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The Secrets to Launching a Highly Profitable Advisory Practice with Qvinci's Revolutionary Turnkey Advisor Program

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Financial Consolidation, Reporting & Benchmarking

Charles Nagel

Founder and
Chief Innovation Officer —
Qvinci Software

Qvinci®

Agenda

- Welcome!
- The Secrets to Launching a Highly Profitable Advisory Practice with Qvinci's Revolutionary Turnkey Advisor Program
- Let's raise a toast! This episode's app sponsor: Qvinci®
- Preview of our next episode!

What People Are Saying About Qvinci…

Qvinci provides the Business Intelligence and Predictive Analytics needed to promote advisory services in a big way. NOT JUST A SLOGAN, QVINCI DELIVERS!... And the Customer Success Team Rocks!

Molly Okerlund — President, Accountable to You, Inc.
QuickBooks ProAdvisor, Certified Public Accountant

Trusted by Leading Organizations Around the World

BDO · orangetheory FITNESS · Rehmann · neighborly · WIPFLi CPAs and Consultants

Turnkey Advisor Program Objectives

- **Provide Value-Added Insights Clients Understand (Advisory Portal and KPI Scorecard)**
  - Predictive Analytics (**RED** and **GREEN** Ratios)
  - Charts and Graphs
  - Trend Analysis (X and ✔)
- **Work Smarter, Not Harder (Your Time is Your Most Valuable Asset)**
  - 30 Seconds To Generate The KPI Scorecard
  - 30 Seconds To Email It To A Client or Prospect
- **Qvinci Provides The Resources To Jumpstart and Scale Your Advisory Practice**
  - All Business Intelligence and Financial Reporting Provided in a Simple-to-Navigate Library Page
  - Marketing Kit to Introduce Your Advisory Services to Your Staff, Clients, and Prospects
  - All Knowledgebase Articles and How-To Videos Are Provided and Organized in Your Library Page
- **Our Rockstar Customer Success Team is There To Support You At Every Step**
  - Texas-Based, Expert Customer Success Team Ready to Help
  - Continuous Customer Support is Free with Subscription and Implementation

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Advisory Services Roadblocks

Points of Friction

- Human Nature — People Won't Spend Money On Advisory Services Without Being Motivated To Do So
- Most Small Business Owners Don't Understand Traditional Financials
- Most Accountants Lack the Resources Required To Respond To Their Clients' Advisory Needs
- Most Customer Support Teams Do Not Have The Training

Qvinci Removes Friction

- Qvinci's Advisory Portal and KPI Scorecard Motivate Both Accountant and Client To Collaborate
- Accountants Must Communicate Financial Wellness In A Manner Clients Understand
- Qvinci Provides All The Resources Accountants Need To Jumpstart and Scale Their Advisory Practice
- Qvinci's Customer Success Team is Highly Trained and Available To Help You and Your Team at Every Step (Free)

According to *Journal of Accountancy*…

"As technology performs more compliance-related tasks and CPAs shift their focus to advisory services and value-added strategic input, the prospects for profit and growth appear to be as bright as at any point in the profession's history."

— Ken Tysiac and Jeff Drew

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Turnkey Advisor Program Resources Provided

Qvinci Provides All the Resources Needed To Launch and Scale Your Advisory Services Practice

- ✔ ***Program Guide*** (provided by Qvinci)
- ✔ ***Basic User Guide for Accountants and Staff*** (provided by Qvinci)
- ✔ ***Marketing Kit*** (provided by Qvinci)
- ✔ ***Advisory Services Roadmap*** (provided by Qvinci)
- ✔ **Advisory Portal** (included with Qvinci)
- ✔ **KPI Scorecard** and **Financial Reporting** (included with Qvinci)
- ✔ **Qvinci Customer Success Team** Available by Phone, Email, or Appointment

"Qvinci solves one of the biggest challenges facing today's accountants – how to meet the needs of increasingly sophisticated clients who desire actionable financial insights.

We have new clients who left their old accountants because they weren't keeping up with technology.

Qvinci's enhanced analytics helped us land those clients and offer them advisory services they weren't getting before. As a consultant, I love Qvinci for the analysis. Our accounting team loves Qvinci for the automated reporting."

