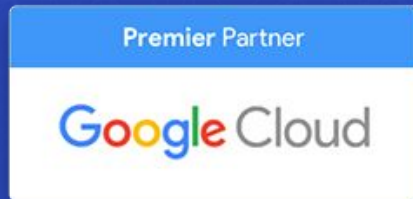


Data | Analytics | AI

Cash flow insights

Ancoris



Ancoris

Premier Google Partner

Digital Workplace

 G Suite & Chrome

LUSH
FRESH HANDMADE COSMETICS

Global rollout and GCP cross-sell

UNIPART

Transfer and reinvigorate relationship

**CONDÉ
NAST**

Global G Suite rollouts

Business Transformation

 App Dev

**Rentokil
Initial**

14,000 technician rollout of GCP cloud enabled mobile apps


Google Cloud

80,000+ Exams last year for Chrome, Edu, G Suite.
New Associate Cloud Engineer and Professional Cloud Architect Certification

SYNLAB 

Mobile app for technicians to transport data a back end Lab Information System

Actionable Data Insights

 Data | Analytics | AI

The Works

Consolidation of loyalty card, sales and customer data reporting

**The
Guardian**

Enterprise Data Warehouse Re-Platform from AWS to Google BigQuery

CAUSEWAY 

Modern data warehouse platform on BigQuery.

Data | Analytics | AI

Our mission statement

“We understand **data is challenging**. We help our clients **regain control** of their data; promoting **innovation**, **simplification** and **high-value, actionable insights**.”

Experts in modern data warehousing

Centralise



Data Management

Developing a **cloud data strategy**

Helping with **POCs & vendor selection**

Data **migration** from legacy platforms

Streaming key organisational data into a **centralised data platform**

Data **governance & security**

Learn & Predict



AI & Machine Learning

Predictive analytics driven by **leading-edge** machine learning

Model selection, tuning & feature engineering

Leveraging the latest Google technologies including **BigQueryML**, **AutoML** & **Tensorflow**

Visualise



Engaging Analytics

Clear, interactive visualisations that **serve high-value, actionable insights**

Embedded analytics in mobile & desktop applications

Integrating **data catalogue** and **self-serve** capability

Real-time notifications & alerting to **reduce time-to-action**

Ancoris Managed Services

State of the CFO Role

Survey of 166 CFOs by Netsuite in 2019

WHAT KEEPS
CFOs UP
AT NIGHT?

What is your biggest challenge as CFO?



State of the CFO Role

The immediate challenge for CFOs

What techniques would you recommend to improve cash flow?



Ancoris CFOLab

AI data analytics platform | Revolutionise cash flow management

Aimed at CFOs across all industries & regions

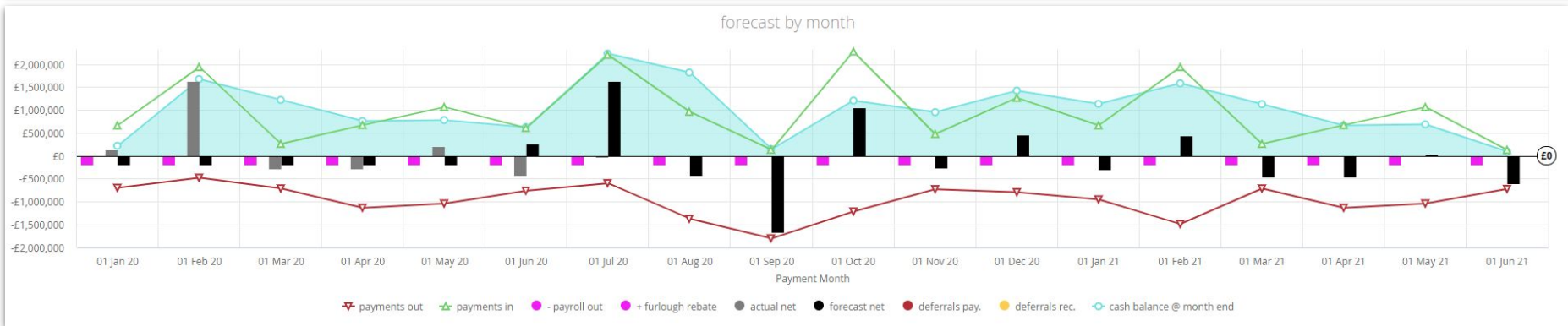
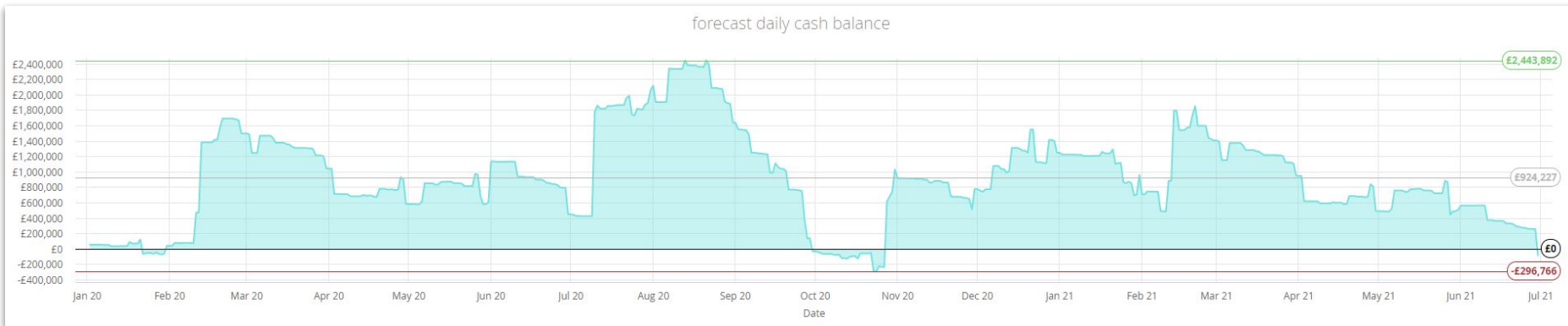
Easy to use (simple scenario input via Google sheets)

