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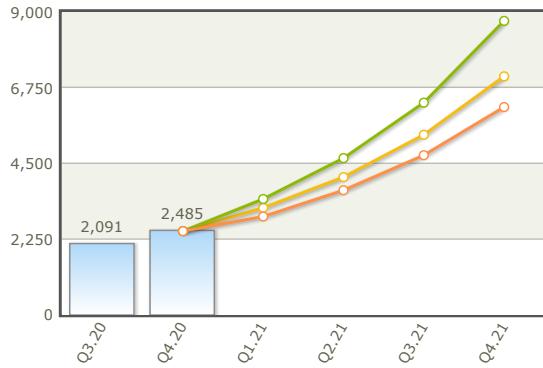
Get Help

Quarterly Decisions

Current Decisions

OM Levers

Market Forecast as of Q1'21 (90% Confidence Level)



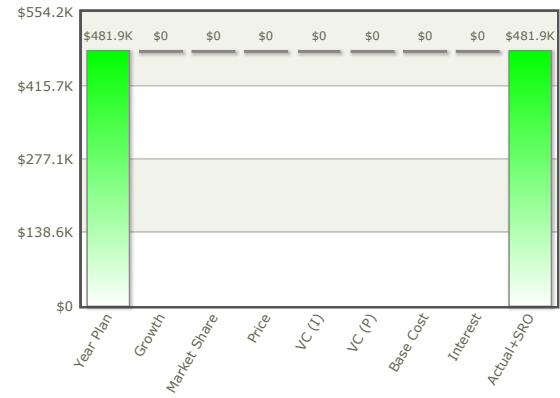
Financial Metrics – Plan and Actual+SRO *

	Plan	Actual+SRO
Sales	\$3,540,475.00	\$3,540,475.00
Net Income	\$240,970.08	\$240,970.08
Cash Flow **	(\$91,852.19)	(\$91,852.19)

* Plan is annual commitment, SRO is Short Range Outlook and represents Decisions for Qtrs. To be played (the SRO may have changed from original plan for the Qtr).

** Operating

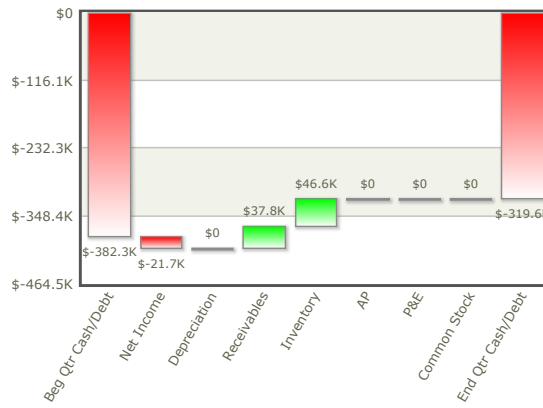
Pre-Tax Income: Year Plan vs. Actual+SRO



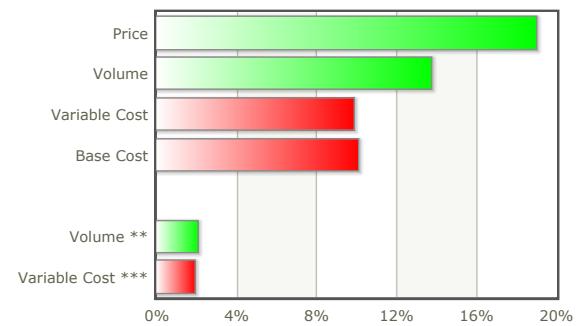
Q1'21 - Expected Pre-tax NI Walk



Q1'21 - Expected Cash Flow Walk



Q1'21 - Expected OM Levers *



* All Ceteris Paribus

** Variable/Base Cost Improvements Imply Cost Reduction

*** % Volume Increase Required To Maintain CM \$ Facing a 1% Price Reduction

*** % Improvement (Decrease) Required To Maintain CM \$ Facing a 1% Price Reduction

Plan

Sales 

Total Market Demand [Units]

Q4'20A

2,485

Q1'21

0

Q2'21

0

Q3'21

0

Q4'21

0

Plan	Q4'20A	Q1'21	Q2'21	Q3'21	Q4'21
Lost Sales [Units]	0	0	0	0	0
Units Sold [Units]	829	1,005	1,322	1,665	2,190
Price [\$]	\$550.00	\$550.00	\$575.00	\$575.00	\$580.00
Terms [Days]	60	45	40	40	30
Average Collection Period [Days]	64.4	47.0	44.0	44.0	34.0
Production ▾					
Raw Material On Order [Units]	1,000	900	1,825	3,550	3,000
Units Produced [Units]	1,166	600	1,400	1,900	3,400
Labor Force Hires [People]	5	0	10	0	17
Labor Force Layoffs [People]	0	0	0	0	0
Lines On Order [Units]	0	3	3	3	0
Planned Time	1.28	1.20	1.10	1.00	0.90
Effectiveness	85.4%	96.8%	72.7%	90.0%	92.0%
Discretionary Costs ▾					
Quality Engineering Expense	\$42,000.00	\$40,000.00	\$45,000.00	\$90,000.00	\$80,000.00
Research Funding Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project 01 Funding	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project 02 Funding	\$45,000.00	\$35,000.00	\$0.00	\$0.00	\$0.00
Project 03 Funding	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Inventory Rework Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Marketing Expense	\$41,000.00	\$46,000.00	\$72,000.00	\$135,000.00	\$142,000.00
Advertising Expense	\$31,000.00	\$28,000.00	\$30,000.00	\$40,000.00	\$25,000.00
Lean Six Sigma Expense	\$25,000.00	\$25,000.00	\$32,000.00	\$38,000.00	\$25,000.00
Building Lease and Utilities	\$79,953.00	\$70,951.00	\$75,015.00	\$84,293.00	\$87,350.00
Reports ▾					
Marketing Report	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Intelligence Dashboard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

You have not used all available role plays this quarter. You cannot submit your decisions until all role plays are completed.

Guideline

Model My Plan

Contact Us (<mailto:tricorphpdesk@gmail.com>)

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