



# DYNAMICS CON

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**DUG**

20-23 Sept 2021  
[DynamicsCon.com](https://DynamicsCon.com)



# Management Reporter's Best Kept Secrets



# Sarah Brewster



- 2012 – staff accountant using GP with FRx
- 2014 – managed migration to MR
- 2018 – project lead for ActivReporter (ISV GP reporting solution)
- Cats, video games, skating!



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@empowered\_user



# Does this sound familiar?







**The secret's out!**

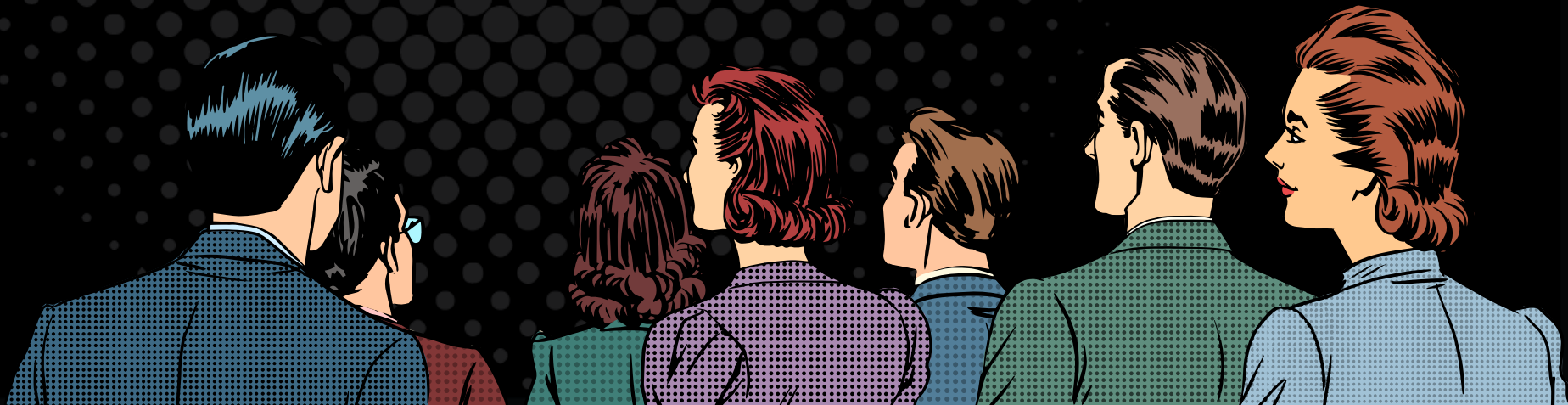
- See all report definitions, the row, column, and trees they use, last modified date, and last generated date
- Find accounts missing from row and tree definitions
- Generate exception report showing duplicate accounts





**Yes, you can!**

- Consolidate multiple separate companies on a report
- Calculate percentages like % of revenue, % of expense



**When  
did this  
change?**

**Are we  
using  
this?**

**Are reports  
using the  
correct  
row/column/  
tree?**

**Can I just  
see  
everything  
at once?**

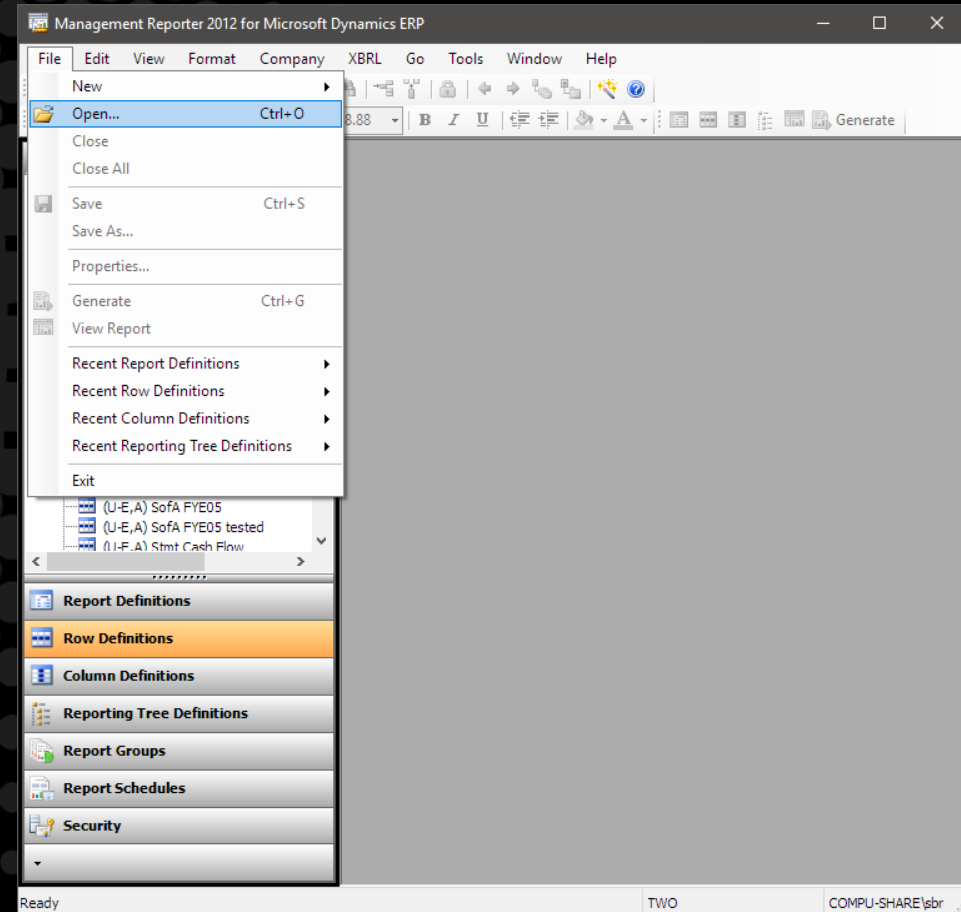




# **Building Block Index**

# Building Block Index

- In Report Designer:  
File > Open
- Modified timestamp and user
- Generated timestamp and user
- All definitions: Report, Row, Column, Reporting Tree
- Associations



# Building Block Index

Open
?
X

Search for:
Condition:
Value:

Name
beginning with
Clear

Report Definitions
Row Definitions
Column Definitions
Reporting Tree Definitions

Name	Description	Company	Row Definitions	Column Definitions	Reporting Tree Definitions	Folder	Modified	Modified By	Generated	Generated By
(F) BALSHT	Balance Sheet	UNV	UNV Bal Sheet Cats	(F) BALANCE			5/7/2021 12:06:16 PM	COMPU-SHARE\sbrewster	5/7/2021 11:57:04 AM	COMPU-SHARE\sbrewster
(F) INCSTMT	Income Statement	TWO	(F) INCSTMT	CURR_YTD	TWO & UNV		5/3/2021 1:06:59 PM	COMPU-SHARE\sbrewster	5/3/2021 1:08:01 PM	COMPU-SHARE\sbrewster
BALSHT	Balance Sheet	TWO	BALSHEET	BALANCE			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
BS summary		TWO	BS Summary	TYvsLY			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
Cash Flow	Cash Flow - Current P...	TWO	Cash Flow	Cash Flow			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
GLTRAN	Cash Detail	TWO	CASH	3PERTRAN			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
INCBASE	Income Statement wit...	TWO	INCSTMT	C_YBASE	SAMPLE TREE		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
INCSTMT	Income Statement	TWO	INCSTMT	CURR_YTD	SAMPLE TREE		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
Link test		TWO	Link test	Cur YTD			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
PL Dtl CurYtd	Income Statement De...	TWO	PL Detail	Cur YTD	Dept		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
PL Sum Cur Ytd By Dept	Income Statement Cu...	TWO	PL Summary	Cur YTD	Dept		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
PL Sum CurYtd	Income Statement De...	TWO	PL Summary	Cur YTD			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		
PL Sum CurYtd-ABV	Income Statement Cu...	TWO	PL Summary	Cur YTD Bud Act			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster		

Save As...
Delete
Open
Cancel



# Building Block Index

Open

Search for: Name Condition: beginning with Value: Clear

Report Definitions Row Definitions Column Definitions Reporting Tree Definitions

Associated	Name	Description	Folder	Date Modified	Modified By
✓	UNV Bal Sheet Cats			5/7/2021 11:55:57 AM	COMPU-SHARE\sbrewster
	(F) BALSHEET	Balance Sheet		5/3/2021 1:07:08 PM	COMPU-SHARE\sbrewster
✓	(F) INCSTMT	Income Statement		5/3/2021 1:01:27 PM	COMPU-SHARE\sbrewster
	CatRange Test			11/25/2020 10:03:31 AM	COMPU-SHARE\sbrewster
✓	(F-A) INCSTMT	Income Statement		6/23/2020 1:34:12 PM	COMPU-SHARE\sbrewster
✓	BALSHEET	Balance Sheet		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	BS Summary			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Cash Flow	Cash Flow Statement		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	CASH	Cash Detail		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	INCSTMT	Income Statement		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Link test			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	PL Detail			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	PL Summary	Income Statement Summary		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	TB Detail	Trial Balance Detail		5/27/2020 9:27:30 AM	COMPU-SHARE\sbrewster

