



















Customers

**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

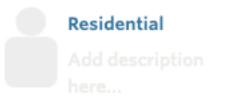
Liabilities

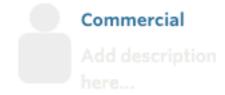
Equity

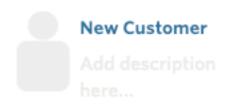
Custom

**Drivers** 

### Customers ...







### Products v ...

Name	Id	List Price	Billing Freq	Billing Delay	Rev Type	Revenue Schedule	Rev Rec Term	Rev Rec Delay	Rev Acct	MRR	TCV
Nest		\$ 400	Upfront	-	NRR	Straight	1		IS · Revenue	-	\$ 400
Subscription		\$ 10	Monthly	-	MRR	Straight	1	-	IS · Revenue	\$ 10	\$ 10

#### Customers Product Mix v ....

	Residential			Commercial			New Customer		
Product	2018	2019	2020	2018	2019	2020	2018	2019	2020
MRR	1	-		-	-	-	-	-	-
Subscription	1	-	-	-	-	-	-	-	-
NRR	-	-	-	100	100	120	-	-	-
Nest	-	-	-	100	100	120	-	-	-

### Sales build .





#### Who would you like to invite?

Search by username or email address
Plan Access  Full Plan  By Department (you may only select one Department per invitation)  Customize Access
Editing Rights  Full Editing  Limited Editing (Data Only)  Comment Only  View Only
Message
Invite Cancel

Who	would you like to invite?
Jim	
X	Jim Morrison X Mark Calloway
Plan	Access
$\overline{}$	full Plan
	By Department you may only select one Department per invitation)
C	Customize Access
Editi	ng Rights
) F	ull Editing
) L	imited Editing (Data Only)
	Comment Only
	/iew Only
Mes	sage
	Invite Cancel

Wh	o would you like	to inv	ite?			
X	Jim Morrison	1	X	Mar	k Callowa	ay
Plar	n Access					
	Full Plan					
	By Department (you may only select one	Departme	nt per in	vitation)		
$\overline{}$	Customize Access					
0000	Fing Rights Full Editing Limited Editing (Di Comment Only View Only	ata Onl	y)			
TVIC.	ssage					
	Invite		Canco	el		

Wl	ho would you like to invite?
X	Z Jim Morrison X Mark Calloway
Pla	an Access
	Full Plan
$\bigcirc$	By Department (you may only select one Department per invitation)
0	Customize Access
Edi	iting Rights
	Full Editing
$\bigcirc$	Limited Editing (Data Only)
$\bigcirc$	Comment Only
0	View Only
Me	essage
	Invite Cancel

Who would you lik	ce to invite?	
X Jim Morriso	on X Mark Callowa	ау
Plan Access		
O Full Plan		
By Department (you may only select on	ne Department per invitation)	
O Customize Acces	SS	
Select Departmen	t	
		V
<b>Editing Rights</b>		
O Full Editing		
O Limited Editing (I	Data Only)	
O Comment Only		
O View Only		
Message		
Invite	Cancel	

Who	would you like	e to inv	ite?				
X	Jim Morriso	n	X	Mar	k Callow	ay	
Plan	Access						
O F	ull Plan						
	y Department you may only select one	. Departmer	nt per in	vitation)			
$\overline{}$	Customize Acces			,			
Sele	ct Department						
	<u> </u>						v
Acc	ounting						
Mai	rketing						
Hur	nan Resources						
Adr	ninistration						
	omment Only						
0 v	iew Only						
Mes	sage						
	Invite	(	Cance	el			

Who	would you like	e to invite?			
X	Jim Morriso	n X	Mark C	Calloway	
	311111111111111111111111111111111111111				
DI	<b>A</b>				
	Access full Plan				
	By Department you may only select one	Department per in	vitation)		
$\bigcirc$	Customize Acces	S			
Sele	ct Department				
Acc	counting				V
Fdi+i	ng Rights				
$\overline{}$	full Editing				
$\overline{}$	imited Editing (D	ata Only)			
$\overline{}$	Comment Only	,,			
$\overline{}$	/iew Only				
	,				
Mes	sage				
	Invite	Cance	اد		

