless trip to the dentist" for most service companies. Most companies calculate commissions in Excel. As adjustments to work orders are made after they are closed, salespeople are constantly in conflict with the finance team as they point out commission errors that go against them. There is often significant animosity between sales and finance over commission calculations.

Anterra has successfully transitioned many companies into automated commission reporting. If a commission is incorrect, it is always reflecting what is in the data. Salespeople quickly learn to look at the data instead of running angrily to the finance team.

Our sales commission reporting is unique per client as commission plans can vary. Our commission calculation capabilities include

- ✓ Paying commissions when invoices are paid to align salespeople to the goal of cash collection
- ✓ Paying different rates of commissions based on:
  - Each salesperson
  - Different types of invoices i.e. monitoring vs. service
  - Agreement invoices
  - Construction invoices pay on job margin on draws with a true up when the job is closed

Please contact us to discuss your commission reporting needs.

## **Anterra vs. the Competition**

- ✓ Advantages over Excel Based Reporting
- ✓ Advantages over in house-built Crystal Reports / SSRS
- ✓ Advantages over Generic BI Tools (PowerBI, Tableau)
- ✓ Consistency of calculation definitions and titles
- ✓ Speed and cost of deployment
- ✓ Mobile access



## Anterra vs. Excel based reporting

There will always be a role for Excel based reporting in your organization. Excel's best use is for ad-hoc reporting where you dump data and look for something very specific.

Excel is not a reporting platform; it is a tool. Using Excel for reporting results in:

- 1. A dedicated Vice President of Excel. Spreadsheets contain very complex formulas. Typically, there is only one person in a company that can write lookups, indirect and pivot functions required for reporting. This causes a lot of stress on the VP of Excel; they are often tasked with making changes to complex spreadsheets quickly to issue reports by a deadline.
- 2. Significant risk of errors. Typically, there is no independent testing of complex formulas. Try googling "spreadsheet errors" and you will get pages of horror stories about massive spreadsheet errors. Many errors result from overwriting of formulas with numbers to get a report out, then copying the spreadsheet to the next month which "bakes in" the error.
- 3. Multiple versions per month of the same report.
- 4. Significant corporate risk if the VP of Excel leaves. We've seen formulas in customers spreadsheets that are longer than a single cell can hold in Excel. Only the author can unravel or test these calculations.

Anterra uses Microsoft SQL Enterprise and a data cube. All our calculations are thoroughly tested and are consistent month to month. Anterra has been in business 10 years with a track record of success. We develop software and calculations in a structured development process. No developer can test their own work, all calculations have test cases with exception definition.

## Anterra vs. in house-built Crystal / SSRS Reporting

Have a report writer on staff can be advantageous, especially if you have a lot of specialized reports for your customers. Crystal and SSRS report technology have their place, but they are not as strong as Anterra's Pivot Grid technology.

- 1. Non-technical people cannot build and save their own views.
- 2. Non-technical people are restricted to the black and white output as laid out in the report. They cannot add filters, sort columns, filter column content, or pivot on demand. This results in a server full of report designs that are very similar.
- 3. SSRS and Crystal designs "grow" over time and lose their meaning. Once a report is issued several people request the addition of "one more column". Pretty soon all your reports have the same 27 columns and can all be titled "The Kitchen Sink Report".
- 4. In house reports typically are not tested by anyone but the creator. Typically reports are developed without complex test cases and exception identification. This results in significant risk of calculation error.

Anterra's technology empowers end users to build their own dashboards and reports.



## Anterra vs. Generic Business Intelligence Platforms

PowerBI and Tableau are excellent tools for reporting. Typically, if you are considering these tools, you have a business analyst on staff. An analyst is required to build data views and complex formulas that populate data visualizations. Anterra does have clients that use our BI tool in combination with these platforms. As previously stated Anterra's calculations are pre-built on a normalized database and cube. This saves you significant time compared to "rolling your own" business intelligence as there are hundreds of calculations required. In addition, in house building limits your perspective to one company, Anterra provides you with access to industry best practices and reporting.

We recognize that there are advantages to generic BI platforms and are working with clients now to provide access to our normalized database to Tableau or PowerBI. Please contact us if you would like more information on connecting these tools to a normalized database.

## **Anterra's Consistency of Calculation Definitions and Titles**

Anterra lets you name any of the columns in our pivot tables as well as customize the tool tip that appears on a column. AnterraBI adapts to your language and terms. When we first started, we interviewed one of our first clients to see what they liked about our software and what needed work. The factor they liked the most surprised us – the fact that we got them using the same definitions and words across our software. They said we gave them a common way of looking at things with a "common language of performance" – everyone used the same terms with the same meaning. This is very difficult to achieve in Excel or Crystal reporting.

## **Anterra's Speed and Cost of Deployment**

Typical provisioning for a customer is only 3 days of consulting for our core components. We can have you up and running in couple of weeks of elapsed time. Compared to months and years of internal development and testing time, Anterra offers significant ROI.

## **Anterra's Mobile Access**

Anterra is hosted at Amazon. You can access your company's business intelligence site from any location on a desktop, laptop, or tablet. Compared to using Remote Desktop Services (RDS) or other remote computer login methods you get easy, fast, consistent, and hassle-free reporting.



## Summary

Anterra provides the reporting you have always wanted. We help make your company more proactive than reactive.

We would like to discuss your company's specific reporting needs. To schedule a meeting please fill out the Contact Us Form at:

https://anterratech.com/about-us/contact-us/

We appreciate your time, thank you for your interest in AnterraBI.

— The Anterra Team