narrative science

P&L Reporting With Quill

Spend time improving your bottom line, not reporting on it.

Finance leaders wear multiple hats: they need to minimize risk, run a tight finance operation, and shape the overall strategy and direction of business performance.

Analysts spend hours collecting raw data, extracting key insights, creating reports, and reviewing them to confirm accuracy. Once finalized, the data is moved into a presentation format to share with executives. The entire process depends on several people and is repeated on a weekly or monthly basis.

Instead of risking inconsistencies and manually analyzing profit and loss (P&L) data, shouldn't you focus your time on high value activities that impact the bottom line?

Data

QUILL
NLG PLATFORM

P&L Narratives
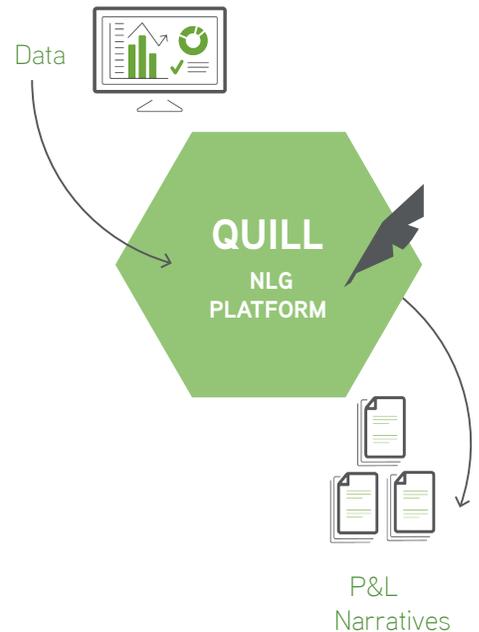
Explain the drivers of P&L with Natural Language Generation (NLG).

Quill's report automation platform can be customized to produce reports in plain-English that perfectly match the business and content requirements of your existing reporting work-flows.

A scalable solution that standardizes P&L reporting across the enterprise, Quill helps your team reduce costs and increase efficiency without increasing headcount by:

IDENTIFYING DRIVERS OF PROFIT AND EXPENSES
and how they impact the bottom line.

COMPARING SPEND AND BUDGET PERFORMANCE
relative to the company as a whole.

UNCOVERING TRENDS
between outgoing expenses and incoming revenue.

ANALYZING EXPENSE FLUCTUATIONS
over custom time periods, including month-over-month and year-over-year.

Why use Quill for Financial Reporting?

SAVE TIME
by utilizing NLG to transform data into plain-English reports at machine scale.

DRIVE OPERATIONAL EFFICIENCY
by immediately generating comprehensive, consistent financial performance reports.

SCALE THE EXPERTISE
of your analyst team by automating the identification and communication of key drivers of financial performance.

ENABLE TRANSPARENCY & TRACEABILITY
of P&L reports back to the system of record, ensuring transparency in analysis and reporting processes.

Quill automatically writes P&L narrative reports by analyzing income and expenses by region, product line, billable hours, expenses and more.

TOTAL REVENUE

Overall Q1 Risk Advisory Revenue was well ahead of plan at 8% and grew 13.5% from the prior year.

- Assurance: Revenue was up 19% from the prior quarter to$15.5M, 7% above plan, with 5% YOY growth.
- Finance: Revenue was up 11% from the prior quarter to $7.5M, 9% above plan, with 4% YOY growth.

BILLED HOURS

- Overall Q1 Risk Advisory Hours ended ahead of plan by 22% and grew 16% from prior year.
- Assurance: Hours ended well ahead of plan by 12% and up 8% from prior year due to:
  - A 5% increase in utilization drove the increase in hours.
  - A 7% increase in headcount drove the increase in hours.

QUILL P&L REPORTING

Risk Advisory Group Exceeds Revenue Forecast
Billable Report Summary, Q1 2017

Executive Summary

In Q1, the Risk Advisory Group's Assurance and Finance practices both exceeded forecasted revenues. The group's revenue was $23M, above Q1 plan by $2M, with YOY growth of 13.5%. The Assurance practice realized revenue of $15.5M and Finance realized revenue of $7.5M.

Average rate for the group came in at $223.50/hr in Q1, 12% ahead of plan and up 16% ($187.74/hr) from prior year. Gross client margin was 23.5% for the quarter, up 9% from the prior year. Client Services hours in Q1 were 22% ahead of plan, up 16% from prior year.

Total Revenue

Overall Q1 Risk Advisory Revenue was well ahead of plan at 8% and grew 13.5% from the prior year.

- Assurance: Revenue was up 19% from the prior quarter to $15.5M, 7% above plan, with 5% YOY growth.
- Finance: Revenue was up 11% from the prior quarter to $7.5M, 9% above plan, with 4% YOY growth.

Billed Hours

Overall Q1 Risk Advisory Hours ended ahead of plan by 22% and grew 16% from prior year.

- Assurance: Hours ended well ahead of plan by 12% and up 8% from prior year driven by:
  - A 5% increase in utilization.
  - A 7% increase in headcount.
- Finance: Ended well ahead of plan by 10% and up 6% from prior year driven by:
  - A 4% increase in utilization.
  - A 6% increase in headcount.

Billable Rate

Overall Q1 Risk Advisory Rate was $223.50/hour, well ahead of plan (+8%) and $35.68/hour ahead of prior year.

- Assurance: Rate ended ahead of plan at $225/hour (+7.4%) and ahead of prior year at $189.00.
- Finance: Rate ended ahead of plan at $222/hour (+6.3%) and ahead of prior year at $186.48.

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