

LUNCH N LEARN

Qvinci Data Consolidation, Reporting, & Business Intelligence Features Not Available in QuickBooks

IFA WEBINAR SERIES

March 4, 2025 - 12pm CT

SPONSORED BY:



Presenters



Brad Adams

CEO / Moderator
Qvinci Software



Charles Nagel

Founder / CIO
Qvinci Software

Top Franchise Brands Trust Qvinci!





The Learning Objectives



This webinar will explore the best practices and proven strategies that promote the:

1. Implementation of a **near real-time data collection, aggregation, consolidation, and mapping solution** that provides the financial insights everyone can understand, make sense of, and act on
2. **Automation of the manual processes, workflows, and spreadsheets** to streamline operations and franchise owner collaboration
3. Implementation of a solution that will **establish and maintain brand-defined standards** for KPIs, business intelligence, and predictive analytics necessary for driving location-level economics and profitable brand growth
4. Utilization of tools and technologies for effective **communication in a manner everyone can understand, make sense of, and act on**
5. Cultivate a brand-wide **culture of transparency, collaboration, compliance, profits, and expansive growth**



The Push/Pull Dynamic To Catalyze Advisory Services

“The Push” – KPI Scorecard

- Actionable insights franchise owners can easily understand
- Illustrates favorable and unfavorable trending (**GREEN** & **RED** ratios / charts & graphs)

Motivates or “Pushes” franchise owners to reach out to their business coaches to seek corrective help.

“The Pull” – Advisory Portal

- Single view of all franchise owners’ financial wellness
- Illustrates favorable and unfavorable trending (**GREEN** & **RED** ratios)

Motivates business coaches to contact franchise owners and “Pull” them into the culture of collaboration and profitable growth.

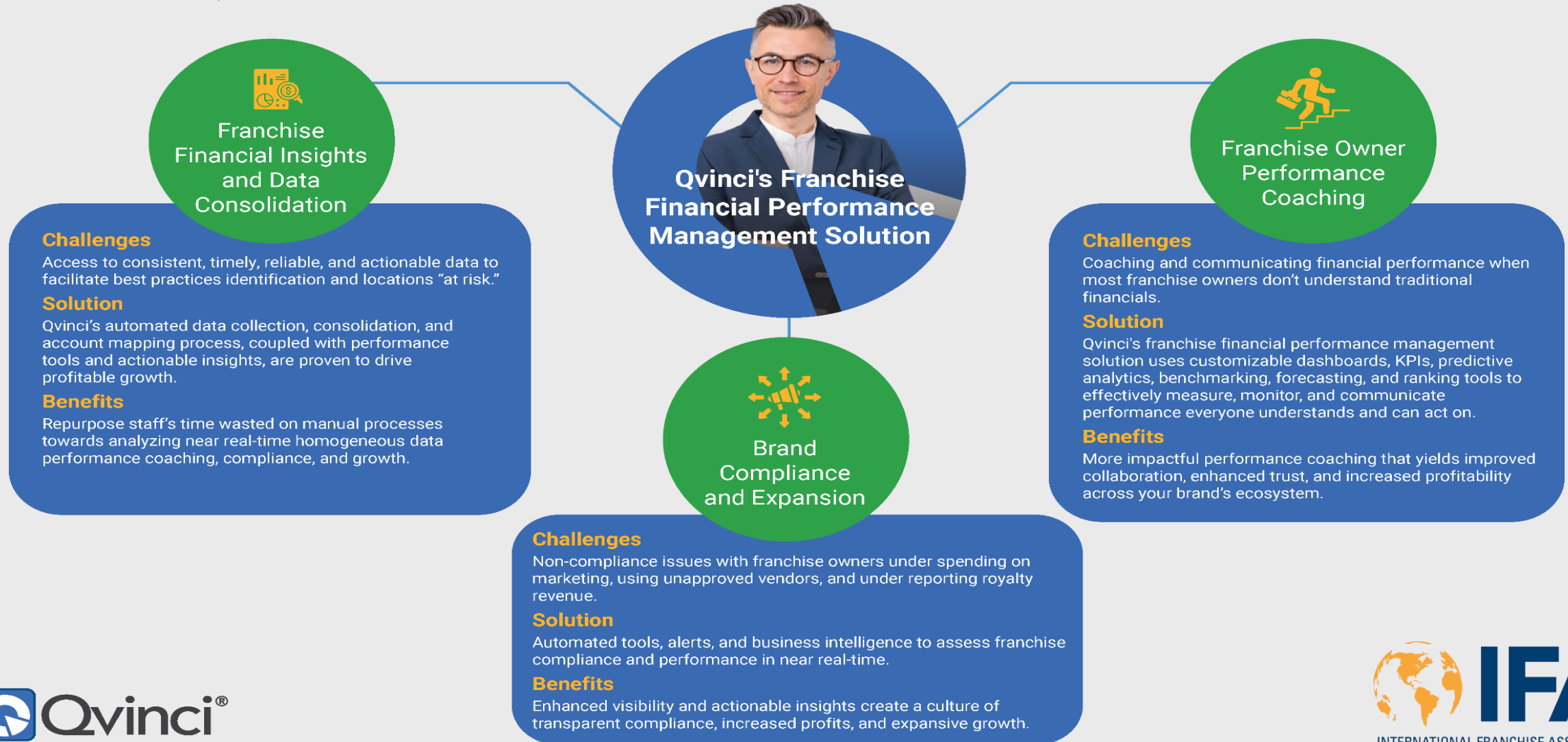
The 3 Pillars For Profitably Scaling Franchise Growth

Hundreds of brands, of all sizes, and across all markets utilize the 3 pillars of Qvinci's Franchise Financial Performance Management Solution to profitably scale growth.

PILLAR 1 – Automates the processes around data collection, consolidation, and patented account mapping to a brand standard allowing staff to repurpose time wasted on manual processes towards analyzing near real-time homogeneous data, identifying locations “at risk,” and performance coaching.

PILLAR 2 – Combines communicating financial performance in a manner franchise owners understand and can act on with customizable coaching tools that effectively measure, monitor, and improve unit-level performance.

PILLAR 3 – Provides the enhanced visibility and actionable insights needed to facilitate a culture of transparency, trust, and collaboration proven to deliver improved compliance, increased profits, and sustainable expansion.





How the Right Tools and Technologies Drive Brand Compliance, Profits, and Expansive Growth

1

Franchise Financial Insights and Data Collection

2

Franchise Owner Performance Coaching

3

Brand Compliance and Expansion



How the Right Tools and Technologies Drive Brand Compliance, Profits, and Expansive Growth

