Power BI Portfolio

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Full PBI reports from real engagements

Each of these samples is an actual report built and delivered to a client.

For confidentiality, all names, companies, addresses & phones have been randomized with fictitious values.

1	**Facilities Work Order Management**	3 pages
2	**Manufacturer Sales and Agency Commission Analysis**	11 pages
3	**Government Services Project Accounting and Utilization**	4 pages
4	**Manufacturing Sales and Margin Analysis**	10 pages

SAMPLE 1 OF 4

Facilities Work Order Management

This work order reporting was configured as part of a complete suite of finance and operations models for a $1.1B investment company's global studio corporation. Pulling from Dynamics 365 Business Central, this model gives detailed visibility to every maintenance work order from request to completion lifecycle. This single model serves three audiences: Executive Suite, Operations and Accounting.



'Detail' buttons open detailed report pages which can be further filtered and exported.

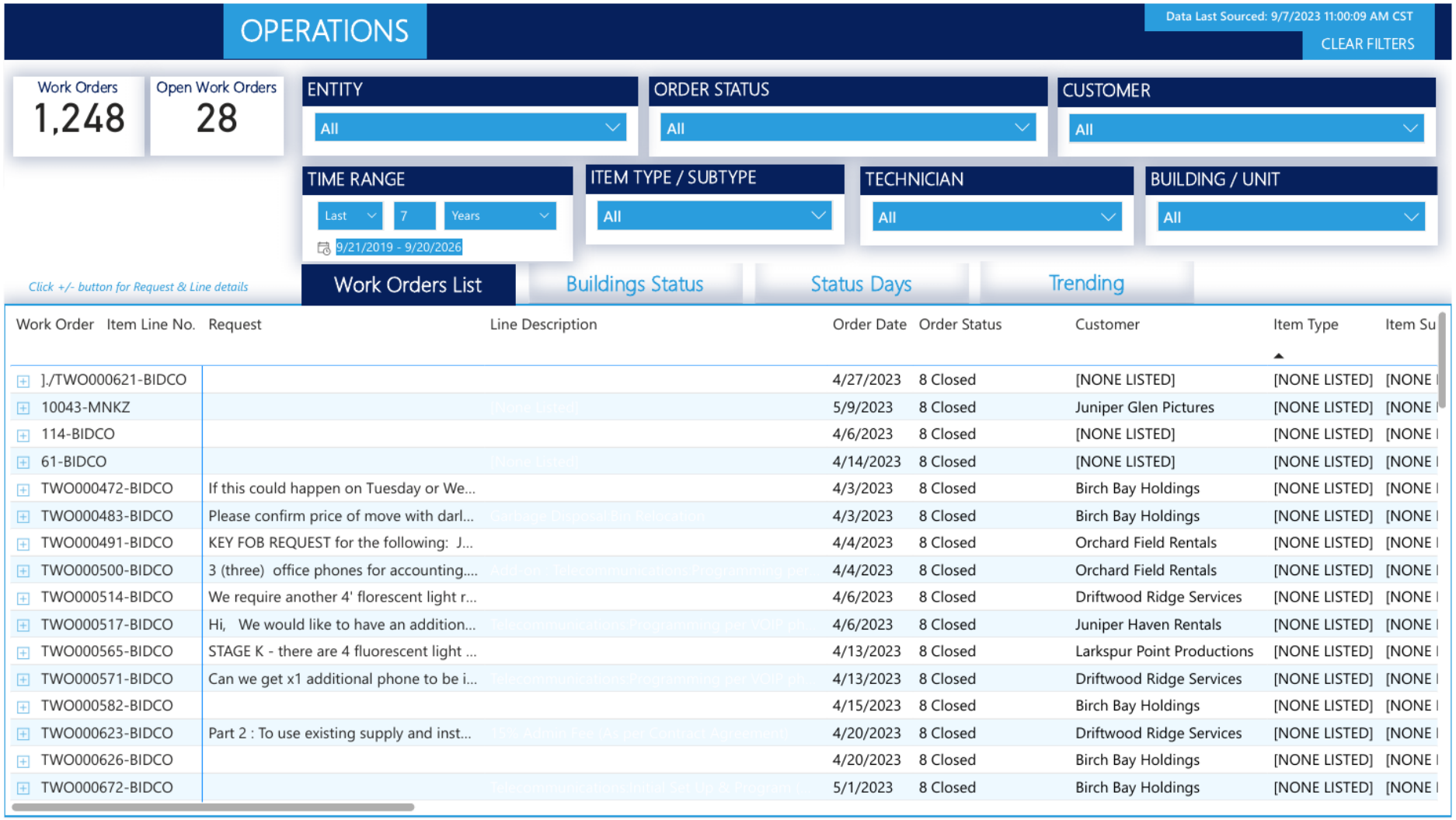
HIGHLIGHTS

- **Billing audit.** Each work order line ties to the posted item ledger, so accounting sees what was worked but never invoiced.
- **Status lifecycle.** Eight stages with days in each, and aging that stays correct for open orders.
- **One visual, five views.** Re-slice by work order, item type, sub-type, customer or technician at a click.
- **App-style navigation.** Buttons and bookmarks swap whole views inside a page.
- **Margin checks.** Gross profit and gross profit percent on every item line.
- **Technician scorecards.** Speed, quality and ratings charted beside workload.

Overview

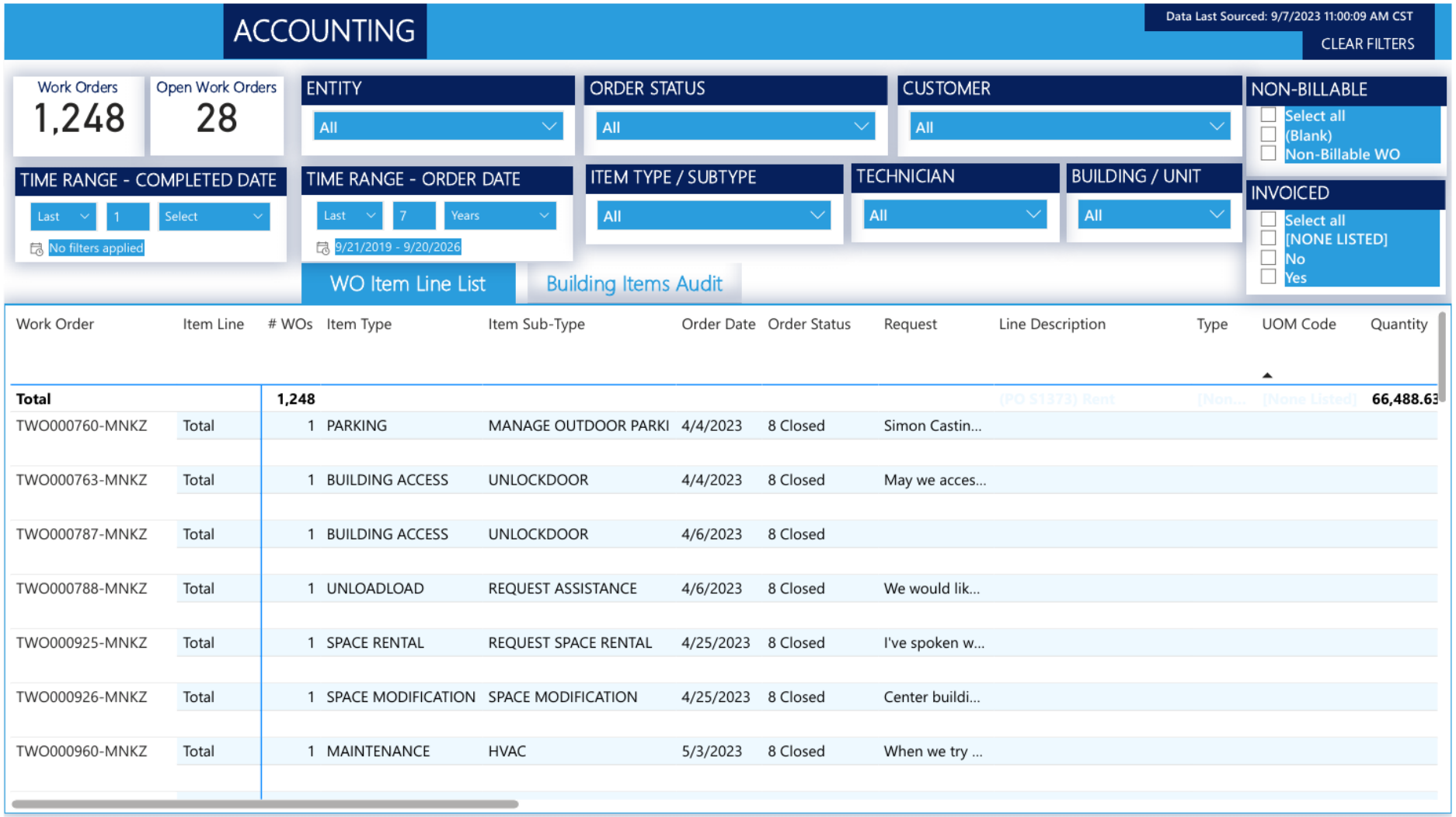

OVERVIEW
ENTITY
All
ORDER STATUS
All
Data Last Sourced: 9/7/2023 11:00:09 AM CST
CLEAR FILTERS
Detail
Open Work Orders
Open Work Orders
28
Not Assigned
2
Customers
13
Technicians
13
Status Breakdown
3 Assigned
9
4 Pendi...
4
5 Com...
4
4 In Progress
8
1 New
2
6 Fi...
1
Activity Trending
Detail
Open Item Sub-Types
INTERNETDATA
30
MAINTENANCE
14
BUILDING ACCESS
6
OTHER
6
SPACE MODIFICAT...
2
VOIP
2
0
20
[NONE LIST...
ADDITIONAL ...
ADHOC SER...
BADGEUPD...
BROADBAND
Detail
Open Item Types by Order Date
2023 Wk17 Apr17
2023 Wk20 May08
2023 Wk21 May15
2023 Wk23 May29
2023 Wk25 Jun12
2023 Wk28 Jul03
2023 Wk29 Jul10
2023 Wk30 Jul17
2023 Wk31 Jul24
2023 Wk33 Aug07
2023 Wk35 Aug21
2023 Wk36 Aug28
2023 Wk37 Sep04
[NONE LISTED]
BUILDING ACCESS
CLEANING
INTERNETDATA
MAINTENANCE
OTHER
PARKING
SPACE MODIFICATION
VOIP

Operations



Work Order	Item Line No.	Request	Line Description	Order Date	Order Status	Customer	Item Type	Item Su
]./TWO000621-BIDCO				4/27/2023	8 Closed	[NONE LISTED]	[NONE LISTED]	[NONE
10043-MNKZ			[None Listed]	5/9/2023	8 Closed	Juniper Glen Pictures	[NONE LISTED]	[NONE
114-BIDCO				4/6/2023	8 Closed	[NONE LISTED]	[NONE LISTED]	[NONE
61-BIDCO			[None Listed]	4/14/2023	8 Closed	[NONE LISTED]	[NONE LISTED]	[NONE
TWO000472-BIDCO		If this could happen on Tuesday or We...		4/3/2023	8 Closed	Birch Bay Holdings	[NONE LISTED]	[NONE
TWO000483-BIDCO		Please confirm price of move with darl...	Garbage Disposal Bin Relocation	4/3/2023	8 Closed	Birch Bay Holdings	[NONE LISTED]	[NONE
TWO000491-BIDCO		KEY FOB REQUEST for the following: J...		4/4/2023	8 Closed	Orchard Field Rentals	[NONE LISTED]	[NONE
TWO000500-BIDCO		3 (three) office phones for accounting....	Add-on Telecommunications Programming per	4/4/2023	8 Closed	Orchard Field Rentals	[NONE LISTED]	[NONE
TWO000514-BIDCO		We require another 4' florescent light r...		4/6/2023	8 Closed	Driftwood Ridge Services	[NONE LISTED]	[NONE
TWO000517-BIDCO		Hi, We would like to have an addition...	Telecommunications Programming per VOIP ph	4/6/2023	8 Closed	Juniper Haven Rentals	[NONE LISTED]	[NONE
TWO000565-BIDCO		STAGE K - there are 4 fluorescent light ...		4/13/2023	8 Closed	Larkspur Point Productions	[NONE LISTED]	[NONE
TWO000571-BIDCO		Can we get x1 additional phone to be i...	Telecommunications Programming per VOIP ph	4/13/2023	8 Closed	Driftwood Ridge Services	[NONE LISTED]	[NONE
TWO000582-BIDCO				4/15/2023	8 Closed	Birch Bay Holdings	[NONE LISTED]	[NONE
TWO000623-BIDCO		Part 2 : To use existing supply and inst...	15% Admin Fee (As per Contract Agreement)	4/20/2023	8 Closed	Driftwood Ridge Services	[NONE LISTED]	[NONE
TWO000626-BIDCO				4/20/2023	8 Closed	Birch Bay Holdings	[NONE LISTED]	[NONE
TWO000672-BIDCO			Telecommunications Initial Set Up & Program	5/1/2023	8 Closed	Birch Bay Holdings	[NONE LISTED]	[NONE

Accounting



Work Order	Item Line	# WOs	Item Type	Item Sub-Type	Order Date	Order Status	Request	Line Description	Type	UOM Code	Quantity
Total		**1,248**									**66,488.63**
TWO000760-MNKZ	Total	1	PARKING	MANAGE OUTDOOR PARKI	4/4/2023	8 Closed	Simon Castin...				
TWO000763-MNKZ	Total	1	BUILDING ACCESS	UNLOCKDOOR	4/4/2023	8 Closed	May we acces...				
TWO000787-MNKZ	Total	1	BUILDING ACCESS	UNLOCKDOOR	4/6/2023	8 Closed					
TWO000788-MNKZ	Total	1	UNLOADLOAD	REQUEST ASSISTANCE	4/6/2023	8 Closed	We would lik...				
TWO000925-MNKZ	Total	1	SPACE RENTAL	REQUEST SPACE RENTAL	4/25/2023	8 Closed	I've spoken w...				
TWO000926-MNKZ	Total	1	SPACE MODIFICATION	SPACE MODIFICATION	4/25/2023	8 Closed	Center buildi...				
TWO000960-MNKZ	Total	1	MAINTENANCE	HVAC	5/3/2023	8 Closed	When we try ...				

SAMPLE 2 OF 4

Manufacturer Sales and Agency Commission Analysis

Built for a building-products manufacturer that sells through distributors and independent sales agencies. Invoices, credit memos and journal entries from Business Central come together into one net sales number, and any figure drills back to the document line behind it.

11 pages follow, in report order.

HIGHLIGHTS

- **Commission territory engine.** Ship-to postal codes map to territories and agencies, with overrides where the business needs them.
- **Customer segmentation.** Pick “down 25-100k” and the matrix filters to exactly those customers.
- **Self-rolling years.** Year columns move forward on their own. Nothing to maintain at year end.
- **Full time intelligence.** Month-to-date and year-to-date against the prior three years.
- **New-business tracking.** Separates a new customer from a new location from a new product placement.
- **Week-number pages** alongside date-range pages, in dollars and in quantity.

