

Information Builders and Financial Reporting

WebFOCUS

iWay
Software



“Before WebFOCUS came along, we were relying entirely on a paper-based reporting system. We wanted to get financial data to our decision-makers faster. Today, everyone in the California DHS who has any financial responsibility uses WebFOCUS to monitor appropriations, expenditures, contract payments, travel claims, salaries, and virtually every facet of the department’s fiscal data.”

Michael W. Wilken
 Accounting Administrator
 State of California Department of Health Services

Meeting the Widest Range of Financial Reporting Needs

The need for fast, accurate financial reporting is more important than ever before. A volatile economy and intensifying competition have led to sharply declining revenues across all industries. This, in turn, has shareholders calling for more aggressive cost management measures, and demanding greater accountability and visibility into operations. Additionally, companies must readily adhere to rigid guidelines such as the Sarbanes-Oxley Act (SOX) and BASEL II. As a result, they are under increasing pressure to make complete, consistent financial data instantly available to internal employees, as well as to investors, government and regulatory bodies, and other third-party stakeholders.

Yet, many organizations are plagued by manual data entry processes, disparate Excel spreadsheets, and significant delays in the generation of mandatory reports. Under these conditions, productivity is minimized, effective fiscal and budget management is hindered, forecasts are inconsistent, and regulatory compliance is nearly impossible to achieve.

The WebFOCUS Financial Reporting Platform simplifies the financial reporting process from end to end, providing companies with all the robust capabilities they need to create virtually any type of financial document.

STATEMENT OF INCOME, EXPENSES, AND DISTRIBUTIONS	
INCOME	
<u>Interest Income</u>	
Corporate Securities	\$7,182
U.S. Government Obligations	\$4,292
Securities Exempt from Federal Taxation	\$0
Total Interest Income	\$66,212
Dividend Income	\$23,211
Total Income	\$12,232
EXPENSES AND DISTRIBUTIONS	
<u>Expenses</u>	
Operating Expenses	
Principal Charges	
Trustee Fees	
Real Estate Expenses	
Real Estate Income Expenses	
Federal Taxes	
State Taxes	
Total Expenses	
<u>Distributions</u>	
Beneficiary Payments	
Total Distributions	
Net Increase/(Decrease) Before Capital Changes	

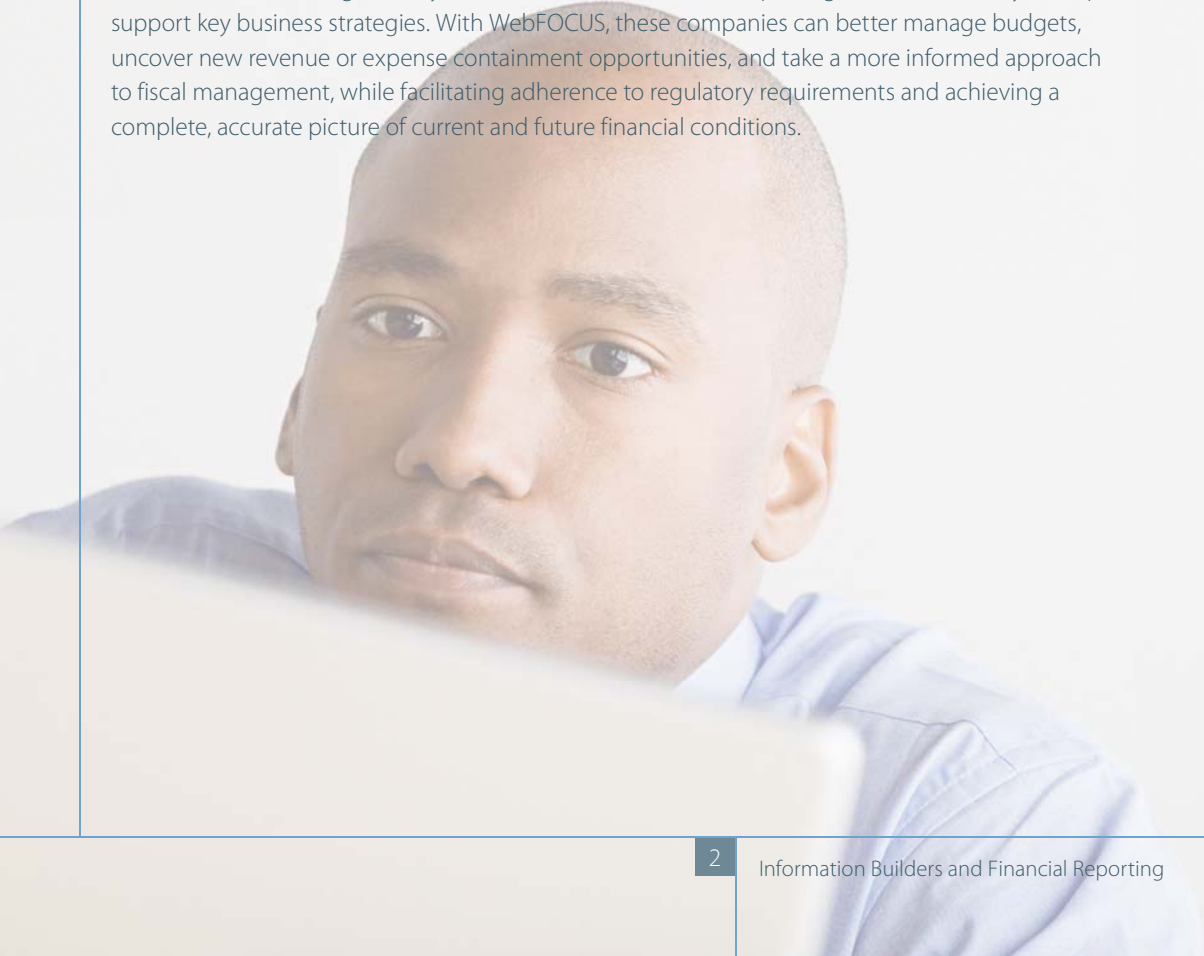
Statutory reporting and filing: publish and distribute separate reports as a single personalized PDF.