Leverages leading edge Machine Learning & AI



CFOLab

Revolutionise Cash Flow Forecasting



Improve near-term cash flow

Model complex “what-if” scenarios

AI driven cash flow forecasts



Finance teams leverage CFO Lab to model complex cash flow forecasts & predict future payment compliance

Stream key financial data into a **centralised, secure, data platform**

Deliver **trusted** insights & predictive analytics to enable **data-driven decisions**

Deploy leading-edge **AI & machine learning**

Invoices (1 year+)

Payments & credit notes

Bank transactions

CFO inputs

- Revised payment terms
- Revised payment amounts
- New payments
- Payment plans
- Payroll
- Furlough
- VAT deferral



Google Cloud Platform



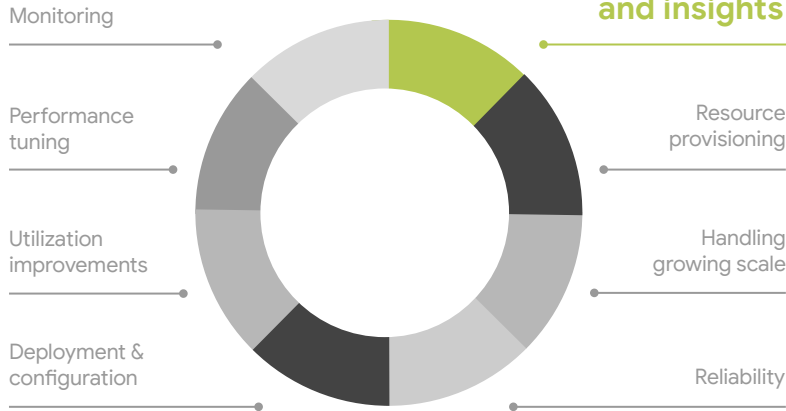
Insight Action Value

Google BigQuery

Fast | economical | secure



Traditional data warehouse



BigQuery data warehouse



Serverless | easy to use | ultra-fast (petabyte-scale)

Why we love Looker

:)



Enjoyable to use

Very intuitive UI. Team friendly with full GitHub integration.

Highly scalable

Exceptional performance - no in memory merge (complete SQL statement executed in BigQuery)