All Customers $ - Date Range

All Customer Sales
Date Range

Clear all slicers

Production
Financial Rpt

Dates Between (mm.dd)
1.01
12.31

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Sales Non-Comm

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

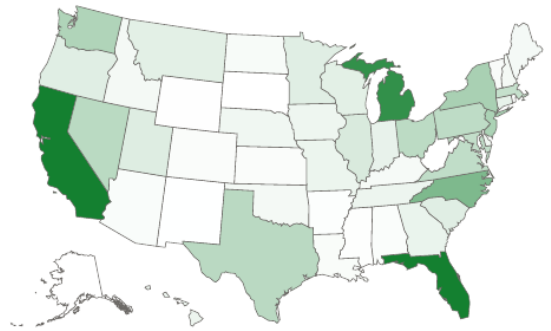
Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

Type / Bill To / Sell To	2023	2024	2025	2026
*Customer Type not assigned				2,865
Contractors	3,129,454	3,691,017	3,204,513	2,294,687
Direct Accounts	38,022	12,974	11,061	12,159
Distributors	25,037,273	26,038,018	27,627,662	20,827,420
Other	180,367	195,486	243,959	286,274
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

Sales By State



USA Canada

Product Line / Item No.	2023	2024	2025	2026
1000 - Alder	10,537,469	10,703,827	10,959,781	7,936,850
1100 - Linden	2,994,415	2,815,204	2,876,905	1,921,659
1200 - Basalt	30,422	22,653	10,044	43,144
1300 - Dune	1,053,687	1,295,359	1,328,544	1,128,291
1400 - Juniper	477,327	421,225	514,336	593,660
1600 - Ridge	419,148	359,672	365,926	179,490
2000 - Pine	941,935	843,101	790,813	797,735
2100 - Mesa	305,527	279,881	272,097	309,384
2400 - Vale				414
3000 - Flint	1,146,034	1,310,304	1,694,023	1,023,783
3100 - Slate	159,830	255,938	287,243	98,806
3500 - Kestrel	25,803	39,914	11,336	10,578
3600 - Cobalt	1,456,081	1,936,862	1,315,656	961,594
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

Region / State / City / Zip	2023	2024	2025	2026
CAN	1,617,476	1,667,457	1,529,033	1,205,156
Global	1,273,135	1,335,408	1,005,557	355,747
USA	25,494,505	26,934,630	28,552,605	21,862,502
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

YOY Analysis

Year Over Year - Analysis

Clear all slicers

Dates Between (mm.dd)
1.01
12.31
For Period Selected

Customers Type & Name: All
Product Line / Part: All
Agency / Territory: All
Focus: Select all; Focus
Rebate: Select all; No Rebate
EOP: Select all; EOP2026

2 Years Ago: All
$ Growth: All
% Growth: All
1 Year Ago: All
$ Growth: All
% Growth: All
This Year: All

Type / Bill To / Sell To	Period Sales (2Yr Ago)	$ Growth (2 Years)	% Growth (2 Years)	Period Sales (1Yr Ago)	$ Growth (1 Year)	% Growth (1 Year)	Period Sales (This Year)	Period Sales (3 Fiscal Yrs)
⊞ *Customer Type not assigned		$2.4K	100.0%		$2.4K	100.0%	$2,363	$2,363
⊞ Contractors	$3,396,100	($1,313.8K)	-63.1%	$2,913,741	($831.5K)	-39.9%	$2,082,264	$8,392,105
⊞ Direct Accounts	$11,684	($1.2K)	-11.7%	$7,156	$3.3K	31.6%	$10,458	$29,298
⊞ Distributors	$24,402,737	($4,827.4K)	-24.7%	$25,558,026	($5,982.7K)	-30.6%	$19,575,344	$69,536,107
⊞ Other	$415	($0.8K)	199.0%		($0.4K)	100.0%	($419)	($4)
Total	**$27,810,936**	**($6,140.9K)**	**-28.3%**	**$28,478,923**	**($6,808.9K)**	**-31.4%**	**$21,670,010**	**$77,959,869**

All Customers $ - Week #s

All Customer Sales
Week #s

Clear all slicers

Production
Financial Rpt

Week #s (From / To)
1 Jan 2
53 Jan 1

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Sales Non-Comm

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

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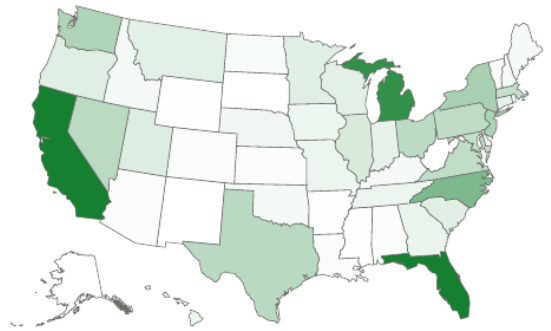
Sales By State



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2400 - Vale				414
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USA	25,494,505	26,934,630	28,552,605	21,862,502
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

All Customers Qty - Date Range

All Customer Quantities
Date Range

Clear all slicers

Production
Financial Rpt

Dates Between (mm.dd)
1.01
12.31

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Sales Non-Comm

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

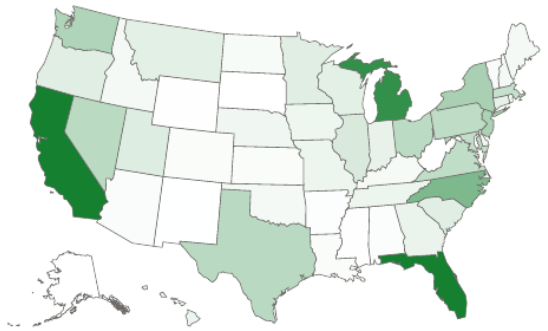
Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

Type / Bill To / Sell To	2023	2024	2025	2026
*Customer Type not assigned				196
Contractors	18,749	18,483	17,642	9,104
Direct Accounts	435	129	238	68
Distributors	99,503	106,889	108,926	76,337
Other	75,685	88,130	174,305	142,526
Total	**194,372**	**213,631**	**301,111**	**228,231**

Sales By State



USA Canada

Product Line / Item No.	2023	2024	2025	2026
1000 - Alder	25,372	25,480	25,437	16,608
1100 - Linden	10,596	9,331	9,265	5,482
1200 - Basalt	357	303	137	473
1300 - Dune	2,189	2,815	2,841	2,454
1400 - Juniper	1,380	1,336	1,512	1,420
1600 - Ridge	9,583	9,539	9,560	5,652
2000 - Pine	3,152	3,020	2,735	2,552
2100 - Mesa	1,650	1,821	1,724	1,438
2400 - Vale				1
3000 - Flint	5,380	6,105	7,067	4,061
3100 - Slate	450	722	808	270
3500 - Kestrel	89	126	88	58
3600 - Cobalt	4,511	5,614	2,084	2,896
Total	**194,372**	**213,631**	**301,111**	**228,231**

Region / State / City / Zip	2023	2024	2025	2026
CAN	8,024	8,168	7,234	4,817
Global	5,910	5,933	4,504	1,511
USA	180,438	199,530	289,373	221,903
Total	**194,372**	**213,631**	**301,111**	**228,231**

YOY Trending



All Customers Qty - Week #s

All Customer Quantities
Week #s

Clear all slicers

Production
Financial Rpt

Week #s (From / To)
1 Jan 2
53 Jan 1

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Sales Non-Comm

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

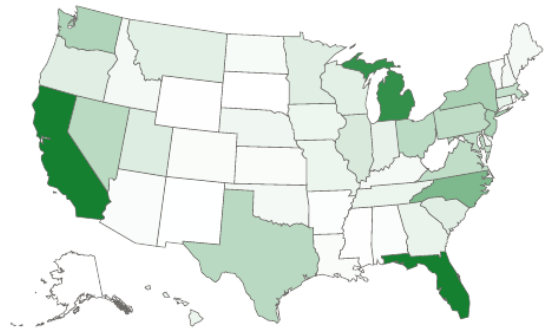
Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

Type / Bill To / Sell To	2023	2024	2025	2026
*Customer Type not assigned				196
Contractors	18,749	18,483	17,642	9,104
Direct Accounts	435	129	238	68
Aspen Knoll Nursery	49			
Eagle Bridge Landscape	321	122	226	48
Kestrel Heath Irrigation	65			
Kestrel Run Hardscapes		7		7
Zephyr Cove Landscape			12	13
Distributors	99,503	106,889	108,926	76,337
Other	75,685	88,130	174,305	142,526
Total	**194,372**	**213,631**	**301,111**	**228,231**

Sales By State



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2400 - Vale				1
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Region / State / City / Zip	2023	2024	2025	2026
CAN	8,024	8,168	7,234	4,817
Global	5,910	5,933	4,504	1,511
USA	180,438	199,530	289,373	221,903
AK	3	6	5	2
AL	251	379	244	116
AR	116	111	169	206
AZ	40	253	97	26
CA	13,940	14,833	15,606	10,200
CO	195	937	299	302
CT	1,280	1,313	2,017	1,019
DC	837	678	481	467
DE	532	611	931	533
Total	**194,372**	**213,631**	**301,111**	**228,231**

All Agencies

All Agencies

Clear all slicers

Dates Between (mm.dd)
1.01
12.31

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Sales Non-Comm

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

Type / Bill To / Sell To	2023	2024	2025	2026
*Customer Type not assigned				2,865
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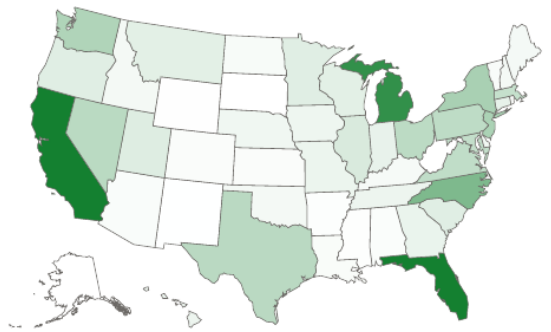
Sales By State



USA Canada

Agency / Product Line / Part	2023	2024	2025	2026
	2,964	375		54
Amber Ford Products	851,358	924,246	942,041	715,531
Dogwood Moor Irrigation	1,225,316	1,023,660	1,148,764	1,224,974
Foxglove Moor Irrigation	3,045,987	3,431,270	3,469,688	2,828,977
Indigo Haven Products	5,159,869	5,017,565	5,333,949	4,273,731
Kestrel Haven Outdoor	1,486,619	1,832,284	1,606,262	1,326,942
Prairie Bluff Distributors	522,092	531,690	325,389	335,697
Silver Isle Landscape	3,123,045	3,874,569	3,910,469	2,790,636
Silver Shore Services	4,848,093	4,837,085	4,632,569	3,518,067
Silver Way Landscape	4,853,155	5,054,957	6,119,155	3,646,812
Thistle Way Supply	806,153	900,572	1,000,878	816,129
Tidewater Pass Services	2,460,465	2,509,222	2,598,031	1,945,855
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

Ship To Agency / State / Zip	2023	2024	2025	2026
	2,964	375		54
Amber Ford Products	851,358	924,246	942,041	715,531
Dogwood Moor Irrigation	1,225,316	1,023,660	1,148,764	1,224,974
Foxglove Moor Irrigation	3,045,987	3,431,270	3,469,688	2,828,977
Indigo Haven Products	5,159,869	5,017,565	5,333,949	4,273,731
Kestrel Haven Outdoor	1,486,619	1,832,284	1,606,262	1,326,942
Prairie Bluff Distributors	522,092	531,690	325,389	335,697
Silver Isle Landscape	3,123,045	3,874,569	3,910,469	2,790,636
Silver Shore Services	4,848,093	4,837,085	4,632,569	3,518,067
Silver Way Landscape	4,853,155	5,054,957	6,119,155	3,646,812
Thistle Way Supply	806,153	900,572	1,000,878	816,129
Tidewater Pass Services	2,460,465	2,509,222	2,598,031	1,945,855
Total	**28,385,116**	**29,937,495**	**31,087,195**	**23,423,405**

Hardscape Products

Hardscape Product Lines

Dates Between (mm.dd)
1.01
12.31

Revenue Type
- Select all
- Sales Comm - Regular
- Sales Comm - Steel
- Non-Sale Revenue

Part Status
- Select all
- Invoiced
- Not Invoiced
- Not Shipped

Customers Type & Name: All

Product Line / Part: All

Agency / Territory: All

Focus
- Select all
- Focus
- Not Focus

Rebate
- Select all
- No Rebate
- Rebate

Clear all slicers

Type / Customer / Location	2023	2024	2025	2026
*Customer Type not assigned				2,363
Contractors	759,065	762,759	752,909	480,961
Direct Accounts	22,327	187	522	1,200
Distributors	2,028,800	2,171,025	2,494,413	1,898,763
Other				4,028
Total	**2,810,192**	**2,933,971**	**3,247,844**	**2,387,315**

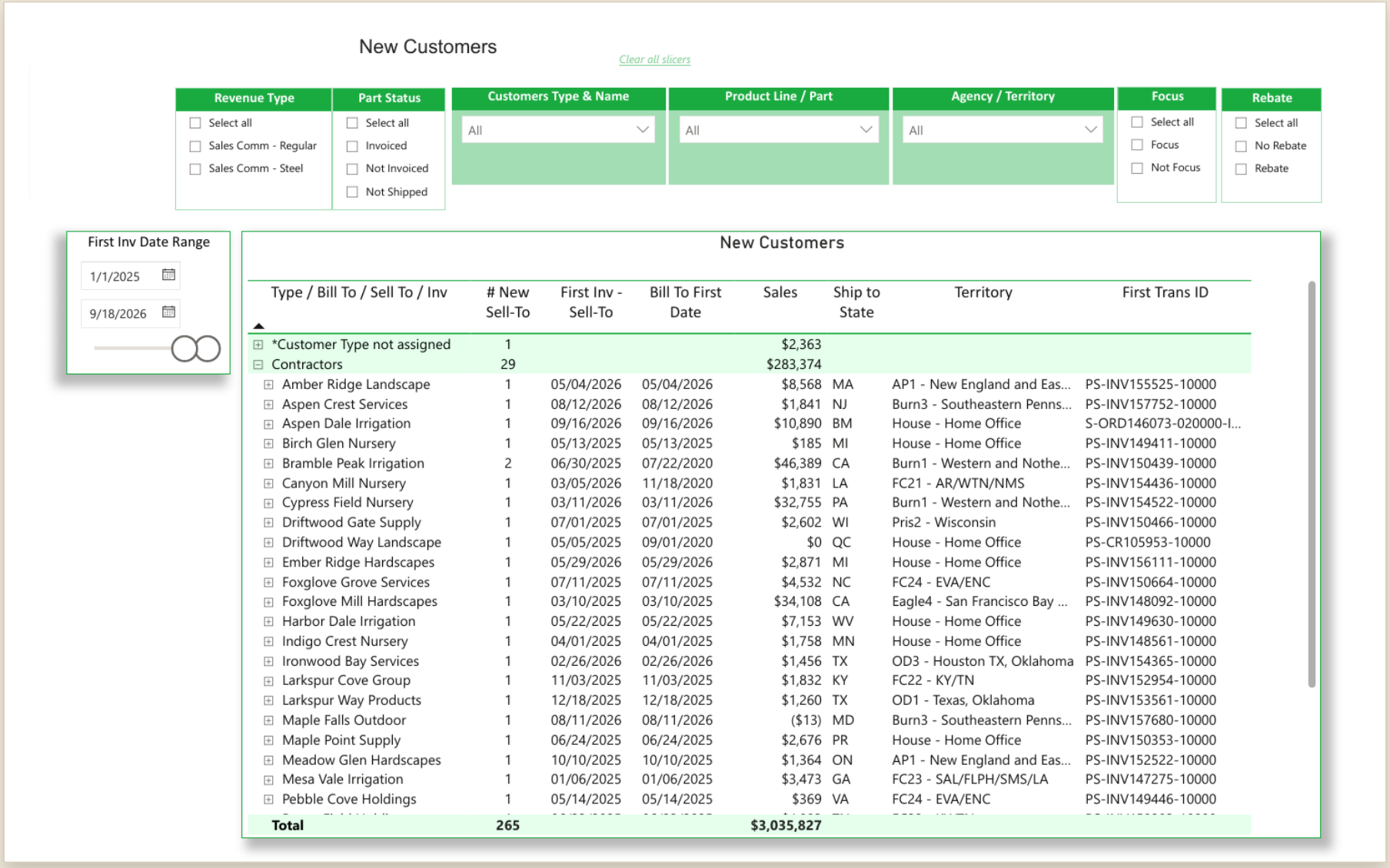
Hardscape Product	2023	2024	2025	2026
2000 - Pine	941,935	843,101	790,813	797,735
2100 - Mesa	305,527	279,881	272,097	309,384
3000 - Flint	1,146,034	1,310,304	1,694,023	1,023,783
3100 - Slate	159,830	255,938	287,243	98,806
9100 - Harbor	256,866	244,747	203,668	157,607
Total	**2,810,192**	**2,933,971**	**3,247,844**	**2,387,315**