Wh	o would you like	e to inv	ite?				
X	Jim Morriso	n	X	Mar	k Callowa	У	
Pla	n Access						
$\bigcirc$	Full Plan						
	By Department (you may only select one	Departme	nt per in	vitation)			
$\bigcirc$	Customize Access	5					
Sel	ect Department						
Ad	ccounting						<b>v</b>
Edi	ting Rights						
	Full Editing						
$\bigcirc$	Limited Editing (D	ata Onl	y)				
$\bigcirc$	Comment Only						
$\bigcirc$	View Only						
Ме	ssage						
					1		
	Invite		Cance	el			

Wh	o would you like to invite?	
X	Jim Morrison X Mark Calloway	
Plar	n Access	
$\bigcirc$	Full Plan	
	By Department (you may only select one Department per invitation)	
	Customize Access	
Cus	tom Access Step 1: Select Department	
		V
Cus	tom Access Step 2:	
Mes	ssage	
	Invite Cancel	

Who would you like to invite?	
X Jim Morrison X Mark Calloway	
Plan Access	
Tull Plan	
By Department (you may only select one Department per invitation)	
Customize Access	
Accounting	V
Marketing	
Human Resources	
Administration	
Invite Cancel	

Who would you like to invite?	
X Jim Morrison X Mark Calloway	
Plan Access  Full Plan  By Department (you may only select one Department per invitation)  Customize Access	
Custom Access Step 1: Select Department	
Accounting	V
Revenue Assets Cogs Liabilities Staffing	
Equity	
OpEx Custom Table 1	
Custom Table 2 Other	
Message	
Invite Cancel	

Who would you like to invite?	
X Jim Morrison X	Mark Calloway
Plan Access	
Full Plan	
By Department	
(you may only select one Department per in Customize Access	nvitation)
Customize Access	
Custom Access Step 1: Select D	Department
Accounting	V
Custom Access Step 2: Select	Tables and Access Rights
Revenue	
Select Revenue Access Rights	V
Assets	
Select Assets Access Rights	V
Cogs	
Liabilities	
Staffing	
<b>✓</b> Equity	
Select Equity Access Rights	V
ОрЕх	
Custom Table 1	
Custom Table 2	
Other	
Message	
Invite Cance	el

Who would you like to invite?			
X Jim Morrison X	Ма	rk Calloway	
Plan Access  Full Plan  By Department (you may only select one Department per in  Customize Access	vitation)		
Custom Access Step 1: Select Description	Depart	ment	v
Revenue  Select Revenue Access Rights  Full Edit Limited Edit (Data Only)  Comment Only	Γables v	and Access R	ights
View Only  Liabilities  Staffing  Equity			
Select Equity Access Rights	v	]	
OpEx Custom Table 1 Custom Table 2 Other		_	
Message			
Invite Cance	el		

Who would you lik	ce to inv	ite?				
X Jim Morriso	on	X	Ma	rk Callowa	у	
Plan Access						
Full Plan						
O By Department	5					
(you may only select on Customize Acces		it per irivi	tation)			
Custom Access St	ep 1: Sel	ect De	epart	ment		
Accounting						V
<u> </u>						
Custom Assocs St	an 2: Sa	loct T	مامد	and Acco	aa Diak	<b>.</b>
Custom Access St	ep 2: Se	iect i	abies	and Acce	ss kigr	its
<b>✓</b> Revenue						
Full Edit			V			
Assets						
Full Edit			v			
Cogs				J		
Liabilities						
Staffing						
✓ Equity						
Full Edit			V			
ОрЕх				ı		
Custom Table 1						
Custom Table 2						
Other						
Message						
				1		
Invite		Cancel				









PLAN ACTIVE Budget\_1 ~

Share & Collaborate | Collaborative Access

Congratulations!

- You have invited Jim Morrison
- Mark Callaway

to collaborate on Budget\_1.

Customers

**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

Customers ... Residential Commercial

Products v ...

Name	Id	List Price	Billing Freq	Billing Delay	Rev Type	Revenue Schedule	Rev Rec Term	Rev Rec Delay	Rev Acct	MRR	TCV
Nest		\$ 400	Upfront		NRR	Straight	1	-	IS · Revenue	-	\$ 400
Subscription		\$ 10	Monthly		MRR	Straight	1	-	IS · Revenue	\$ 10	\$ 10

#### Customers Product Mix v ...

	Residential				Commercial		New Customer			
Product	2018 2019 2020		2018 2019		2020	2018	2019	2020		
MRR	1	-	-	-	-	-	-	-	-	
Subscription	1	-	-	-	-	-	-	-	-	
NRR	-	-	-	100	100	120	-	-	-	
Nest	-	-	-	100	100	120	-	-	-	

Sales build

Sales Quota 🗸 ...

