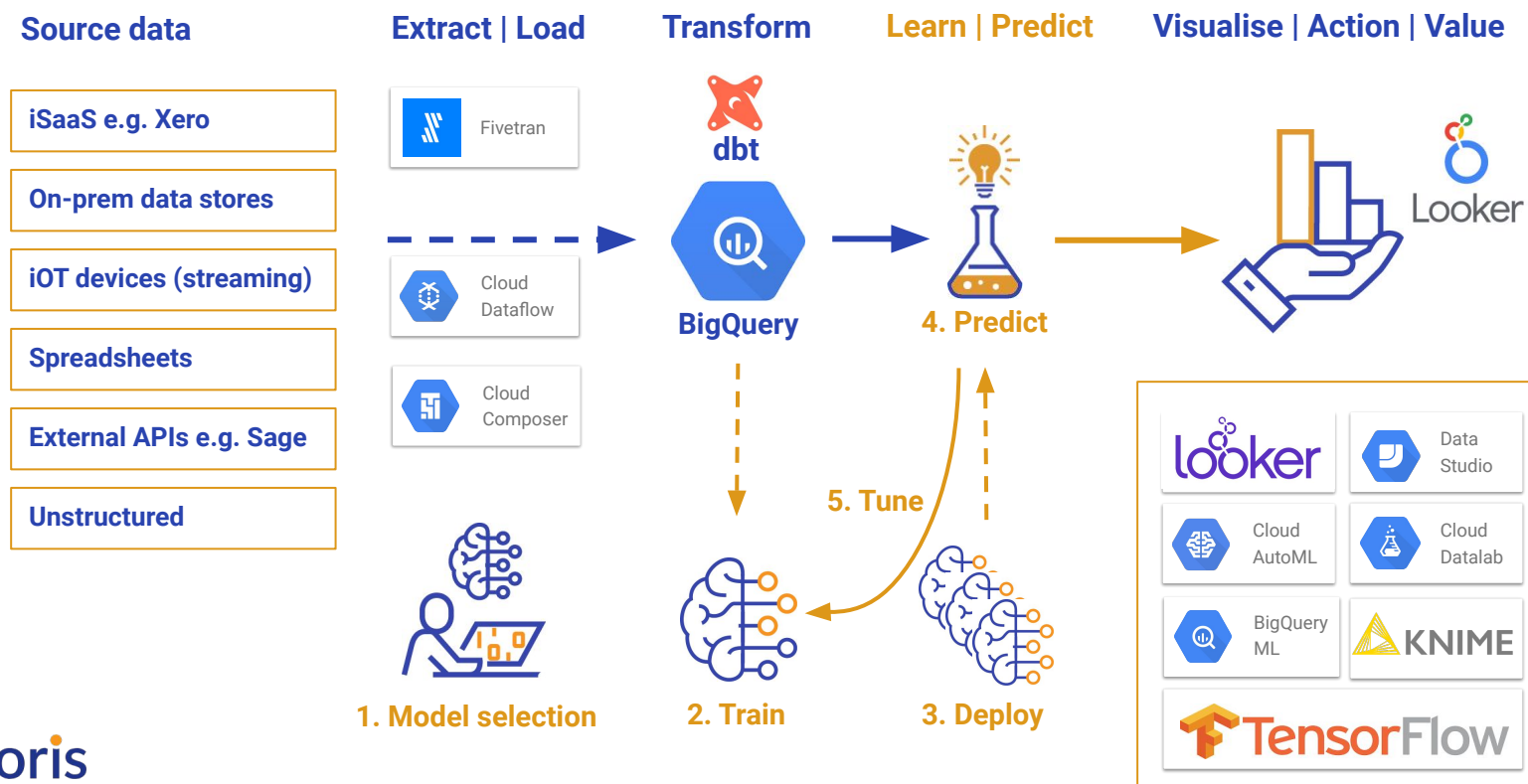
Single version of the truth

LookML semantic layer - define key KPIs once and share across dashboards and applications.