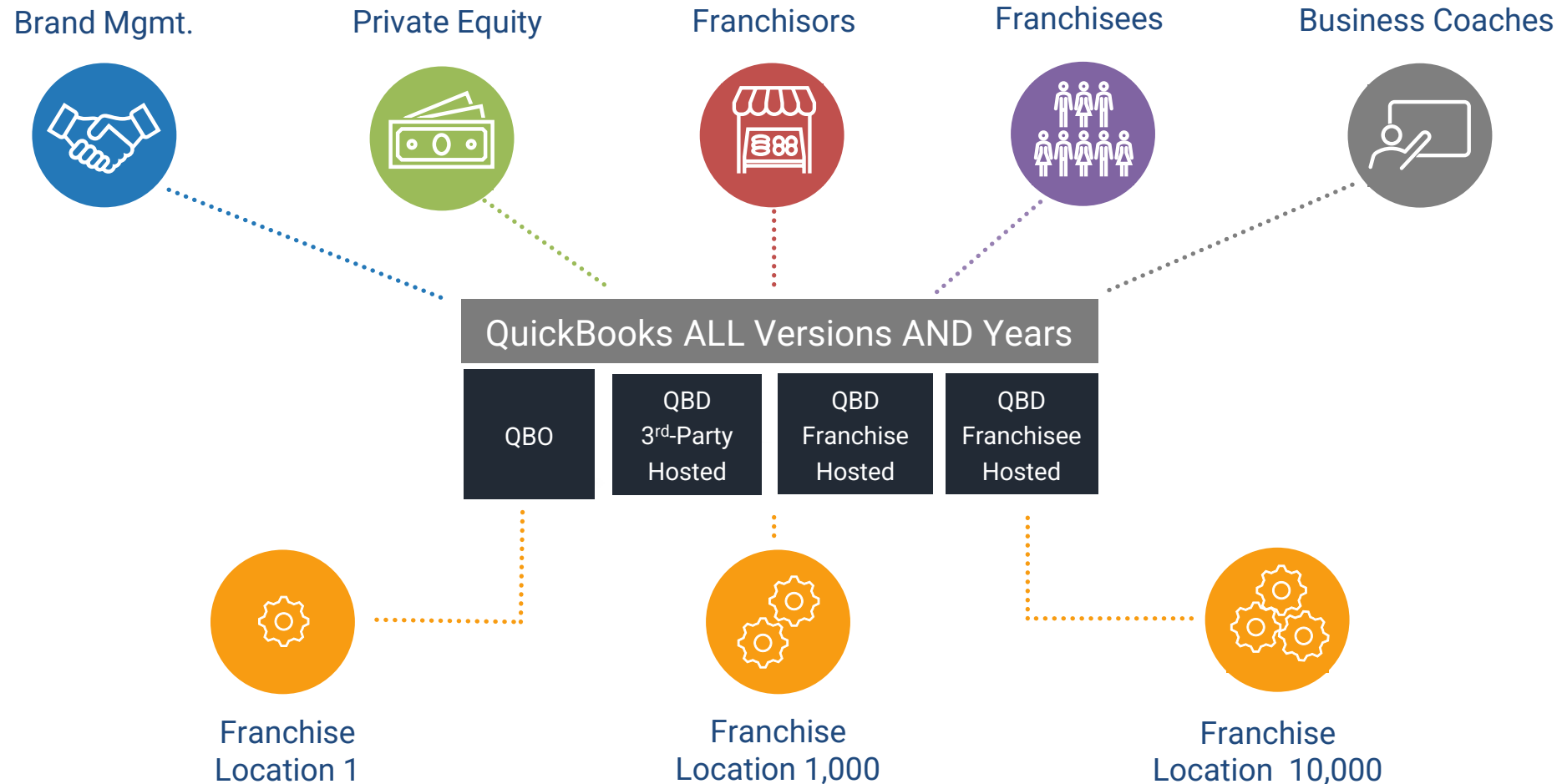
1

Franchise Financial Insights and Data Collection

Franchise Wellness Dashboard

Illustrating the Operational Problem Solved by Qvinci

Many Staff → Many QuickBooks Versions → Many Hosted Scenarios → Many Businesses



Qvinci's Key Capabilities



Automated Data Consolidation



Dynamic Mapping



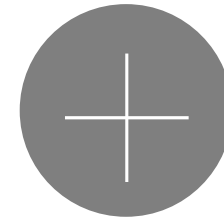
Automated Reporting



Data Blending



Business Intelligence



... and More

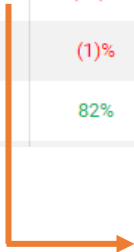
Franchise Wellness Dashboard



- Focuses on the 10 key ratios that drive profitable growth
- Displays **GREEN** & **RED** percentage changes that alert leadership and franchisees to **FAVORABLE** / **UNFAVORABLE** trending across multiple time periods
- Users can drill down to an advisory analysis card for trending details
- Identifies which franchise owners have their books accurate and up-to-date

Franchise Wellness Dashboard

Profit & Loss						Balance Sheet			
Total Income	COGS	Gross Profit Margin	Top 10 Expen...	Net Income	Net Profit Margin	Months of Cash	Cash	A/R	A/P
34%	0%	0%	50%	(47)%	(60)%	(51)%	(0)%	2%	6%
0%	2%	(0)%	0%	(1)%	(1)%	2%	3%	1%	3%
7%	(2)%	4%	1%	82%	70%	(3)%	0%	8%	3%



Advisory Analysis
50.05% ×

Advisory Analysis Card

- Click on any cell
- See what's causing the trend

Top 10 Expenses			
	Reporting Month		Prior Month
	Dec 2023		Nov 2023
Dental Supplies	8.32 %	Dental Supplies	5.55 %
Associate Salary Expense	7.99 %	Associate Salary Expense	5.34 %
Consulting	5.37 %	Consulting	3.59 %
Staff Expenses	5.34 %	Staff Expenses	3.56 %
Admin Staff Payroll	4.55 %	Admin Staff Payroll	2.98 %
Rent Expense	4.44 %	Rent Expense	2.96 %
Hygienist Wages	4.02 %	Hygienist Wages	2.69 %
Assistant Payroll	3.65 %	Assistant Payroll	2.44 %
Laboratory Fees	3.52 %	Laboratory Fees	2.35 %
Associate Contract Labor	2.20 %	Associate Contract Labor	1.47 %
Top 10 Expenses	49.41 %	Top 10 Expenses	32.93 %



How the Right Tools and Technologies Drive Brand Compliance, Profits, and Expansive Growth

2

Franchise Owner Performance Coaching

- KPI Scorecard
- Performance Dashboard



The KPI Scorecard

- Customizable to highlight the KPIs and ideal ranges that most impact location-level profitable growth
- View dollars (\$) and percentage (%) of income from the same scorecard
- Period-over-period trend analysis
- Reporting month, rolling 3-month, and FYTD comparative scorecard versions
- Includes an expense control analysis and graphed income, net income, and cashflow (tabs not shown)