**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

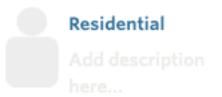
Liabilities

Equity

Custom

**Drivers** 

### Customers ...



Commercial

**New Customer** 

### Products v ...

Name	Id	List Price	Billing Freq	Billing Delay	Rev Type	Revenue Schedule	Rev Rec Term	Rev Rec Delay	Rev Acct	MRR	TCV
Nest		\$ 400	Upfront		NRR	Straight	1		IS · Revenue	-	\$ 400
Subscription		\$ 10	Monthly	-	MRR	Straight	1	-	IS · Revenue	\$ 10	\$ 10

#### Customers Product Mix v ...

		Residential			Commercial		New Customer			
Product	2018 2019 2020		2018	2018 2019		2018	2019	2020		
MRR	1	-		-	-	-	-	-	-	
Subscription	1	-	-	-	-	-	-	-	-	
NRR	-	-	-	100	100	120	-	-	-	
Nest	-	-	-	100	100	120	-	-	-	

### Sales build .

Sales Quota 🗸 ...



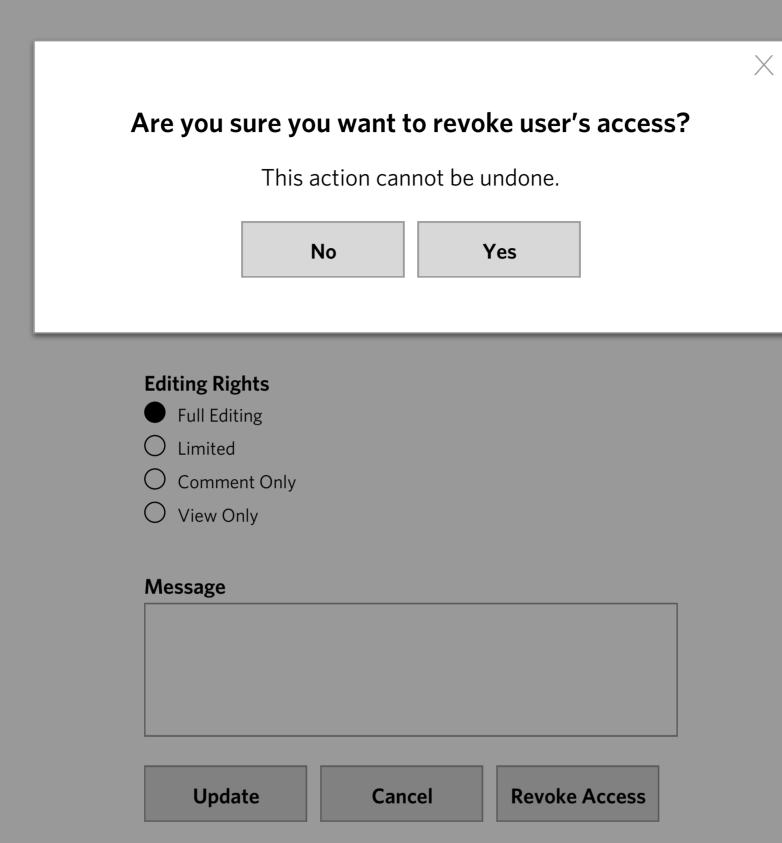


### Collaborative Access

Collaborator	Date	Plan Access	Department	Edit Rights	Status	Status Update	Actions
Lemmy Kilmeister	Aug 28, 2020	Full Plan	N/A	Comment Only	Active	Aug 28, 2020	Edit • User View
Jim Morrison	Aug 28, 2020	By Department	Accounting	Full Edit	Active	Aug 28, 2020	Edit User View
Jim Morrison	Aug 28, 2020	Full Plan	Accounting	Full Edit	Active	Aug 28, 2020	Edit User View
Jim Morrison	Aug 28, 2020	Custom Access	Human Reso	Comment Only	Active	Aug 28, 2020	Edit User View
Mark Calloway	Aug 28, 2020	By Department	Administration	View Only	Active	Aug 28, 2020	Edit User View
John Densmore	Aug 28, 2020	By Department	Administration	Limited Edit	Active	Aug 28, 2020	Edit User View
John Densmore	Aug 28, 2020	Custom Access	Human Reso	Comment Only	Active	Aug 28, 2020	Edit User View
Mick Foley	Aug 28, 2020	By Department	Accounting	Limited Edit	Active	Aug 28, 2020	Edit User View
Joe Perry	Aug 28, 2020	Full Plan	N/A	Comment Only	Active	Aug 28, 2020	Edit User View
Brad Whitford	Aug 28, 2020	Custom Access	Administration	View Only	Active	Aug 28, 2020	Edit User View