Hardscape New Customers

Bill To Customer Name	Sell To Customer Name	Hardscape First Sale	Sell To First Date	Bill To First Date	Hardscape Sales	All Sales	Hardscape % Sales
Alder Bridge Services	Alder Bridge Services	05/04/2026	05/04/2026	05/04/2026	$3,180	$3,180	100%
Alder Glen Outdoor	Alder Glen Outdoor	01/13/2021	01/13/2021	01/13/2021	$17,077	$17,077	100%
Alder Landing Distributors	Alder Landing Distributors	09/24/2020	09/24/2020	09/24/2020	$4,620	$75,890	6%
Alder Moor Nursery	Alder Moor Nursery	05/05/2022	06/02/2021	06/02/2021	$155	$25,725	1%
Alder Shore Gardens	Alder Shore Gardens	07/22/2022	07/22/2022	07/22/2022	$2,815	$2,815	100%
Amber Field Gardens	Amber Field Gardens	09/29/2022	05/25/2022	05/25/2022	$4,697	$14,498	32%
Amber Gate Holdings	Amber Gate Holdings	10/29/2020	10/29/2020	10/29/2020	$13,515	$263,516	5%
Amber Meadow Gardens	Amber Meadow Gardens	10/07/2020	10/07/2020	10/07/2020	$7,502	$404,142	2%
Amber Ridge Landscape	Amber Ridge Landscape	05/04/2026	05/04/2026	05/04/2026	$8,568	$8,568	100%
Aspen Field Landscape	Aspen Field Landscape	10/07/2024	06/10/2021	06/10/2021	$313	$10,005	3%
Aspen Meadow Distributors	Aspen Meadow Distributors	03/29/2021	03/29/2021	03/29/2021	$3,368	$34,252	10%
Aspen Meadow Landscape	Aspen Meadow Landscape	11/27/2019	11/27/2019	11/27/2019	$7,208	$12,830	56%

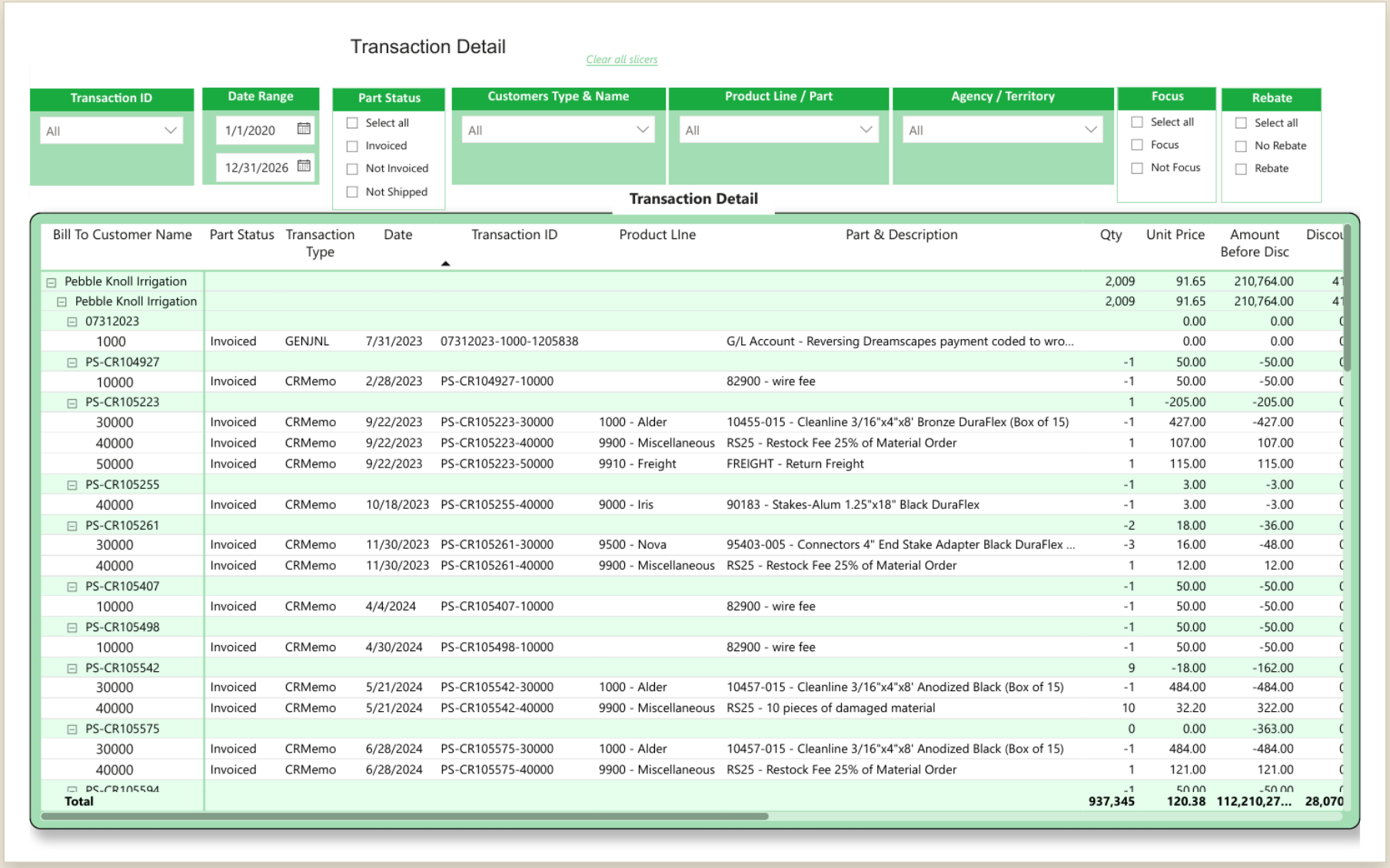
First Sale Date Range
5/22/2018
9/18/2026

New Customers



Type / Bill To / Sell To / Inv	# New Sell-To	First Inv - Sell-To	Bill To First Date	Sales	Ship to State	Territory	First Trans ID
⊞ *Customer Type not assigned	1			$2,363			
⊟ Contractors	29			$283,374			
⊞ Amber Ridge Landscape	1	05/04/2026	05/04/2026	$8,568	MA	AP1 - New England and Eas...	PS-INV155525-10000
⊞ Aspen Crest Services	1	08/12/2026	08/12/2026	$1,841	NJ	Burn3 - Southeastern Penns...	PS-INV157752-10000
⊞ Aspen Dale Irrigation	1	09/16/2026	09/16/2026	$10,890	BM	House - Home Office	S-ORD146073-020000-I...
⊞ Birch Glen Nursery	1	05/13/2025	05/13/2025	$185	MI	House - Home Office	PS-INV149411-10000
⊞ Bramble Peak Irrigation	2	06/30/2025	07/22/2020	$46,389	CA	Burn1 - Western and Nothe...	PS-INV150439-10000
⊞ Canyon Mill Nursery	1	03/05/2026	11/18/2020	$1,831	LA	FC21 - AR/WTN/NMS	PS-INV154436-10000
⊞ Cypress Field Nursery	1	03/11/2026	03/11/2026	$32,755	PA	Burn1 - Western and Nothe...	PS-INV154522-10000
⊞ Driftwood Gate Supply	1	07/01/2025	07/01/2025	$2,602	WI	Pris2 - Wisconsin	PS-INV150466-10000
⊞ Driftwood Way Landscape	1	05/05/2025	09/01/2020	$0	QC	House - Home Office	PS-CR105953-10000
⊞ Ember Ridge Hardscapes	1	05/29/2026	05/29/2026	$2,871	MI	House - Home Office	PS-INV156111-10000
⊞ Foxglove Grove Services	1	07/11/2025	07/11/2025	$4,532	NC	FC24 - EVA/ENC	PS-INV150664-10000
⊞ Foxglove Mill Hardscapes	1	03/10/2025	03/10/2025	$34,108	CA	Eagle4 - San Francisco Bay ...	PS-INV148092-10000
⊞ Harbor Dale Irrigation	1	05/22/2025	05/22/2025	$7,153	WV	House - Home Office	PS-INV149630-10000
⊞ Indigo Crest Nursery	1	04/01/2025	04/01/2025	$1,758	MN	House - Home Office	PS-INV148561-10000
⊞ Ironwood Bay Services	1	02/26/2026	02/26/2026	$1,456	TX	OD3 - Houston TX, Oklahoma	PS-INV154365-10000
⊞ Larkspur Cove Group	1	11/03/2025	11/03/2025	$1,832	KY	FC22 - KY/TN	PS-INV152954-10000
⊞ Larkspur Way Products	1	12/18/2025	12/18/2025	$1,260	TX	OD1 - Texas, Oklahoma	PS-INV153561-10000
⊞ Maple Falls Outdoor	1	08/11/2026	08/11/2026	($13)	MD	Burn3 - Southeastern Penns...	PS-INV157680-10000
⊞ Maple Point Supply	1	06/24/2025	06/24/2025	$2,676	PR	House - Home Office	PS-INV150353-10000
⊞ Meadow Glen Hardscapes	1	10/10/2025	10/10/2025	$1,364	ON	AP1 - New England and Eas...	PS-INV152522-10000
⊞ Mesa Vale Irrigation	1	01/06/2025	01/06/2025	$3,473	GA	FC23 - SAL/FLPH/SMS/LA	PS-INV147275-10000
⊞ Pebble Cove Holdings	1	05/14/2025	05/14/2025	$369	VA	FC24 - EVA/ENC	PS-INV149446-10000
Total	**265**			**$3,035,827**			

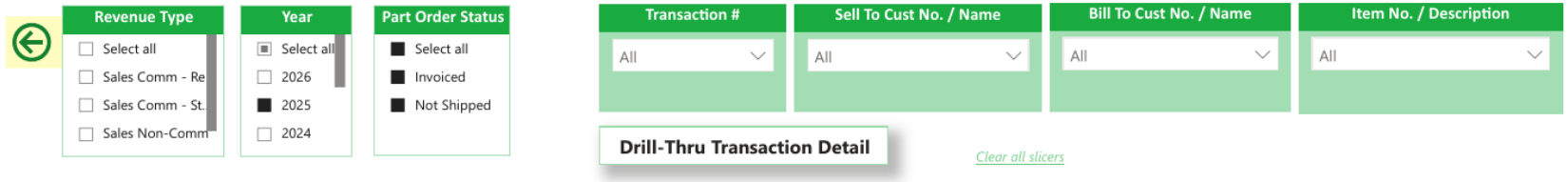
Transaction Detail



Transaction Detail

Bill To Customer Name	Part Status	Transaction Type	Date	Transaction ID	Product LIne	Part & Description	Qty	Unit Price	Amount Before Disc	Discou
Pebble Knoll Irrigation							2,009	91.65	210,764.00	41
Pebble Knoll Irrigation							2,009	91.65	210,764.00	41
07312023								0.00	0.00	0
1000	Invoiced	GENJNL	7/31/2023	07312023-1000-1205838		G/L Account - Reversing Dreamscapes payment coded to wro...		0.00	0.00	0
PS-CR104927							-1	50.00	-50.00	0
10000	Invoiced	CRMemo	2/28/2023	PS-CR104927-10000		82900 - wire fee	-1	50.00	-50.00	0
PS-CR105223							1	-205.00	-205.00	0
30000	Invoiced	CRMemo	9/22/2023	PS-CR105223-30000	1000 - Alder	10455-015 - Cleanline 3/16"x4"x8' Bronze DuraFlex (Box of 15)	-1	427.00	-427.00	0
40000	Invoiced	CRMemo	9/22/2023	PS-CR105223-40000	9900 - Miscellaneous	RS25 - Restock Fee 25% of Material Order	1	107.00	107.00	0
50000	Invoiced	CRMemo	9/22/2023	PS-CR105223-50000	9910 - Freight	FREIGHT - Return Freight	1	115.00	115.00	0
PS-CR105255							-1	3.00	-3.00	0
40000	Invoiced	CRMemo	10/18/2023	PS-CR105255-40000	9000 - Iris	90183 - Stakes-Alum 1.25"x18" Black DuraFlex	-1	3.00	-3.00	0
PS-CR105261							-2	18.00	-36.00	0
30000	Invoiced	CRMemo	11/30/2023	PS-CR105261-30000	9500 - Nova	95403-005 - Connectors 4" End Stake Adapter Black DuraFlex ...	-3	16.00	-48.00	0
40000	Invoiced	CRMemo	11/30/2023	PS-CR105261-40000	9900 - Miscellaneous	RS25 - Restock Fee 25% of Material Order	1	12.00	12.00	0
PS-CR105407							-1	50.00	-50.00	0
10000	Invoiced	CRMemo	4/4/2024	PS-CR105407-10000		82900 - wire fee	-1	50.00	-50.00	0
PS-CR105498							-1	50.00	-50.00	0
10000	Invoiced	CRMemo	4/30/2024	PS-CR105498-10000		82900 - wire fee	-1	50.00	-50.00	0
PS-CR105542							9	-18.00	-162.00	0
30000	Invoiced	CRMemo	5/21/2024	PS-CR105542-30000	1000 - Alder	10457-015 - Cleanline 3/16"x4"x8' Anodized Black (Box of 15)	-1	484.00	-484.00	0
40000	Invoiced	CRMemo	5/21/2024	PS-CR105542-40000	9900 - Miscellaneous	RS25 - 10 pieces of damaged material	10	32.20	322.00	0
PS-CR105575							0	0.00	-363.00	0
30000	Invoiced	CRMemo	6/28/2024	PS-CR105575-30000	1000 - Alder	10457-015 - Cleanline 3/16"x4"x8' Anodized Black (Box of 15)	-1	484.00	-484.00	0
40000	Invoiced	CRMemo	6/28/2024	PS-CR105575-40000	9900 - Miscellaneous	RS25 - Restock Fee 25% of Material Order	1	121.00	121.00	0
PS-CR105594							-1	50.00	-50.00	0
Total							**937,345**	**120.38**	**112,210,27...**	**28,070**