Save As... Delete Open Cancel

# Building Block Index

Open

Search for: Name Condition: beginning with Value: Clear

Report Definitions Row Definitions Column Definitions Reporting Tree Definitions

Associated	Name	Description	Folder	Date Modified	Modified By
✓	(F) BALANCE	Balance Sheet		5/7/2021 11:39:39 AM	COMPU-SHARE\sbrewster
✓	BALANCE	Balance Sheet		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	TYvsLY	This year vs last year		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Cash Flow	Cash Flow - Current Period and YTD		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	3PERTRAN	Rolling Quarter - Transaction Detail		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	C_YBASE	Current & YTD w/Base %		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	CURR_YTD	Current & Year to Date		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Cur YTD			5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Cur YTD Bud Act	Current Period / Budget vs Actual		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Rolling Qtr-YTD	Rolling Quarter and YTD		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Trend12	Twelve period trended		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Tran Dtl	Transactional Detail		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	(F) Cur YTD			4/13/2020 4:43:08 PM	COMPU-SHARE\sbrewster
✓	(F) CURR_YTD	Current & Year to Date		12/20/2019 2:17:45 PM	COMPU-SHARE\sbrewster

Save As... Delete Open Cancel

# Building Block Index

Open

Search for: Name Condition: beginning with Value: Clear

Report Definitions Row Definitions Column Definitions Reporting Tree Definitions

Associated	Name	Description	Folder	Date Modified	Modified By
✓	TWO & UNV			5/3/2021 1:01:41 PM	COMPU-SHARE\sbrewster
	Multi-level Example			4/13/2021 12:01:29 PM	COMPU-SHARE\sbrewster
✓	SAMPLE TREE	Sample Tree		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	Dept	By Department		5/27/2020 9:27:31 AM	COMPU-SHARE\sbrewster
✓	(F) SAMPLE TREE	Sample Tree		7/17/2019 1:11:57 PM	COMPU-SHARE\sbrewster
✓	(F) Dept	By Department		7/17/2019 1:11:57 PM	COMPU-SHARE\sbrewster
✓	Fabrikam			6/28/2019 4:17:12 PM	COMPU-SHARE\sbrewster

Save As... Delete Open Cancel



**Which  
ones?**

**Can I just  
see  
everything  
at once?**

**Is this row  
definition  
missing any  
accounts?**

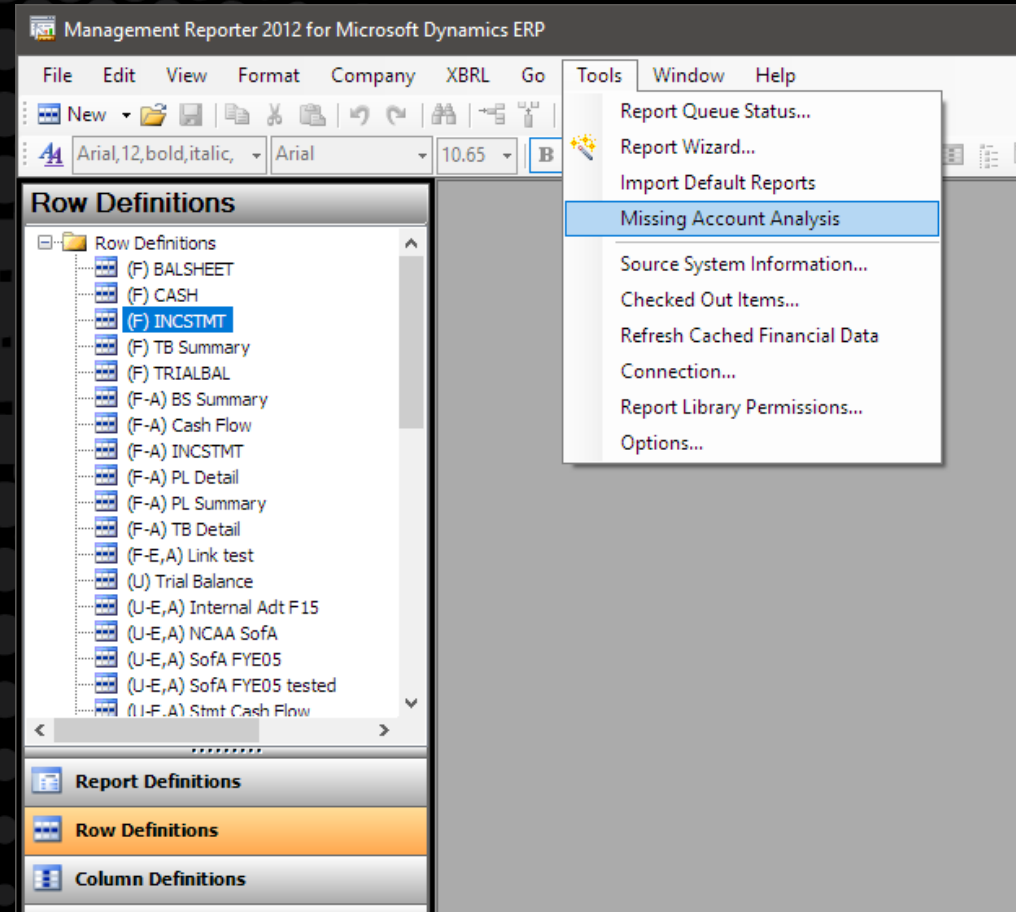
**What  
about the  
reporting  
trees?**



# Missing Account Analysis

# Missing Account Analysis

- In Report Designer:  
Tools > Missing Account Analysis
- Find missing accounts on rows and trees
- Searches between highest and lowest dimension on row/tree





# Missing Account Analysis

Missing Account Analysis

Company filter:  
All companies

Dimension filter:  
All dimensions

Group by: Building Block

☐ Show excluded building blocks and values

The results indicate accounts or dimension values that have been identified as missing based on the report design. Review the results and either add the values to the building block or exclude the results if the addition is not necessary.

Building Block Name	Date modified	Related Reports		Exclude
(F) INCSTMT	8/21/2021 10:40 AM	(2 items)		<input type="checkbox"/>
(F) TRIALBAL	8/21/2021 10:40 AM	(1 item)		<input type="checkbox"/>
(F-A) BS Summary	8/21/2021 10:40 AM	(1 item)		<input type="checkbox"/>
(F-A) Cash Flow	8/21/2021 10:40 AM	(1 item)		<input type="checkbox"/>

Dimension	Value	Report Name	Date modified	Date generated		Exclude
Account	4186	(F) INCSTMT	8/21/2021 11:32 AM	8/21/2021 11:32 AM		<input type="checkbox"/>
Account	4186	FD Test INCSTMT	8/21/2021 10:41 AM			<input type="checkbox"/>
Account	4187	(F) INCSTMT	8/21/2021 11:32 AM	8/21/2021 11:32 AM		<input type="checkbox"/>
Account	4187	FD Test INCSTMT	8/21/2021 10:41 AM			<input type="checkbox"/>
Account	4188	(F) INCSTMT	8/21/2021 11:32 AM	8/21/2021 11:32 AM		<input type="checkbox"/>
Account	4188	FD Test INCSTMT	8/21/2021 10:41 AM			<input type="checkbox"/>

Refresh Last refreshed 8/21/2021 11:33:29 AM

OK

Cancel

# Missing Account Analysis

Missing Account Analysis

Company filter:  
All companies

Dimension filter:  
All dimensions

Group by: Building Block

☐ Show excluded building blocks and values

The results indicate accounts or dimension values that have been identified as missing based on the report design. Review the results and either add the values to the building block or exclude the results if the addition is not necessary.

Building Block Name	Date modified	Related Reports		Exclude
(U-E,A) Stmt Fin Pos	8/21/2021 10:40 AM	(1 item)		<input type="checkbox"/>
Fabrikam Depts	8/21/2021 11:16 AM	(1 item)		<input type="checkbox"/>
INCSTMT TREE	8/21/2021 11:31 AM	(1 item)		<input type="checkbox"/>
MR Default IncSt	8/21/2021 10:40 AM	(1 item)		<input type="checkbox"/>


Dimension	Value	Report Name	Date modified	Date generated		Exclude
Division	300	(F) INCBASE	8/21/2021 11:21 AM			<input type="checkbox"/>

Refresh

Last refreshed 8/21/2021 11:33:29 AM

OK

Cancel

The image features a black background with a pattern of small, light gray dots. On the left side, there is a blue, splatter-like graphic element. Two white speech bubbles are positioned in the center-right area. The larger bubble contains the text 'Is this report duplicating any accounts?' in pink with a green outline. The smaller bubble, located above and to the right of the larger one, contains the text 'Which ones?' in yellow with a purple outline.

