

# OfficeConnect

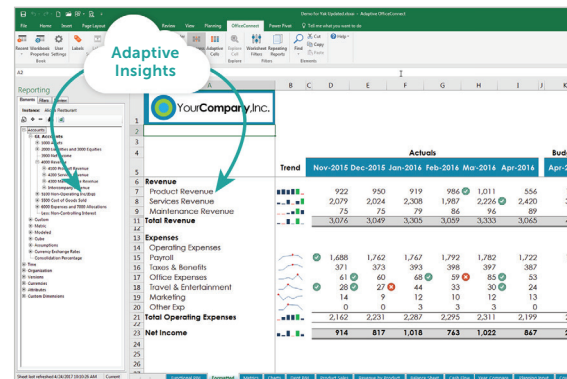
The Adaptive Insights Business Planning Cloud enables companies of all sizes to collaboratively plan and model, easily access real-time analytics, and streamline complex reporting. You get easy, powerful, and fast software that empowers finance and operational teams everywhere to better manage the business. It's easy, so you can plan as a team. It's powerful, so you can model anything and analyze everything. And it's fast, so you can model rapidly and adapt quickly. With this best-practice active planning process, you can plan and adapt without compromise.

## Easy, Powerful, and Fast Reporting for Microsoft Office

Adaptive Insights' OfficeConnect makes creating reports in Microsoft Office easy. Connect your existing Excel reports to Adaptive Insights, or create new, presentation-quality reports from a blank slate. With OfficeConnect, reports can be refreshed with a single click. There's no need to manually re-key, copy, paste, or reformat after each update. And with full connectivity across Excel, Word, and PowerPoint, your data flows from financial reports to board books to management presentations. The result: attractive, consistently up-to-date, and comprehensive reports that allow you to focus more time on making informed decisions that drive your business.

### With OfficeConnect, You Can:

- Easily create presentation-quality reports based on the latest data in Adaptive Insights
- Quickly convert existing Excel reports into OfficeConnect reports
- Seamlessly weave any data in Adaptive Insights through Excel, Word, and PowerPoint



Your Excel reports become dynamic, intelligently linked to Adaptive Insights

- Simplify report, board book, and presentation creation
- Automate monthly reports and executive packages
- Gain complete control of report layout without any added maintenance
- Save time updating reports with a simple one-click refresh
- Share information in any format (XLSX, DOCX, PPTX, PDF, etc.)

### Create Powerful Reports. Fast.

- Create presentation-quality Microsoft Office reports dynamically integrated with Adaptive Insights
- Jump-start report design by leveraging your current Excel report library
- Drag and drop to convert existing Excel-formatted reports into connected reports in minutes
- Run and refresh reports with a single click
- Leverage powerful Microsoft Office controls including conditional formatting, calculations, and charts
- Drive a consistent look and feel with integrated report, board book, and presentation dynamic linking

**Create Reports that are Intelligent and Dynamic**

- Generate accurate, timely reports with advanced integration between Adaptive Insights and Microsoft Office
- Confidently create and refresh reports without re-linking or reformatting
- Intuitively browse and select any account, hierarchy, product dimension, and more
- Incorporate any data in Adaptive Insights, including actuals, plans, budgets, and forecasts
- Automate period adjustment, zero suppression, and conditional formatting to reduce maintenance
- Empower decision-makers with filters by dimension, time period, hierarchy, version, or attribute
- Control sensitive information access with Adaptive Insights security

**Functional P&L**

- Revenue higher than target
- Strong expense management resulted flow to strong NI

Functional P&L	Mar 2017			Mar 2017 YTD		
	Actuals	Budget	Var	Actuals	Budget	Var
Product Revenue	4,727	4,665	62	13,327	13,251	76
Service Revenue	3,632	2,716	915	8,725	7,990	734
Maintenance Revenue	96	91	5	260	245	15
<b>Revenue</b>	<b>8,455</b>	<b>7,473</b>	<b>(982)</b>	<b>22,312</b>	<b>22,187</b>	<b>325</b>
Product Cost	1,827	2,190	363	5,305	6,613	1,308
Service Cost	1,854	1,860	6	5,492	5,214	(278)
Maintenance Cost	67	50	(17)	220	145	(75)
<b>Cost of Sales</b>	<b>3,748</b>	<b>4,100</b>	<b>352</b>	<b>10,997</b>	<b>11,973</b>	<b>976</b>
<b>Gross Margin</b>	<b>4,707</b>	<b>3,373</b>	<b>1,334</b>	<b>11,515</b>	<b>10,215</b>	<b>1,300</b>
<b>Gross Margin %</b>	<b>56%</b>	<b>45%</b>		<b>51%</b>	<b>46%</b>	
<b>Operating Expenses</b>						
Sales & Marketing	559	702	143	1,978	2,990	1,012
Research & Development	80	85	6	197	281	84
General & Admin	184	152	(32)	663	452	(131)
<b>Operating Expenses</b>	<b>823</b>	<b>939</b>	<b>116</b>	<b>2,758</b>	<b>3,723</b>	<b>965</b>
<b>EBITDA</b>	<b>3,885</b>	<b>2,434</b>	<b>1,450</b>	<b>8,757</b>	<b>6,491</b>	<b>2,266</b>
<b>EBITDA %</b>	<b>46%</b>	<b>33%</b>		<b>39%</b>	<b>29%</b>	
Interest (inc)/Exp	2	2	0	5	5	(0)
Taxes	7	8	1	21	25	(4)
Depreciation & Amortization	31	33	2	86	99	(13)
Less: Non-Controlling interest	-	(11)	(11)	-	(4)	4
<b>Net Income</b>	<b>3,814</b>	<b>2,381</b>	<b>1,434</b>	<b>8,423</b>	<b>6,358</b>	<b>2,065</b>
<b>Net Income %</b>	<b>45%</b>	<b>32%</b>		<b>38%</b>	<b>29%</b>	

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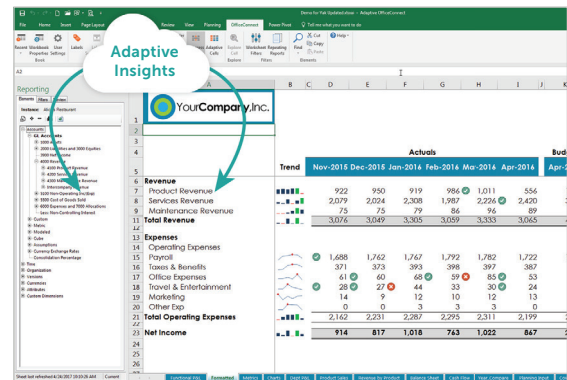
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