# Edit Access Budget\_1 for Jim Morrison

Plan Access			
O Full Plan			
By Department (you may only select on	ne Department per invitation)		
Customize Acces	SS		
Select Departmen	t		
Accounting			V
<b>Editing Rights</b>			
Full Editing			
O Limited			
O Comment Only			
O View Only			
Message			
Update	Cancel	Revoke Acce	ess







Dept: Sales

Budget\_1 V

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Customers

**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

Revenue by Account 🛛 🗸 ... 🔟 🖂 🛨

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Interest Income	Sales	-	-	-	-	-	-	-	-	-	-	
Unmapped	Sales	-	-	-	-	-	-	-	-	-	-	

Jul-18 Sep-18 Apr-18 May-18 Jun-18 Aug-18 Oct-18 Nov-18 Dec-18 240,032 \$ 231,740 \$ 248,216 266,421 \$ 286,219 \$ 296,589 \$ 311,146 - \$ Revenue \$ MRR 5,032 \$ 2,573 \$ 7,382 \$ 9,755 \$ 12,052 \$ 14,256 \$ 16,480 - \$ NRR - \$ 229,167 \$ 235,000 \$ 240,833 256,667 \$ 274,167 \$ 282,333 \$ 294,667 \$

### Billings by Account 🛭 🗸 ... 🔟

Add Comment

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Billings	Sales	-	-	-	-	-	-	-	-		-	
Sales	Sales	-	-	-	-	-	-	-	-		-	
Other Revenue	Sales	-	-	-	-	-	-	-	-		-	



**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

Revenue by Account 🙃 🗸 📖 🔟

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Revenue	Sales	-	-	-	-	-	- '	- '	- '	- '	-	
Sales	Sales	-	-	-	-	-	- '	- '	- '	- '	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Interest Income	Sales	-	-	-	-	-	-	-	-	-	-	
Unmapped	Sales	-	-	-	-	-	-	-	-	-	-	

### Revenue by Product 🛭 🗸 ... 🔟

Product	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
Revenue \$	-	-	-	-	-	\$ 231,740	\$ 240,032	\$ 248,216	\$ 266,421 \$	286,219 \$	296,589	\$ 311,146	\$
MRR	-	-	-	-	-	\$ 2,573	\$ 5,032	\$ 7,382	\$ 9,755 \$	12,052 \$	14,256	\$ 16,480	\$
NRR	-	-	-	-	-	\$ 229,167	\$ 235,000	\$ 240,833	\$ 256,667 \$	274,167 \$	282,333	\$ 294,667	\$

### Billings by Account 🙃 🗸 📖 🔟

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Billings	Sales	-	-	-	-	-	-	-	-	-	-	
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	



**Jirav** 

User View: John Densmore











PLAN ACTIVE

Budget\_1 ~

Customers

**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

Plan Collaboration: By Department, Administration Limited Edit (Data Only)

Dept: Adminstration

Revenue by Account 🙃 🗸 📖 🔟

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Interest Income	Sales	-	-	-	-	-	-	-	-	-	-	
Unmapped	Sales	-	-	-	-	-	-	-	-	-	-	

### Revenue by Product 🛭 🗸 ... 🔟

Product	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
Revenue \$	-	-	-	-	-	\$ 231,740	\$ 240,032	\$ 248,216	\$ 266,421 \$	286,219 \$	296,589	\$ 311,146	\$
MRR	-	-	-	-	-	\$ 2,573	\$ 5,032	\$ 7,382	\$ 9,755 \$	12,052 \$	14,256	\$ 16,480	\$
NRR	-	-	-	-	-	\$ 229,167	\$ 235,000	\$ 240,833	\$ 256,667 \$	274,167 \$	282,333	\$ 294,667	\$

### Billings by Account 🛭 🗸 📖 🔟

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Billings	Sales	-	-	-	-	-	-	-	-	-	-	
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	













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### PLAN ACTIVE Budget\_1 ~

# Share & Collaborate

# Let's Collaborate!

You have been invited by Mike Hough to

Let's get started.