**Which  
ones?**

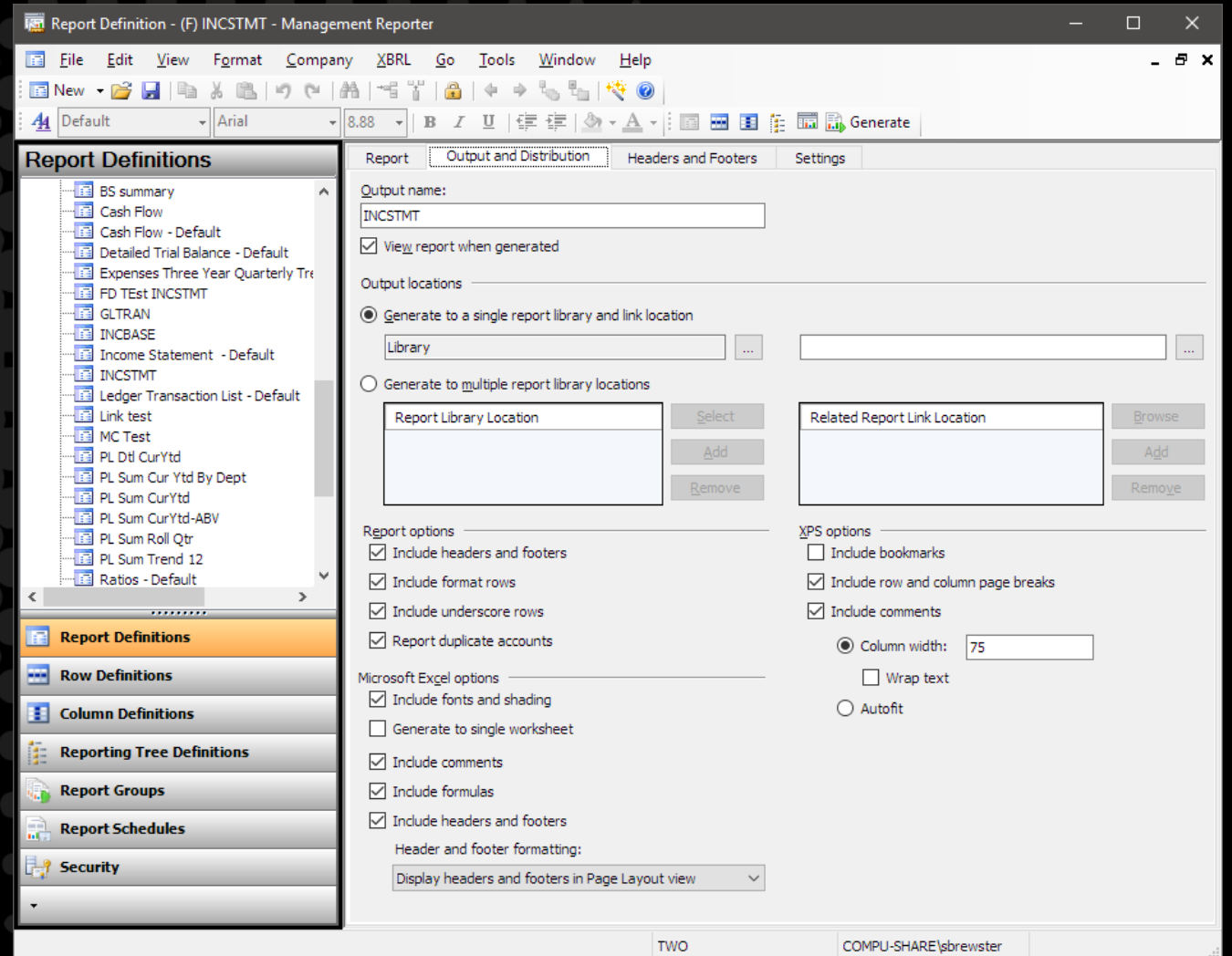
**Is this report  
duplicating  
any  
accounts?**



**Report Duplicate Accounts**

# Report Duplicate Accounts

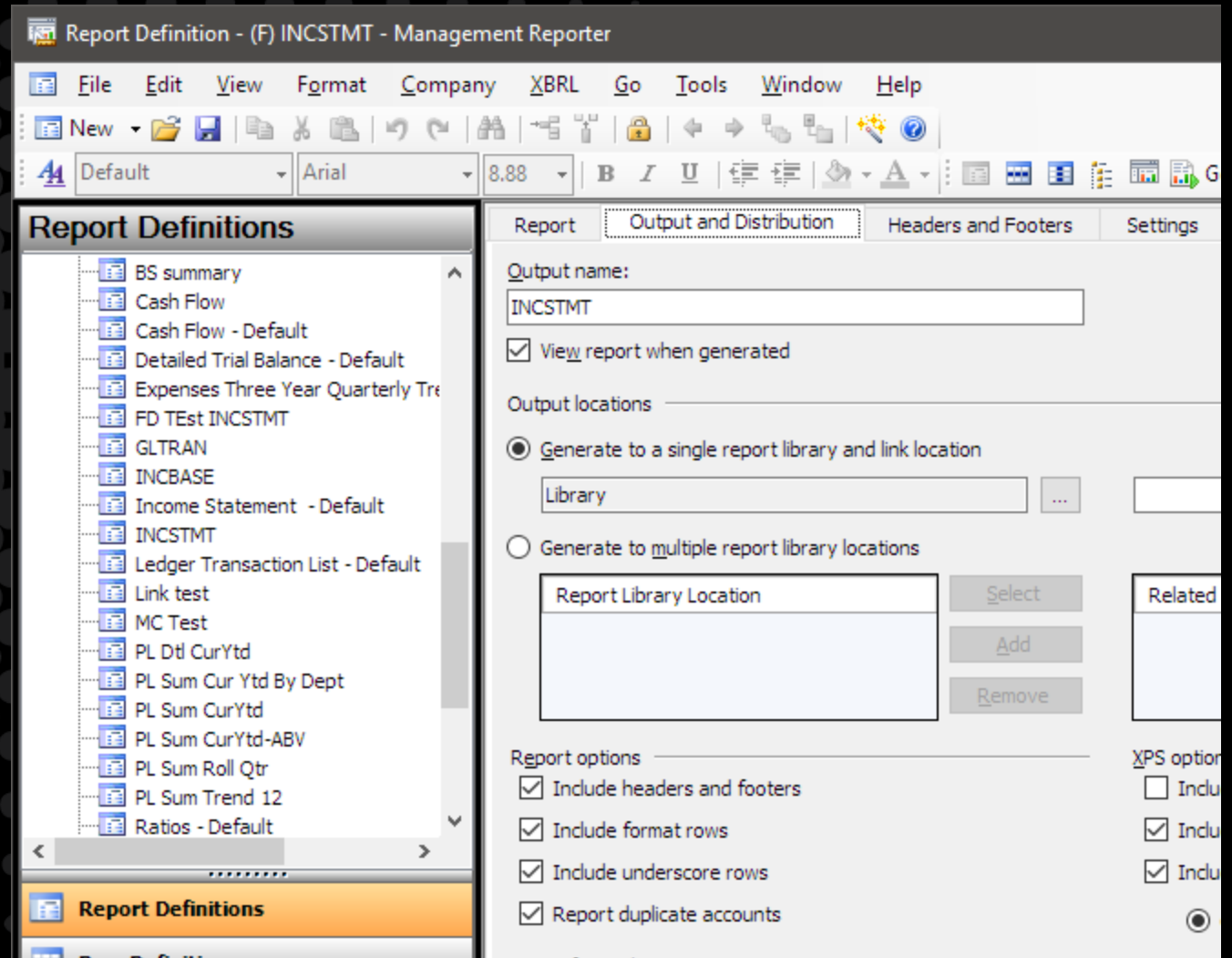
- In Report Designer:
  - > Output and Distribution
  - > Report options
  - > Report duplicate accounts





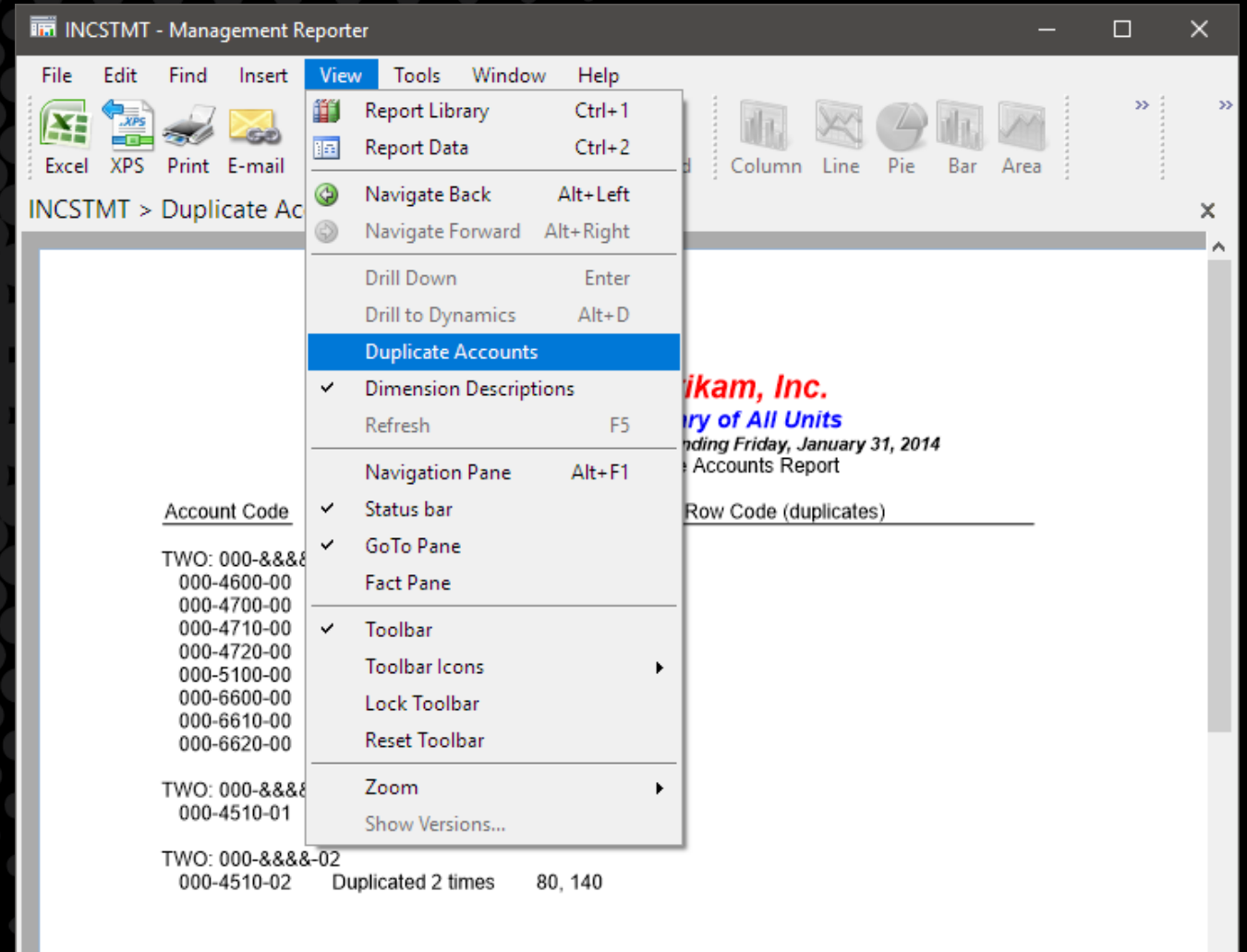
# Report Duplicate Accounts

- In Report Designer:
  - > Output and Distribution
  - > Report options
  - > Report duplicate accounts