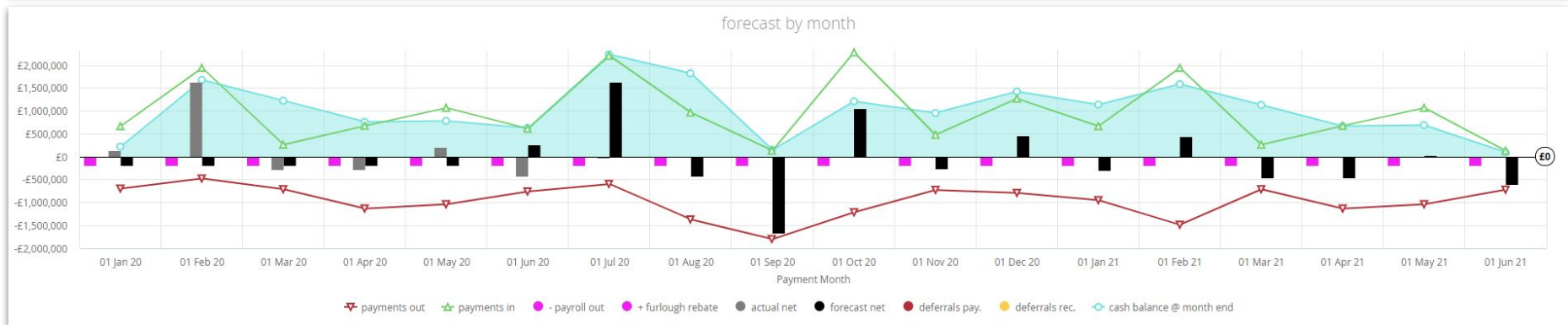
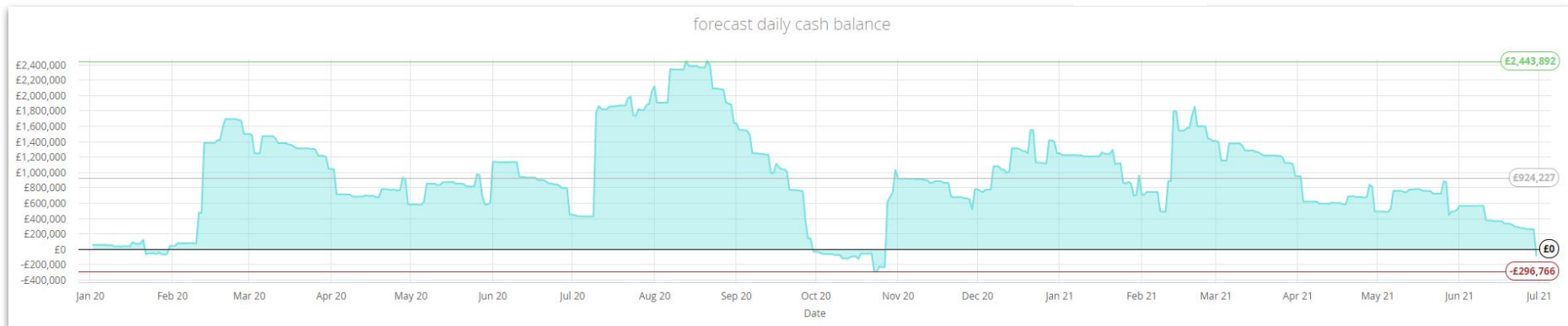
Our Data Architecture

A modern data warehouse platform



CFOLab

Cash Flow Forecast



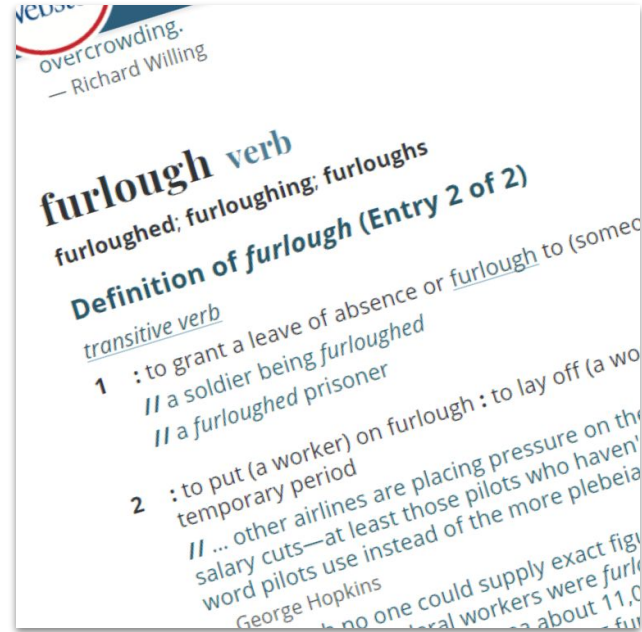
Payroll adjustments

Scenario 1: Furlough staff

Furlough staff

Reduce pay (either via % or absolute)

Defer bonus & commission payments



CFOLab forecasting

Creating a “furlough” scenario



Cash flow forecast

docs.google.com/spreadsheets/d/1AtDv4T4Nm8SrQgGb1pKO5nPtr6y_9VtEak9Zhwil_o/edit#gid=0