The KPI Scorecard

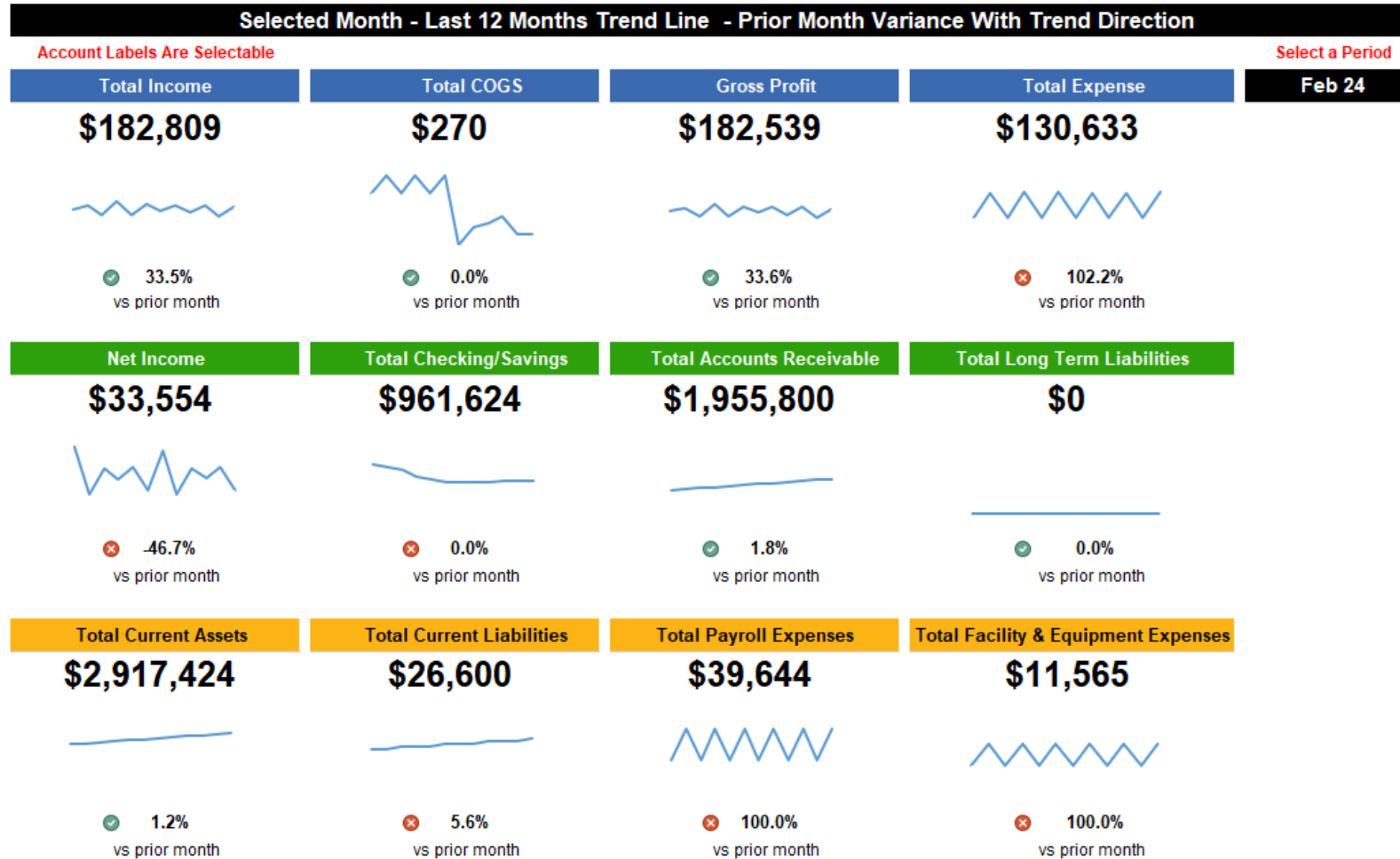
	Ideal Range ^(?)		Entity Performance****			
Income Analysis**	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg
Ortho Sales	\$979,231	\$1,019,200	\$995,792	\$934,953	✓	\$999,216
Cleaning	\$858,582	\$893,626	\$908,783	\$828,697	✓	\$876,104
Prosthetic Sales	\$513,508	\$534,467	\$544,183	\$446,480	✓	\$523,988
Teeth Whitening	\$297,551	\$309,696	\$295,320	\$271,750	✓	\$303,624
Lab Results	\$189,803	\$197,550	\$194,734	\$167,734	✓	\$193,677
COGS Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg
Ortho Costs	\$443,377	\$461,474	\$443,221	\$457,428	✓	\$452,426
Prosthetic Costs	\$225,650	\$234,861	\$240,386	\$195,900	✗	\$230,255
Hygienists Salary	\$89,700	\$93,361	\$92,121	\$88,578	✗	\$91,531
Laboratory Costs	\$78,961	\$82,184	\$85,712	\$46,420	✗	\$80,573
Teeth Whitening Costs	\$32,691	\$34,025	\$33,308	\$23,234	✗	\$33,358
Expense Analysis***	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg
Dentist Salary	\$163,091	\$169,748	\$167,493	\$161,051	✗	\$166,419
Dental Assistants Salary	\$109,271	\$113,731	\$112,220	\$107,904	✗	\$111,501
Various Costs	\$81,411	\$84,734	\$82,031	\$66,929	✗	\$83,073
Rent Expense	\$72,520	\$75,479	\$73,110	\$72,091	✗	\$74,000
Staff Salary	\$70,618	\$73,501	\$72,525	\$69,735	✗	\$72,060
KPI Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg
COGS Ratio	29.1%	30.3%	29.6%	29.7%	✓	29.7%
Gross Margin Ratio	68.9%	71.7%	70.4%	70.3%	✓	70.3%
Expense Ratio	21.5%	22.4%	21.8%	25.6%	✓	21.9%
Profitability Ratio (Net Income)	48.7%	50.7%	49.7%	46.4%	✓	49.7%
Months of Cash	3.0	6.0	68.8	65.7	✓	69.0

Performance Dashboards



- Customizable to highlight the KPIs that most impact location-level profitable growth
- Selectable periods let users see trending for previous periods
- Has monthly, rolling 3-months, and fiscal YTD views (tabs not shown)

Performance Dashboard





How the Right Tools and Technologies Drive Brand Compliance, Profits, and Expansive Growth

3

Brand Compliance and Expansion

- Break-Even Analysis
- Benchmarking and Ranking

Break-Even Analysis



- Designed to allow brand leadership and franchise coaches to partner with new or underperforming franchisees to illustrate the operational adjustments needed to attain and exceed financial break-even
- Automatically populates *controllable* and *non-controllable* expenditures
- The “*What If*” side allows franchise coaches and franchise owners to collaborate by manually adjusting income, CoGS, expenses, and other expenses until a break-even game plan is agreed upon

Break-Even Analysis

Change gray fields to display different scenarios - See instructions below

Actuals

1 Reporting Month

INCOME

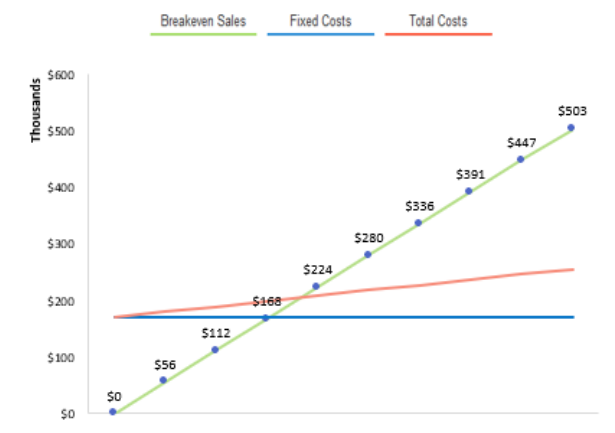
Total Income \$447,391.96 % Of Inc

2 Select Controllable Cost Accts

Liquor Cost (COGS)	\$9,785	2.2%
Merchandise Cost (COGS)	\$3,641	2.2%
Beverage Cost (COGS)	\$3,503	2.1%
Food Cost (COGS)	\$3,084	2.0%
Dessert Cost (COGS)	\$7,492	1.7%
Beer Cost (COGS)	\$7,115	1.6%
Dairy Cost (COGS)	\$6,475	1.4%
Bakery Cost (COGS)	\$5,024	1.1%
Pizza Cost (COGS)	\$4,725	1.1%
Sandwich Cost (COGS)	\$4,044	0.9%
Wine Cost (COGS)	\$3,054	0.7%