# Report Duplicate Accounts

- In Report Designer:
  - > Output and Distribution
  - > Report options
  - > Report duplicate accounts
- In Report Viewer:
  - > View
  - > Duplicate Accounts



# Report Duplicate Accounts

INCSTMT - Management Reporter


File Edit Find Insert View Tools Window Help

Excel XPS Print E-mail Drill Down Dynamics Back Forward Column Line Pie Bar Area Comment Copy IM

INCSTMT > Duplicate Accounts Report

**Fabrikam, Inc.**  
**Summary of All Units**  
*For the One Month Ending Friday, January 31, 2014*  
Duplicate Accounts Report

Account Code	Occurrences	Row Code (duplicates)
TWO: 000-8888-00		
000-4600-00	Duplicated 2 times	80, 140
000-4700-00	Duplicated 2 times	80, 140
000-4710-00	Duplicated 2 times	80, 140
000-4720-00	Duplicated 2 times	80, 140
000-5100-00	Duplicated 2 times	350, 410
000-6600-00	Duplicated 2 times	1700, 1790
000-6610-00	Duplicated 2 times	1730, 1790
000-6620-00	Duplicated 2 times	1730, 1790
TWO: 000-8888-01		
000-4510-01	Duplicated 2 times	80, 140
TWO: 000-8888-02		
000-4510-02	Duplicated 2 times	80, 140



**Consolidate separate  
companies**

# Consolidate separate companies

Row Definition - Consolidated INCSMT - Management Reporter

File Edit View Format Company XBRL Go Tools Window Help

New Undo Ctrl+Z  
 Defau Redo Ctrl+Y  
 B100 Cut Ctrl+X  
 Copy Ctrl+C  
 Paste Ctrl+V  
 Clear Del  
 Find... Ctrl+F  
 Replace... Ctrl+H  
 Insert Rows from Dimensions... Ctrl+R  
 Renumber Rows...  
 Row Links...  
 Rounding Adjustment...  
 Manage Dimension Sets Ctrl+T  
 Manage Dimension Value Sets... Ctrl+E  
 Insert Row  
 Delete Row

B Description	C Format Code	D Related Formulas / Rows / Units
Sales		
Sales Returns and Discounts		
Other Income		
	---	280
<b>Total Revenues</b>	TOT	130:250
Cost of Goods Sold		
<b>Gross Profit</b>	TOT	280-340
Manufacturing Expenses		
Selling and Advertising Expenses		
Salary Expenses		
Other Employee Expenses		
Vehicle, Building and Maintenance and Administration Expenses		

Link test  
 MR Default IncSt  
 PL Detail  
 PL Summary  
 Ratios - Default  
 Sales - Default



# Consolidate separate companies

Row Links

Link Name	Description	Link Type
FD1	TWO	Financial Dimensions
FD2	UNV	Financial Dimensions

[New](#)  
[Delete](#)

Link definition

Link type: Financial Dimensions Link name: FD2

Description: UNV

OK Cancel

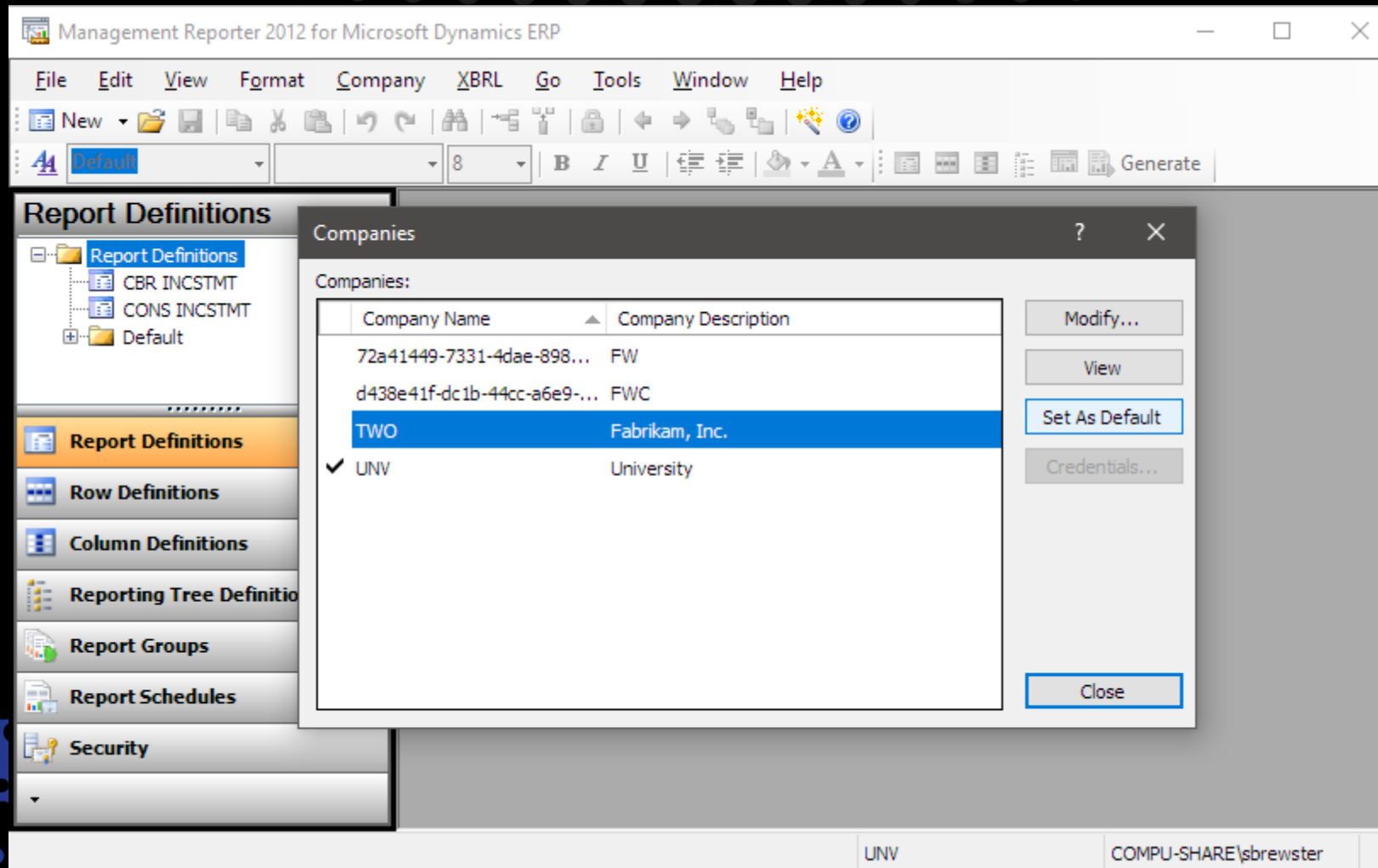
# Consolidate separate companies

[illegible]

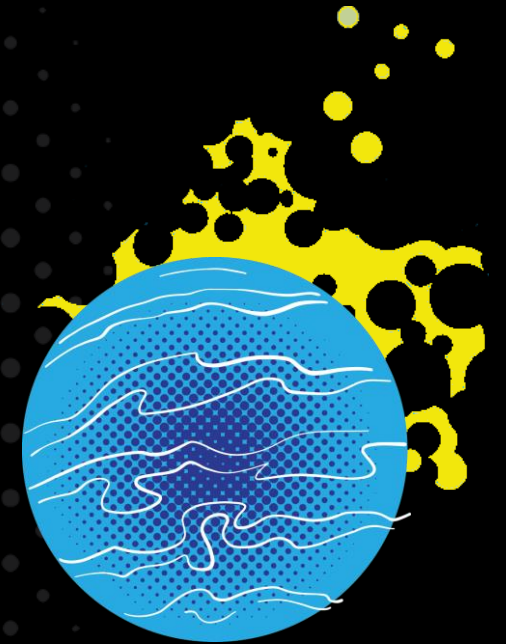
# Consolidate separate companies

Reporting Tree Definition		A Company	B Unit Name	C Unit Description	D Dimensions	E Row Definitions	F Financial Dimensions Link	Workst
Summary of All Units		1	@ANY	SUMMARY	Summary of All Units	Consolidated INCSMT		
Total Fabrikam		2	TWO	Total Fabrikam	Total Fabrikam	Consolidated INCSMT	FD1 - TWO	
General		3	TWO	General	General	Consolidated INCSMT	FD1 - TWO	
00		4	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	
01		5	TWO	01	+Department = [01]	Consolidated INCSMT	FD1 - TWO	
02		6	TWO	02	+Department = [02]	Consolidated INCSMT	FD1 - TWO	
03		7	TWO	03	+Department = [03]	Consolidated INCSMT	FD1 - TWO	
04		8	TWO	04	+Department = [04]	Consolidated INCSMT	FD1 - TWO	
05		9	TWO	05	+Department = [05]	Consolidated INCSMT	FD1 - TWO	
06		10	TWO	06	+Department = [06]	Consolidated INCSMT	FD1 - TWO	
07		11	TWO	07	+Department = [07]	Consolidated INCSMT	FD1 - TWO	
08		12	TWO	08	+Department = [08]	Consolidated INCSMT	FD1 - TWO	
09		13	TWO	09	+Department = [09]	Consolidated INCSMT	FD1 - TWO	
Administration		14	TWO	Administration	Administration	Consolidated INCSMT	FD1 - TWO	
00		15	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	
Accounting		16	TWO	Accounting	Accounting	Consolidated INCSMT	FD1 - TWO	
00		17	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	
Sales		18	TWO	Sales	Sales	Consolidated INCSMT	FD1 - TWO	
00		19	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	
Service/Installation		20	TWO	Service/Installa	Service/Installation	Consolidated INCSMT	FD1 - TWO	
00		21	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	
Consulting/Training		22	TWO	Consulting/Train	Consulting/Training	Consolidated INCSMT	FD1 - TWO	
00		23	TWO	00	+Department = [00]	Consolidated INCSMT	FD1 - TWO	