	A	B	C	D	E	F	G
1		Value	Description				
2	Forecast name	Furlough					
3	Forecast span days	365	How far ahead do you want to forecast?				
4	Current cash balance	320000	The current cash balance to be used in this model				
5	Overdraft facility	0					
6	Output currency	GBP					
7	Cost of capital rate	0.1	Percentage assumed that can be made on every unit of available capital. 0.1 = 10%				
8	Paid on time buffer	1	This is the number of days CFOLab will allow for a payment to be marked as paid on time				
9	Payroll wages payment day	31	Which day of the month do you pay out wages?				
10	Payroll PAYE payment day	18	Which day of the month do you pay taxes?				
11	Payroll pension payment day	26	Which day of the month do you make pension contributions?				
12	Payroll PAYE offset (months)	1	i.e. 1 if your tax payments are offset by 1 month				
13	Payroll pension offset months	1	i.e. 1 if your pension payments are offset by 1 month				
14	Payroll furlough cap	2500.00	The max gross salary covered by the scheme				
15	Payroll furlough payment %	0.80	% of wages are reimbursed by the scheme				
16	Payroll furlough days to pay	10	Days taken for HMRC to reimburse payments				

Add 1000 more rows at bottom.

config payables receivables new payments payroll

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CFOLab forecasting

Payroll amendments



CFOLab webinar to CFOs 12 June | Cash flow forecast | cfo input scenario a - Google Sheets

docs.google.com/spreadsheets/d/1AtDVv4T4Nm8SrQgGb1pKO5nPtr6y_9VvEak9Zhwil_o/edit#gid=1572874403

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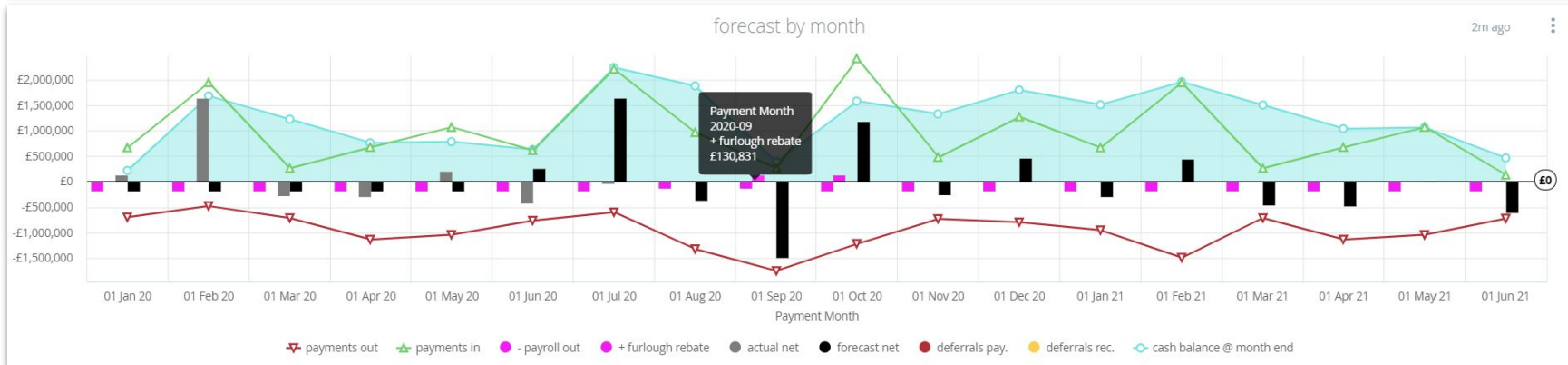
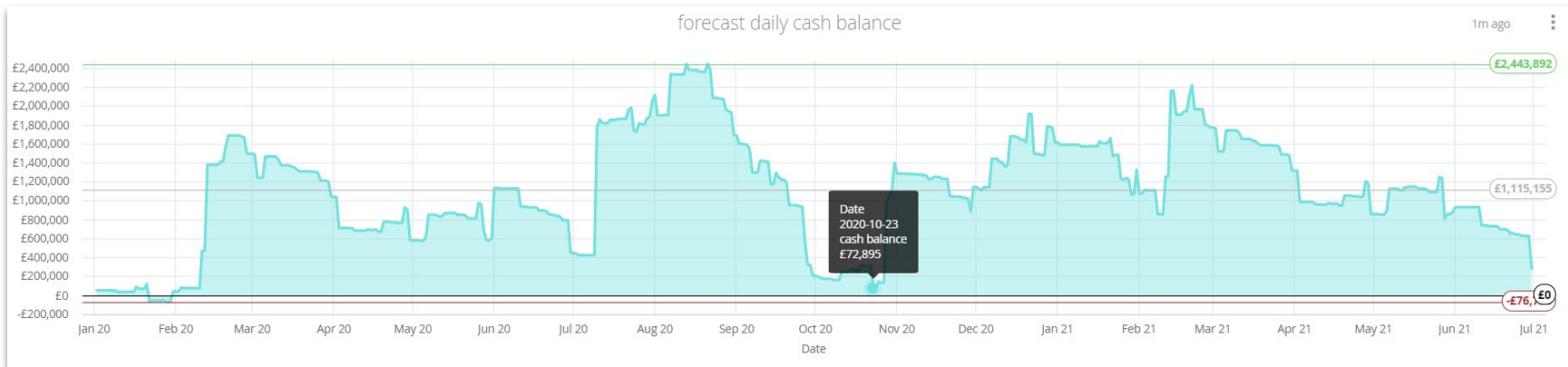
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	
	Offset	Month	Gross wage £ (paid to staff)	PAYE £ (deferred)	Pension £ (deferred)	Commission £	Bonuses £	Other £	Furlough wage eligible £	Furlough # of staff eligible	Furlough max £ (gross wage)	Furlough staff %	Furlough £ (you pay wages)	Furlough rebate wages £	Furlou PAYE
1	0	Jun	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	120000.00		
2	1	Jul	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
3	2	Aug	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.80	96000.00	120000.00	
4	3	Sep	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.80	96000.00	120000.00	
5	4	Oct	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
6	5	Nov	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
7	6	Dec	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
8	7	Jan	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
9	8	Feb	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
10	9	Mar	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
11	10	Apr	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
12	11	May	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
13	12	Jun	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
14	-1	May	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
15	-2	Apr	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
16	-3	Mar	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
17	-4	Feb	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
18	-5	Jan	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
19	-6	Dec	150000.00	20000.00	10000.00				150000.00	100	120000.00	0.00	0.00	120000.00	
20															