Drill Thru Detail



Doc Number	Part Order Status	Sell To & Location	Type	Date	Order #	Amt Before Disc	Discount	Net Amount	Qty	Unit Price	Product Line
PS-CR105799	Invoiced	Raven Terrace Nursery [Zeeland, MI]	CRMemo	1/2/2025		-1.00	0.00	-1.00	-1	1.00	zz_GL Account
PS-INV147251	Invoiced	Birch Dale Nursery [Middleburg, FL]	SalesInv	1/2/2025	S-ORD132248	158,275.00	0.00	158,275.00	862	183.61	1100 - Linden
PS-INV147253	Invoiced	Tidewater Mill Group [Bend, OR]	SalesInv	1/2/2025	S-ORD132569	3,965.00	0.00	3,965.00	12	330.42	3000 - Flint
PS-INV147254	Invoiced	Harbor Bluff Group [Nashville, TN]	SalesInv	1/2/2025	S-ORD132799	1,394.00	0.00	1,394.00	3	464.67	1000 - Alder
PS-INV147255	Invoiced	Canyon Crest Services [Largo, FL]	SalesInv	1/2/2025	S-ORD132891	1,689.00	0.00	1,689.00	11	153.55	6000 - Garnet
PS-INV147256	Invoiced	Ember Isle Gardens [Redwood City, CA]	SalesInv	1/2/2025	S-ORD132893	874.00	0.00	874.00	3	291.33	3700 - Ember
PS-INV147257	Invoiced	Lantern Harbor Products [Orlando, FL]	SalesInv	1/2/2025	S-ORD132897	2,050.00	0.00	2,050.00	14	146.43	1000 - Alder
PS-INV147258	Invoiced	Canyon Mill Services [Johnson City, TN]	SalesInv	1/2/2025	S-ORD132904	1,775.00	0.00	1,775.00	4	443.75	3700 - Ember
PS-INV147259	Invoiced	Orchard Grove Irrigation [Virginia Beach, VA]	SalesInv	1/2/2025	S-ORD132906	9,925.00	0.00	9,925.00	19	522.37	1000 - Alder
PS-INV147260	Invoiced	Opal Glen Supply [Pacific, WA]	SalesInv	1/3/2025	S-ORD132909	1,180.00	0.00	1,180.00	7	168.57	3600 - Cobalt
PS-INV147261	Invoiced	Opal Run Landscape [Laytonsville, MD]	SalesInv	1/3/2025	S-ORD132910	3,548.00	0.00	3,548.00	8	443.50	1300 - Dune
PS-INV147262	Invoiced	Orchard Haven Distributors [Santa Rosa Beach, FL]	SalesInv	1/3/2025	S-ORD132918	244.00	0.00	244.00	9	27.11	1100 - Linden
PS-INV147263	Invoiced	Birch Grove Gardens [Ontario, CA]	SalesInv	1/3/2025	S-ORD132922	490.00	0.00	490.00	2	245.00	2000 - Pine
PS-INV147264	Invoiced	Bramble Bridge Products [Knoxville, TN]	SalesInv	1/3/2025	S-ORD132923	1,815.00	0.00	1,815.00	4	453.75	3700 - Ember
PS-INV147265	Invoiced	Cobalt Meadow Holdings [San Antonio, TX]	SalesInv	1/3/2025	S-ORD132927	1,566.00	0.00	1,566.00	14	111.86	3000 - Flint
PS-INV147252	Invoiced	Birch Dale Nursery [Jacksonville, FL]	SalesInv	1/6/2025		2,374.00	0.00	2,374.00	1	2,374.00	zz_GL Account
PS-INV147266	Invoiced	Falcon Dale Products [Wrightstown, NJ]	SalesInv	1/6/2025	S-ORD132860	24,190.00	0.00	24,190.00	51	474.31	1000 - Alder
PS-INV147267	Invoiced	Aspen Run Outdoor [Corpus Christi, TX]	SalesInv	1/6/2025	S-ORD132914	2,897.00	0.00	2,897.00	13	222.85	6000 - Garnet
PS-INV147268	Invoiced	Opal Bridge Products [Wake Forest, NC]	SalesInv	1/6/2025	S-ORD132921	3,232.00	0.00	3,232.00	11	293.82	6000 - Garnet
PS-INV147269	Invoiced	Pebble Bridge Holdings [Nashville, TN]	SalesInv	1/6/2025	S-ORD132928	1,960.00	0.00	1,960.00	1	1,960.00	7000 - Terra
PS-INV147270	Invoiced	Ember Creek Gardens [Apex, NC]	SalesInv	1/6/2025	S-ORD132931	3,732.00	0.00	3,732.00	17	219.53	6000 - Garnet
PS-INV147271	Invoiced	Marble Terrace Landscape [San Antonio, TX]	SalesInv	1/6/2025	S-ORD132938	3,440.00	0.00	3,440.00	8	430.00	1000 - Alder
PS-INV147272	Invoiced	Indigo Falls Hardscapes [Colfax, NC]	SalesInv	1/6/2025	S-ORD132939	4,764.00	0.00	4,764.00	12	397.00	6000 - Garnet
PS-INV147273	Invoiced	Clover Ford Holdings [Houston, TX]	SalesInv	1/6/2025	S-ORD132940	86.00	0.00	86.00	45	1.91	9000 - Iris
PS-INV147274	Invoiced	Beacon Harbor Outdoor [Norfolk, VA]	SalesInv	1/6/2025	S-ORD132943	2,969.00	0.00	2,969.00	8	371.13	6000 - Garnet
PS-INV147275	Invoiced	Mesa Vale Irrigation [Cartersville, GA]	SalesInv	1/6/2025	S-ORD132941	1,912.00	0.00	1,912.00	13	147.08	1100 - Linden
PS-INV147276	Invoiced	Falcon Shore Hardscapes [Houston, TX]	SalesInv	1/6/2025	S-ORD132946	3,248.00	0.00	3,248.00	17	191.06	3000 - Flint
PS-INV147277	Invoiced	Clover Grove Services [Tigard, OR]	SalesInv	1/6/2025	S-ORD132956	455.00	0.00	455.00	4	113.75	1400 - Juniper

SAMPLE 3 OF 4

Government Services Project Accounting and Utilization

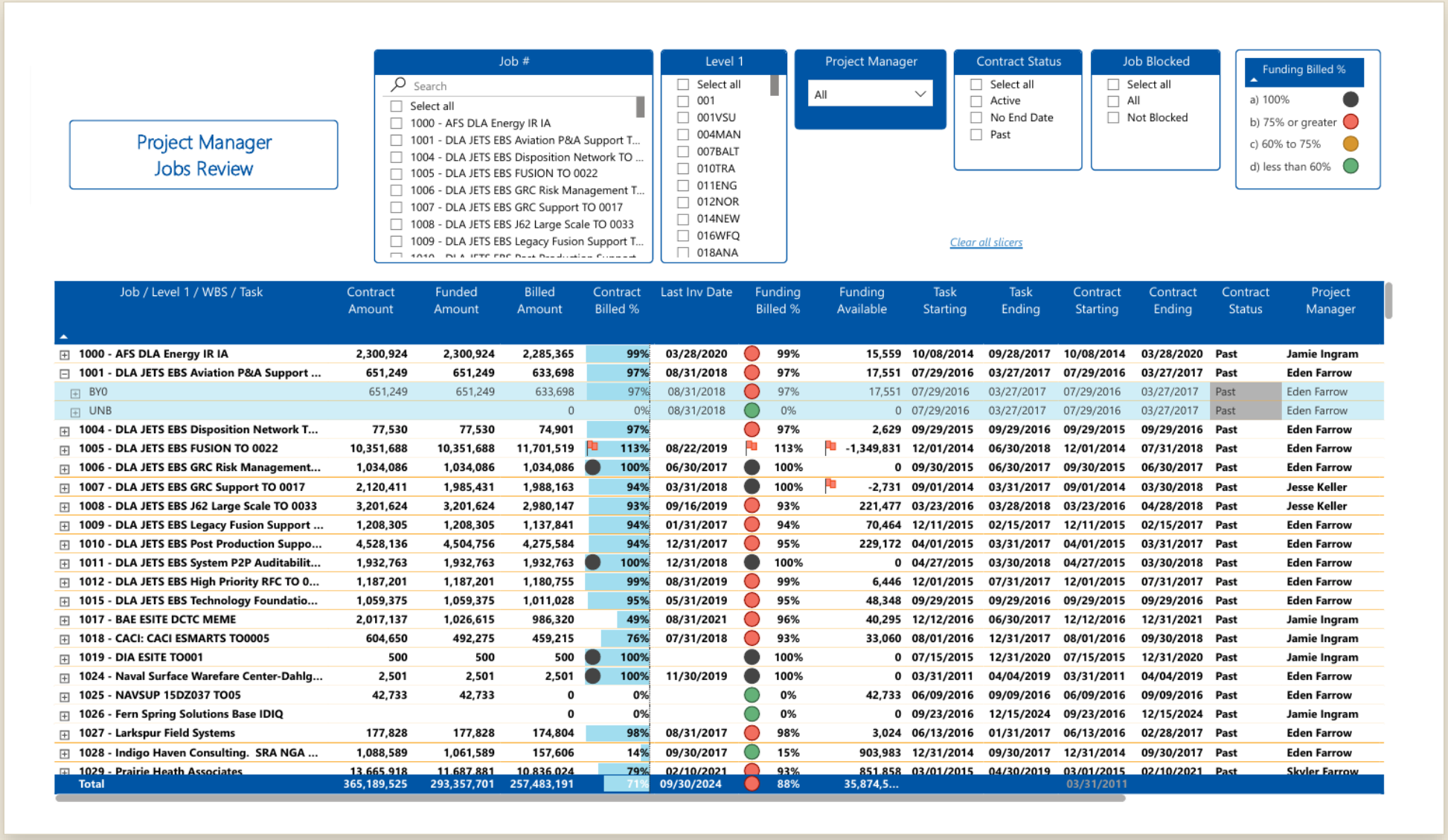
Built for a professional services firm delivering federal and commercial contracts on Business Central with a project-accounting extension. One model follows each job from contract and funding through budget, timesheets, cost, billing and receivables.

The 4 landing pages follow. Detail pages open from buttons and are not shown.

HIGHLIGHTS

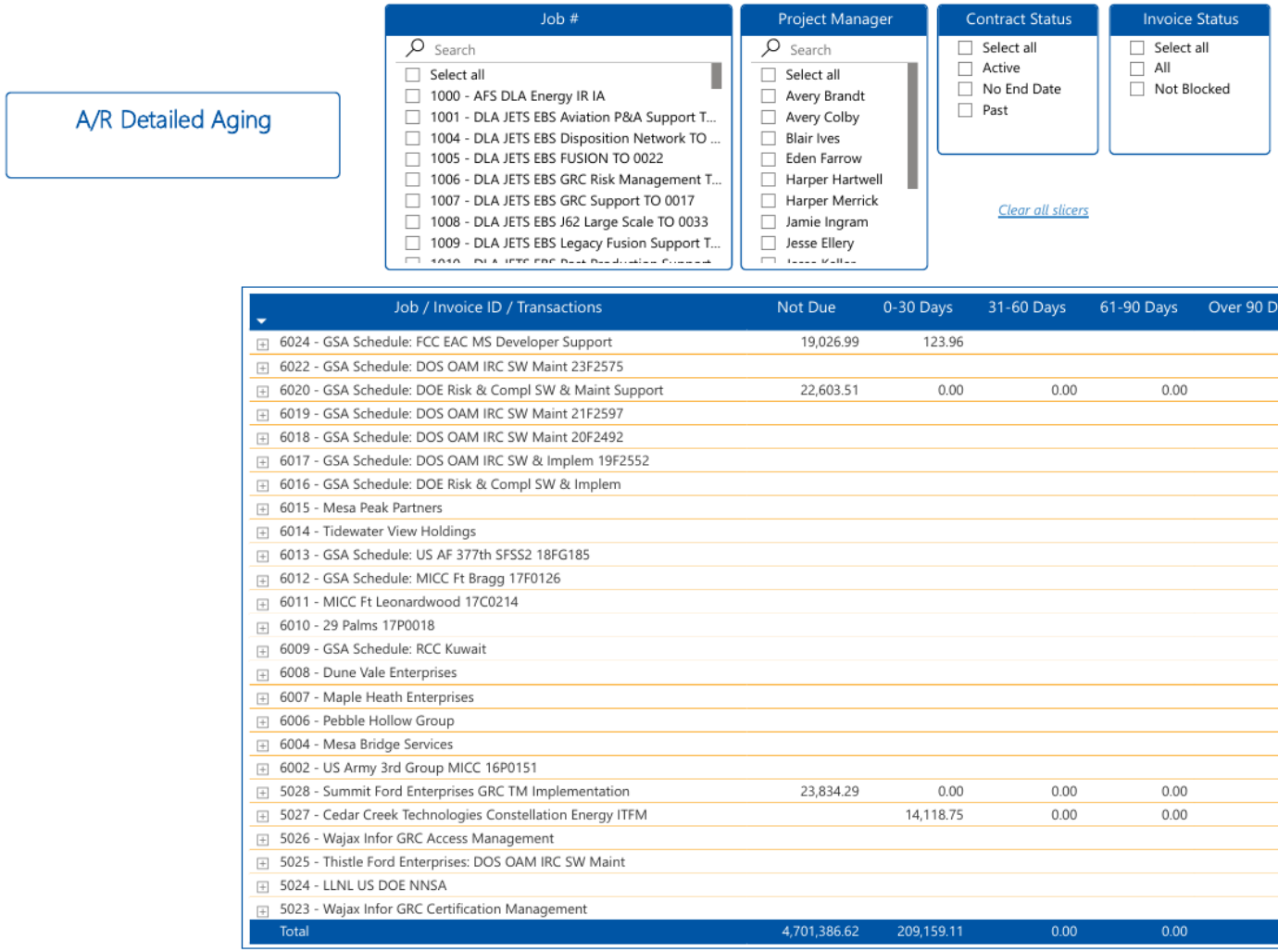
- **Row-level security.** Every project manager opens the same report and sees only their own jobs.
- **Contract, funding and backlog.** Funds remaining, percent spent and percent billed.
- **Scorecards.** Inception-to-date and month-to-date against budget for hours, sales and profit.
- **Time-and-materials rate lookup.** Finds the billing rate in force for each line and drives the unbilled report.
- **Utilization and capacity.** Booked hours set against working-day capacity per resource.
- **Receivables and activity checks.** Detailed aging, plus measures that surface stalled jobs.