# Consolidate separate companies



**Calculate percentages**





# Calculate Percentages

Row Definition - CBR INCSTMT - Management Reporter

File Edit View Format Company XBRL Go Tools Window Help

New [Icons] Default Arial 10 [B] [I] [U] [Icons] Generate

D610 970

Row Code	Description	Format Code	Related Formulas / Rows / Units	Format Override	Normal Balance	Print Control	Column Restriction	Row Modifier	Link to Financial Dimensions TWO
100		CBR	550						
130	Sales - Services				C				+Department = [00], Account Category = [Sales]
160	Sales - Retail Parts				C				+Department = [01], Account Category = [Sales]
190	Sales - Finished Goods				C				+Department = [02], Account Category = [Sales]
220	Sales Returns and Discounts								+Account Category = [Sales Returns and Discounts]
280		---	310						
310	<b>Total Sales</b>	TOT	130:220		C		B, D		
370	Other Income				C		B, D		+Account Category = [Other Income]
400		---	430						
430	<b>Total Revenues</b>	TOT	310+370		C		B, D		
490	Cost of Goods Sold						B, D		+Account Category = [Cost of Goods Sold]
520		---	550						
550	<b>Gross Profit</b>	TOT	310-490		C		B, D		
610		CBR	970						
640	Manufacturing Expenses								
670	Selling and Advertising Expenses								+Account Category = [Selling Expense]
700	Salary Expenses					XD			+Account Category = [Salaries Expense]
730	Other Employee Expenses								+Account Category = [Other Employee Expenses]
760	Vehicle, Building and Maintenan...								+Account Category = [Administrative Expense]
790	Depreciation Expenses								+Account Category = [Depreciation Expense]
820	Tax Expenses								+Account Category = [Tax Expense]
850	Travel and Entertainment Expenses								
880	Other Expenses								+Account Category = [Other Expenses]
910		CBR	550						
940		---	970						
970	<b>Total Operating Expenses</b>	TOT	640:940						

TWO COMPU-SHARE\sbrewster

# Calculate Percentages

**Row Definition - CBR INCSTMT - Management Reporter**

File Edit View Format Company XBRL Go Tools Window Help

New [Icons] Generate

Default Arial 10 B I U [Icons]

D610 970

A Row Code	B Description	C Format Code	D Related Formulas / Rows / Units	E Format Override	F Normal Balance	G Print Control	H Column Restriction	I Row Modifier	J Link to Financial Dimensions TWO
100		CBR	550						
130	Sales - Services				C				+Department = [00], Account Category = [Sales]
160	Sales - Retail Parts				C				+Department = [01], Account Category = [Sales]
190	Sales - Finished Goods				C				+Department = [02], Account Category = [Sales]
220	Sales Returns and Discounts								+Account Category = [Sales Returns and Discounts]
280		---	310						
310	<b>Total Sales</b>	TOT	130:220		C		B, D		
370	Other Income				C		B, D		+Account Category = [Other Income]
400		---	430						
430	<b>Total Revenues</b>	TOT	310+370		C		B, D		
490	Cost of Goods Sold						B, D		+Account Category = [Cost of Goods Sold]
520		---	550						
550	<b>Gross Profit</b>	TOT	310-490		C		B, D		
610		CBR	970						
640	Manufacturing Expenses								
670	Selling and Advertising Expenses								+Account Category = [Selling Expense]

Report Def

# Calculate Percentages

160	Sales - Retail Parts			C			+Department = [01], Account Category = [Sales]
190	Sales - Finished Goods			C			+Department = [02], Account Category = [Sales]
220	Sales Returns and Discounts						+Account Category = [Sales Returns and Discounts]
280		---	310				
310	<b>Total Sales</b>	TOT	130:220	C		B, D	
370	Other Income			C		B, D	+Account Category = [Other Income]
400		---	430				
430	<b>Total Revenues</b>	TOT	310+370	C		B, D	
490	Cost of Goods Sold					B, D	+Account Category = [Cost of Goods Sold]
520		---	550				
550	<b>Gross Profit</b>	TOT	310-490	C		B, D	
610		CBR	970				
640	Manufacturing Expenses						
670	Selling and Advertising Expenses						+Account Category = [Selling Expense]
700	Salary Expenses				XD		+Account Category = [Salaries Expense]
730	Other Employee Expenses						+Account Category = [Other Employee Expenses]
760	Vehicle, Building and Maintenan...						+Account Category = [Administrative Expense]
790	Depreciation Expenses						+Account Category = [Depreciation Expense]
820	Tax Expenses						+Account Category = [Tax Expense]
850	Travel and Entertainment Expenses						
880	Other Expenses						+Account Category = [Other Expenses]
910		CBR	550				
940		---	970				
970	<b>Total Operating Expenses</b>	TOT	640:940				

Report Def
Row Defini
Column De
Reporting
Report Gro
Report Sch
Security

TWO
COMPU-SHARE\sbrewster

# Calculate Percentages

**Column Definition - CBR Current, YTD - Management Reporter**

File Edit View Format Company XBRL Go Tools Window Help

New [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons] [Icons]

Default Arial 8.88 B I U [Icons] [Icons] [Icons] [Icons] Generate

I21

	A	B	C	D	E	F
Header 1		@CalMonthLong		YTD		
Header 2						
Header 3		Actual	%	Actual	%	
Column Type	DESC	FD	CALC	FD	CALC	
Book Code / Attribute Category		Actual		Actual		
Fiscal Year		BASE		BASE		
Period		BASE		BASE		
Periods Covered		PERIODIC		YTD		
Formula			B/BASEROW		D/BASEROW	
Column Width	44	AutoFit	AutoFit	AutoFit	AutoFit	
Extra Spaces Before Column						
Format / Currency Override			###0.00%;(###0.00%)		###0.00%;(###0.00%)	
Print Control	WT	X0	X0	X0	X0	
Column Restrictions						
Reporting Unit						
Currency Display						
Currency Filter						

**Column Definitions**

- (F) BALANCE
- (F) C\_YBASE
- (F) Cash Flow
- (F) Cur YTD
- (F) Cur YTD Bud Act
- (F) CURR\_YTD
- (F) Rolling Qtr-YTD
- (F) Tran Dtl
- (F) Trend12
- (F) TYvsLY
- (U) 2015 Budget Variance
- (U) 3PERTRAN(F)
- (U) NCAA Statement of Act
- (U) Statement of Act
- (U) Stmt of Cash Flo
- (U) Stmt of Fin Pos

**Report Definitions**

# Calculate Percentages

## *Fabrikam, Inc.*

*For the Four Months Ending Sunday, April 30, 2017*

	<i>April</i>		<i>YTD</i>	
	<u>Actual</u>	<u>%</u>	<u>Actual</u>	<u>%</u>
Sales - Services	\$8,792.14	7.41%	\$9,751.09	3.97%
Sales - Retail Parts	579.65	0.49%	7,037.95	2.87%
Sales - Finished Goods	220,818.15	186.21%	472,876.05	192.57%
<b>Total Sales</b>	<b>230,189.94</b>		<b>489,665.09</b>	
<b>Total Revenues</b>	<b>230,189.94</b>		<b>489,665.09</b>	
Cost of Goods Sold	111,607.00		244,108.99	
<b>Gross Profit</b>	<b>118,582.94</b>		<b>245,556.10</b>	
Manufacturing Expenses				
Salary Expenses	35,925.14	90.94%	164,044.84	90.68%
Other Employee Expenses	1,431.83	3.62%	5,725.84	3.16%
Vehicle, Building and Maintenance and Administration Expenses		0.00%	15.00	0.01%
Tax Expenses	2,145.20	5.43%	11,126.52	6.15%
Travel and Entertainment Expenses				
<b>Total Operating Expenses</b>	<b>39,502.17</b>	<b>33.31%</b>	<b>180,912.20</b>	<b>73.67%</b>
Interest Income				
<b>Net Operating Income</b>	<b>79,080.77</b>		<b>64,643.90</b>	
<b>Net Income</b>	<b>79,080.77</b>	<b>66.69%</b>	<b>64,643.90</b>	<b>26.33%</b>



# In Conclusion

- **When you need information on a report, row, column, or tree:**
  - File > Open to see a building block index
- **When you want to know if a row or tree is missing an account:**
  - Tools > Missing account analysis
- **When you want to find duplicate accounts in a row:**
  - Output and Distribution tab on report definition > Report Options > Report duplicate accounts
  - Report Viewer > View > Duplicate Accounts