config payables receivables new payments payroll Sum: 1.60 Explore

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CFOLab

Furlough staff



Supplier and customer adjustments

Scenario 2: Extend supplier payment terms

Adjust payment terms and amounts at supplier and customer level

Model future payments by entering new payment schedules e.g. 1 Jan - 1 Mar £10k out every 2 weeks

Enter payment plans e.g. £2k per month

Keep track of deferrals



CFOLab forecasting

Amend supplier payments terms



Cash flow forecast

docs.google.com/spreadsheets/d/1AtDVv4T4Nm8SrQgG1pKO5nPtr6y_9VvEak9Zhwil_o/edit#gid=1083364204

fx | 2020-06-01

	J	K	L	M	N	O	P	Q	R	S	T	U	V
1	# late or overdue (30 days)	effective from	effective to	terms (days)	invoice % of last year actuals	or new invoice amount £	new invoice every	new invoice interval	payment plan start	payment plan end	payment plan frequency	payment plan interval	payment plan amount
2	0												
3	0	2020-06-01	2020-08-01	120									
4	0												
5	0	2020-07-01			40.00								
6	0												
7	0	2020-04-01	2020-12-01			5000.00	1 month						
8	0												
9	0												
10	0								2020-06-01	2020-12-01	1 month		1000.0
11	0												
12	0												
13	0												
14	0												
15	0												
16	0												

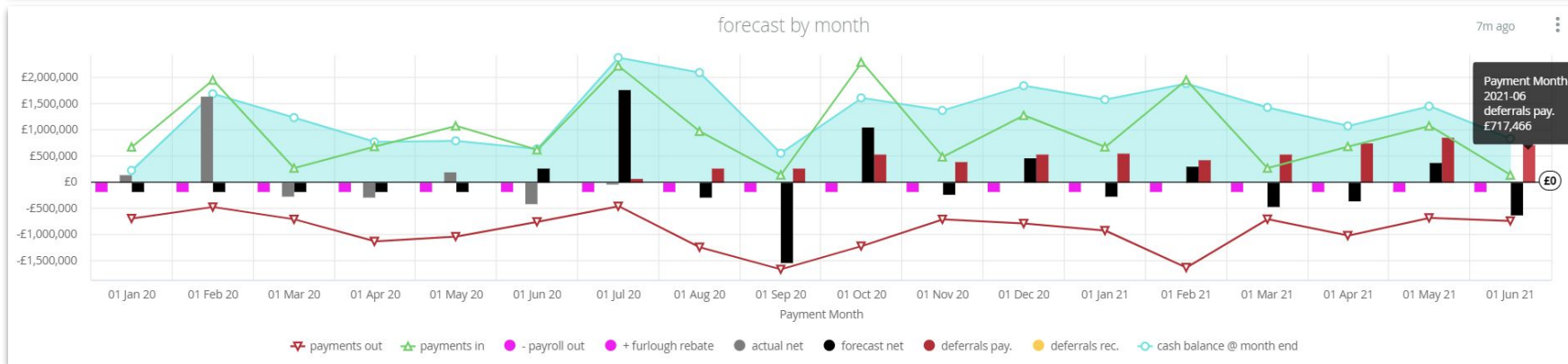
config | payables | receivables | new payments | payroll | Explore

