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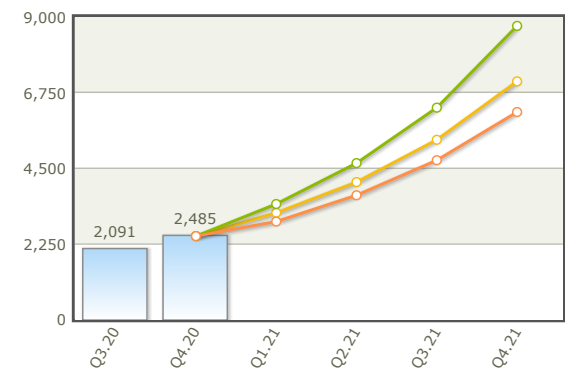
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Quarterly Decisions

Current Decisions

OM Levers

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



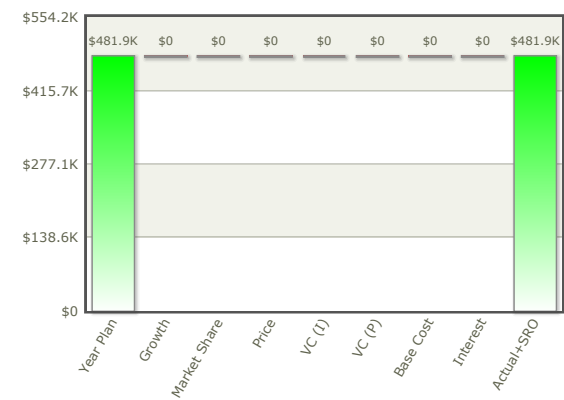
Financial Metrics – Plan and Actual+SRO *

	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)

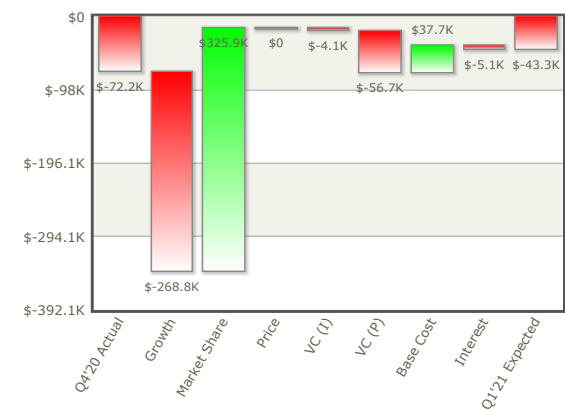
* Plan is annual commitment, SRO is Short Range Outlook and represents Decisions for Qtrs. To be played (the SRO may have changed from original plan for the Qtr).

** Operating

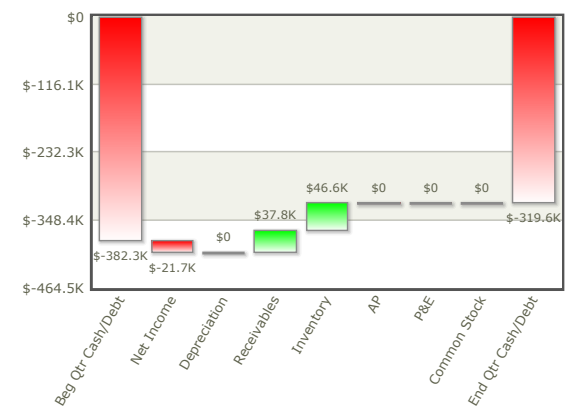
Pre-Tax Income: Year Plan vs. Actual+SRO



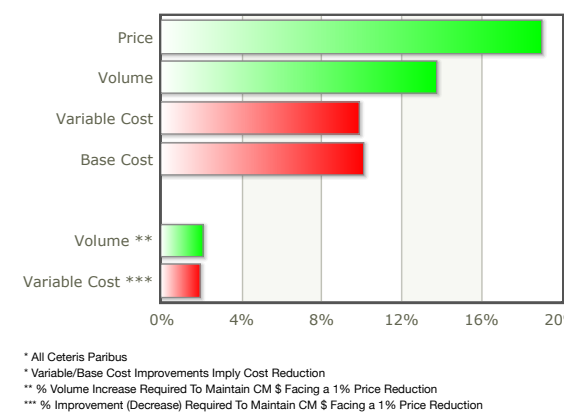
Q1'21 - Expected Pre-tax NI Walk



Q1'21 - Expected Cash Flow Walk



Q1'21 - Expected OM Levers *



Plan	Q4'20A	Q1'21	Q2'21	Q3'21	Q4'21
Sales ▾					
Total Market Demand [Units]	2,485	0	0	0	0

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

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