Bob Volpe - Chief Operating Officer
Volpe Consulting and Accounting Services

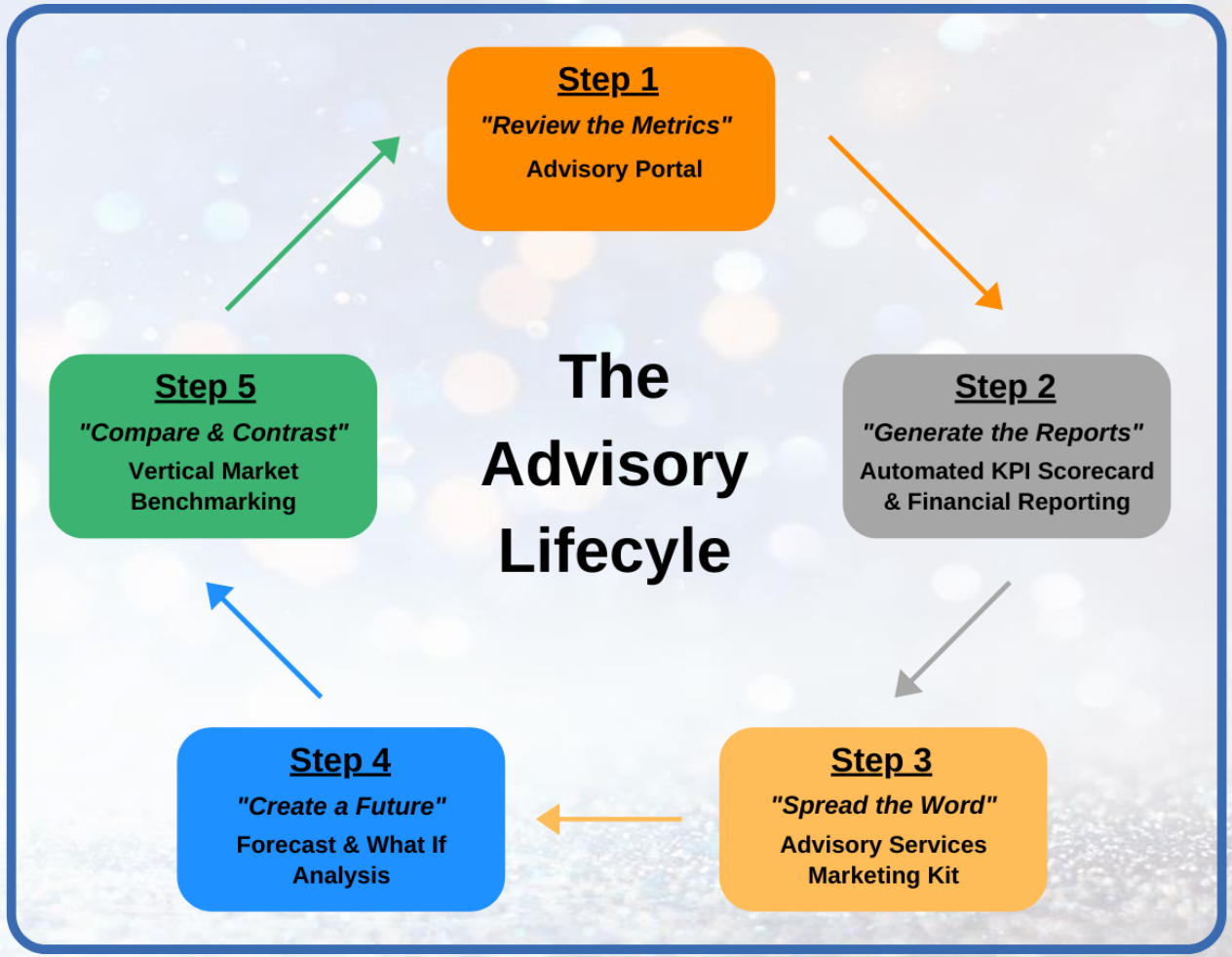
If You Don't Provide Your Clients With Advisory Services, Another Accountant Will!

The Advisory Lifecycle

Phase 1 is critical to adding client value and scaling advisory profits.

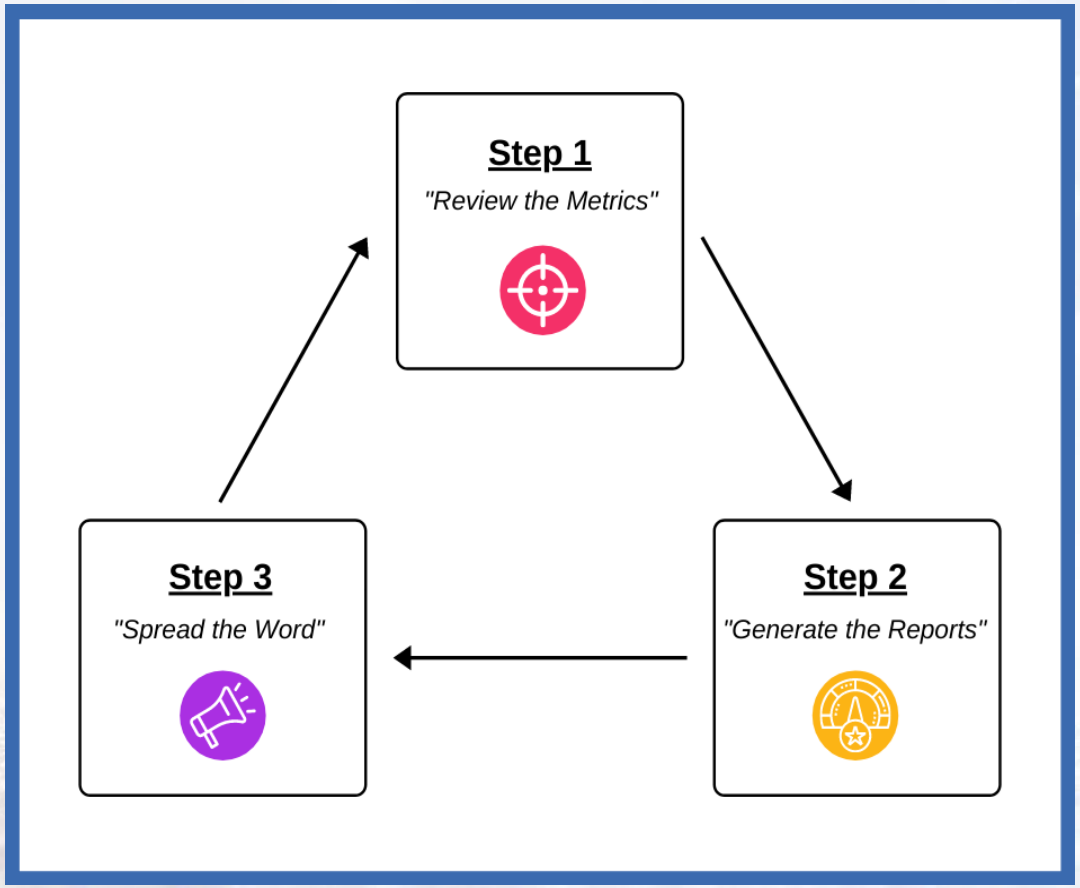
- **Step 1** Start with the Advisory Portal and review the metrics
- **Step 2** Generate professional-looking BI and reports (KPI Scorecard and Financials) in seconds that clients understand
- **Step 3** Use Qvinci's Marketing Kit to spread the word and position this added value to staff, clients, and prospects

Phase 2: Day 91+. We will discuss Steps 4 and 5 later in the Program.