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Actuals - Breakeven Analysis



Income Required to Break Even: \$205,547

Non-Controllable Costs (Top 10 Account)

Staff Wages (Expense)	\$28,534	6.4%
Media & Print Advertising (Expense)	\$18,717	4.2%
Automobile & travel (Expense)	\$18,367	4.1%
Promotional events (Expense)	\$17,887	4.0%
Telephone & Internet (Expense)	\$9,767	2.2%
Misc Food Purchases (Expense)	\$9,013	2.0%
Rent (Expense)	\$9,000	2.0%
Misc Food Purchases (Other Expense)	\$7,313	1.6%
Employee Benefits (Expense)	\$6,958	1.6%
Various Expense (Expense)	\$6,323	1.4%
Other Non-Controllable Costs	\$38,718	8.7%
Total Non-Controllable costs	\$170,657	38.1%

Net Profit (Loss) \$200,792 44.9%

What If

Change gray fields to display different scenarios - See instructions below

3 \$447,391.96 % Of Inc

Controllable Cost Accts

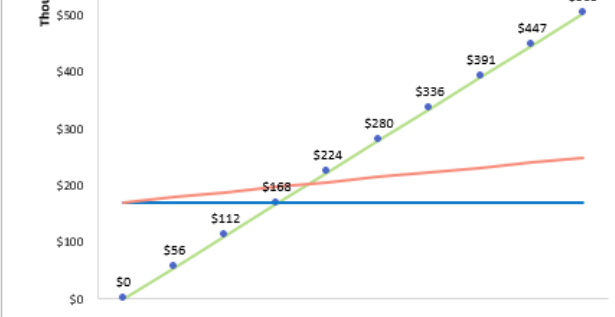
Liquor Cost (COGS)	2.0%	\$8,948	2.0%
Merchandise Cost (COGS)	2.2%	\$9,641	2.2%
Beverage Cost (COGS)	1.9%	\$8,500	1.9%
Food Cost (COGS)	1.7%	\$7,606	1.7%
Dessert Cost (COGS)	1.5%	\$6,711	1.5%
Beer Cost (COGS)	1.6%	\$7,115	1.6%
Dairy Cost (COGS)	1.2%	\$5,369	1.2%
Bakery Cost (COGS)	1.1%	\$5,024	1.1%
Pizza Cost (COGS)	0.9%	\$4,027	0.9%
Sandwich Cost (COGS)	0.9%	\$4,044	0.9%
Wine Cost (COGS)	0.7%	\$3,054	0.7%

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What If - Breakeven Analysis

Change gray fields to display different scenarios - See instructions below

3 \$447,391.96 % Of Inc



Income Required to Break Even: \$202,331

Non-Controllable Costs

Staff Wages (Expense)	5	\$28,534	6.4%
Media & Print Advertising (Expense)		\$18,717	4.2%
Automobile & travel (Expense)		\$18,367	4.1%
Promotional events (Expense)		\$17,887	4.0%
Telephone & Internet (Expense)		\$9,767	2.2%
Misc Food Purchases (Expense)		\$9,013	2.0%
Rent (Expense)		\$9,000	2.0%
Misc Food Purchases (Other Expense)		\$7,313	1.6%
Employee Benefits (Expense)		\$6,958	1.6%
Various Expense (Expense)		\$6,323	1.4%
Other Non-Controllable Costs	6	\$38,718	8.7%
Total Non-Controllable costs		\$170,657	38.1%

Net Profit (Loss) \$206,696 46.2%



Ranking and Benchmarking Analysis



- Customizable to highlight the KPIs that most impact unit-level profitable growth for your business model
- Filterable to compare like-type peer performance comparisons
- Shows trending for the reporting month, rolling 3-months, and FYTD with a click of your mouse
- Identifies both top performers and locations “at risk”
- Proven to cultivate a brand culture of competitive, profitable growth



Ranking and Benchmarking Analysis

Peer Benchmarking Results	Total Income		Total COGS		Gross Profit		Total Expense		Net Income	
	\$		\$	%	\$	%	\$	%	\$	%
Top 10%	275,531		38	-1.4%	163,987	352.1%	(1,381)	-2.1%	52,880	123.0%
Top 20%	218,942		2,461	1.7%	85,030	182.6%	4,853	5.5%	51,343	104.2%
Average	77,315		12,581	41.0%	64,734	59.0%	64,392	346.2%	1,342	-278.6%
Total Benchmark Entities - 136										

Ranked

	Total Income	Total Income Rank	Total COGS	COGS %	COGS % Rank	Gross Profit	Gross Margin %	Gross Margin % Rank	Total Expense	Expense %	Expense % Rank	Net Income	Net Inc %	Net Inc % Rank
Filter out 0 to remove unused rows, here >														
KY - Florence - Scott McGarvey	525,064	1	163,816	31.2%	70	361,248	68.8%	114	295,439	56.3%	41	66,344	12.6%	58
TX - Austin North - Paul Casterlin	374,054	2	106,627	28.5%	67	267,427	71.5%	111	327,686	87.6%	65	(65,043)	-17.4%	84
TN - Chattanooga - Keith Sands	290,328	3	21,168	7.3%	26	269,160	92.7%	70	197,625	68.1%	48	71,535	24.6%	51
MN - Edina - Paul Kahlert	276,434	4	90,225	32.6%	73	186,209	67.4%	117	177,229	64.1%	43	8,980	3.2%	68
WA - Seattle Bridge West - Taylor Collyer	267,742	5	22,607	8.4%	30	245,136	91.6%	74	214,622	80.2%	60	34,874	13.0%	57
MA - Woburn - Matt Pappas	262,649	6	74,997	28.6%	68	187,652	71.4%	112	118,995	45.3%	37	68,656	26.1%	50
VA - Salem - Denis Tebit	248,901	7	59,241	23.8%	59	189,660	76.2%	103	31,342	12.6%	19	158,528	63.7%	36
FL - West Palm Beach - Chris Mayer	244,454	8	61,018	25.0%	63	183,436	75.0%	107	267,378	109.4%	80	(91,898)	-37.6%	93
SC - Greenville - Byron Berry	240,754	9	59,309	24.6%	61	181,446	75.4%	105	302,690	125.7%	89	(121,244)	-50.4%	102
TX - Irving - Scott Callis	235,029	10	0	0.0%		235,029	100.0%	6	98,838	42.1%	35	136,191	57.9%	39
MA - Southborough-Framingham - Gauri Bhalakia	228,878	11	42,272	18.5%	50	186,606	81.5%	94	32,688	14.3%	22	153,918	67.2%	34
NV - Las Vegas Metro - Jimmy Platt	226,344	12	63,898	28.2%	65	162,446	71.8%	109	153,622	67.9%	47	(13,667)	-6.0%	75
AL - Birmingham Greystone - Terry Pouncey	219,980	13	54,339	24.7%	62	165,640	75.3%	106	159,901	72.7%	56	5,739	2.6%	69
AZ - Scottsdale North - Kevin Concannon	216,824	14	0	0.0%		216,824	100.0%	6	3,547	1.6%	15	213,277	98.4%	25
DC - Washington DC Spring Valley - Didi Barzacka	189,882	15	21,624	11.4%	36	168,258	88.6%	80	155,934	82.1%	61	12,324	6.5%	64
PA - Doylestown - Bob Kondraske	182,628	16	41,834	22.9%	55	140,794	77.1%	99	134,070	73.4%	57	11,166	6.1%	65
NE - Omaha - Scott Kaminski	176,875	17	18,166	10.3%	32	158,709	89.7%	76	202,036	114.2%	84	(43,201)	-24.4%	88
CA - Monterey Bay - Belle Smith	171,809	18	9,379	5.5%	23	162,431	94.5%	67	226,605	131.9%	93	(63,204)	-36.8%	91
AZ - Tucson Metro - Wendell Long	170,089	19	128,719	75.7%	90	41,370	24.3%	134	118,062	69.4%	53	(76,692)	-45.1%	96
WA - Marysville-Arlington - Brett Kinney	169,534	20	30,652	18.1%	49	138,882	81.9%	93	116,333	68.6%	51	22,549	13.3%	56

Qvinci Is Your Single-Source Provider of Simple, Cost-Effective Franchise FinTech Solutions



Why Does the Competition Not Measure Up?