PM Jobs Review



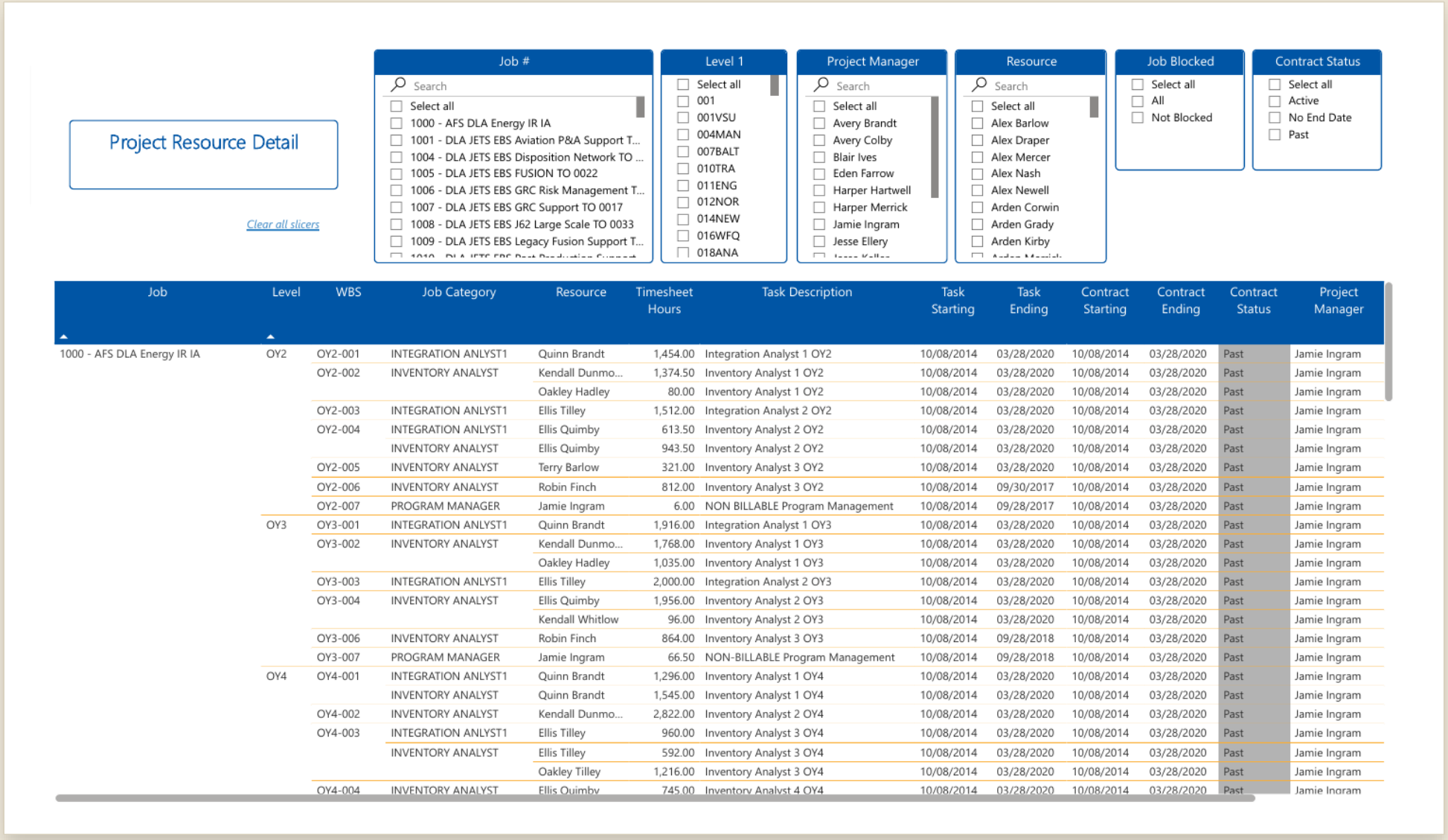
Job / Level 1 / WBS / Task	Contract Amount	Funded Amount	Billed Amount	Contract Billed %	Last Inv Date	Funding Billed %	Funding Available	Task Starting	Task Ending	Contract Starting	Contract Ending	Contract Status	Project Manager
1000 - AFS DLA Energy IR IA	2,300,924	2,300,924	2,285,365	99%	03/28/2020	99%	15,559	10/08/2014	09/28/2017	10/08/2014	03/28/2020	Past	Jamie Ingram
1001 - DLA JETS EBS Aviation P&A Support ...	651,249	651,249	633,698	97%	08/31/2018	97%	17,551	07/29/2016	03/27/2017	07/29/2016	03/27/2017	Past	Eden Farrow
BY0	651,249	651,249	633,698	97%	08/31/2018	97%	17,551	07/29/2016	03/27/2017	07/29/2016	03/27/2017	Past	Eden Farrow
UNB			0	0%	08/31/2018	0%	0	07/29/2016	03/27/2017	07/29/2016	03/27/2017	Past	Eden Farrow
1004 - DLA JETS EBS Disposition Network T...	77,530	77,530	74,901	97%		97%	2,629	09/29/2015	09/29/2016	09/29/2015	09/29/2016	Past	Eden Farrow
1005 - DLA JETS EBS FUSION TO 0022	10,351,688	10,351,688	11,701,519	113%	08/22/2019	113%	-1,349,831	12/01/2014	06/30/2018	12/01/2014	07/31/2018	Past	Eden Farrow
1006 - DLA JETS EBS GRC Risk Management...	1,034,086	1,034,086	1,034,086	100%	06/30/2017	100%	0	09/30/2015	06/30/2017	09/30/2015	06/30/2017	Past	Eden Farrow
1007 - DLA JETS EBS GRC Support TO 0017	2,120,411	1,985,431	1,988,163	94%	03/31/2018	100%	-2,731	09/01/2014	03/31/2017	09/01/2014	03/30/2018	Past	Jesse Keller
1008 - DLA JETS EBS J62 Large Scale TO 0033	3,201,624	3,201,624	2,980,147	93%	09/16/2019	93%	221,477	03/23/2016	03/28/2018	03/23/2016	04/28/2018	Past	Jesse Keller
1009 - DLA JETS EBS Legacy Fusion Support ...	1,208,305	1,208,305	1,137,841	94%	01/31/2017	94%	70,464	12/11/2015	02/15/2017	12/11/2015	02/15/2017	Past	Eden Farrow
1010 - DLA JETS EBS Post Production Suppo...	4,528,136	4,504,756	4,275,584	94%	12/31/2017	95%	229,172	04/01/2015	03/31/2017	04/01/2015	03/31/2017	Past	Eden Farrow
1011 - DLA JETS EBS System P2P Auditabilit...	1,932,763	1,932,763	1,932,763	100%	12/31/2018	100%	0	04/27/2015	03/30/2018	04/27/2015	03/30/2018	Past	Eden Farrow
1012 - DLA JETS EBS High Priority RFC TO 0...	1,187,201	1,187,201	1,180,755	99%	08/31/2019	99%	6,446	12/01/2015	07/31/2017	12/01/2015	07/31/2017	Past	Eden Farrow
1015 - DLA JETS EBS Technology Foundatio...	1,059,375	1,059,375	1,011,028	95%	05/31/2019	95%	48,348	09/29/2015	09/29/2016	09/29/2015	09/29/2016	Past	Eden Farrow
1017 - BAE ESITE DCTC MEME	2,017,137	1,026,615	986,320	49%	08/31/2021	96%	40,295	12/12/2016	06/30/2017	12/12/2016	12/31/2021	Past	Jamie Ingram
1018 - CACI: CACI ESMARTS TO0005	604,650	492,275	459,215	76%	07/31/2018	93%	33,060	08/01/2016	12/31/2017	08/01/2016	09/30/2018	Past	Jamie Ingram
1019 - DIA ESITE TO001	500	500	500	100%		100%	0	07/15/2015	12/31/2020	07/15/2015	12/31/2020	Past	Jamie Ingram
1024 - Naval Surface Warefare Center-Dahlg...	2,501	2,501	2,501	100%	11/30/2019	100%	0	03/31/2011	04/04/2019	03/31/2011	04/04/2019	Past	Eden Farrow
1025 - NAVSUP 15DZ037 TO05	42,733	42,733	0	0%		0%	42,733	06/09/2016	09/09/2016	06/09/2016	09/09/2016	Past	Eden Farrow
1026 - Fern Spring Solutions Base IDIQ			0	0%		0%	0	09/23/2016	12/15/2024	09/23/2016	12/15/2024	Past	Jamie Ingram
1027 - Larkspur Field Systems	177,828	177,828	174,804	98%	08/31/2017	98%	3,024	06/13/2016	01/31/2017	06/13/2016	02/28/2017	Past	Eden Farrow
1028 - Indigo Haven Consulting. SRA NGA ...	1,088,589	1,061,589	157,606	14%	09/30/2017	15%	903,983	12/31/2014	09/30/2017	12/31/2014	09/30/2017	Past	Eden Farrow
1029 - Prairie Heath Associates	13,665,918	11,687,881	10,836,024	79%	02/10/2021	93%	851,858	03/01/2015	04/30/2019	03/01/2015	02/10/2021	Past	Skyler Farrow
Total	365,189,525	293,357,701	257,483,191	71%	09/30/2024	88%	35,874,5...			03/31/2011			

AR Detailed Aging



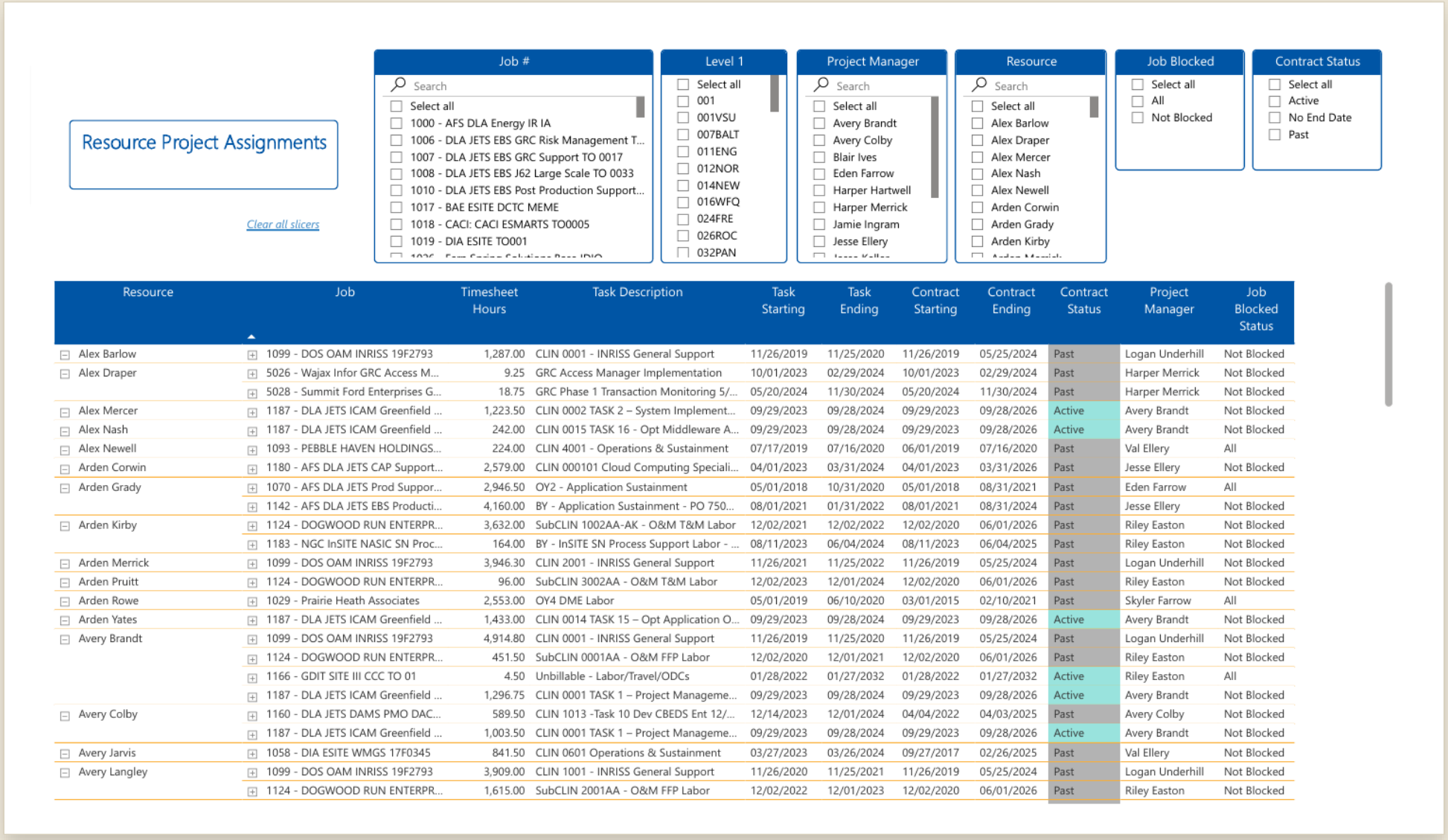
Job / Invoice ID / Transactions	Not Due	0-30 Days	31-60 Days	61-90 Days	Over 90 Days	Total
6024 - GSA Schedule: FCC EAC MS Developer Support	19,026.99	123.96				**19,150.95**
6022 - GSA Schedule: DOS OAM IRC SW Maint 23F2575					0.00	**0.00**
6020 - GSA Schedule: DOE Risk & Compl SW & Maint Support	22,603.51	0.00	0.00	0.00	0.00	**22,603.51**
6019 - GSA Schedule: DOS OAM IRC SW Maint 21F2597					0.00	**0.00**
6018 - GSA Schedule: DOS OAM IRC SW Maint 20F2492					0.00	**0.00**
6017 - GSA Schedule: DOS OAM IRC SW & Implem 19F2552					0.00	**0.00**
6016 - GSA Schedule: DOE Risk & Compl SW & Implem					0.00	**0.00**
6015 - Mesa Peak Partners					0.00	**0.00**
6014 - Tidewater View Holdings					0.00	**0.00**
6013 - GSA Schedule: US AF 377th SFSS2 18FG185					0.00	**0.00**
6012 - GSA Schedule: MICC Ft Bragg 17F0126					0.00	**0.00**
6011 - MICC Ft Leonardwood 17C0214					0.00	**0.00**
6010 - 29 Palms 17P0018					0.00	**0.00**
6009 - GSA Schedule: RCC Kuwait					0.00	**0.00**
6008 - Dune Vale Enterprises					0.00	**0.00**
6007 - Maple Heath Enterprises					0.00	**0.00**
6006 - Pebble Hollow Group					0.00	**0.00**
6004 - Mesa Bridge Services					0.00	**0.00**
6002 - US Army 3rd Group MICC 16P0151					0.00	**0.00**
5028 - Summit Ford Enterprises GRC TM Implementation	23,834.29	0.00	0.00	0.00		**23,834.29**
5027 - Cedar Creek Technologies Constellation Energy ITFM		14,118.75	0.00	0.00	0.00	**14,118.75**
5026 - Wajax Infor GRC Access Management					0.00	**0.00**
5025 - Thistle Ford Enterprises: DOS OAM IRC SW Maint					0.00	**0.00**
5024 - LLNL US DOE NNSA					0.00	**0.00**
5023 - Wajax Infor GRC Certification Management					0.00	**0.00**
Total	4,701,386.62	209,159.11	0.00	0.00	0.00	**4,910,545.73**

