


Unlocking the Hidden Potential of Your Software

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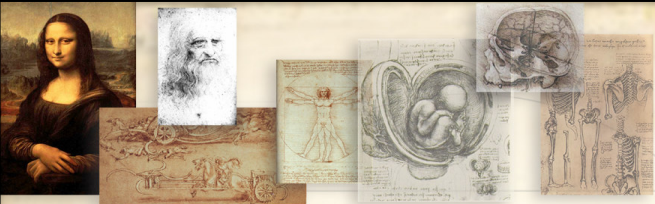
Discover What You Already Have

- Keep current and clean house!
- Do an IT audit (know where things are!)
- Use Preferences that match your way of doing things
- Read *e.farmsmart*, and training materials




Creating the Code (Setup)

- Lumper or splitter?
- Move to a meaningful coding system
 - Inactivate old centers, accounts, groups
 - Most commonly-used items at the top
 - 0 ****UNDEFINED**** at the beginning
 - Vendor sort key
 - Data Doctor



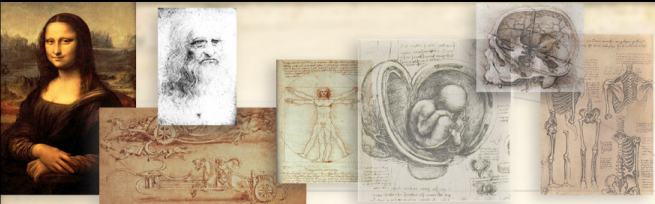
Cracking the Code (Input)

- Remember—It's a means to an end
- How far behind are you?
- Can you insource/outsource?
- Can you train them?
- What are your strengths/weaknesses?




Coding Shortcuts

- 10-key whenever possible
- Park the mouse



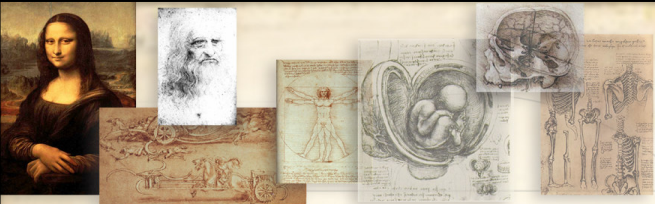
Coding Shortcuts...continued

- Use Windows cut & paste functions
- Use Function keys
 - Add items
 - Calculator
 - Retrieve last entry




Coding Shortcuts...continued

- Two ways to use macros
- Edit through reports
- Load electronically
 - Feed
 - Kill sheets
 - From spreadsheets, etc.



Coding Shortcuts...continued

- Communication tools (to others and yourself)
 - Tickler file
 - Long description
 - Internal vendor names



Extracting the Code (Reporting)

- Why use paper?
 - Spreadsheets
 - PDF
 - E-Mail
 - Dashboard



Reporting...continued

- Why report macros?
 - Save time setting up
 - See only what you want to see
 - Define by processes
 - Training tool

Reporting...continued


- Understand levels
 - Cash/Tax, Financial, Management, Market
 - Date Cash Exchanged
 - Divisions

Report Capabilities

Reports	Cash	Tax	Accrual	Mgmt.	Market
Ledger Detail	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4
Check Register	Y	N/A	N/A	N/A	N/A
User Defined	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4
Ledger Summary	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4
Bank Acct. Summary	Y	N/A	N/A	N/A	N/A
Trial Balance	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4
Income Statement	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4
Balance Sheet	DCE #1	DCE #3	DCE #1	DCE #1	DCE #1
	Type #1	Type #1	Type #2	Type #3	Type #4

Report Capabilities

Reports	Cash	Tax	Accrual	Mgmt.	Market
Schedule F	DCE #1	DCE #3	N/A	N/A	N/A
	Type #1	Type #1	N/A	N/A	N/A
Loan Report	Y	N/A	Y	Y	N/A
Payroll Liability	Y	N/A	N/A	N/A	N/A
Deleted Entries	Y	N/A	Y	Y	Y
1099s	DCE #1	DCE #3	N/A	N/A	N/A
Consolidated Cost Analysis	Y	Y	Y	Y	Y
Contract History	Y	N/A	N/A	N/A	N/A
Standard Cost Vendor Monitor	N/A	N/A	N/A	Y	N/A
WIP Inventory Change	N/A	N/A	Y	N/A	N/A
Operations Report	N/A	N/A	N/A	Y	N/A
Ratio Report	Y	N/A	Y	N/A	N/A



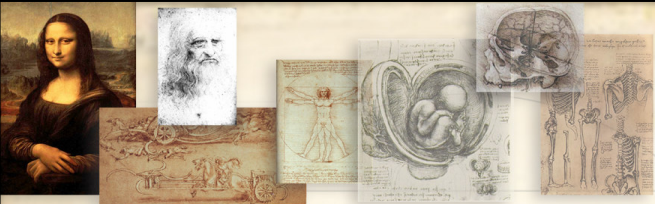
Reporting...continued

- Speed up!
 - Look-back months
 - Feed/input valuing method
 - Network configuration
 - Batch Reports



Conflicting Goals

- Cash
- Accrual
- Management
- Ownership
- Inventories
- Production
- Planning



Where do You Want to Go Next?

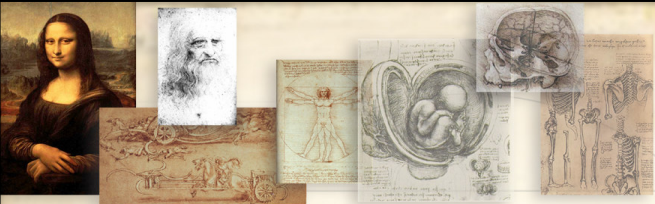
- Multiple levels
 - I Cash-focused
 - IIa Accounting-focused
 - IIp Production-focused
 - III E.CLIPSE-ready
- Old World – New World



Inventories

- Old World
 - Periodic / external
 - Market value
 - Use AFRA / Inventory Register
- New World
 - Perpetual / internal
 - Cost
 - Lower of Cost/Market
 - Use e.CLIPSE

Incompatible accounts!



“Cost Analysis”

- Old World
 - “On-the-fly” allocations
 - % or consolidated cost drivers
 - Crop Audit only
- New World
 - “Hard-posted” WIP allocations
 - Standard costs
 - Requires e.CLIPSE

Incompatible report definitions!