Charitable Annuity Lead Trust SCHEDULE OF INVESTMENTS December 31, 2001		
Shares	Security Description	Market Value
<u>Corporate Bonds</u>		
102,000.00	Statoil 6.875% Due 05/01/2006	\$407,271
Total Corporate Bonds		\$507,271
<u>U.S. Obligations</u>		
27,000.00	U.S. Treasury Notes 5.625% Due 05/15/2008	628,301
23,000.00	U.S. Treasury Notes 6.625% Due 05/15/2007	\$44,280
Total U.S. Obligations		\$22,582
<u>Corporate Stocks</u>		
2,100.00	AOL Time Warner Inc.	\$22,410
5,304.00	Abbott Laboratories	\$12,698
400.00	American Int'l Group Inc.	\$35,880
400.00	Citigroup Inc.	\$13,111
400.00	Freddie Mac	\$16,080
324.00	General Motors Corp.	\$2,641
100.00	Int'l Business Machines Corp.	\$12,192
100.00	Intel Corp.	\$55,725
100.00	Kimberly-Clark Corp.	\$11,940
1,172.00	Koninklijke Phillips El	\$44,227
100.00	Microsoft Corp.	\$44,250
300.00	Progress Energy, Inc.	\$21,012
500.00	Total Fina SA (ADR)	\$11,192
552.00	Verizon Communications	\$55,182
4,500.00	Wal-Mart Stores Inc.	\$77,325
Total Corporate Stocks		\$666,898
Total Securities		\$345,750

Financial professional at all levels can rapidly access, consolidate, and analyze revenue, accounting, sales, and other related data from diverse systems across the organization. So they can quickly, easily, and economically:

- Obtain a real-time snapshot of the organization's current financial status
- Generate profit and loss statements, 10K and 10Q reports, balance sheets, and other critical financial documents
- Perform sophisticated financial analysis and precise financial forecasting
- Export information directly to Excel, so they can further manipulate data using a familiar and comfortable tool
- Share financial information with investors, regulatory agencies, and other external constituents
- Ensure the integrity and consistency of financial data with comprehensive, proactive data quality management tools that not only locate and cleanse corrupt or invalid information, but prevent it from entering the environment in the first place
- Manage financial performance across the business. With our Performance Management Framework, executives can define and communicate important financial goals, while department managers, front line workers, and other stakeholders can actively participate in the ongoing monitoring and measurement of related metrics
- Leverage innovative enterprise search capabilities that make it fast and easy for any user to locate and retrieve any financial-related data, from any system across the enterprise

Businesses around the globe rely on the WebFOCUS Financial Reporting Platform each day to help support key business strategies. With WebFOCUS, these companies can better manage budgets, uncover new revenue or expense containment opportunities, and take a more informed approach to fiscal management, while facilitating adherence to regulatory requirements and achieving a complete, accurate picture of current and future financial conditions.



Customer Successes

ABC Financial – As the number one provider of health club management solutions in the United States, ABC Financial wanted to ensure superior service to club owners by empowering them to better manage their own cash flow and related activities. A self-service reporting environment, with the WebFOCUS platform as the foundation, combines information from multiple back office systems, and makes it easily accessible to club owners via a Web-based dashboard. Users at more than 1,500 health and fitness centers can now obtain an instant view of their financial status by monitoring billing, collections, accounts receivables, and other key metrics.