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CFOLab

Extend supplier payment terms



Additional revenue & expenditure

Modelling new business revenue

CFOLab makes it easy to model both one off and recurring income and expenditure

Combine into existing forecasts



CFOLab forecasting

Capture anticipated future payments



cfo input scenario a

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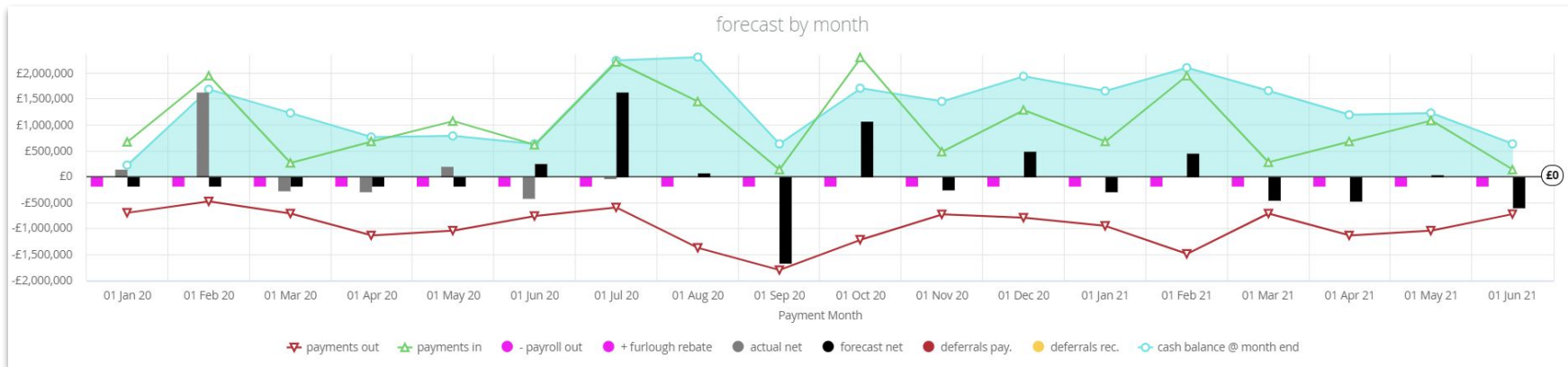
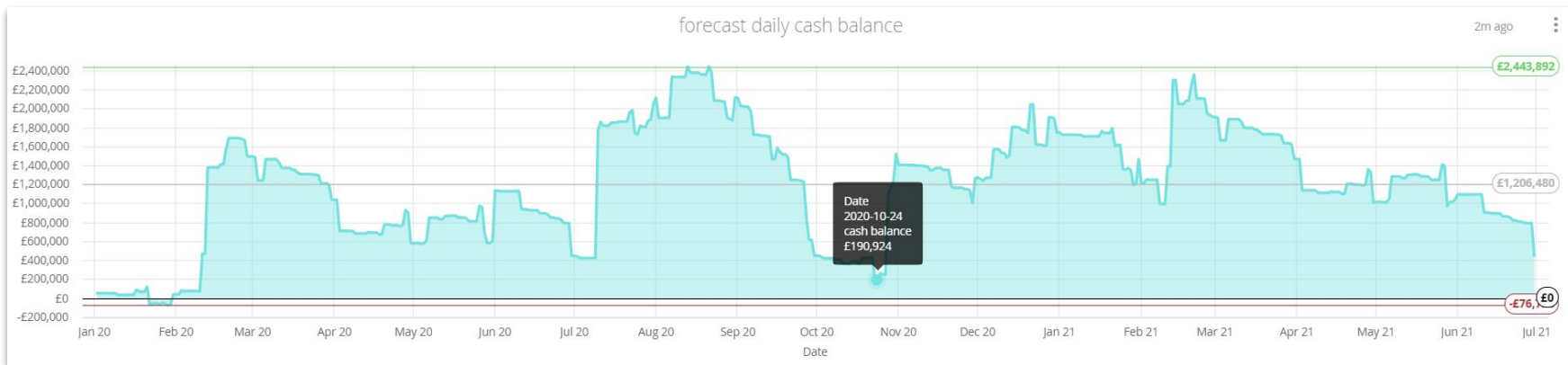
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	A	B	C	F	G	H	I	J	K	L	M	N	O	P	
1	company existing	..or company new	description	type	terms days	amount ex tax	amount tax %	amount tax	amount total	