Phase 1: Launching Advisory Services

As Easy as 1, 2, 3…



Step 1 – *"Review the Metrics"*

- Tool = Qvinci's Advisory Portal
- Easily identify color-coded problem areas that are of critical importance to your clients' and prospects' profitability

Step 2 – *"Generate the Reports"*

- Tools = Automated KPI Scorecard and Financial Reports
- Generate automated business intelligence and reports all clients understand

Step 3 – *"Spread the Word"*

- Tool = *Advisory Services Marketing Kit*
- A comprehensive tool that provides *actual* and *example* business intelligence reports to your staff, clients, and prospects respectively
- Includes ready-to-go email templates and simple instructions to implement

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It's Time to Raise a Toast to:

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THE BLUE Q TEA

Recipe:

- One regular highball glass
- 1 oz Casamigos Blanco tequila
- 1 oz Don Q Puerto Rican rum
- 1/2 oz Deep Eddy vodka
- 1/2 oz Bombay Sapphire Vapor Infused gin
- 1/2 oz Blue Curaçao
- 1/2 oz sweet-and-sour mix
- 1 oz pineapple juice
- ½ oz grapefruit juice
- Sprite or 7up, to top
- Garnish: lemon wedge and preserved cherry (optional)
- **It's as strong as Qvinci!**

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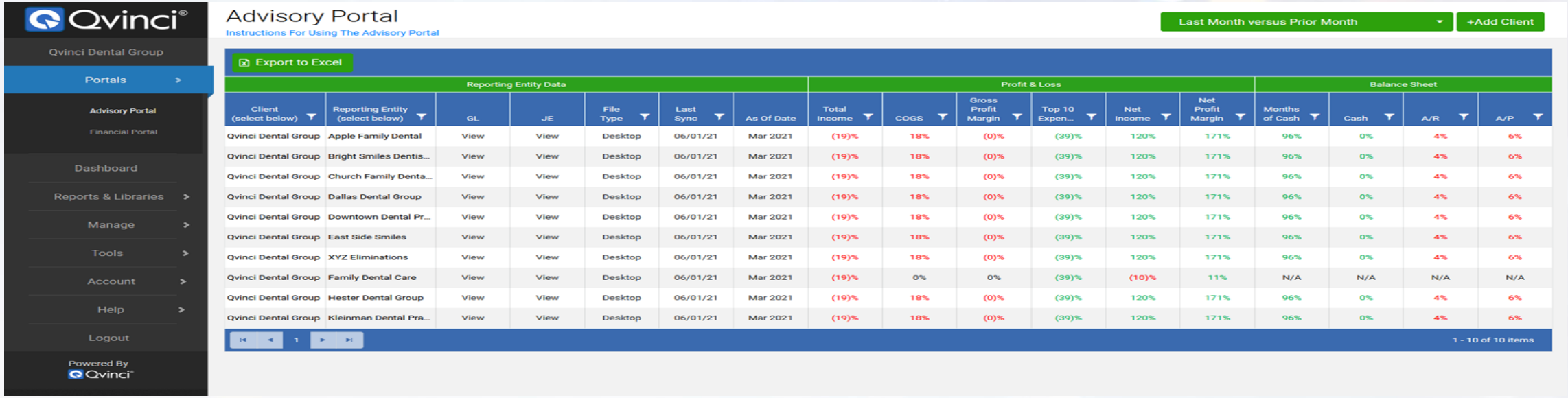
Step 1: Review the Metrics
Tool: Advisory Portal



Reporting Entity Data							Profit & Loss						Balance Sheet			
Client (select below)	Reporting Entity (select below)	GL	JE	File Type	Last Sync	As Of Date	Total Income	COGS	Gross Profit Margin	Top 10 Expen...	Net Income	Net Profit Margin	Months of Cash	Cash	A/R	A/P
Qvinci Dental Group	Apple Family Dental	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Bright Smiles Dentis...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Church Family Denta...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Dallas Dental Group	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Downtown Dental Pr...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	East Side Smiles	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	XYZ Eliminations	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Family Dental Care	View	View	Desktop	06/01/21	Mar 2021	(19)%	0%	0%	(39)%	(10)%	11%	N/A	N/A	N/A	N/A
Qvinci Dental Group	Hester Dental Group	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%
Qvinci Dental Group	Kleinman Dental Pra...	View	View	Desktop	06/01/21	Mar 2021	(19)%	18%	(0)%	(39)%	120%	171%	96%	0%	4%	6%

1 - 10 of 10 items

- Presents clients'/entities' ***summary movement data*** over time (**dynamic**)
- Illustrates favorable/unfavorable trending across various time periods
- Focuses on key ratios that drive most organizations
- The **GREEN** & **RED** ratios motivate accountants to call their clients for expert insight and guidance (***advisory opportunities***) and is the start of the Qvinci Turnkey Advisor Program
- And more…

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Step 2: Generate the Reports

Tools: Automated KPI Scorecard and Financials

- **Client Types**
  - Single-Entity Clients
  - Multi-Entity Clients (Same CoA)
- **Auto-Populates Top 5**
  - Income, COGS, & Expenses
- **Auto-Calculates Ideal Range**
  - Avg Last 12 Months
  - Range: 2% +/- (Customizable)
  - **Red** = Problem Areas
- **Period-Based Trending**
  - MOM, QOQ, YTD-YOY
  - ✔ **Favorable**
  - ✖ **Unfavorable**
- **Exportable**
  - Excel or PDF
- **Collaborative**
  - The **GREEN** & **RED** ratios motivate clients to contact the accountant for expert insight and guidance (***advisory opportunities***)