# In Conclusion

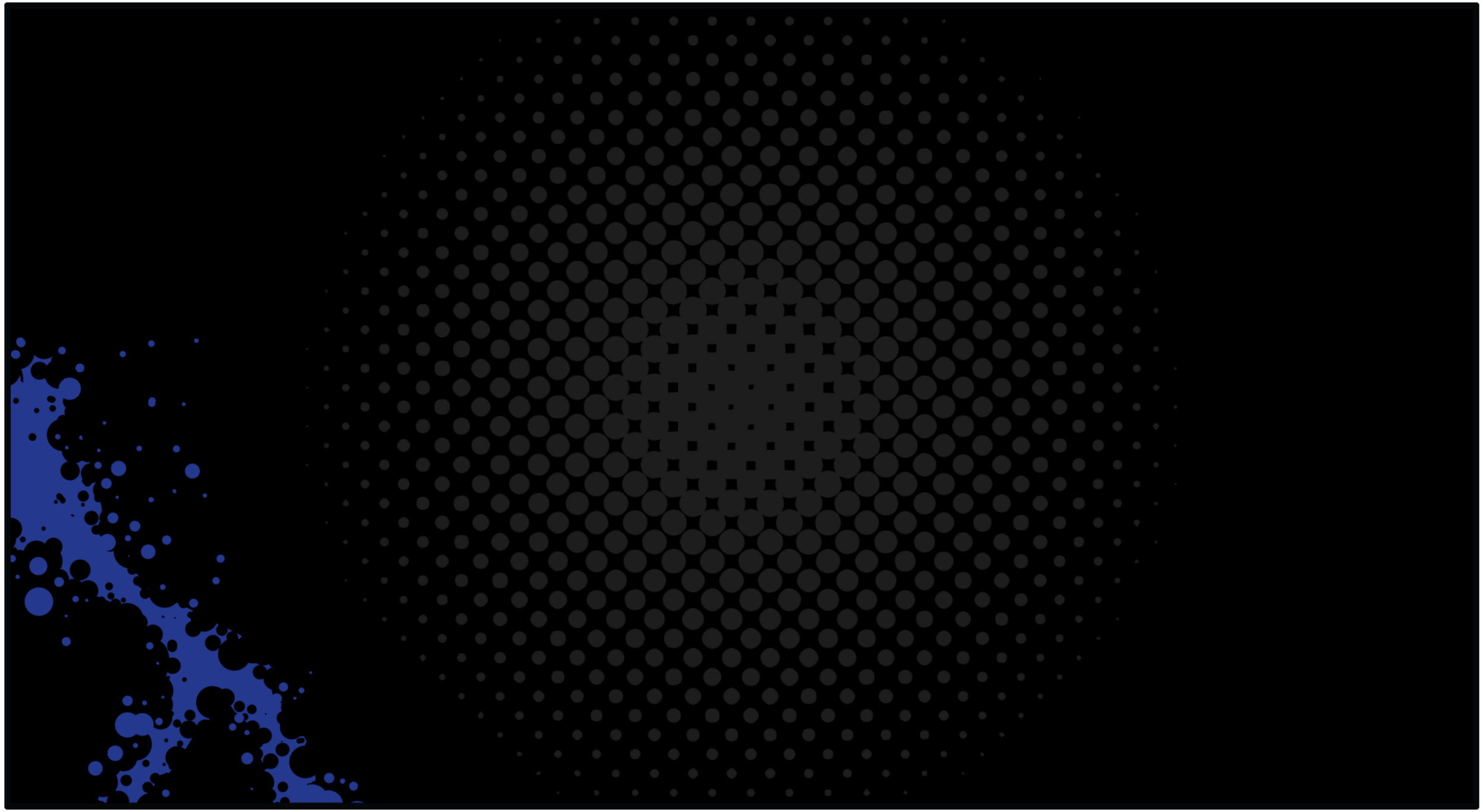


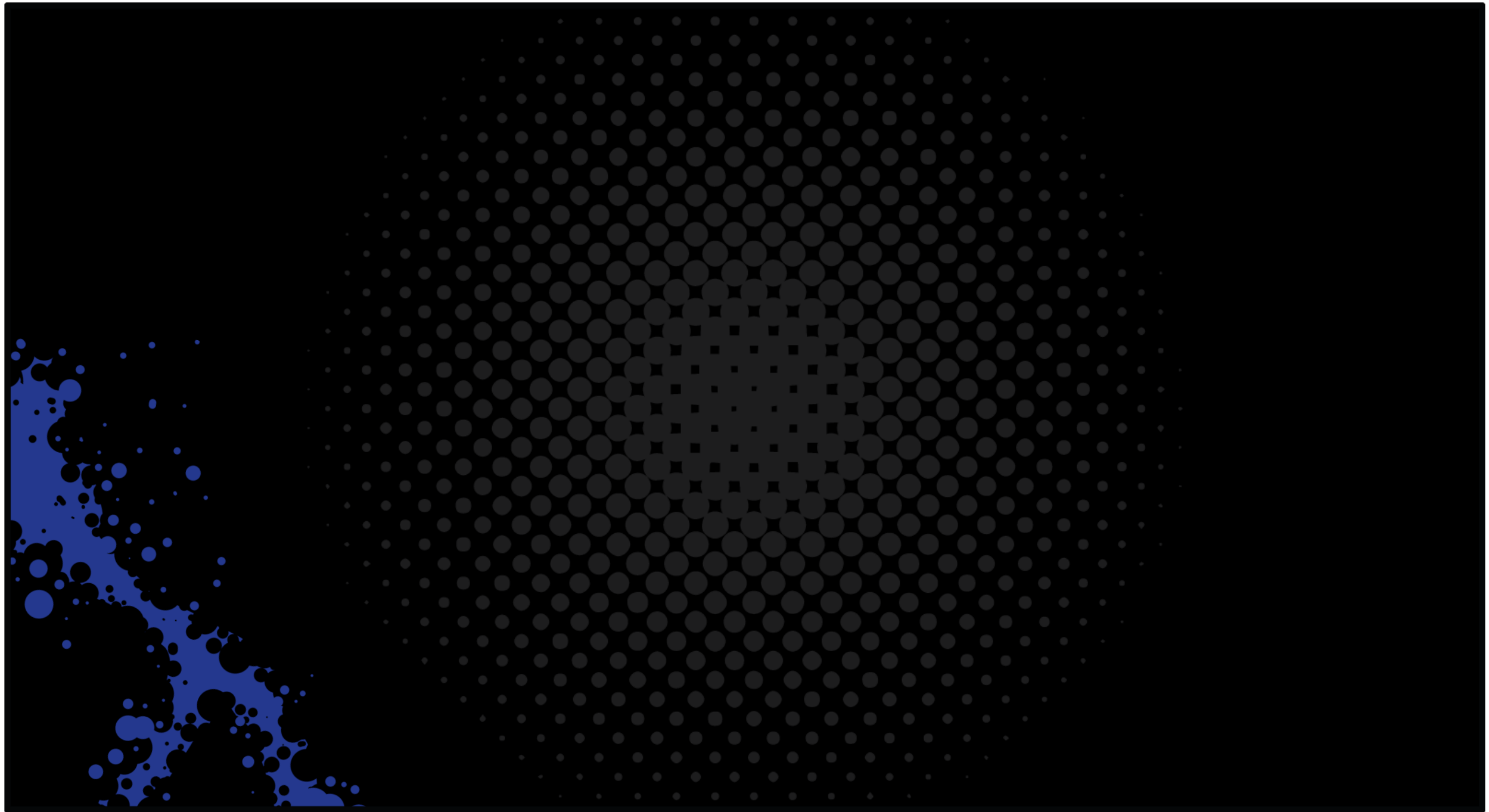


# DYNAMICS CON

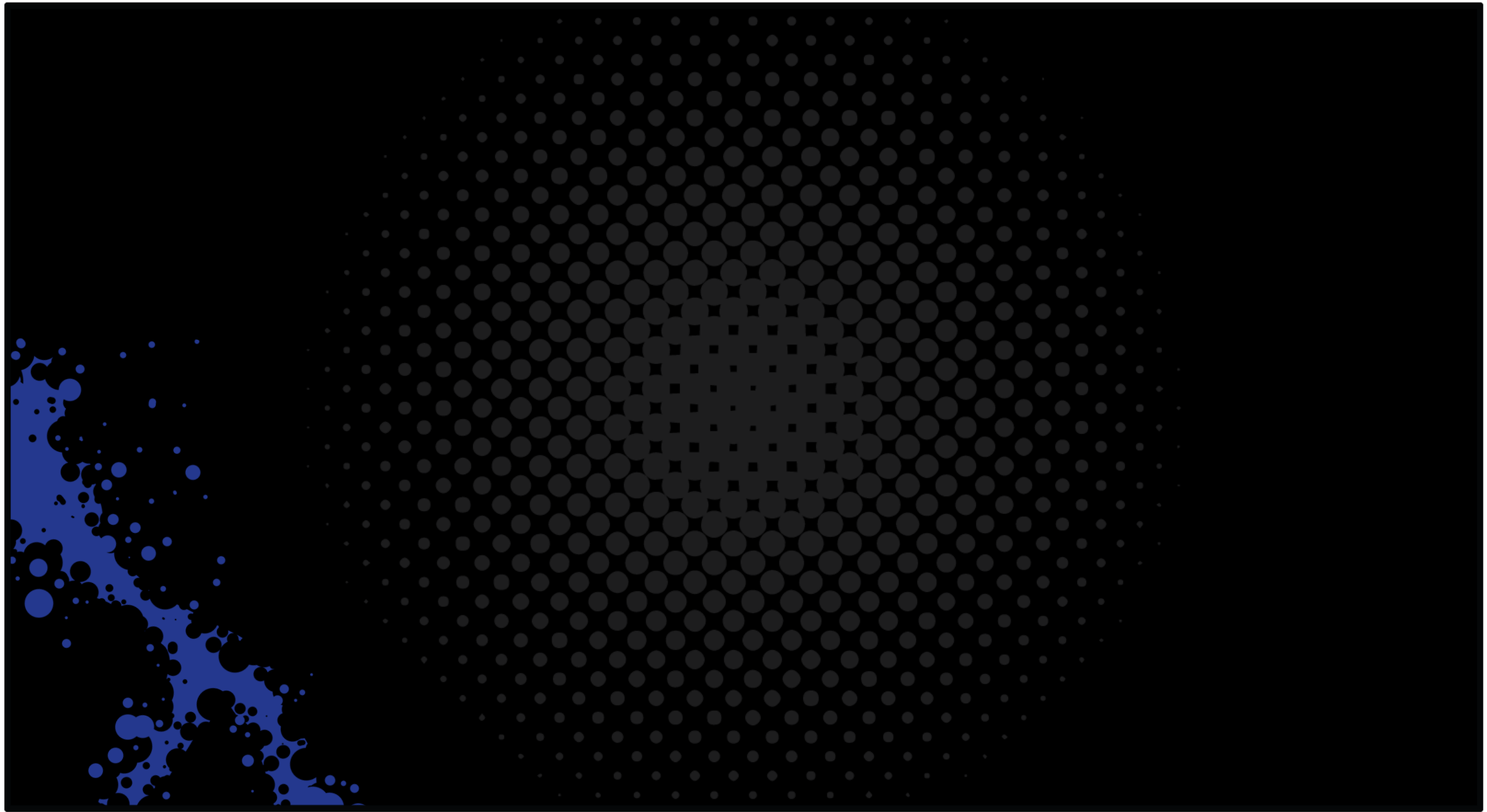
POWERED BY  
**DUG**

20-23 Sept 2021  
[DynamicsCon.com](https://DynamicsCon.com)

