# Future of Financial Reporting and Analytics For Manufacturing

Powerful analytics & visualizations for:

- QAD Adaptive ERP
- QAD Enterprise Edition
- QAD Standard Edition

WE ARE STRATEGIC

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# Presenters

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# Agenda

- Strategic Introduction
- Why Phocas?
- Phocas Introduction
- Demos with Real World Stories
  - Phocas Analytics
  - Phocas Financial Statements
  - Phocas Budgets and Forecasting
- Summary and Wrap-up
- Q&A

# Strategic Introduction and Why Phocas?

# About us

- Established: 1992
- Employees: 115+
- Locations: USA (5), Ireland, UK
- Customers: 1200+ Companies
  - 650+ full implementations
  - 350+ life science customers
  - 100+ reached exit strategy
- Products
  - QAD Adaptive ERP
  - Quality Systems
  - ERP Integrations & Extensions
  - FDA Validation Toolkit/Protocols

- Services
  - Implementations
  - Upgrades
  - Integrations
    FDA Validation
  - Managed Services
    QAD and EDI
  - QAD Help Desk
    (helpSERV)
  - Staff Augmentation



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# Why Phocas?

- Strategic always looks for solutions that complement and extend the capabilities of QAD
  - Gap fillers and enhancements
  - Ease of use
  - Extensibility
- World Class BI/Analytics Platform
  - Start with financials and grow to other data sets
- Ease of Implementation
  - Fraction of the cost of traditional analytics

# Phocas Introduction

# Phocas at-a-glance

- Company-wide data solutions for distribution, manufacturing, construction and retail

- Growth oriented global company with 20+ years of experience

- 50,000+ users across 3,000+ companies

- Fast ROI via 200+ integrations and solutions designed for QAD users

- Top-rated by users and industry analysts for ease of use, adoption, and support

  - #1 BI software by Gartner's Software Advice
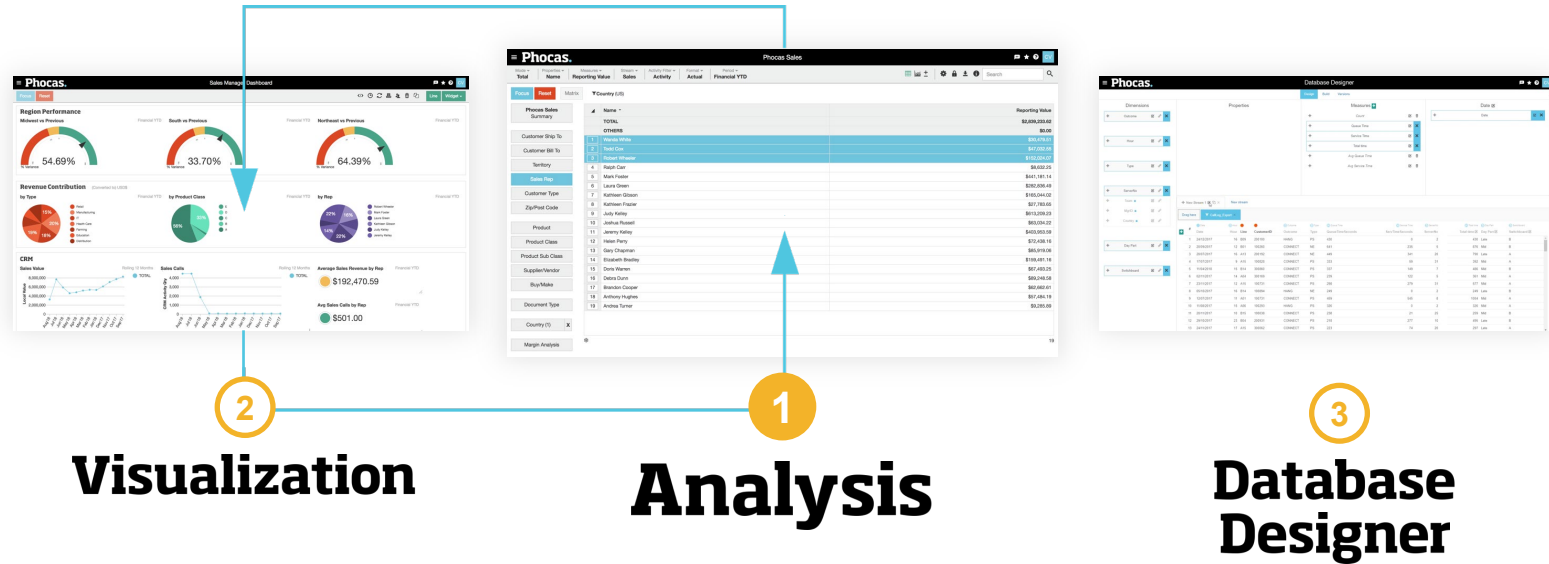
  - 34 top rankings in BARC's The BI Survey