KPI Scorecard

For The Period Ending: June 30, 2021

	Ideal Range		Entity Performance****			
Income Analysis**	**Low**	**High**	**Reporting Month**	**Prior Month**	**Trend**	**Last 12 Months Avg**
Fee for Service Income	$151,848.86	$158,046.78	$156,121.54	$123,560.77	✔	$154,947.82
Product Sales	$20,078.22	$20,897.74	$27,317.31	$13,658.66	✔	$20,487.98
Other Items	$284.82	$296.45	$387.51	$193.76	✔	$290.63
Interest Income	$266.19	$277.06	$362.17	$181.08	✔	$271.63
Fees for Other Services	$562.91	$585.89	$127.20	$127.20	✔	$574.40
COGS Analysis	**Low**	**High**	**Reporting Month**	**Prior Month**	**Trend**	**Last 12 Months Avg**
Widget Assembly1	$458.13	$476.83	$179.60	$179.60	✔	$467.48
Product Material	$497.11	$517.40	$90.40	$90.40	✔	$507.25
Expense Analysis***	**Low**	**High**	**Reporting Month**	**Prior Month**	**Trend**	**Last 12 Months Avg**
Owner Salary	$20,057.33	$20,876.00	$16,000.00	$8,000.00	✖	$20,466.67
Dental Supplies	$11,176.11	$11,632.28	$15,205.59	$7,602.80	✖	$11,404.19
Associate Salary Expense	$10,742.41	$11,180.88	$14,615.53	$7,307.76	✖	$10,961.65
Consulting	$7,215.83	$7,510.35	$9,817.46	$4,908.73	✖	$7,363.09
Staff Expenses	$7,173.86	$7,466.68	$9,760.36	$4,880.18	✖	$7,320.27
KPI Analysis	**Low**	**High**	**Reporting Month**	**Prior Month**	**Trend**	**Last 12 Months Avg**
COGS Ratio	0.0%	2.6%	0.1%	0.2%	✔	0.6%
Gross Margin Ratio	97.4%	101.4%	99.9%	99.8%	✔	99.4%
Expense Ratio	53.8%	57.8%	71.5%	47.2%	✖	55.8%
Profitability Ratio (Net Income)	28.4%	32.4%	18.4%	46.0%	✖	30.4%
Months of Cash	3.0	6.0	7.4	14.9	✖	9.8

Step 2: Generate The Reports

Tools: KPI Scorecard Also Includes

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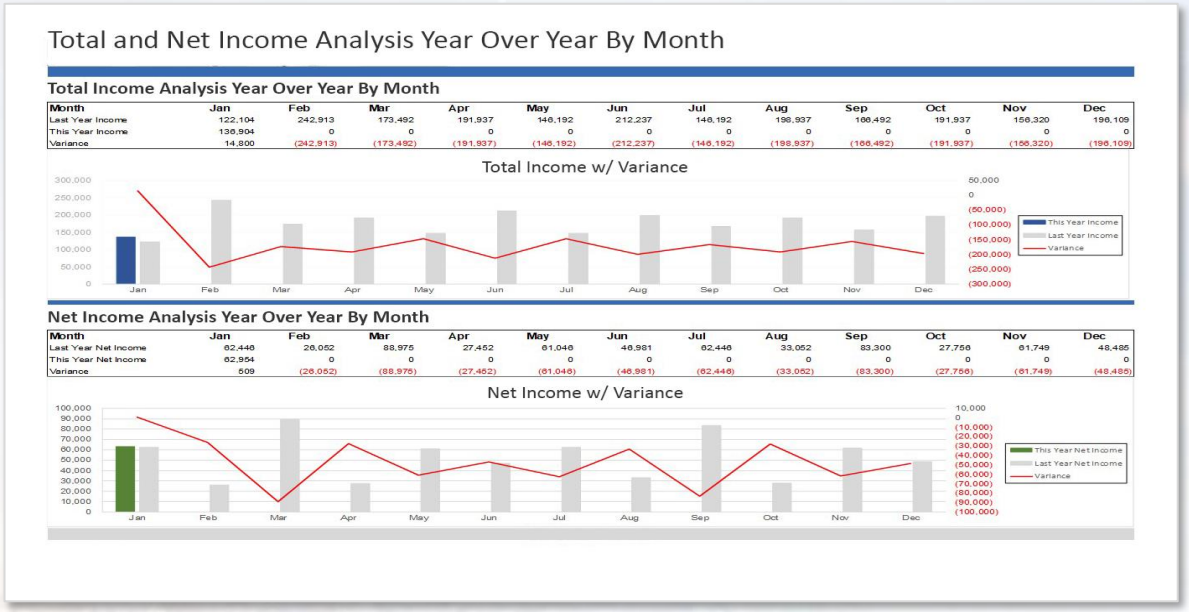
Total, Net Income, and Running Cash Balance Analysis Year-over-Year by Month



