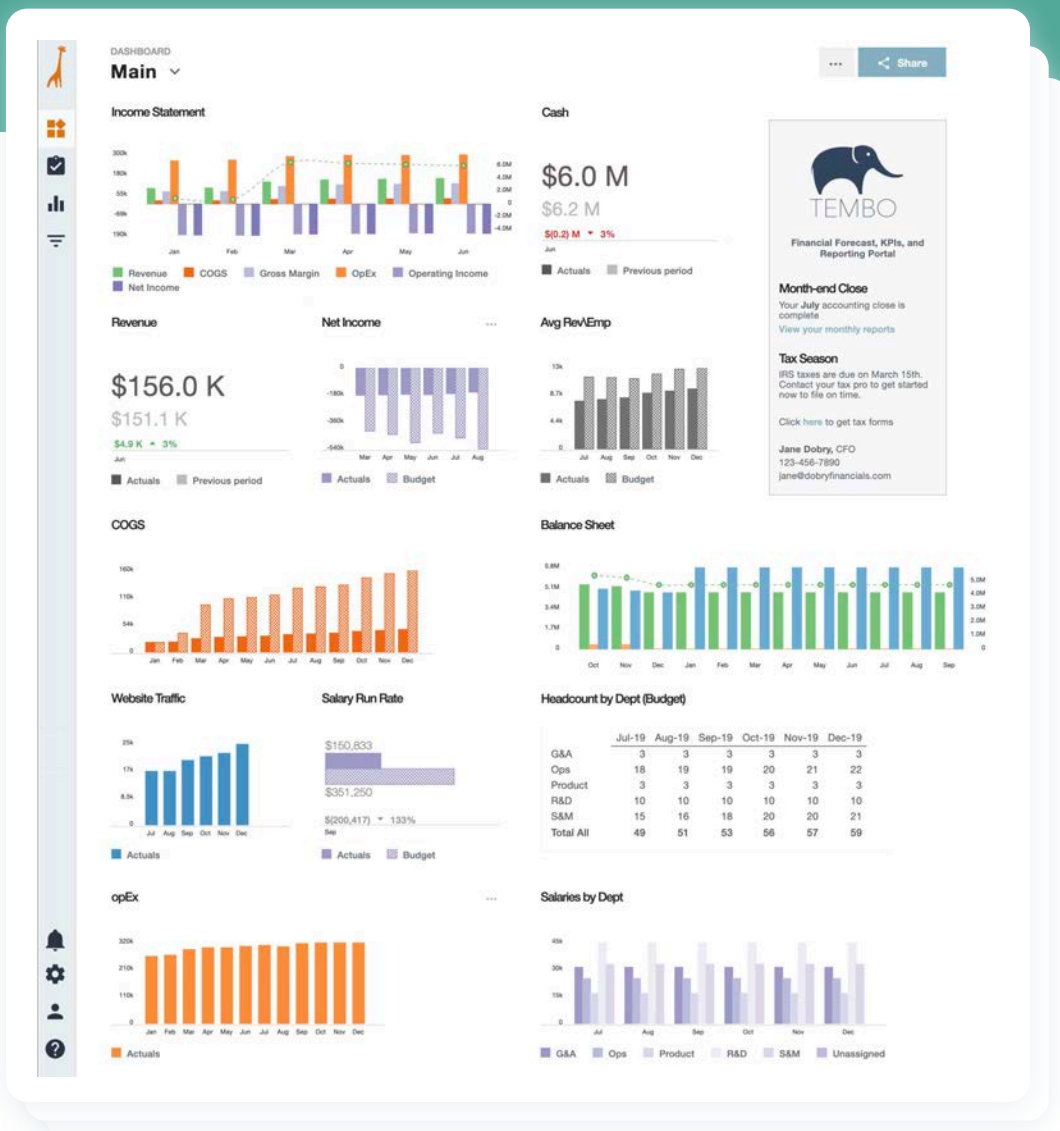


Smarter Financials, Faster Insights

Jirav combines and visualizes your business data, helping you build dashboards in minutes, design custom reports with ease, and forecast all your important KPIs in real-time

Dashboard



Cash

See historical and projected cash

Revenue

Visualize your revenue growth

Bookings

Track your sales progress against goals

Workforce

View your headcount and salary details

Operating Expenses

See your operating expenses by department or category

Custom

Import any other custom data and visualize it here

Reports

Executive Summary ...