Lack of Consolidation of Multiple Financial Files

- Very difficult, disparate charts of accounts, different versions of QuickBooks, or other accounting files
- ✓ Qvinci automates the data collection, consolidation, and mapping process! We invented it and own the patents!

Lack of Data Automation

- Manual processes, time-consuming, cost-prohibitive, and prone to error
- ✓ Qvinci automates the processes and workflows

Limited or Canned Reporting

- Most are one-size-fits-all canned reports, boilerplate KPIs and dashboards, and bare-minimum reports
- ✓ Qvinci provides 200+ jumpstart templates, plus unlimited customization!

Lack of Meaningful BI, KPIs, and Customizable Reporting

- Too much detail, no interpretation of results
- ✓ Qvinci delivers customizable reporting that is easy to understand and implement!
GREEN = Good and **RED** = *"Uh oh, we need to talk!"*

Heavy Reliance on Excel

- Export all data to Excel, slot and align data, manually style and combine, etc.
- ✓ If you can envision it in Excel, you can likely automate it in Qvinci!



Recap



Qvinci empowers franchises of all industries and sizes to:

- Access the **near real-time homogeneous franchise location data**
- Provide timely, value-added **insights all franchise owners understand and can act on**
- **Eliminate wasteful manual processes, workflows, and overreliance on spreadsheets**
- Effectively **coach their franchise owners for performance**
- Proactively manage their **brand compliance and expansion**





Next Steps

1. Schedule a [Private Demonstration](#)
2. Take a [Test Drive](#)
3. Visit our [Learning Center](#)





Q&A Session

What questions do you have for the team?

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The Appendix –

We will not have time to review each one of over 200+ Qvinci report and business intelligence templates, but here are a few of our reports and business intelligence templates not available in QuickBooks



The Franchise Wellness Dashboard



- **GREEN** & **RED** numbers / percentages motivate owners to call corporate or their coaches for expert insight and guidance
- Presents locations' *summary movement data* over time (**dynamic**)
- Illustrates favorable / unfavorable trending across various time periods
- Focuses on the 10 key ratios that drive most organizations
- Determines which locations have their books up to date
- And more...

The Franchise Wellness Dashboard

Advisory Portal

Instructions For Using The Advisory Portal

Reporting Month vs Prior Month

+Add Company

Export to Excel

Reporting Entity Data								Profit & Loss					Balance Sheet				
Company (select below)	Reporting Entity (select below)	GL	JE	File Type	Last Sync	Reporting Month	Reporting Month Data Ready	Total Income	COGS	Gross Profit Margin	Top 10 Expenses	Net Income	Net Profit Margin	Months of Cash	Cash	A/R	A/P
Qvinci Dental Group	Apple Family Dental	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Bright Smiles Dentis...	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Church Family Denta...	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Dallas Dental Group	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Downtown Dental Pr...	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	East Side Smiles	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	XYZ Eliminations	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Family Dental Care	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Hester Dental Group	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%
Qvinci Dental Group	Kleinman Dental Pra...	View	View	Desktop	11/01/22	Apr 2021		(76)%	34%	(3)%	(90)%	(47)%	118%	6196%	(0)%	4%	8%

The KPI Scorecard



- Custom KPIs based on your brand's ecosystem metrics
- Consolidated KPIs across a plurality of locations
- Compare KPIs to ecosystem peers (benchmarking)
- Trended comparisons of KPIs year-over-year
- Comparisons to the ideal range of values set by the franchise
- Custom accounts based on your brand's ecosystem metrics