Step 2: Generate The Reports

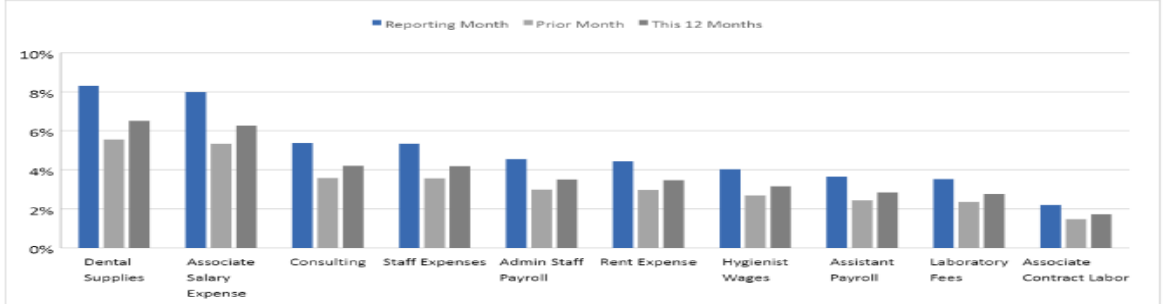
Tools: KPI Scorecard Also Includes

Top 10 Expenses

Qvinci Dental Group
For The Period Ending: January 31, 2021

Expense Analysis - Top 10 Expenses*

Reporting Month vs Prior Month vs This 12 Months

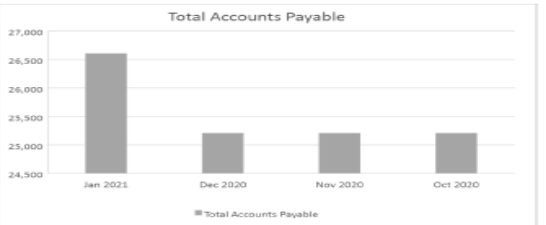


Accounts	Expenses Reporting Month	% of Income Reporting Month **	% of Income Prior Month	% of Income This 12 Months
Dental Supplies	$15,206	8.3%	5.6%	6.5%
Associate Salary Expense	$14,616	8.0%	5.3%	6.3%
Consulting	$9,817	5.4%	3.6%	4.2%
Staff Expenses	$9,760	5.3%	3.6%	4.2%
Admin Staff Payroll	$8,326	4.6%	3.0%	3.5%
Rent Expense	$8,111	4.4%	3.0%	3.5%
Hygienist Wages	$7,356	4.0%	2.7%	3.2%
Assistant Payroll	$6,682	3.7%	2.4%	2.8%
Laboratory Fees	$6,444	3.5%	2.4%	2.8%
Associate Contract Labor	$4,015	2.2%	1.5%	1.7%
Total	$90,332	49.4%	32.9%	38.6%

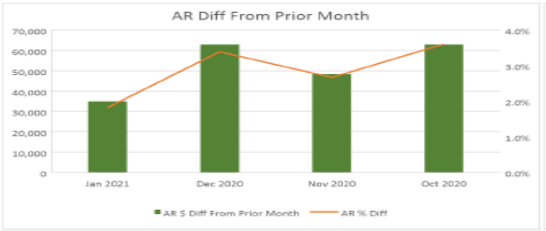
AP And AR Actuals

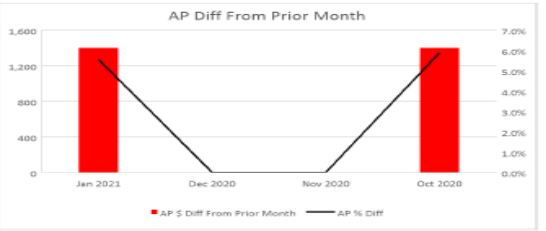
Qvinci Dental Group
For The Period Ending: January 31, 2021

AR and AP Analysis with Variance



	Jan 2021	Dec 2020	Nov 2020	Oct 2020
Total Accounts Receivable	1,955,800	1,920,800	1,857,800	1,809,500
Total Accounts Payable	26,600	25,200	25,200	25,200
AR $ Diff From Prior Month	35,000	63,000	48,300	63,000
AP $ Diff From Prior Month	1,400	0	0	1,400
AR % Diff	1.8%	3.4%	2.7%	3.6%
AP % Diff	5.6%	0.0%	0.0%	5.9%





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Step 2: Generate The Reports
Tools: Financial Packages Are Also Included

Included with Qvinci's Turnkey Advisor Program are 2 optional financial packages, one *with* A/R and A/P and one *without*. Just press the Green Button and you're done!

Qvinci Dental Group
Profit & Loss For the Month and Prior Period Ending:
April 30, 2021

	Apr 2021	Apr 2020	$ Diff	% Diff
Ordinary Income/Expense				
Income				
Fee for Service Income	156,121.54	216,522.30	(60,400.77)	(27.9%)
Interest Income	362.17	543.25	(181.08)	(33.3%)
Other Items	387.51	581.27	(193.76)	(33.3%)
Patient Refunds	(1,379.91)	(2,069.87)	689.96	33.3%
Product Sales	27,317.31	27,335.97	(18.66)	(0.1%)
Total Income	**182,808.62**	**242,912.92**	**(60,104.31)**	**(24.7%)**
Cost of Goods Sold				
Product Material	90.40	942.40	(852.00)	(90.4%)
Widget Assembly1	179.60	858.40	(678.80)	(79.1%)
Total COGS	**270.00**	**1,800.80**	**(1,530.80)**	**(85.0%)**
Gross Profit	**182,538.62**	**241,112.12**	**(58,573.51)**	**(24.3%)**

Qvinci Dental Group
Balance Sheet As of:
April 30, 2021

	Apr 2021
ASSETS	
Current Assets	
Checking/Savings	
Bank	961,624.20
Total Checking/Savings	**961,624.20**
Accounts Receivable	
Accounts Receivable	1,955,800.00
Total Accounts Receivable	**1,955,800.00**
Total Current Assets	**2,917,424.20**
TOTAL ASSETS	**2,917,424.20**
LIABILITIES & EQUITY	
Current Liabilities	
Accounts Payable	
Accounts Payable	26,600.00
Total Accounts Payable	**26,600.00**
Total Current Liabilities	**26,600.00**
Total Liabilities	**26,600.00**
Equity	
Capital Contributions	8,178.82
Net Income	317,799.20
Opening Balance Equity	61,524.58
Retained Earnings	2,503,321.61
Total Equity	**2,890,824.20**
TOTAL LIABILITIES & EQUITY	**2,917,424.20**

Step 3: "Spread The Word"
Tool: The Qvinci Marketing Kit

- **Advisory Services Marketing Kit**
  - **Staff Introduction Email**
    (Customizable template provided)
  - **Existing Client Email**
    (Customizable template provided — *shown*)
  - **Attracting New Clients Email**
    (Customizable template provided)
- **Automated KPI Scorecard Example**
  (Fictional client - no benchmarking)
- **Financial Reporting Example**
- **Advisory Portal Example**

Dear <Client Name>,

As a valued client, I am offering you some actionable insights to help you easily identify where your business is trending favorably (**GREEN**) and areas that may require corrective action (**RED**).