amount currency	one off payment date	..or recurring effective from	recurring effective to	recurring every	recurring interval
6		Green Corp	Project X - delivery	receivable	30	400,000.00	20.00%	80,000.00	480,000.00	GBP	2020-08-01				
7		Green Corp	Project X - support	receivable	30	5,000.00	20.00%	1,000.00	6,000.00	GBP		2020-09-01			1 month
8	Google			payable	30	500.00	20.00%	100.00	600.00	GBP		2020-09-28			1 month
9		Green Corp	Project X Google sper	receivable	30	500.00	20.00%	100.00	600.00	GBP		2020-09-28			1 month
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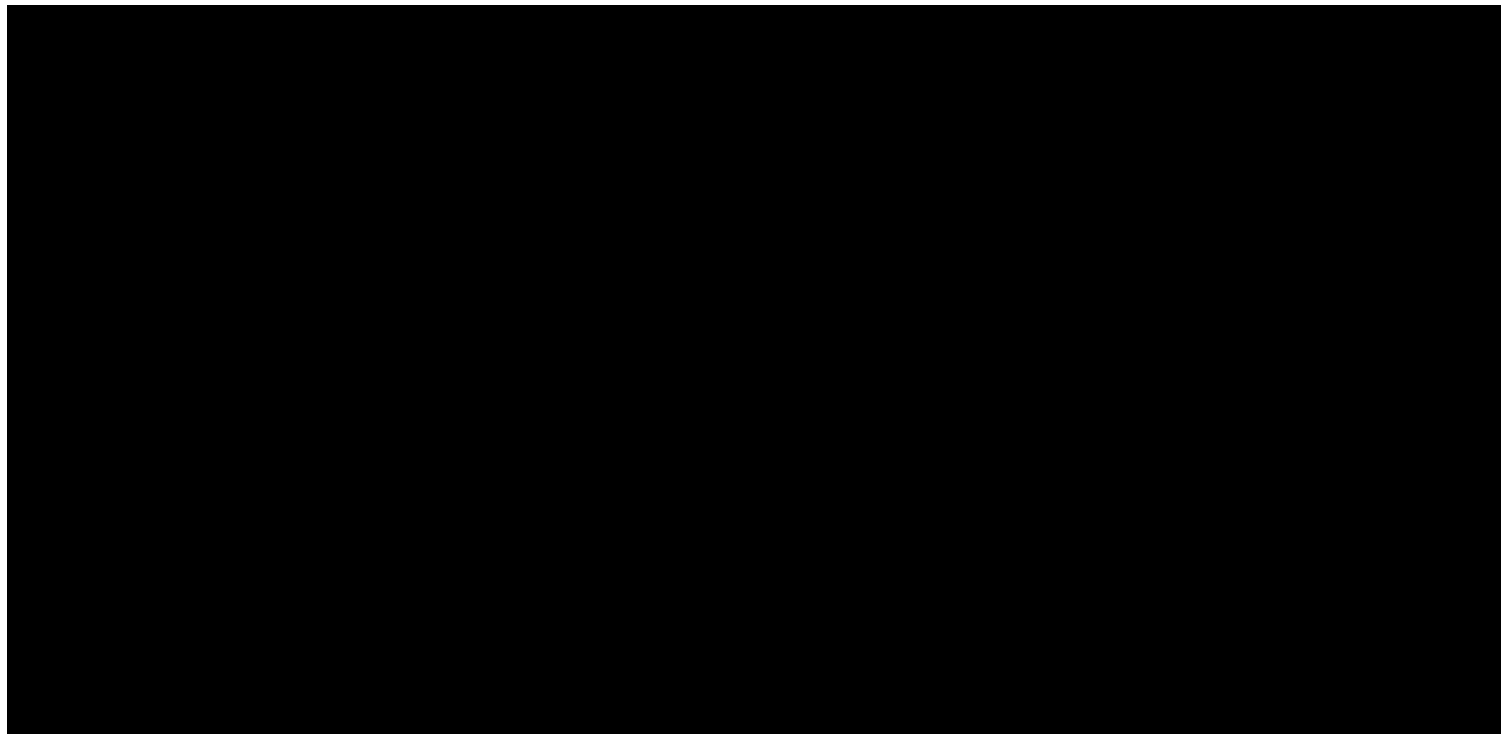
CFOLab

New revenue stream



CFOLab

Platform demo





Questions please :)