The KPI Scorecard

Apple Family Dental

KPI Scorecard

For The Period Ending: 12/31/202X

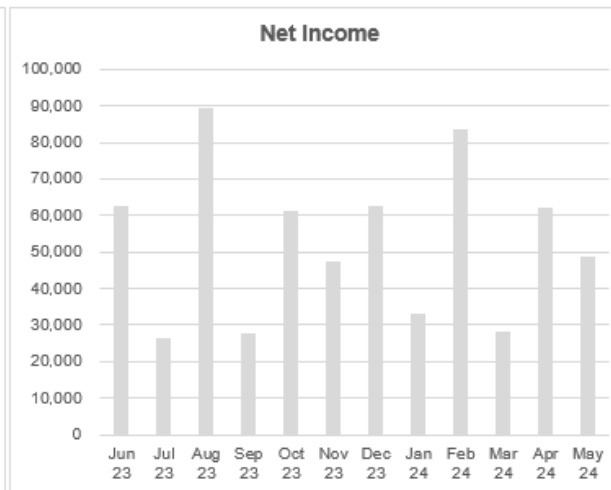
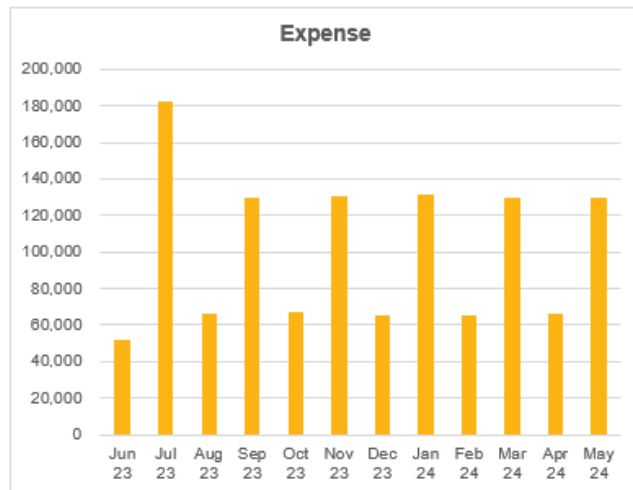
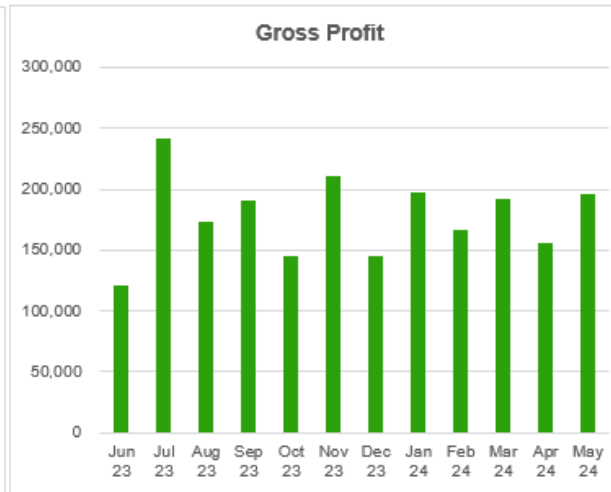
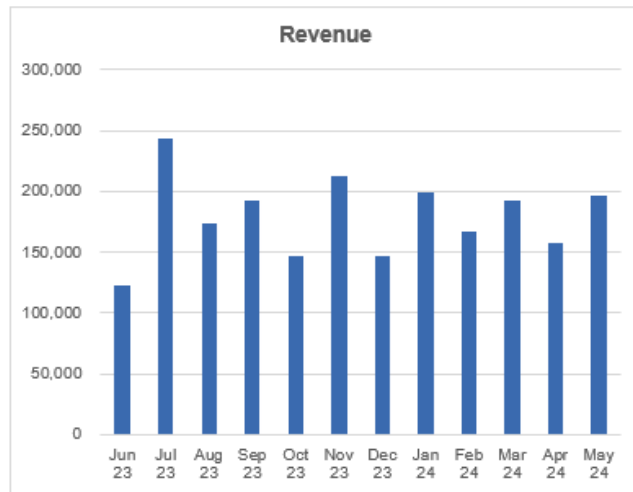
	Ideal Range		Entity Performance****				Ecosystem Performance	
Income Analysis**	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Patient Fees	\$1,540,611.40	\$1,603,493.50	\$1,585,223.73	\$1,206,736.81	✓	\$1,572,052.45	\$4,406,285.12	\$7,074,310.98
Fees for Other Services	\$5,066.21	\$5,272.99	\$4,418.80	\$8,076.40	✗	\$5,169.60	\$15,958.42	\$25,621.31
Other Income	\$2,563.39	\$2,668.02	\$2,712.58	\$2,301.02	✓	\$2,615.71	\$7,523.79	\$12,079.48
Refunds from Clients	\$2,625.71	\$2,732.89	\$2,303.60	\$4,080.80	✗	\$2,679.30	\$8,153.75	\$13,090.88
COGS Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Widget Assembly1	\$4,213.61	\$4,385.59	\$3,788.80	\$6,463.20	✓	\$4,299.60	\$13,103.71	\$21,038.06
Product Material	\$4,383.54	\$4,562.46	\$3,421.60	\$7,912.00	✓	\$4,473.00	\$13,930.20	\$22,365.00
Expense Analysis***	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
Owner Salary	\$180,516.00	\$187,884.00	\$184,400.00	\$89,200.00	✗	\$184,200.00	\$528,922.50	\$849,187.50
Dental Supplies	\$100,584.99	\$104,690.50	\$106,439.14	\$55,233.21	✗	\$102,637.75	\$287,051.07	\$460,861.81
Temp Salary	\$96,681.72	\$100,627.91	\$102,308.70	\$47,282.50	✗	\$98,654.81	\$275,594.61	\$442,468.41
Professional Services	\$64,942.47	\$67,593.18	\$68,722.19	\$18,791.92	✗	\$66,267.83	\$182,437.04	\$292,903.51
Misc Salary Costs	\$64,564.78	\$67,200.08	\$68,322.52	\$57,956.27	✗	\$65,882.43	\$189,503.49	\$304,248.72
KPI Analysis	Low	High	Reporting FYTD	Prior FYTD	Trend	Last 12 Months Avg	System Average	System Top 20%
COGS Ratio	0.0%	2.6%	0.5%	1.2%	✓	0.6%	0.6%	0.6%
Gross Margin Ratio	97.4%	101.4%	99.5%	98.8%	✓	99.4%	99.4%	99.4%
Expense Ratio	53.8%	57.8%	57.3%	53.4%	✗	55.8%	56.6%	56.6%
Profitability Ratio (Net Incom	28.4%	32.4%	29.0%	37.1%	✗	30.4%	29.2%	29.2%
Months of Cash	3.0	6.0	9.5	13.4	✗	9.8	9.4	9.4

Big 4 / Top 10 Analysis



- Illustrates trending for revenue, gross profit, expenses, and net income
- Selectable periods (this FYTD; prior FYTD; rolling 12-months)
- View income, CoGS, and expenses from the drop-down
- Hover bar chart to see financial data

Big 4 Analysis



Select a Period

Last 12 Months

Months Sorted

- Jun 23
- Jul 23
- Aug 23
- Sep 23
- Oct 23
- Nov 23
- Dec 23
- Jan 24
- Feb 24
- Mar 24
- Apr 24
- May 24

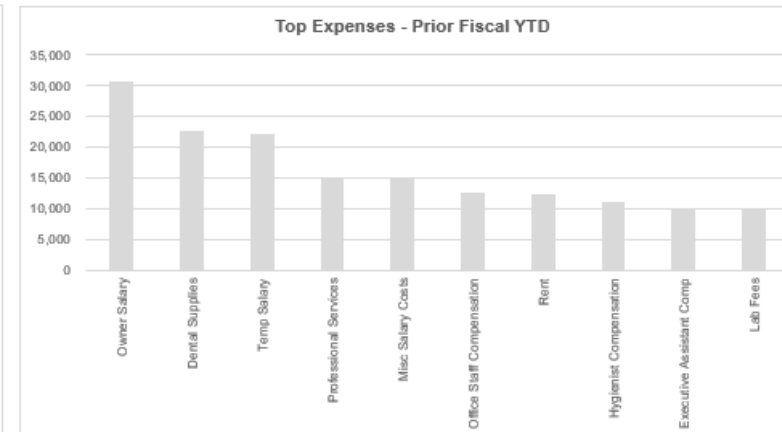
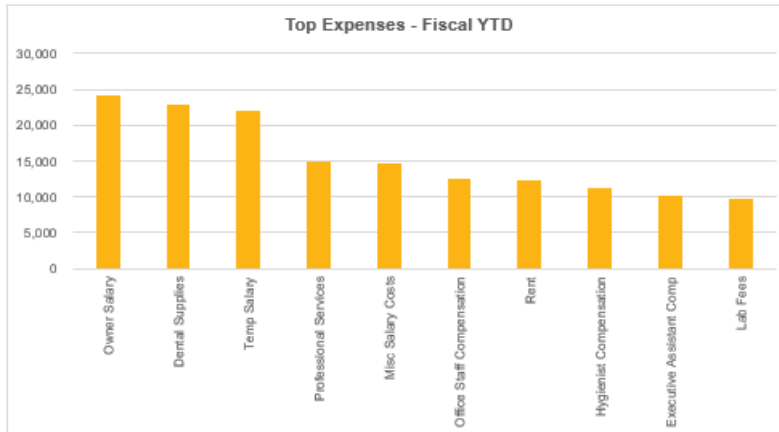
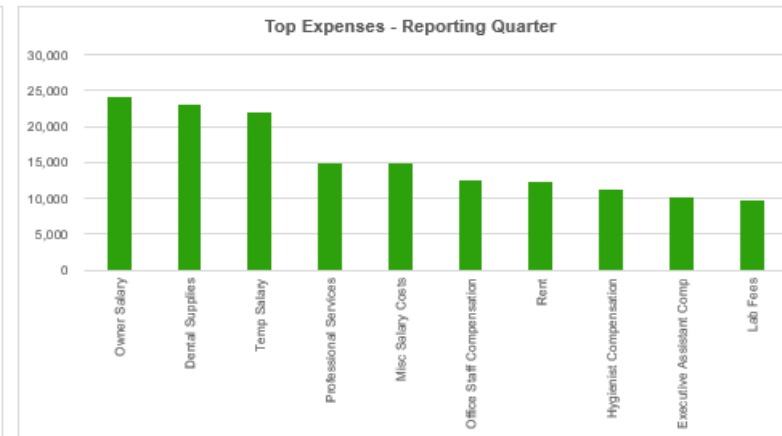
Top 10 Analysis