For clients I currently provide advisory services to, these actionable insights are the basis of our conversations which can result in **increased efficiency and profitability.** I am confident the attached KPI Scorecard will afford similar value for you, and it is available at **no cost to you for the next 3 months.**

Understanding the KPI Scorecard

- The "**Ideal Range**" of Income, COGS, Expenses, and KPI analysis is based on the weighted average of your last 12-months actuals with a +/- 2% spread.
- Reference the "Guidance" tab, but in summary…
  - **GREEN** = At or above the "High" for Income; At or below the "Low" for COGS and Expenses
  - **BLACK** = In range
  - **RED** = At or below the "Low" for Income; At or above the "High" for COGS and Expenses
- The "Entity Performance" section shows how your business is trending in the critical areas of Income, COGS, Expenses, and KPI analysis over the selected period:
  - GREEN ✓ = Favorable trend
  - RED ✗ = Unfavorable trend
- The additional 4 tabs provide **graphed views** of your:
  - Income & Total Expenses
  - Cash Balances
  - Top 10 Expenses
  - AP & AR Actuals

Next Steps

If, on any of these reports, you see **RED Ratios** or **RED ✗ s**, these are areas that require prompt attention as they are **negatively impacting *your* Net Income.** Please *contact me* to discuss further.

As always, my objective is to provide best practice insights and support to help you exceed your financial goals. Thank you and I look forward to your feedback on the value the KPI Scorecard and these financial packages may provide.

Sincerely,

Step 3: "Spread The Word"

Tool: The Advisory Services Marketing Kit — Continued

Post-Training Best Practices

- **Monthly: Generate and deliver KPI Scorecard and Financial Reports to each client**
  (Takes less than 2 minutes per client!)
- **Provide KPI Scorecard and Financial Reporting at no charge for 90 days and then…**
  - Roll cost into your advisory packaged services pricing or
  - Provide stand-alone at $50.00 / month / client
- **Engage inevitable client questions and requests for advisory assistance**
- **Add more clients (including prospects) to Qvinci with Qvinci's Marketing Kit**
  - Single-entity clients
  - Multi-entity clients

According to *Accounting Today*…

"You're still going to need to be proficient in offering accounting, audit and tax services, but ultimately this will not be enough to sustain you… Over time, the haves will separate from the have-nots, and more and more, we're going to see firms that have not properly invested in the future of their firms simply fall away."