Project Resource Detail



Job	Level	WBS	Job Category	Resource	Timesheet Hours	Task Description	Task Starting	Task Ending	Contract Starting	Contract Ending	Contract Status	Project Manager
1000 - AFS DLA Energy IR IA	OY2	OY2-001	INTEGRATION ANLYST1	Quinn Brandt	1,454.00	Integration Analyst 1 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-002	INVENTORY ANALYST	Kendall Dunmo...	1,374.50	Inventory Analyst 1 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
				Oakley Hadley	80.00	Inventory Analyst 1 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-003	INTEGRATION ANLYST1	Ellis Tilley	1,512.00	Integration Analyst 2 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-004	INTEGRATION ANLYST1	Ellis Quimby	613.50	Inventory Analyst 2 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
			INVENTORY ANALYST	Ellis Quimby	943.50	Inventory Analyst 2 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-005	INVENTORY ANALYST	Terry Barlow	321.00	Inventory Analyst 3 OY2	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-006	INVENTORY ANALYST	Robin Finch	812.00	Inventory Analyst 3 OY2	10/08/2014	09/30/2017	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY2-007	PROGRAM MANAGER	Jamie Ingram	6.00	NON BILLABLE Program Management	10/08/2014	09/28/2017	10/08/2014	03/28/2020	Past	Jamie Ingram
	OY3	OY3-001	INTEGRATION ANLYST1	Quinn Brandt	1,916.00	Integration Analyst 1 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY3-002	INVENTORY ANALYST	Kendall Dunmo...	1,768.00	Inventory Analyst 1 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
				Oakley Hadley	1,035.00	Inventory Analyst 1 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY3-003	INTEGRATION ANLYST1	Ellis Tilley	2,000.00	Integration Analyst 2 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY3-004	INVENTORY ANALYST	Ellis Quimby	1,956.00	Inventory Analyst 2 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
				Kendall Whitlow	96.00	Inventory Analyst 2 OY3	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY3-006	INVENTORY ANALYST	Robin Finch	864.00	Inventory Analyst 3 OY3	10/08/2014	09/28/2018	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY3-007	PROGRAM MANAGER	Jamie Ingram	66.50	NON-BILLABLE Program Management	10/08/2014	09/28/2018	10/08/2014	03/28/2020	Past	Jamie Ingram
	OY4	OY4-001	INTEGRATION ANLYST1	Quinn Brandt	1,296.00	Inventory Analyst 1 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
			INVENTORY ANALYST	Quinn Brandt	1,545.00	Inventory Analyst 1 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY4-002	INVENTORY ANALYST	Kendall Dunmo...	2,822.00	Inventory Analyst 2 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY4-003	INTEGRATION ANLYST1	Ellis Tilley	960.00	Inventory Analyst 3 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
			INVENTORY ANALYST	Ellis Tilley	592.00	Inventory Analyst 3 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
				Oakley Tilley	1,216.00	Inventory Analyst 3 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram
		OY4-004	INVENTORY ANALYST	Ellis Quimby	745.00	Inventory Analyst 4 OY4	10/08/2014	03/28/2020	10/08/2014	03/28/2020	Past	Jamie Ingram

Resource Project Assignments



Resource	Job	Timesheet Hours	Task Description	Task Starting	Task Ending	Contract Starting	Contract Ending	Contract Status	Project Manager	Job Blocked Status
Alex Barlow	1099 - DOS OAM INRISS 19F2793	1,287.00	CLIN 0001 - INRISS General Support	11/26/2019	11/25/2020	11/26/2019	05/25/2024	Past	Logan Underhill	Not Blocked
Alex Draper	5026 - Wajax Infor GRC Access M...	9.25	GRC Access Manager Implementation	10/01/2023	02/29/2024	10/01/2023	02/29/2024	Past	Harper Merrick	Not Blocked
	5028 - Summit Ford Enterprises G...	18.75	GRC Phase 1 Transaction Monitoring 5/...	05/20/2024	11/30/2024	05/20/2024	11/30/2024	Past	Harper Merrick	Not Blocked
Alex Mercer	1187 - DLA JETS ICAM Greenfield ...	1,223.50	CLIN 0002 TASK 2 – System Implement...	09/29/2023	09/28/2024	09/29/2023	09/28/2026	Active	Avery Brandt	Not Blocked
Alex Nash	1187 - DLA JETS ICAM Greenfield ...	242.00	CLIN 0015 TASK 16 - Opt Middleware A...	09/29/2023	09/28/2024	09/29/2023	09/28/2026	Active	Avery Brandt	Not Blocked
Alex Newell	1093 - PEBBLE HAVEN HOLDINGS...	224.00	CLIN 4001 - Operations & Sustainment	07/17/2019	07/16/2020	06/01/2019	07/16/2020	Past	Val Ellery	All
Arden Corwin	1180 - AFS DLA JETS CAP Support...	2,579.00	CLIN 000101 Cloud Computing Speciali...	04/01/2023	03/31/2024	04/01/2023	03/31/2026	Past	Jesse Ellery	Not Blocked
Arden Grady	1070 - AFS DLA JETS Prod Suppor...	2,946.50	OY2 - Application Sustainment	05/01/2018	10/31/2020	05/01/2018	08/31/2021	Past	Eden Farrow	All
	1142 - AFS DLA JETS EBS Producti...	4,160.00	BY - Application Sustainment - PO 750...	08/01/2021	01/31/2022	08/01/2021	08/31/2024	Past	Jesse Ellery	Not Blocked
Arden Kirby	1124 - DOGWOOD RUN ENTERPR...	3,632.00	SubCLIN 1002AA-AK - O&M T&M Labor	12/02/2021	12/02/2022	12/02/2020	06/01/2026	Past	Riley Easton	Not Blocked
	1183 - NGC InSITE NASIC SN Proc...	164.00	BY - InSITE SN Process Support Labor - ...	08/11/2023	06/04/2024	08/11/2023	06/04/2025	Past	Riley Easton	Not Blocked
Arden Merrick	1099 - DOS OAM INRISS 19F2793	3,946.30	CLIN 2001 - INRISS General Support	11/26/2021	11/25/2022	11/26/2019	05/25/2024	Past	Logan Underhill	Not Blocked
Arden Pruitt	1124 - DOGWOOD RUN ENTERPR...	96.00	SubCLIN 3002AA - O&M T&M Labor	12/02/2023	12/01/2024	12/02/2020	06/01/2026	Past	Riley Easton	Not Blocked
Arden Rowe	1029 - Prairie Heath Associates	2,553.00	OY4 DME Labor	05/01/2019	06/10/2020	03/01/2015	02/10/2021	Past	Skyler Farrow	All
Arden Yates	1187 - DLA JETS ICAM Greenfield ...	1,433.00	CLIN 0014 TASK 15 – Opt Application O...	09/29/2023	09/28/2024	09/29/2023	09/28/2026	Active	Avery Brandt	Not Blocked
Avery Brandt	1099 - DOS OAM INRISS 19F2793	4,914.80	CLIN 0001 - INRISS General Support	11/26/2019	11/25/2020	11/26/2019	05/25/2024	Past	Logan Underhill	Not Blocked
	1124 - DOGWOOD RUN ENTERPR...	451.50	SubCLIN 0001AA - O&M FFP Labor	12/02/2020	12/01/2021	12/02/2020	06/01/2026	Past	Riley Easton	Not Blocked
	1166 - GDIT SITE III CCC TO 01	4.50	Unbillable - Labor/Travel/ODCs	01/28/2022	01/27/2032	01/28/2022	01/27/2032	Active	Riley Easton	All
	1187 - DLA JETS ICAM Greenfield ...	1,296.75	CLIN 0001 TASK 1 – Project Manageme...	09/29/2023	09/28/2024	09/29/2023	09/28/2026	Active	Avery Brandt	Not Blocked
Avery Colby	1160 - DLA JETS DAMS PMO DAC...	589.50	CLIN 1013 -Task 10 Dev CBEDS Ent 12/...	12/14/2023	12/01/2024	04/04/2022	04/03/2025	Past	Avery Colby	Not Blocked
	1187 - DLA JETS ICAM Greenfield ...	1,003.50	CLIN 0001 TASK 1 – Project Manageme...	09/29/2023	09/28/2024	09/29/2023	09/28/2026	Active	Avery Brandt	Not Blocked
Avery Jarvis	1058 - DIA ESITE WMGS 17F0345	841.50	CLIN 0601 Operations & Sustainment	03/27/2023	03/26/2024	09/27/2017	02/26/2025	Past	Val Ellery	Not Blocked
Avery Langley	1099 - DOS OAM INRISS 19F2793	3,909.00	CLIN 1001 - INRISS General Support	11/26/2020	11/25/2021	11/26/2019	05/25/2024	Past	Logan Underhill	Not Blocked
	1124 - DOGWOOD RUN ENTERPR...	1,615.00	SubCLIN 2001AA - O&M FFP Labor	12/02/2022	12/01/2023	12/02/2020	06/01/2026	Past	Riley Easton	Not Blocked

SAMPLE 4 OF 4

Manufacturing Sales and Margin Analysis

Built for a national sign manufacturer that produces and installs branded signage programs for restaurant, retail, fuel and hotel chains. Nightly exports from the order system feed one model, and every page tells the same story from sale to true customer profit.

10 pages follow, in report order.

HIGHLIGHTS

- **A margin walk.** Revenue, cost of goods sold, job variances, non-billable cost and customer margin, each its own measure.
- **Statement-style matrix.** Reads like a printed management report, with share-of-company beside every figure.
- **Month To Date / Year To Date.** Buttons flip a page between the two without leaving it.
- **Non-billable job analysis.** Rework and warranty by reason code and the department that owns it.
- **Data-currency flag.** States, in words, how many working days old the data is.
- **Built-in data quality page.** Lists the orders to clean up at the source.

Dashboard Summary

Summary Signage Revenues and Margin by Market and Brand

Month: Jun 2025

Markets | Brands | Sub-Brands

Month To Date

Market Segment	Revenue	Net Margin	GM %	Sales %
Retail				
Corbin's Warehouse Club	379,795	77,652	20.4%	6.9%
Elmstead	43,407	9,175	21.1%	0.8%
Marlow Foods	1,922,222	699,237	36.4%	34.7%
Painswick	236,801	105,823	44.7%	4.3%
Other Retail				
Total	**2,582,225**	**891,887**	**34.5%**	**46.7%**
QSR				
Foxhollow	122,249	46,339	37.9%	2.2%
Halloran	2,661	2,161	81.2%	0.0%
Kesgrave	10,332	166	1.6%	0.2%
Ledbury	517,254	136,010	26.3%	9.3%
Tenterden	56,109	14,196	25.3%	1.0%
Thistledown	132,474	48,816	36.8%	2.4%
Vintry	100,911	24,804	24.6%	1.8%
Other QSR	72,155	14,912	20.7%	1.3%
Total	**1,014,144**	**287,403**	**28.3%**	**18.3%**
Petro				
Kettering	199,472	72,624	36.4%	3.6%
Midhurst	392,252	178,813	45.6%	7.1%
Redway Markets	858,992	256,763	29.9%	15.5%
Other Petro				
Total	**1,450,717**	**508,201**	**35.0%**	**26.2%**
Other Signage				
Dalwhinnie	132,438	34,544	26.1%	2.4%
Penhallow	100,567	40,342	40.1%	1.8%
Other Other Signage	52,815	18,282	34.6%	1.0%
Total	**285,819**	**93,167**	**32.6%**	**5.2%**
Maintenance				
Other Maintenance	199,337	69,731	35.0%	3.6%
Total	**199,337**	**69,731**	**35.0%**	**3.6%**
Total	**5,532,242**	**1,850,389**	**33.4%**	**100.0%**

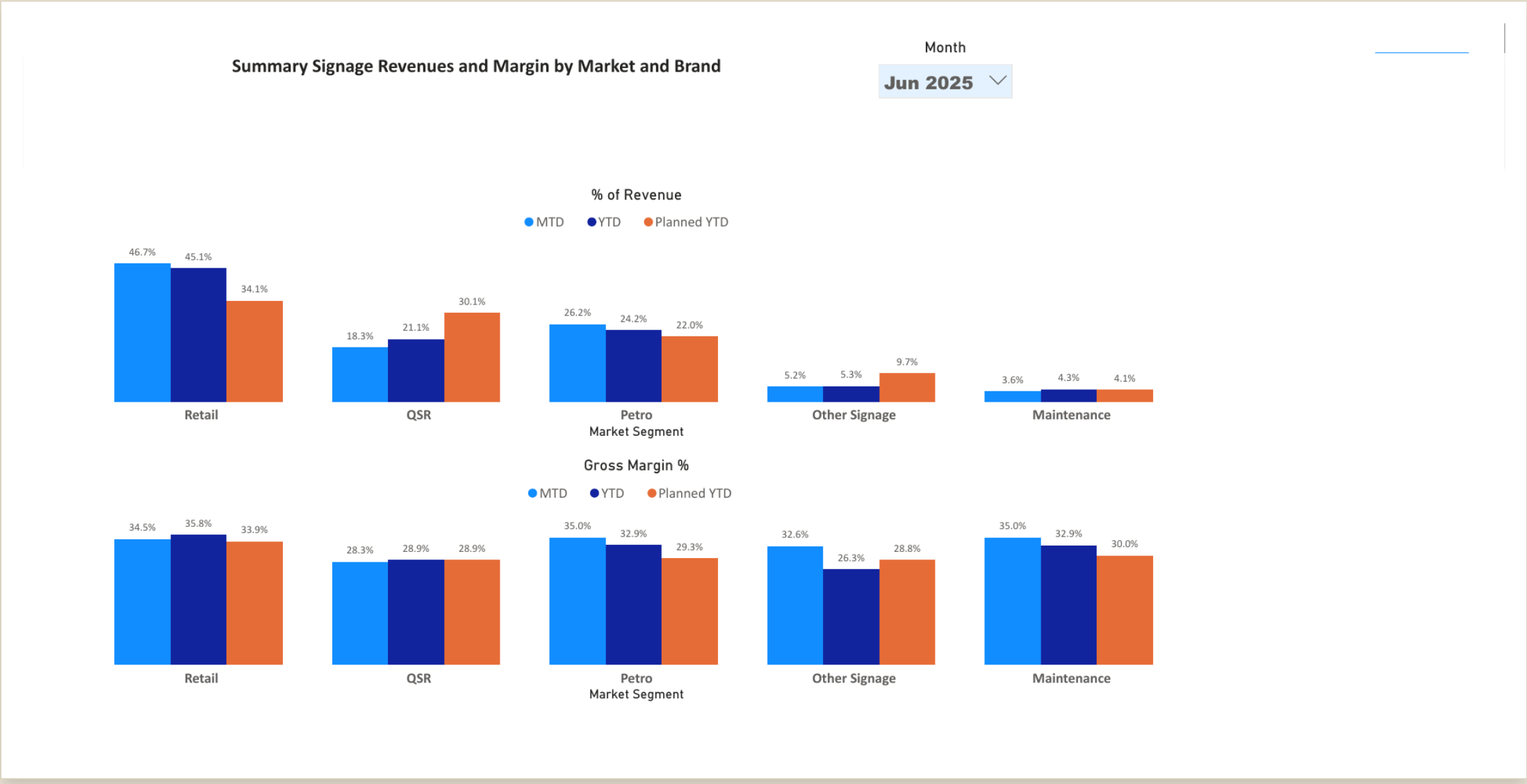
Year To Date

Market Segment	$	Revenue	Net Margin	%	GM %	Sales %
Retail						
Corbin's Warehouse Club	▲	1,522,235	450,753	▼	29.6%	5.1%
Elmstead	▼	205,917	54,062	▼	26.3%	0.7%
Marlow Foods	▲	10,699,477	3,907,204	▲	36.5%	35.8%
Painswick	▼	870,482	379,285	▲	43.6%	2.9%
Other Retail	▲	207,516	40,185	▼	19.4%	0.7%
Total	▲	**13,505,626**	**4,831,488**	▲	**35.8%**	**45.1%**
QSR						
Foxhollow	▼	416,228	141,857	▲	34.1%	1.4%
Halloran	▼	35,699	15,841	▲	44.4%	0.1%
Kesgrave	▼	32,021	1,212	▼	3.8%	0.1%
Ledbury	▲	3,655,316	1,019,283	▼	27.9%	12.2%
Tenterden	▲	174,110	47,767	▲	27.4%	0.6%
Thistledown	▼	936,868	309,368	▲	33.0%	3.1%
Vintry	▼	785,103	209,187	▼	26.6%	2.6%
Other QSR	▼	292,958	83,698	▼	28.6%	1.0%
Total	▼	**6,328,303**	**1,828,213**	▲	**28.9%**	**21.1%**
Petro						
Kettering	▼	1,324,430	444,569	▲	33.6%	4.4%
Midhurst	▲	1,520,177	628,521	▲	41.3%	5.1%
Redway Markets	▼	4,386,359	1,305,758	▲	29.8%	14.7%
Other Petro						
Total	▲	**7,230,966**	**2,378,848**	▲	**32.9%**	**24.2%**
Other Signage						
Dalwhinnie	▼	607,911	158,185	▼	26.0%	2.0%
Penhallow	▼	230,732	53,163	▼	23.0%	0.8%
Other Other Signage	▼	742,494	204,924	▼	27.6%	2.5%
Total	▼	**1,581,137**	**416,272**	▼	**26.3%**	**5.3%**
Maintenance						
Other Maintenance	▲	1,281,440	421,082	▲	32.9%	4.3%
Total	▲	**1,281,440**	**421,082**	▲	**32.9%**	**4.3%**
Total	▲	**29,927,472**	**9,875,903**	▲	**33.0%**	**100.0%**