Administaff – As part of its comprehensive reporting strategy, brought to life by the WebFOCUS business intelligence platform, Administaff has empowered internal managers and executives with in-depth financial analysis capabilities. The largest provider of personnel management services to small and medium-sized businesses across the United States allows these users to easily access and consolidate a high volume of transactional data from a data warehouse, as well as a variety of disparate source systems. As a result, they can perform detailed analysis of key operational metrics such as payroll and invoice data, benefits and workers compensation claims, and much more.

Air Canada – At Canada's largest commercial airline, Air Canada, the WebFOCUS business intelligence platform helps to maximize the profitability of commercial routes by providing revenue managers and sales personnel with access to timely and in-depth corporate data. Advanced reporting, complete with innovative data visualization features and geographic display capabilities, allows users to intuitively calculate and track trends in revenues and yields, such as excess capacity and overbookings, across all the airline's major markets. Armed with this information, Air Canada employees can take more decisive action, developing and implementing more effective strategies to boost bookings and revenues in coming months.

City of Cincinnati – The City of Cincinnati, Ohio relies on WebFOCUS to provide more than 1,000 users in Finance and other departments with the ability to easily create, share, and distribute critical financial information. Accountants and other staff members can instantly generate a variety of reports, such as balance statements, classified expense reports, net revenue detail reports, capital project summaries, and budget allocation and utilization reports. This information can then be exported to Excel spreadsheets for further analysis, or sent to peers and colleagues via email. As a result, the agency can make better, more informed decisions regarding the city's finances.

First Rate Investment Systems – This company develops portfolio analysis software for investment advisors and financial institutions. By enhancing its suite of applications with the powerful reporting functionality of WebFOCUS, it has empowered its clients to track financial performance across hundreds of thousands of portfolios. Investment professionals can perform fast rate of return calculations, then sort and refine that data using multiple selection criteria, so they can gain a greater understanding of the dynamics behind portfolio performance. And, best of all, they can improve service by delivering that data in the form of intuitive, customized presentations, making it easier for account holders to interpret.

Kempen & Co. – This merchant bank and securities agency wanted to provide managers with greater insight into profitability and operations, and free them up to spend more time working with customers. A web-based financial information dashboard, built on WebFOCUS, has provided simplified account management, risk management, and financial reporting, which has reduced costs, enhanced decision-making, accelerated the closing of monthly financial cycles, and enabled the company to provide better advice to account holders.

LaBarge, Inc. – By providing staff members across the organization with unhindered access to data in its ERP systems, LaBarge, a global electronics manufacturer that serves defense, aerospace, homeland security, industrial products, natural resources, and other market sectors, was able to improve key accounting procedures and other financial operations across the business. Custom accounts receivable, accounts payable, and other reports, generated through a pervasive business intelligence system built on the WebFOCUS platform, have dramatically enhanced such important financial processes as purchasing, contract management, and cost containment.

Mount Sinai NYU Health – The central patient accounting system proved to be an untapped source of income at Mount Sinai NYU Health, a major hospital located in New York City. When powerful business intelligence solutions from Information Builders were deployed, the health care facility uncovered a wealth of critical data – more than \$4.5 million in potential revenue that went uncollected from insurers and other payers. Through in-depth analysis of accounts receivables, more than 300 executives and managers can now easily identify and leverage re-billing opportunities. To date, Mount Sinai NYU Health has collected more than \$2.5 million of the money it was previously owed.

Nationwide Financial Services – This Columbus, Ohio-based financial services firm helps consumers invest and protect their long-term assets. Nationwide relies on the WebFOCUS business intelligence platform for all its operational reporting needs. Information from several disparate sources, including Oracle, SQL Server, and a data warehouse, is made readily available to more than 1,000 business users, operations managers, and wholesalers, providing them with valuable, actionable insight into sales results, cost management, and other vital corporate activities.

Petrobas – This energy giant needed consolidated financial reports that revealed the performance of more than a dozen companies. A new report book, anchored by a WebFOCUS performance management system, made detailed financial and production information more accessible, allowing it to be generated in seconds instead of hours.

University of Virginia – WebFOCUS has helped the University of Virginia’s School of Medicine to improve its clinical and financial reporting operations. Data from two different accounting applications – an Oracle Financials database and an Epicor outpatient billing system – is seamlessly brought together to allow both clinical staff members and department administrators to quickly and easily generate consolidated financial statements, clinical billing summaries, grant forecasts, and other reports. Information that used to take as long as a month to six weeks to compile is now right at users’ fingertips with WebFOCUS.

World Wide Technology – WebFOCUS has completely transformed financial reporting processes at this IT reseller. Instead of financial analysts cutting and pasting information into Excel documents that could take days to compile, they can now receive fully formatted spreadsheets in just one click. This allows them to get right to work analyzing the variables that determine profitability throughout the company.

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* Training facilities are located at these branches.