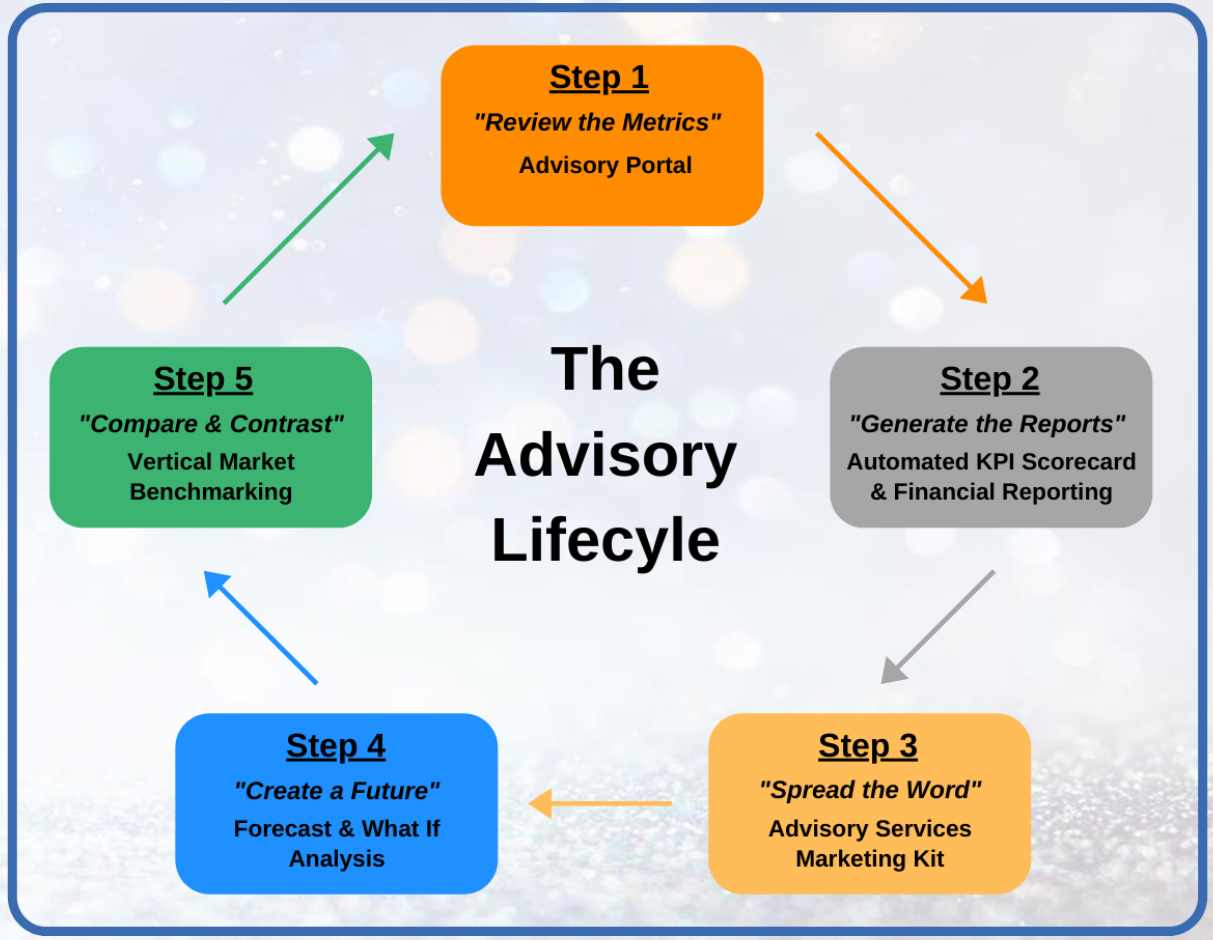
— Daniel Hood

The Advisory Lifecycle - Phase 2

Once Phase 1 is completed (90+ days), then Qvinci's advanced features can be utilized to further your advisory practice. (all at NO ADDITIONAL COST!)

- **Step 4** includes the "What If?" Forecast Modeling Tool
- **Step 5** includes advanced features like:
  - The Custom KPI Scorecard (Multi-Entity)
  - Advanced advisory insights for vertical-niche markets and multi-entity clients, and includes consolidation, benchmarking, customizable KPIs, and other analytics

Client Adoption and Beyond!



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What If? – Cashflow and Forecasting Optimizer

My Company Instructions For Using What If

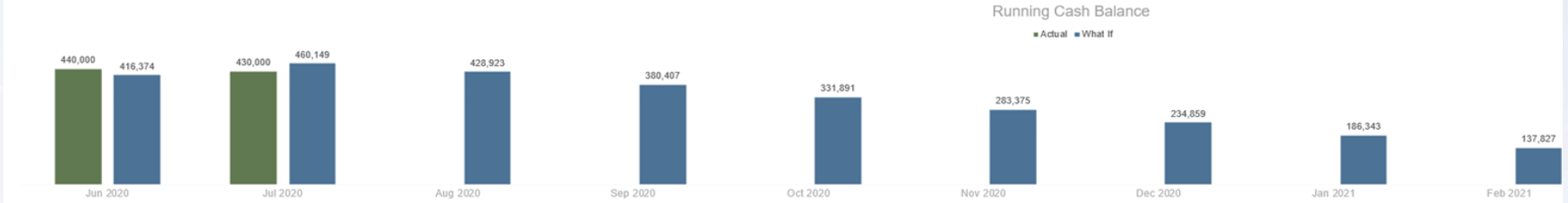
What If Forecast - single

What If Options Setup		
Reference Period Range:	single	(Single, Range, Seasonal)
First What If Month:	Jun 2020	(Ex. Apr 2020 | mmm yyyy)
Beginning Reference Month:	May 2020	(Ex. Jan 2020 | mmm yyyy)

Cash Position	
Beginning Cash Balance:	440,000
Current Cash Balance:	430,000
Ending Cash Balance (What If):	(7,721)
Number of Months of Cash Left:	1
Cumulative Cash Saved:	6,523

P&L Performance	Last Month Actual	Last Month What If
Income	458,022	136,959
COGS	3,675	3,675
Gross Profit	454,347	133,284
Expense	325,332	144,251
Net Income	83,136	(33,626)

Top 5 Expenses	Last Month Actual
Owner Salary	40,000
Dental Supplies	38,014
Associate Salary Expense	36,539
Staff Expenses	24,401
Admin Staff Payroll	20,414



	May 2020	Jun 2020 Actual	Jun 2020 What If %	Jun 2020 What If	Jul 2020 Actual	Jul 2020 What If %	Jul 2020 What If	Aug 2020 Actual	Aug 2020 What If %	Aug 2020 What If	Sep 2020 Actual	Sep 2020 What If %	Sep 2020 What If	Oct 2020 Actual	Oct 2020 What If %	Oct 2020 What If	Nov 2020 Actual	Nov 2020 What If %	Nov 2020 What If	Dec 2020 Actual	Dec 2020 What If %	Dec 2020 What If	Jan 2021 Actual	Jan 2021 What If %	Jan 2021 What If	Feb 2021 Actual
Ordinary Income/Expense																										
Income																										
Fee for Service Income																										
Child of Fee Account	6,000	1,000	60.0%	3,600	6,000	100.0%	6,000	-	100.0%	6,000	-	100.0%	6,000	-	100.0%	6,000	-	100.0%	6,000	-	100.0%	6,000	-	100.0%	6,000	-
Fee for Service Income - Other	100,000	390,304	100.0%	100,000	277,872	100.0%	100,000	-	100.0%	100,000	-	100.0%	100,000	-	100.0%	100,000	-	100.0%	100,000	-	100.0%	100,000	-	100.0%	100,000	-
Interest Income	453	905	100.0%	453	453	100.0%	453	-	100.0%	453	-	100.0%	453	-	100.0%	453	-	100.0%	453	-	100.0%	453	-	100.0%	453	-
Other Items	484	969	100.0%	484	484	100.0%	484	-	100.0%	484	-	100.0%	484	-	100.0%	484	-	100.0%	484	-	100.0%	484	-	100.0%	484	-
Patient Refunds	(1,725)	(3,450)	100.0%	(1,725)	(1,725)	100.0%	(1,725)	-	100.0%	(1,725)	-	100.0%	(1,725)	-	100.0%	(1,725)	-	100.0%	(1,725)	-	100.0%	(1,725)	-	100.0%	(1,725)	-
Product Sales	34,147	68,293	100.0%	34,147	34,147	100.0%	34,147	-	100.0%	34,147	-	100.0%	34,147	-	100.0%	34,147	-	100.0%	34,147	-	100.0%	34,147	-	100.0%	34,147	-
Total Income	**139,359**	**458,022**		**136,959**	**317,231**		**139,359**	-		**139,359**	-		**139,359**	-		**139,359**	-		**139,359**	-		**139,359**	-		**139,359**	-
Cost of Goods Sold																										
Product Material																										