# How data analytics can help your business

- Companies using analytics are 5x more likely to make faster decisions

- 64% of business leaders say BI creates significant competitive advantage

- BI adoption leads to a 24% increase in sales

- 87% of executives surveyed by HBR say their organization will be more successful when frontline workers are empowered to make important decisions in the moment.

Source: https://www.forbes.com/forbesinsights/qlik_enablement/index.html

# How Phocas data analytics for QAD can help

3 layers deliver reporting, KPI tracking, ad-hoc BI and DIY administration



## Visualization
(2)

## Analysis
(1)

## Database Designer
(3)

# Phocas Demo

- Financial Statements
- Budgets and Forecasting
- Real-world examples

# Strategic Solutions for Phocas Analytics

## Strategic Adaptor for Phocas Analytics

- Robust data extraction solution installed in QAD environment
- Flexible scheduling options to ensure timely data updates
- Reliable connectivity driven by proven technology

## Strategic Content Packs

- Increased Time to Value
- Database designed and ready with pre-built exports
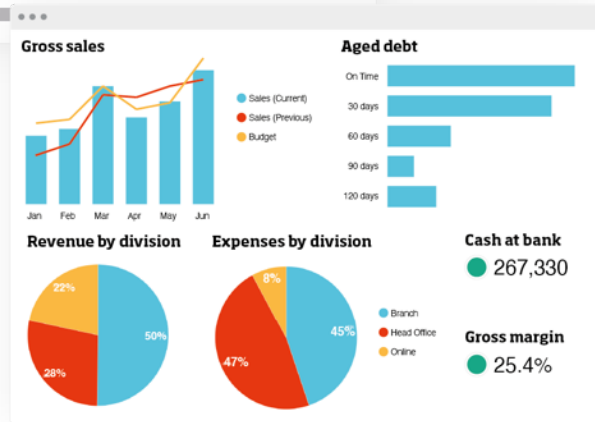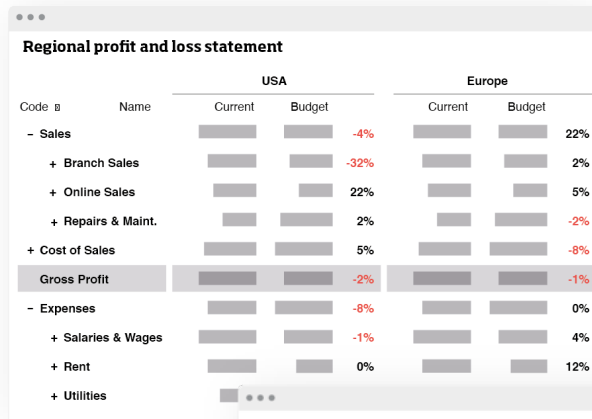  - Financials
  - Sales
  - Purchasing
  - Inventory

## Strategic Custom Services

- Integration with QMS, CRM and more
- Custom Content Packs
- Training and Mentoring

# To Learn More

- Ask your Strategic Account Executive
- Email sales@strategic.com
- Visit phocassoftware.com

## Thank you for attending!