Total of Top Expenses

Reporting Month	Reporting Quarter	Fiscal YTD	Prior Fiscal YTD
\$102,317	\$153,396	\$153,396	\$159,398

Make a selection to change the chart ----->

Top Expenses



Budget Forecasting



- Upload budget from Excel into Qvinci or upload them into QuickBooks
- Enables efficient knowledge sharing between coaches and franchise owners via Qvinci's collaborative tools
- Supports a culture of continuous learning and improvement
- Data-driven insights to increase collaboration, efficiencies, and profits

Actual + Budget Forecasting

	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2023 - Dec 2023	Budget	\$ Diff
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Total	Budget	
Ordinary Income/Expense															
Income															
Other Income	194	388	194	388	194	388	194	388	194	194	194	581	3,488	3,269	219
Patient Fees	173,299	191,549	145,999	211,849	145,999	198,549	166,299	191,549	156,127	115,211	121,911	242,332	2,060,670	1,998,038	62,632
Total Income	173,492	191,937	146,192	212,237	146,192	198,937	166,492	191,937	156,320	115,404	122,104	242,913	2,064,158	2,001,307	62,851
Cost of Goods Sold															
Product Material	800	942	800	942	800	942	0	142	181	942	800	942	8,235	6,863	(1,372)
Widget Assembly1	543	858	543	858	543	858	0	316	359	858	543	858	7,138	5,608	(1,530)
Total COGS	1,343	1,801	1,343	1,801	1,343	1,801	0	458	540	1,801	1,343	1,801	15,373	12,470	(2,903)
Gross Profit	172,150	190,136	144,850	210,436	144,850	197,136	166,492	191,479	155,780	113,604	120,762	241,112	2,048,784	1,988,836	59,948
Expense															
Business Expenses															
Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0	10,672	10,672
Bank Charges	583	1,166	583	1,166	583	1,166	583	1,166	583	583	583	1,750	10,498	905	(9,593)
Building Costs	51	102	51	102	51	102	51	102	51	51	51	153	916	12,216	11,300
Disposal Costs	744	1,488	744	1,488	744	1,488	744	1,488	744	744	744	2,232	13,394	633	(12,760)
Equipment	553	1,107	553	1,107	553	1,107	553	1,107	553	153	153	1,260	8,759	2,616	(6,143)
Insurance – Worker's Comp	155	310	155	310	155	310	155	310	155	155	155	465	2,793	2,045	(748)
Interest Expense	101	202	101	202	101	202	101	202	101	101	101	303	1,820	28,819	26,999
Office Supply	943	1,886	943	1,886	943	1,886	943	1,886	943	943	943	2,828	16,970	6,622	(10,347)
Other Insurance	362	724	362	724	362	724	362	724	362	362	362	1,085	6,512	1,095	(5,417)
Postage and Delivery	69	138	69	138	69	138	69	138	69	69	69	208	1,245	1,356	111
Printing Costs	76	152	76	152	76	152	76	152	76	76	76	228	1,370	688	(683)
Processing Costs	39	78	39	78	39	78	39	78	39	39	39	118	706	3,965	3,259
Professional Services	76	153	76	153	76	153	76	153	76	76	76	229	1,373	25,592	24,219
Retirement Plan Costs	4,909	9,817	4,909	9,817	4,909	9,817	4,909	9,817	4,909	909	909	10,726	76,357	346	(76,011)
Taxes	18	37	18	37	18	37	18	37	18	18	18	55	332	5,302	4,969
Tech Expenses	666	1,332	666	1,332	666	1,332	666	1,332	666	266	266	1,598	10,786	8,716	(2,071)
Uniforms	612	1,225	612	1,225	612	1,225	612	1,225	612	612	612	1,837	11,022	1,555	(9,467)
Total Business Expenses	76	152	176	152	76	252	76	152	176	76	76	328	1,769	150,057	148,288

What If – Cashflow Forecasting Optimizer



- Imagine the collaborative relationships fostered if you could sit down with each one of your franchise owners and build a *What If* forecast on:
 - A single or consolidated basis
 - Or a seasonal basis with regularly scheduled progress checks over the next 12 months
- There is a 12-month *What If* to Actual presentation with integrated charts and graphs
- As the Chart of Accounts changes, Qvinci's Model Merge Technology keeps the parent-child relationship intact and slots any new accounts correctly in the model instantaneously



New Qvinci Budget Tools



- Enables efficient knowledge sharing between corporate and owners via Qvinci's collaborative tools
 - Supports a culture of continuous learning and improvement
- Data-driven insights to increase operational collaboration, efficiencies, and profits

New Qvinci Budget Tools

Qvinci Franchise Brand							
Budget vs Actual - Year Over Year Comparison, and Future Fiscal Budget							
For the Period Ending September 30, 2023							
	Oct 01, 2021 - Sep 30, 2022	Oct 01, 2021 - Sep 30, 2022 Budget	\$ Diff	Oct 01, 2022 - Sep 30, 2023	Oct 01, 2022 - Sep 30, 2023 Budget	\$ Diff	Oct 01, 2023 - Sep 30, 2024 Budget
Ordinary Income/Expense							
Income							
49000 MISC Parts Income							
Sparco Racing Seat Income	23,040	5,120	17,920	15,360	11,520	3,840	11,520
Sparco Steering Wheel Income	3,330	960	2,370	2,880	1,170	1,710	1,170
49000 MISC Parts Income - Other	5,085	180	4,905	3,540	2,430	1,110	2,430
Total 49000 MISC Parts Income	31,455	6,260	25,195	21,780	15,120	6,660	15,120
Audi Sales	85,000	0	0	0	85,000	0	85,000
Engine Service							
Dyno Service	2,400	1,200	1,200	2,400	2,400	0	2,400
Engine Diagnostic Service	11,850	4,200	7,650	15,150	11,850	3,300	11,850
Engine Service	5,000	0	0	0	5,000	0	5,000
Engine Tuning Income	75	0	0	0	75	0	75
MISC Engine Service	2,500	0	0	0	2,500	0	2,500
Oil Change Sales	42,470	76,755	(34,285)	20,360	42,470	(22,110)	42,470
Engine Service - Other	167,500	94,500	73,000	166,500	149,500	17,000	149,500
Total Engine Service	231,795	176,655	55,140	204,410	213,795	(9,385)	213,795
Ford Vehicle Sales	2,502,000	1,863,500	638,500	2,502,000	2,502,000	0	2,502,000
Merch Sales	200	600	(400)	200	50	150	50
Nissan Income	1,666,000	1,239,500	426,500	1,666,000	1,666,000	0	1,666,000
Rebuilt Engine Sales	507,600	355,300	152,300	507,600	471,600	36,000	471,600
Sales Discounts	(7,115)	(3,885)	(3,230)	(7,115)	(7,014)	(101)	(7,014)
Service Income	1,820	1,365	455	1,820	1,820	0	1,820
Tire Rotation Income	13,050	8,100	4,950	13,250	13,050	200	13,050
USA Auto Jacket Income	900	450	450	900	225	675	225
Vehicle Maintenance	20,540	15,365	5,175	20,540	20,540	0	20,540
Vehicle Sales							
Ford Sales	234,000	175,500	58,500	234,000	234,000	0	234,000
Ford Vehicle Sales							
Ford Car Sales	264,000	898,500	(634,500)	330,000	264,000	66,000	264,000
Ford Truck Sales	729,000	1,284,000	(555,000)	624,000	729,000	(105,000)	729,000
Total Ford Vehicle Sales	993,000	2,182,500	(1,189,500)	954,000	993,000	(39,000)	993,000
Infinity Vehicle Sales	37,500	0	0	0	37,500	0	37,500
Mazda Sales							
Mazda Car Sales							
Mazda Sedans							
Mazda 3 Sales	87,000	0	0	0	87,000	0	87,000
Total Mazda Sedans	87,000	0	0	0	87,000	0	87,000
Mazda Car Sales - Other	222,000	30,000	192,000	222,000	55,500	166,500	55,500
Total Mazda Car Sales	309,000	30,000	279,000	222,000	142,500	79,500	142,500
Total Mazda Sales	309,000	30,000	279,000	222,000	142,500	79,500	142,500
Nissan Sales							
Nissan Vehicle Sales	38,500	0	0	0	38,500	0	38,500
Total Nissan Sales	38,500	0	0	0	38,500	0	38,500
Total Vehicle Sales	1,612,000	2,388,000	(776,000)	1,410,000	1,445,500	(35,500)	1,445,500
Total Income	6,665,245	6,051,210	614,035	6,341,385	6,427,686	(86,301)	6,427,686