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Customizable KPI Scorecard (Multi-Entity)

- **Client Types**
  - Vertical-Niche Markets (Physicians, Dentists, Vets, Retail, etc.)
  - Multi-Entity Clients (Not same CoA)
- **Select Up To 5 Each**
  - Income, COGS, & Expenses
  - Custom KPIs
- **Ideal Range**
  - Red = Problem Areas
- **Period-Based Trending**
  - MOM, QOQ, YTD-YOY
  - ✔ Favorable
  - ✖ Unfavorable
- **Benchmarking**
  - Firm's Vertical Avg and Top 20%
- **Custom KPI Scorecard Example**
- **Exportable**
  - Excel or PDF

KPI Scorecard

	Ideal Range		Entity Ratios				Ecosystem Ratios	
Income Analysis	**Low**	**High**	**This FYTD**	**Last FYTD**	**Trend**	**Last 12 Months**	**System Average**	**System Top 20%**
Device Sales	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
Merchant Fees	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
Other Income	5.0%	8.0%	0.2%	0.2%	✓	0.2%	0.2%	0.2%
Patient Fees	5.0%	8.0%	99.8%	99.8%	✓	99.8%	99.8%	99.8%
Other Rebates	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
COGS Analysis	**Low**	**High**	**This FYTD**	**Last FYTD**	**Trend**	**Last 12 Months**	**System Average**	**System Top 20%**
Product Material	5.0%	8.0%	0.2%	0.7%	✓	0.3%	0.4%	0.4%
Widget Assembly1	5.0%	8.0%	0.3%	0.6%	✓	0.3%	0.3%	0.3%
SCOA - COG Account 3	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
SCOA - COG Account 4	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
SCOA - COG Account 5	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
Expense Analysis	**Low**	**High**	**This FYTD**	**Last FYTD**	**Trend**	**Last 12 Months**	**System Average**	**System Top 20%**
Accounting	5.0%	8.0%	0.5%	0.5%	✓	0.5%	0.5%	0.5%
Materials	5.0%	8.0%	0.0%	0.0%	✓	0.0%	0.0%	0.0%
Dues and Subscriptions	5.0%	8.0%	0.5%	0.1%	✗	0.5%	0.5%	0.5%
Legal	5.0%	8.0%	0.1%	0.1%	✓	0.1%	0.1%	0.1%
Temp Labor	5.0%	8.0%	1.7%	1.8%	✓	1.8%	1.8%	1.8%
KPI Analysis	**Low**	**High**	**This FYTD**	**Last FYTD**	**Trend**	**Last 12 Months**	**System Average**	**System Top 20%**
Travel Expense	5.0%	8.0%	0.3%	0.3%	✓	0.3%	0.3%	0.3%
Uniforms	5.0%	8.0%	0.1%	0.1%	✓	0.1%	0.1%	0.1%
Salaries	5.0%	8.0%	0.4%	0.4%	✓	0.4%	0.4%	0.4%
Postage and Delivery	5.0%	8.0%	0.1%	0.1%	✓	0.1%	0.1%	0.1%
Lab Fees	5.0%	8.0%	2.8%	3.0%	✓	2.8%	2.9%	2.9%
COGS Ratio	5.0%	8.0%	0.5%	1.3%	✓	0.6%	0.7%	0.7%
Gross Margin Ratio	5.0%	8.0%	99.5%	98.7%	✓	99.4%	99.3%	99.3%
Expense Ratio	5.0%	8.0%	55.5%	48.1%	✗	56.6%	56.4%	56.4%
Profitability Ratio (Net Income)	5.0%	8.0%	30.4%	43.7%	✗	29.2%	29.4%	29.4%
Labor Ratio	5.0%	8.0%	16.9%	18.3%	✓	17.4%	17.6%	17.6%
Advertising & Marketing Ratio	5.0%	8.0%	1.1%	1.2%	✓	1.2%	1.2%	1.2%
Months of Cash	3.0	6.0	9.9	16.7	✗	9.4	6.4	6.4

Your Administrator "How To" Links — Best Practices

Qvinci Administrator, click on the links below to view Knowledgebase articles on…

- Adding new entities
- Linking new entities (connecting)
- Syncing entity financial data
  - QuickBooks Online
  - QuickBooks Desktop
  - Xero
- Adding new users (internal staff)
- Setting user permissions (internal staff)

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— Ken Tysiac and Jeff Drew

Getting Started

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- Speak With A Solution Consultant About Your Specific Goals & Objectives
- Start With Your Single-Entity Clients
- 10 Client Minimum
- Month-To-Month; No Contract
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- Monthly Service Subscription Fee
- Implementation, Training, and Support Fee (Per Client Entity, One-Time Fee Due At Inception)
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— Bob Volpe, Chief Operating Officer
Volpe Consulting and Accounting Services

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9-16-2021 Map Your Scaling New Heights Journey with Joe Woodard

9-21-2021 Fishbowl Inventory Summit Kick-Off Party

9-28-2021 Liscio Integration Announcement

10-12-2021 Recur360 Deep Dive

10-26-2021 LIVE From Scaling New Heights

11-11-2021 Practice Ignition Deep Dive

Tune in this Thursday for a special Scaling New Heights Preview with Joe Woodard!

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