Plan Year To Date

Market Segment	Revenue	Net Margin	GM %	Sales %
Retail				
Corbin's Warehouse Club	518,000	164,724	31.8%	1.75%
Elmstead	368,800	105,477	28.6%	1.25%
Marlow Foods	7,718,550	2,714,191	35.2%	26.09%
Painswick	1,394,500	409,044	29.3%	4.71%
Other Retail	90,000	27,000	30.0%	0.30%
Total	**10,089,850**	**3,420,437**	**33.9%**	**34.10%**
QSR				
Foxhollow	774,950	230,935	29.8%	2.62%
Halloran	65,000	19,500	30.0%	0.22%
Kesgrave	310,050	82,226	26.5%	1.05%
Ledbury	3,623,000	1,047,911	28.9%	12.25%
Tenterden				
Thistledown	1,621,800	486,540	30.0%	5.48%
Vintry	1,446,750	390,623	27.0%	4.89%
Other QSR	1,052,359	310,504	29.5%	3.56%
Total	**8,893,909**	**2,568,239**	**28.9%**	**30.06%**
Petro				
Kettering	1,750,000	525,000	30.0%	5.91%
Midhurst				
Redway Markets	4,770,477	1,384,120	29.0%	16.12%
Other Petro				
Total	**6,520,477**	**1,909,120**	**29.3%**	**22.04%**
Other Signage				
Dalwhinnie	840,000	236,880	28.2%	2.84%
Penhallow	385,000	106,838	27.8%	1.30%
Other Other Signage	1,632,250	480,562	29.4%	5.52%
Total	**2,857,250**	**824,280**	**28.8%**	**9.66%**
Maintenance				
Other Maintenance	1,225,000	367,500	30.0%	4.14%
Total	**1,225,000**	**367,500**	**30.0%**	**4.14%**
Total	**29,586,486**	**9,089,576**	**30.7%**	**100.00%**

Summary Charts



Sales & Margin By Market

Sales & Margin By Market Segment

Month: Jun 2025

All Market Segments

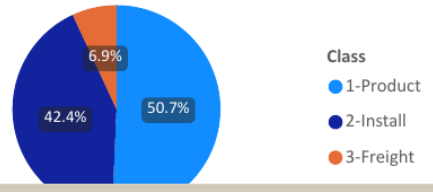
Month To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	2,803,891	2,345,790	382,562	**5,532,242**
Cost of Good Sold	1,998,395	1,432,983	250,475	**3,681,853**
Gross Sales Margin	805,496	912,807	132,087	**1,850,389**
Gross Margin %	28.7%	38.9%	34.5%	**33.4%**
Variances	-12,694	46,100	7,568	**40,973**
Project Margin	818,190	866,707	124,519	**1,809,416**
Project Margin %	29.2%	36.9%	32.5%	**32.7%**
Non-Billables	121,251	43,685	294	**165,230**
Customer Margin	696,939	823,022	124,225	**1,644,186**
Customer Margin %	24.9%	35.1%	32.5%	**29.7%**
Revenue Proportion	50.7%	42.4%	6.9%	**100.0%**
Number of Projects				**392**
Avg$/Project				**14,113**

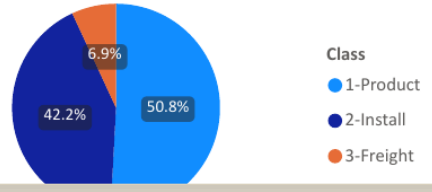
Year To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	15,217,776	12,641,306	2,068,391	**29,927,472**
Cost of Good Sold	10,732,695	7,921,843	1,397,031	**20,051,569**
Gross Sales Margin	4,485,081	4,719,463	671,360	**9,875,903**
Gross Margin %	29.5%	37.3%	32.5%	**33.0%**
Variances	-44,411	257,521	-77,391	**135,720**
Project Margin	4,529,492	4,461,941	748,750	**9,740,183**
Project Margin %	29.8%	35.3%	36.2%	**32.5%**
Non-Billables	531,845	204,402	33,854	**770,101**
Customer Margin	3,997,647	4,257,539	714,896	**8,970,082**
Customer Margin %	26.3%	33.7%	34.6%	**30.0%**
Revenue Proportion	50.8%	42.2%	6.9%	**100.0%**
Number of Projects				**2,133**
Avg$/Project				**14,031**

Revenue Proportion MTD



Revenue Proportion YTD



Sales & Margin By Brand

Sales & Margin By Brand

Month: Jun 2025

Market Segment: QSR

QSR

Month To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	627,445	300,022	86,677	**1,014,144**
Cost of Good Sold	479,546	184,031	63,164	**726,741**
Gross Sales Margin	147,899	115,991	23,513	**287,403**
Gross Margin %	23.6%	38.7%	27.1%	**28.3%**
Variances	-2,747	16,041	2,006	**15,301**
Project Margin	150,646	99,950	21,507	**272,103**
Project Margin %	24.0%	33.3%	24.8%	**26.8%**
Non-Billables	54,023	31,125	100	**85,248**
Customer Margin	96,623	68,825	21,407	**186,855**
Customer Margin %	15.4%	22.9%	24.7%	**18.4%**
Revenue Proportion	61.9%	29.6%	8.5%	**100.0%**
Number of Projects				**132**
Avg$/Project				**7,683**

Year To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	3,595,320	2,160,433	572,550	**6,328,303**
Cost of Good Sold	2,654,432	1,444,747	400,911	**4,500,090**
Gross Sales Margin	940,888	715,686	171,639	**1,828,213**
Gross Margin %	26.2%	33.1%	30.0%	**28.9%**
Variances	-19,743	146,232	-12,538	**113,951**
Project Margin	960,631	569,454	184,178	**1,714,262**
Project Margin %	26.7%	26.4%	32.2%	**27.1%**
Non-Billables	295,381	76,086	23,833	**395,300**
Customer Margin	665,250	493,368	160,345	**1,318,962**
Customer Margin %	18.5%	22.8%	28.0%	**20.8%**
Revenue Proportion	56.8%	34.1%	9.0%	**100.0%**
Number of Projects				**814**
Avg$/Project				**7,774**

Breakdown By Brand

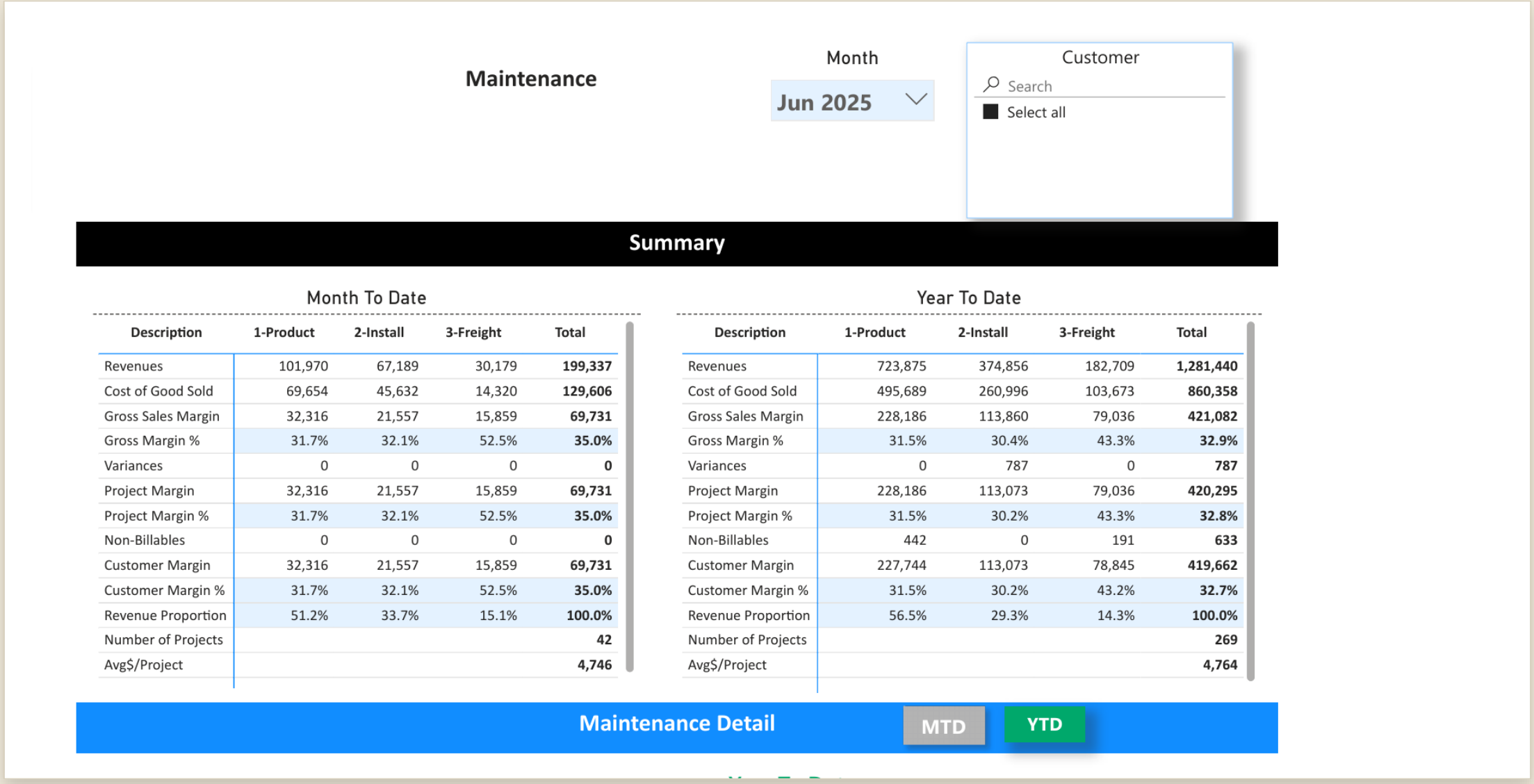
Month To Date
By Brand

Summary Grp / Brand	1-Product	2-Install	3-Freight	Total
Foxhollow				

Year To Date
By Brand

Summary Grp / Brand	1-Product	2-Install	3-Freight	Total
Foxhollow				

Maintenance



Month To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	101,970	67,189	30,179	**199,337**
Cost of Good Sold	69,654	45,632	14,320	**129,606**
Gross Sales Margin	32,316	21,557	15,859	**69,731**
Gross Margin %	31.7%	32.1%	52.5%	**35.0%**
Variances	0	0	0	**0**
Project Margin	32,316	21,557	15,859	**69,731**
Project Margin %	31.7%	32.1%	52.5%	**35.0%**
Non-Billables	0	0	0	**0**
Customer Margin	32,316	21,557	15,859	**69,731**
Customer Margin %	31.7%	32.1%	52.5%	**35.0%**
Revenue Proportion	51.2%	33.7%	15.1%	**100.0%**
Number of Projects				**42**
Avg$/Project				**4,746**

Year To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	723,875	374,856	182,709	**1,281,440**
Cost of Good Sold	495,689	260,996	103,673	**860,358**
Gross Sales Margin	228,186	113,860	79,036	**421,082**
Gross Margin %	31.5%	30.4%	43.3%	**32.9%**
Variances	0	787	0	**787**
Project Margin	228,186	113,073	79,036	**420,295**
Project Margin %	31.5%	30.2%	43.3%	**32.8%**
Non-Billables	442	0	191	**633**
Customer Margin	227,744	113,073	78,845	**419,662**
Customer Margin %	31.5%	30.2%	43.2%	**32.7%**
Revenue Proportion	56.5%	29.3%	14.3%	**100.0%**
Number of Projects				**269**
Avg$/Project				**4,764**