COMPARED TO:
 RANGE:
 START:
 END:
 DEPT:
 PERIODICITY:



	Budget	Actuals	Δ	%	Budget	Actuals	Δ	%
Summary Overview								
Revenue	\$ 213	\$ 30	\$ 183	85.92 %	\$ 272	\$ 97	\$ 175	64.23 %
Cost of Good Sold	\$ 25	\$ 6	\$ 19	77.77 %	\$ 31	\$ 6	\$ 26	82.48 %
Gross Margin \$	\$ 188	\$ 25	\$ 164	86.99 %	\$ 240	\$ 92	\$ 149	61.85 %
Operating Expenses	\$ 259	\$ 179	\$ 80	30.78 %	\$ 283	\$ 178	\$ 105	36.94 %
Operating Income \$	\$ (70)	\$ (155)	\$ 84	-119.4 %	\$ (43)	\$ (87)	\$ 44	-103.96 %
Cash Balance	\$ 1,613	\$ 860	\$ 753	46.71 %	\$ 1,634	\$ 706	\$ 928	56.81 %
Headcount	25	13	12	48 %	27	13	14	51.85 %

Executive Summary

Summary of your financial and non-financial data

3-Way Financial Statements

Built-in Income Statement, Balance Sheet and Cash Flow reporting

Sales

Detailed sales bookings by product or revenue type automatically translated into billing and revenue recognition schedules

Workforce

Headcount and salary data by department and role

Custom

Custom reports tailored to your business

Planning

Rolling Q3

Customers ...

- Residential Homeowners
- Commercial Facilities managers

Products ...

Name	Id	List Price	Billing Freq	Billing Delay	Rev Type	Revenue Schedule	Rev Rec Term
Tembo Camera	TEM-100	\$ 299.00	Upfront		- NRR	Straight	1
Tembo Thermostat	TEM-400	\$ 199.00	Upfront		- NRR	Straight	1
App Subscription Annual	SUB-100	\$ 99.00	Yearly		- MRR	Straight	12
App Subscription Monthly	SUB-200	\$ 9.99	Monthly		- MRR	Straight	1
Warranty / Maintenance		\$ 100.00	Upfront		- NRR	Custom	12
Service Calls		\$ 200.00	Upfront		- NRR	Straight	1

Custom Revenue Schedules ...

Product	M 1	M 2	M 3	M 4	M 5	M 6	M 7	M 8	M 9	M 10	M 11	M 12
Warranty / Maintenance	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.34%

Customers Product Mix ...

Product	Residential		Commercial	
	2018	2019	2018	2019
MRR	-	-	45	80
App Subscription Annual	-	-	15	30
App Subscription Monthly	-	-	30	50
NRR	-	-	23	46
Tembo Camera	-	-	10	20
Tembo Thermostat	-	-	13	26
Warranty / Maintenance	-	-	-	-
Service Calls	-	-	-	-

Sales build ...

Sales Quota ...

Customer Segment	FY-18	FY-19
Residential	2	2
Commercial	8	8

Quota Attainment ...

Attainment	FY-18	FY-19
Default Attainment	75%	75%

Financial Modeling

Sophisticated objects and models to reflect your business

Budgeting & Forecasting

Formulas and Drivers to tie things together into the future

Goals

Top-down assumptions for high-level planning

Revenue Recognition

Project your deferred revenue backlog into your forecast

Workforce

Full staff planning including driver-based hiring and reconciliation

Start your **Free Trial** today at Jirav.com



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