Customers

Dept: Adminstration

#### **Bookings**

#### Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

### collaborate on Budget\_1. You have access Plan Collaboration: By Department, Administration Limited Edito Department: Administration with Limited Editing (data only).

#### Revenue by Account 6 v ... iii.

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Revenue	Sales	-	-	-	-	-	-	-	- '	- '	-	
Sales	Sales	-	-	-	-	-	-	-	-	- '	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	- '	-	
Interest Income	Sales	-	-	_	-	-	-	-	- '	- '	-	
Unmapped	Sales	-	-	_	-	-	-	-	_	_	-	

#### Revenue by Product 6 v ... lil.

Product	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
Revenue \$	-	-	-	-	-	\$ 231,740	\$ 240,032	\$ 248,216	\$ 266,421	\$ 286,219 \$	296,589	\$ 311,146	\$
MRR	-	-	-	-	-	\$ 2,573	\$ 5,032	\$ 7,382	\$ 9,755	\$ 12,052 \$	14,256	\$ 16,480	\$
NRR	-	-	-	-	-	\$ 229,167	\$ 235,000	\$ 240,833	\$ 256,667	\$ 274,167 \$	282,333	\$ 294,667	\$

#### Billings by Account 0 v ... 🔟

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Billings	Sales	-	-	-	-	-	-	-	-	-		
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Interest Income	C-1											











PLAN ACTIVE Budget\_1 ~

Share & Collaborate







**Bookings** 

Revenue

COGS

Staffing

OpEx

Other

Assets

Liabilities

Equity

Custom

**Drivers** 

Plan Collaboration: By Department, Administration Limited Edit (Data Only)

Dept: Adminstration

### Revenue by Account 6 v ... iii.

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Interest Income	Sales	-	-	-	-	-	-	-	-	-	-	
Unmapped	Sales	-	-	-	-	-	-	-	-	-	-	

#### Revenue by Product 6 v ... 🔟

Product	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
Revenue \$	-	-	-	-	-	\$ 231,740	\$ 240,032	\$ 248,216	\$ 266,421 \$	286,219 \$	296,589	\$ 311,146	\$
MRR	-	-	-	-	-	\$ 2,573	\$ 5,032	\$ 7,382	\$ 9,755 \$	12,052 \$	14,256	\$ 16,480	\$
NRR	-	-	-	-	-	\$ 229,167	\$ 235,000	\$ 240,833	\$ 256,667 \$	274,167 \$	282,333	\$ 294,667	\$

#### Billings by Account 0 v ... 11

	Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
Billings		Sales	-	-	-	-	-	-			-	-	
Sales		Sales	-	-	-	-	-	-			-	-	
Other I	Revenue	Sales	-	-	-	-	-	-			-	-	
	-t I	Calaa											





Sep-18

Jul-18

Aug-18







Nov-18









Collaboration: By Department, Administration Limited Edit (Data Only)

Department

Jan-18

Feb-18

Dept: Adminstration

Oct-18

Manage Plans 🔧

COLLABORATE

Budget\_1 ^

ACTIVE

**Budget** 

**Budget\_1** 

nue by Account 🙃 🗸 ... 🔟

Sales

Sales

Share & Collaborate

Account

Revenue

Sales

COGS

Staffing

OpEx

Other

Assets

**Drivers** 

Liabilities

Equity

Custom

Sales Other Revenue Sales Interest Income Sales Unmapped

Mar-18

#### Revenue by Product 6 v ... 11

Product	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	
Revenue \$	-	-	-	-	-	\$ 231,740	\$ 240,032	\$ 248,216	\$ 266,421	\$ 286,219 \$	296,589	\$ 311,146	\$
MRR	-	-	-	-	-	\$ 2,573	\$ 5,032	\$ 7,382	\$ 9,755	\$ 12,052 \$	14,256	\$ 16,480	\$
NRR	-	-	-	-	-	\$ 229,167	\$ 235,000	\$ 240,833	\$ 256,667	\$ 274,167 \$	282,333	\$ 294,667	\$

Apr-18

May-18

Jun-18

#### Billings by Account 0 v ... 11

Account	Department	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-1
Billings	Sales	-	-	-	-	-	-	-	-	-		
Sales	Sales	-	-	-	-	-	-	-	-	-	-	
Other Revenue	Sales	-	-	-	-	-	-	-	-	-	-	
Internal Income	C-I											