Sales & Margin By PM

Sales & Margin By Project Manager

Month: Jun 2025

Team / Project Manager: Search; Select all

Summary

Month To Date

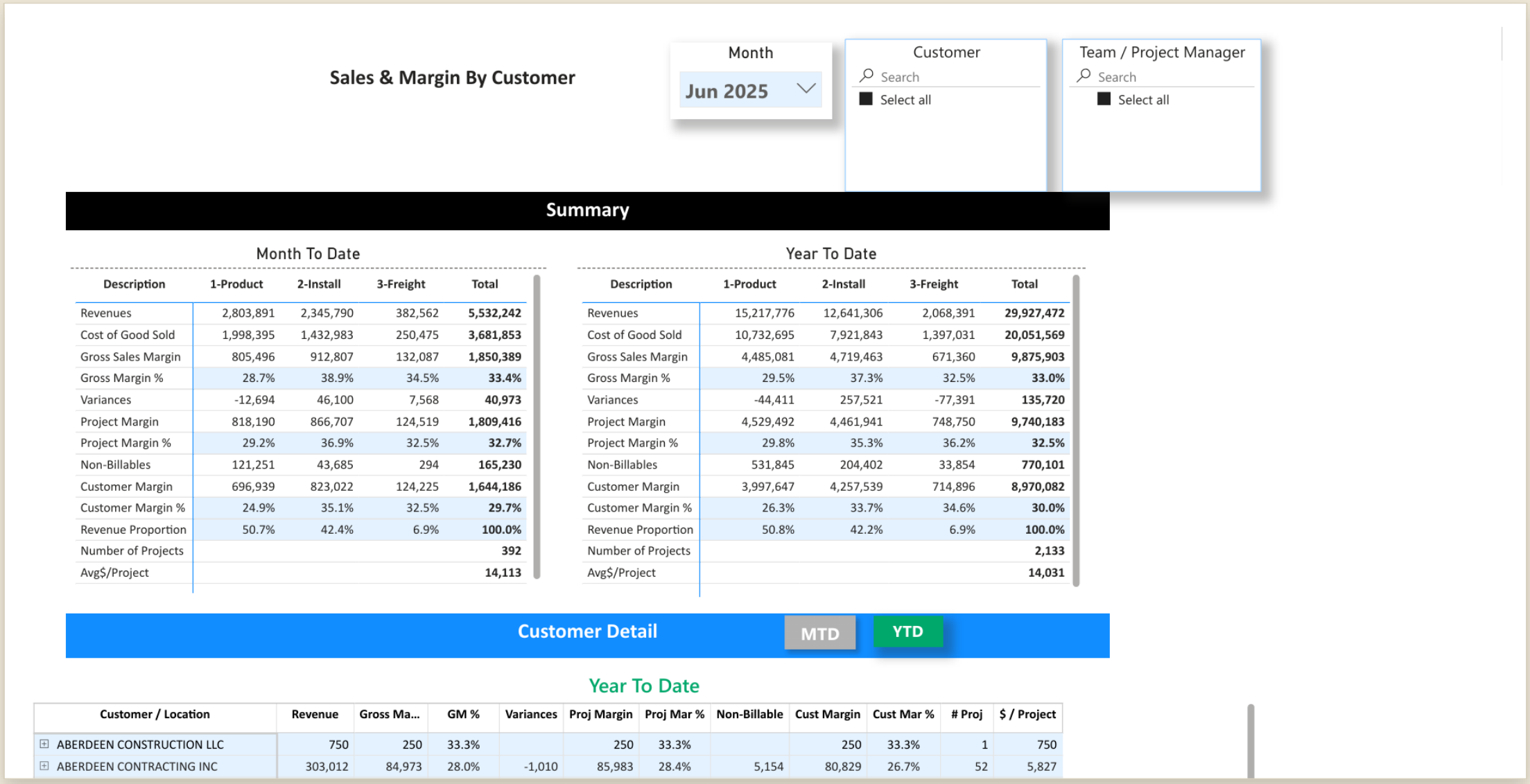
Description	1-Product	2-Install	3-Freight	Total
Revenues	2,803,891	2,345,790	382,562	**5,532,242**
Cost of Good Sold	1,998,395	1,432,983	250,475	**3,681,853**
Gross Sales Margin	805,496	912,807	132,087	**1,850,389**
Gross Margin %	28.7%	38.9%	34.5%	**33.4%**
Variances	-12,694	46,100	7,568	**40,973**
Project Margin	818,190	866,707	124,519	**1,809,416**
Project Margin %	29.2%	36.9%	32.5%	**32.7%**
Non-Billables	121,251	43,685	294	**165,230**
Customer Margin	696,939	823,022	124,225	**1,644,186**
Customer Margin %	24.9%	35.1%	32.5%	**29.7%**
Revenue Proportion	50.7%	42.4%	6.9%	**100.0%**
Number of Projects				**392**
Avg$/Project				**14,113**

Year To Date

Description	1-Product	2-Install	3-Freight	Total
Revenues	15,217,776	12,641,306	2,068,391	**29,927,472**
Cost of Good Sold	10,732,695	7,921,843	1,397,031	**20,051,569**
Gross Sales Margin	4,485,081	4,719,463	671,360	**9,875,903**
Gross Margin %	29.5%	37.3%	32.5%	**33.0%**
Variances	-44,411	257,521	-77,391	**135,720**
Project Margin	4,529,492	4,461,941	748,750	**9,740,183**
Project Margin %	29.8%	35.3%	36.2%	**32.5%**
Non-Billables	531,845	204,402	33,854	**770,101**
Customer Margin	3,997,647	4,257,539	714,896	**8,970,082**
Customer Margin %	26.3%	33.7%	34.6%	**30.0%**
Revenue Proportion	50.8%	42.2%	6.9%	**100.0%**
Number of Projects				**2,133**
Avg$/Project				**14,031**

Project Manager Detail MTD YTD

Sales & Margin By Customer



Summary

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Number of Projects				**2,133**
Avg$/Project				**14,031**

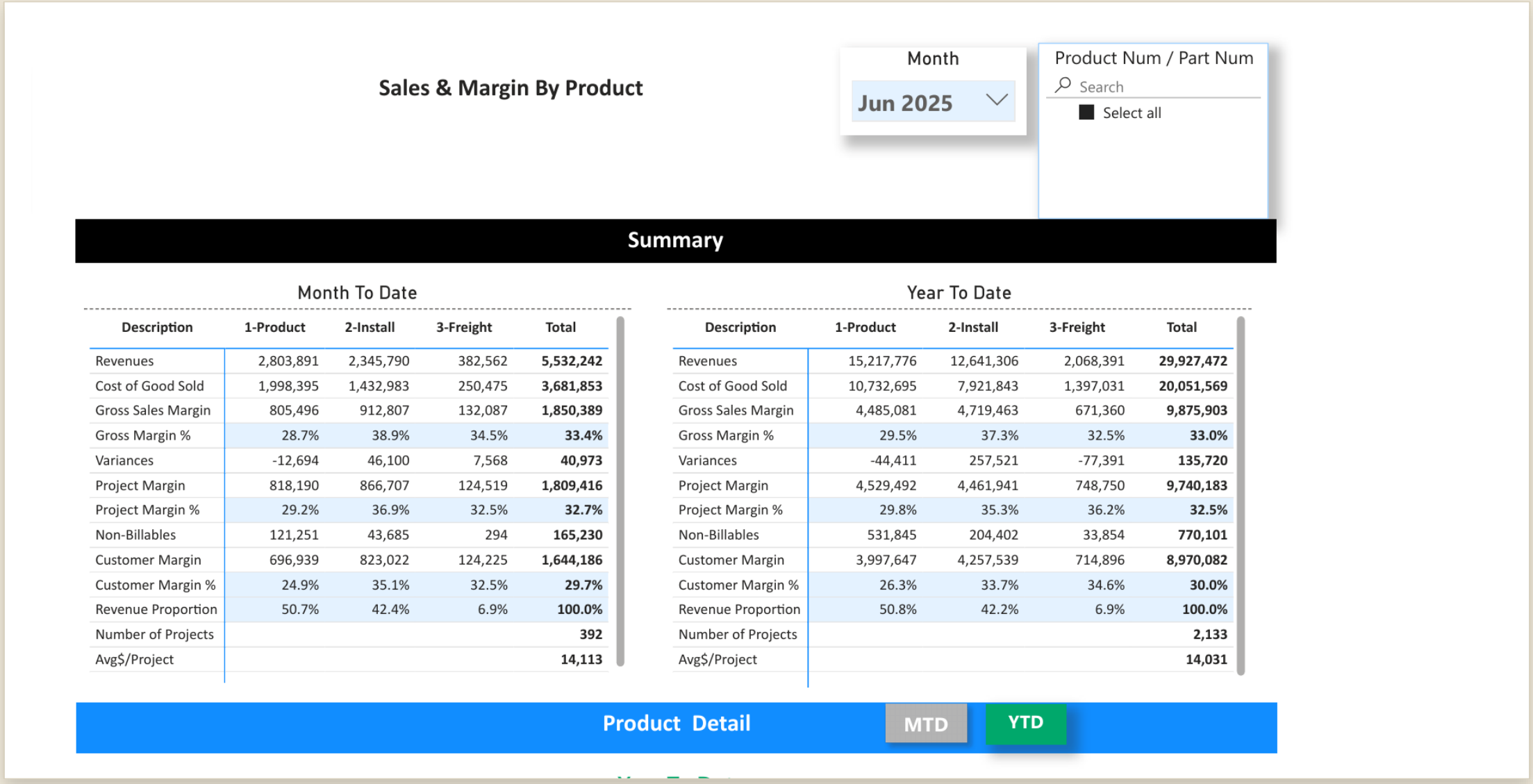
Customer Detail

MTD YTD

Year To Date

Customer / Location	Revenue	Gross Ma...	GM %	Variances	Proj Margin	Proj Mar %	Non-Billable	Cust Margin	Cust Mar %	# Proj	$ / Project
⊞ ABERDEEN CONSTRUCTION LLC	750	250	33.3%		250	33.3%		250	33.3%	1	750
⊞ ABERDEEN CONTRACTING INC	303,012	84,973	28.0%	-1,010	85,983	28.4%	5,154	80,829	26.7%	52	5,827

Sales & Margin By Product



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Number of Projects				**2,133**
Avg$/Project				**14,031**

Project Variances By PM

Variances By PM

Month: Jun 2025

Customer: Search — Select all

Team / Project Manager: Search — Select all

Summary

Month To Date

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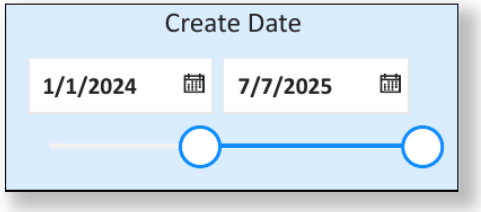
Avg$/Project				**14,031**

Variances Detail

Jobs with Invalid Mkt

Jobs with Invalid Mkt

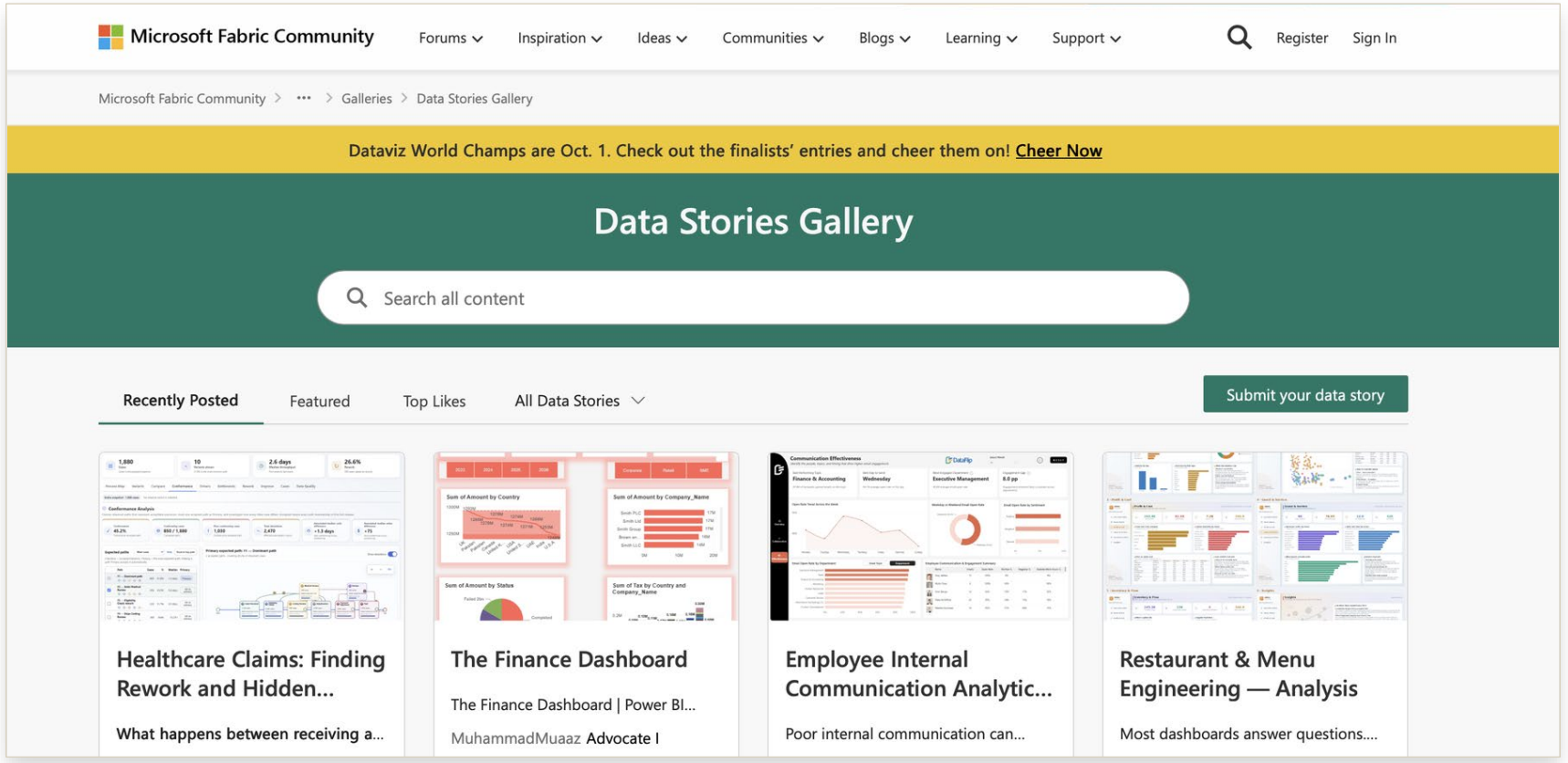


Job #	First Job Name	Location Mkt#	Mkt+Brand+Sub	Open/Closed	Type	Project Manager	Bill / NonBill	Create Date
555611.00	555611 640 IVYWOOD DEVELOPMENT LLC	640	Loc Mkt # = blank, or not defined in table	Closed	L	RUFUS GALLOWAY	NonBill	7/31/2024
555611.01	555611 640 IVYWOOD DEVELOPMENT LLC	640	Loc Mkt # = blank, or not defined in table	Closed	X	ROSS CALLOWAY	NonBill	5/19/2025
558063.00	558063 099 DEERFIELD MANAGEMENT LLC	099	Loc Mkt # = blank, or not defined in table	Open	L	DELIA HOLLOWELL	NonBill	2/12/2025
559163.00	559163 187 CORNERSTONE SIGN INC	187	Loc Mkt # = blank, or not defined in table	Open	L	ROSS CALLOWAY	NonBill	5/13/2025
559163.01	559163 187 CORNERSTONE SIGN INC	187	Loc Mkt # = blank, or not defined in table	Open	L	ROSS CALLOWAY	NonBill	5/16/2025
559163.02	559163 187 CORNERSTONE SIGN INC	187	Loc Mkt # = blank, or not defined in table	Open	L	ROSS CALLOWAY	NonBill	7/7/2025
559297.00	559297 640 GOLDENROD LOGISTICS INC	640	Loc Mkt # = blank, or not defined in table	Open	L	RUFUS GALLOWAY	NonBill	5/22/2025
559482.00	559482 680 TAMARACK BUILDERS LLC	680	Loc Mkt # = blank, or not defined in table	Open	L	DELIA HOLLOWELL	NonBill	6/7/2025

LET'S TALK

Karl Sexton · Sr. Power BI Consultant

karl@karlsextonconsulting.com · karlsextonconsulting.com



HOW WE DO IT

Power BI Project Phases

1 Scope & Requirements

We sit down with the team leaders who will use the report. Their questions, in their words, become the requirements.

Partnering with your team leaders

2 Connect & Dataflows

Identify the data sources. Connect, join sources, gap fill & normalize the data to support the daily refresh reporting.

Partnering with your IT team

3 Design & Blueprint

Those same leaders see the layout before anything is built. A report they helped shape is a report they use.

Partnering with your team leaders

4 Proof of Concept

One working page on real data, to prove the numbers and the approach.

5 Build

Connect dataflows to semantic model, Power Query to refine data, DAX to create measures, build visuals with drill-downs, drill-thrus and toggle views. Team leader check-ins conducted along the way.

6 Test & Deploy

Team Managers have a chance to tie out numbers and test results. Roll out to team is thoroughly planned with managers. Deployment is hyper-care coverage.