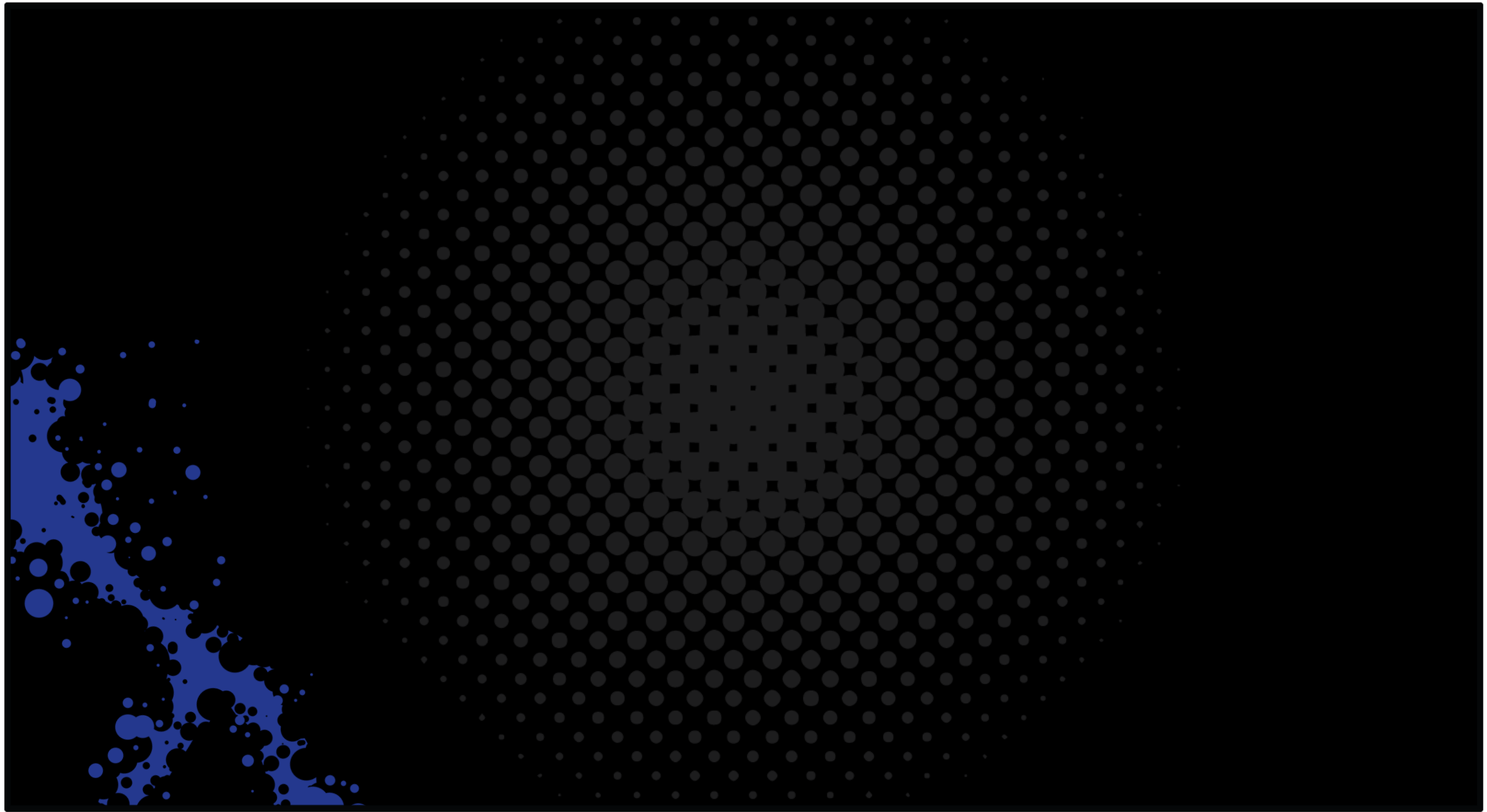


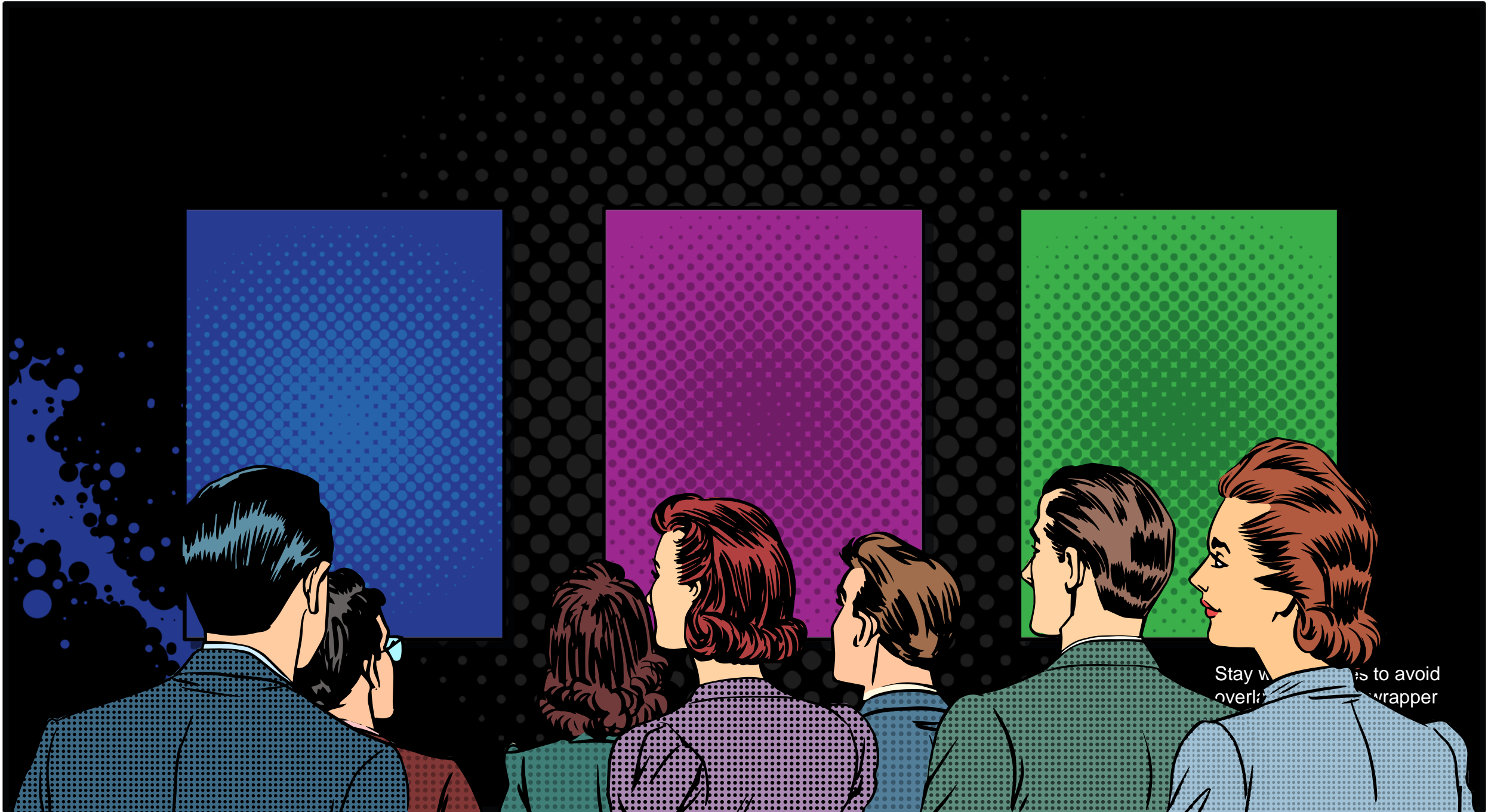




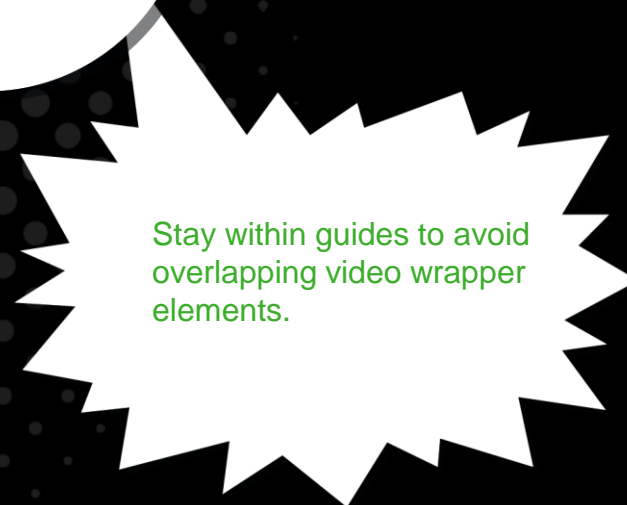
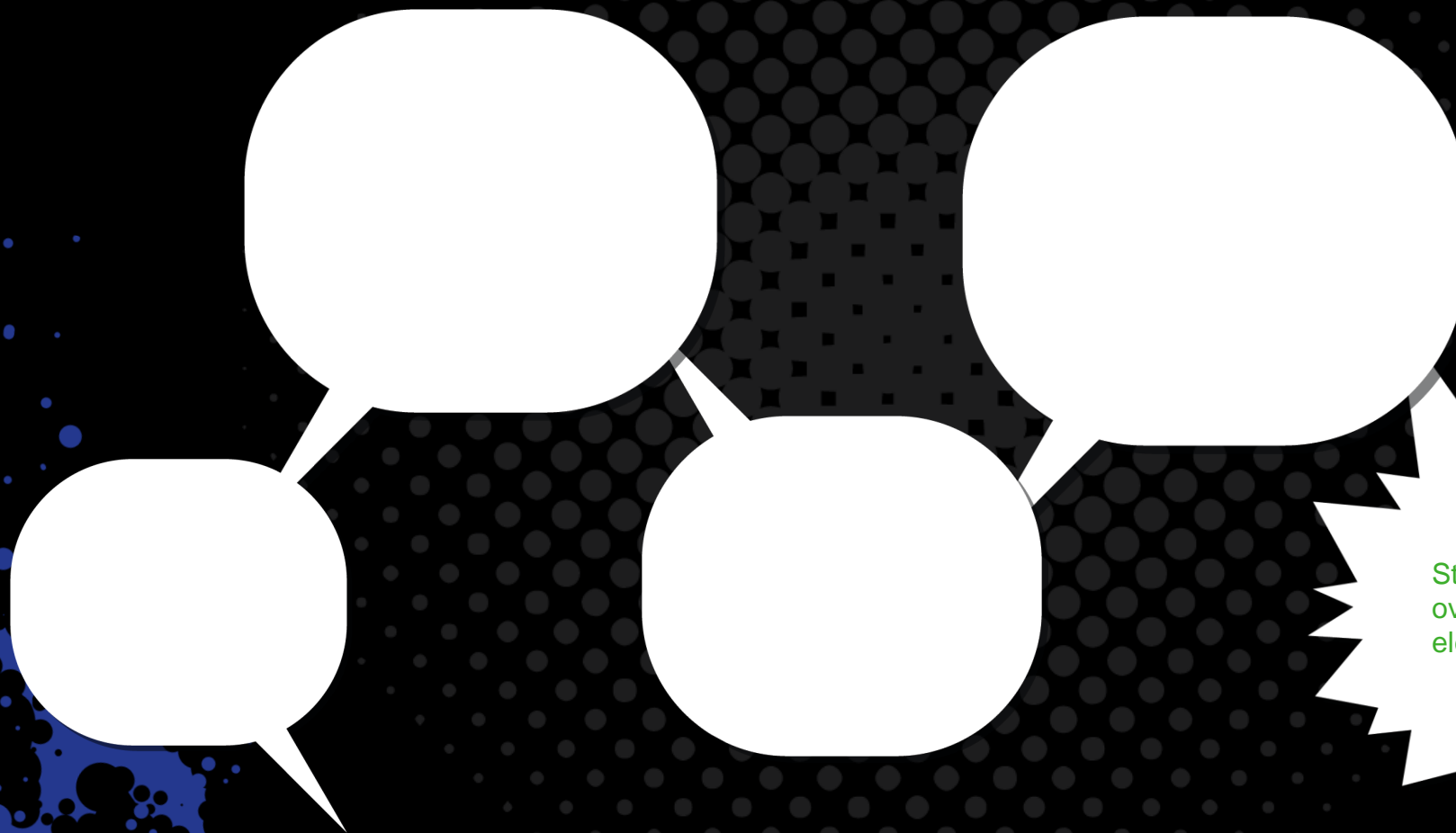








Stay w... to avoid  
overl... wrapper



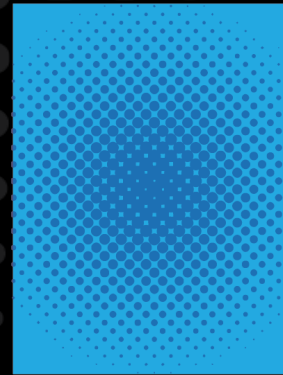
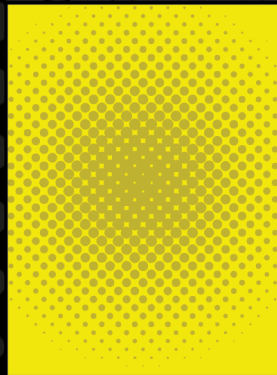
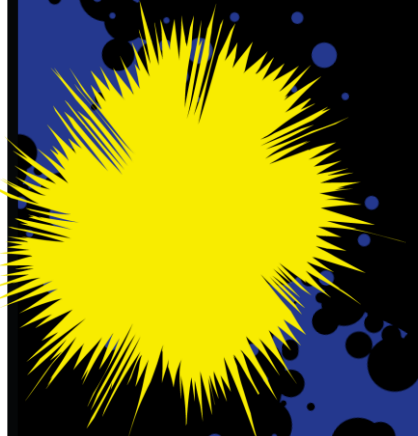
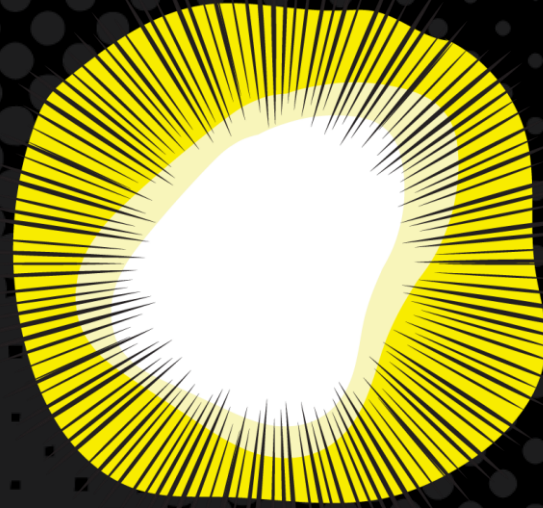
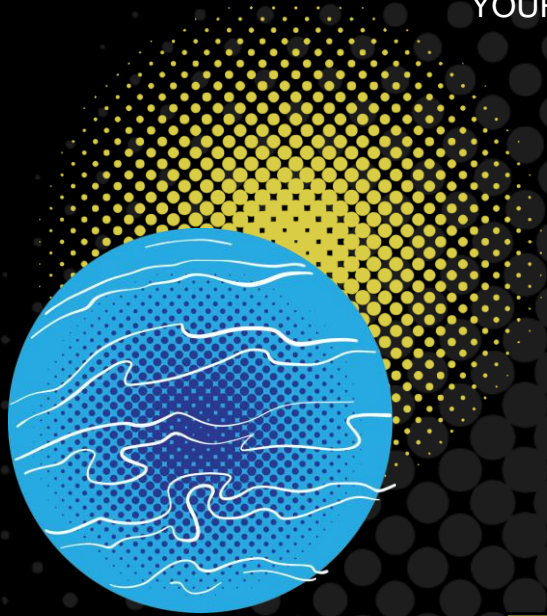
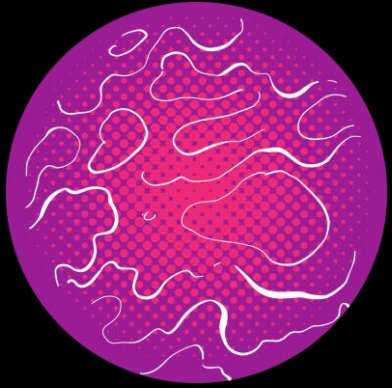
A large, stylized lightning bolt graphic with a green outline and a white fill, set against a black background with a grey dot pattern. The bolt is oriented horizontally, with its main shaft on the left and a jagged, branching tip on the right. The text "Lightning Round!" is positioned within the white area of the bolt's tip.

# Lightning Round!

Stay within guides to avoid overlapping video wrapper elements.



ADDITIONAL GRAPHIC  
ELEMENTS TO USE IN  
YOUR LAYOUT



Stay within guides to avoid  
overlapping video wrapper  
elements.