Actual + Budget Forecasting

	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2023 - Dec 2023	Budget	\$ Diff
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Total		
Ordinary Income/Expense															
Income															
Other Income	194	388	194	388	194	388	194	388	194	194	194	581	3,488	3,269	219
Patient Fees	173,299	191,549	145,999	211,849	145,999	198,549	166,299	191,549	156,127	115,211	121,911	242,332	2,060,670	1,998,038	62,632
Total Income	173,492	191,937	146,192	212,237	146,192	198,937	166,492	191,937	156,320	115,404	122,104	242,913	2,064,158	2,001,307	62,851
Cost of Goods Sold															
Product Material	800	942	800	942	800	942	0	142	181	942	800	942	8,235	6,863	(1,372)
Widget Assembly ¹	543	858	543	858	543	858	0	316	359	858	543	858	7,138	5,608	(1,530)
Total COGS	1,343	1,801	1,343	1,801	1,343	1,801	0	458	540	1,801	1,343	1,801	15,373	12,470	(2,903)
Gross Profit	172,150	190,136	144,850	210,436	144,850	197,136	166,492	191,479	155,780	113,604	120,762	241,112	2,048,784	1,988,836	59,948
Expense															
Business Expenses															
Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0	10,672	10,672
Bank Charges	583	1,166	583	1,166	583	1,166	583	1,166	583	583	583	1,750	10,498	905	(9,593)
Building Costs	51	102	51	102	51	102	51	102	51	51	51	153	916	12,216	11,300
Disposal Costs	744	1,488	744	1,488	744	1,488	744	1,488	744	744	744	2,232	13,394	633	(12,760)
Equipment	553	1,107	553	1,107	553	1,107	553	1,107	553	553	553	1,260	8,759	2,616	(6,143)
Insurance – Worker's Comp	155	310	155	310	155	310	155	310	155	155	155	465	2,793	2,045	(748)
Interest Expense	101	202	101	202	101	202	101	202	101	101	101	303	1,820	28,819	26,999
Office Supply	943	1,886	943	1,886	943	1,886	943	1,886	943	943	943	2,828	16,970	6,622	(10,347)
Other Insurance	362	724	362	724	362	724	362	724	362	362	362	1,085	6,512	1,095	(5,417)
Postage and Delivery	69	138	69	138	69	138	69	138	69	69	69	208	1,245	1,356	111
Printing Costs	76	152	76	152	76	152	76	152	76	76	76	228	1,370	688	(683)
Processing Costs	39	78	39	78	39	78	39	78	39	39	39	118	706	3,965	3,259
Professional Services	76	153	76	153	76	153	76	153	76	76	76	229	1,373	25,592	24,219
Retirement Plan Costs	4,909	9,817	4,909	9,817	4,909	9,817	4,909	9,817	4,909	909	909	10,726	76,357	346	(76,011)
Taxes	18	37	18	37	18	37	18	37	18	18	18	55	332	5,302	4,969
Tech Expenses	666	1,332	666	1,332	666	1,332	666	1,332	666	266	266	1,598	10,786	8,716	(2,071)
Uniforms	612	1,225	612	1,225	612	1,225	612	1,225	612	612	612	1,837	11,022	1,555	(9,467)
Total Business Expenses	76	152	176	152	76	252	76	152	176	76	76	328	1,769	150,057	148,288



NON-SUNDAY ALIGNED WEEKLY REPORTING WITH CUSTOMIZABLE ACCOUNTING CALANDER



NON-SUNDAY ALIGNED WEEKLY REPORTING WITH CUSTOMIZABLE ACCOUNTING CALENDAR

Restaurant GL Profit & Loss - This 13 Weeks by 4- and 5-Week Periods For the Period Ending Mar 28, 2024

	Dec 29, 2023 - Jan 25, 2024	Jan 26, 2024 - Feb 22, 2024	Feb 23, 2024 - Mar 28, 2024	Total
Ordinary Income/Expense				
Income				
Bakery Sales	5,725	1,719	2,208	9,652
Beer Sales	14,894	1,098	1,805	17,796
Beverage Sales	19,814	9,832	11,248	40,894
Catering & Contracts	104,936	41,954	38,100	184,989
Dairy Sales	12,623	11,252	9,970	33,845
Dessert Sales	9,175	3,204	3,308	15,686
Food Sales	39,194	3,150	9,338	51,681
Internet sales	28,531	2,975	7,182	38,688
Liquor Sales	31,716	2,016	3,109	36,841
Merchandise Sales	19,458	8,015	3,000	30,473
Pizza Sales	12,566	5,125	11,569	29,260
Sandwich Sales	19,717	4,642	7,737	32,096
Uncategorized Income	0	0	532	532
Wine Sales	53,675	3,289	5,908	62,872
Total Income	372,023	98,271	115,013	585,306



NON-SUNDAY ALIGNED WEEKLY REPORTING WITH CUSTOMIZABLE ACCOUNTING CALENDAR

Restaurant GL Profit & Loss - Prior Week vs Same Period Last Year For the Period Ending Apr 18, 2024

	Apr 12, 2024 - Apr 18, 2024	Apr 14, 2023 - Apr 20, 2023	\$ Diff
Ordinary Income/Expense			
Income			
Bakery Sales	494	1,811	(1,317)
Beer Sales	251	16,284	(16,033)
Beverage Sales	8,876	2,910	5,966
Catering & Contracts	18,000	47,775	(29,775)
Dairy Sales	1,188	4,950	(3,762)
Dessert Sales	1,709	1,269	440
Food Sales	0	15,098	(15,098)
Internet sales	620	11,420	(10,800)
Liquor Sales	1,045	8,500	(7,454)
Merchandise Sales	280	7,875	(7,595)
Pizza Sales	0	3,881	(3,881)
Sandwich Sales	792	0	792
Wine Sales	475	0	475
Total Income	33,730	121,772	(88,042)

