Making data the single source of truth

Internal P&L reporting solution for a multi-country IT company

Overview

Our aim was to create a consolidated profit and loss report that delivers a near-real-time solution for all business units, all countries with different legal and taxation need – serving reporting needs of the CEO, the management, and the mid-management.

RESULT

As a result of the implementation, our client now has a continuously updated report for overall financial performance, as well as for detailed metrics.
The current reporting system is accepted as single source of truth within the company's leadership and used for the regular management review to set and measure individual and overall business goals.

TECHNOLOGIES

- Microsoft Power BI
- Microsoft Power Automate
- Microsoft SQL Server
- Data connections: SQL Server, Firebird, REST API, Excel, SharePoint lists

CHALLENGES

Our biggest challenge was to find the right way of consolidating the data that can serve all of the different professional needs (different countries, different legal entities, different business units with different business goals) and also cater to the familiarity of personal preferences.

SOLUTIONS

What we implemented as the result of the project was a customized, filterable aggregated report system with deep drill-down functions for measuring, forecasting, and comparing with the business plan for the following categories:

- direct business units' revenue (software/service);
- revenue-related cost (software/service);
- staff costs (delivery, sales management and corporate positions);
- indirect costs
  - cost of administration and finance,
  - cost of operating HR,
  - cost of infrastructure and IT,
  - cost of management,
  - cost of marketing,
  - and depreciation & amortization taxes;
- profitability on different levels: direct margin on business units, EBIDTA, EBIT, profit after tax.

BENEFITS

1 DIFFERENT LEVELS AND GRANULARITIES

A reporting system serving different levels, from CEO to management, going levels down to the business units, displaying both trends and specific granularities.

2 SUPPORT FOR THE ENTIRE COMPANY

A reporting structure supporting the work of the controlling, CFO and COO; serving as the base for the quarterly performance review of the management and the teams.

3 CHRONOLOGY AND COMPARABILITY

The dashboards show the changes in past, and forecast the future comparing the achieved and forecasted performance to business plan.