



top challenges faced by CFOs.

Serus solutions are built by people who understand the top challenges faced by CFOs. Serus provides mission critical information for effective decision-making. These decisions impact the financial health of your organization. Serus empowers you to know how your company will fare in a dynamic business environment.

Challenges faced by finance...	Which are important because...	And which Serus addresses by...
<p>Ability to drill down & interpret data</p>	<p>BOOKINGS, BILLINGS, BACKLOG (BBB): reports revenue and provides a metric for sales effectiveness.</p> <p>AP: aging, average days to pay AR: aging, DSO INVENTORY: valuation, turns PO: approvals, open orders</p> <p>CUSTOMER SERVICE: on-time delivery performance</p>	<p>Serus provides detailed BBB reporting, with the ability to generate revenue projections based on demand forecasts.</p> <p>Flexible dashboard reporting to view and share standard reports reflecting standard metrics and monitoring trends.</p> <p>Serus reports on-time delivery as measured against multiple dates (customer request date, customer commit date, actual ship date, etc).</p>
<p>Accurate revenue recognition</p>	<p>COMPLIANCE: revenues are not recognized until earned. An entity's revenue-earning activities involve delivering or producing goods, rendering services, or other activities that constitute its ongoing major or central operations, and revenues are considered to have been earned when the entity has substantially accomplished what it must do to be entitled to the benefits represented by the revenues. Management is responsible for the preparation and fair presentation of financial statements, including reported revenues.</p>	<p>Serus addresses the complex revenue recognition scenarios arising from distributor relationships, point of sale records, ship and debit contracts, etc. Serus allows you to enforce a consistent and accurate methodology for revenue recognition with the confidence of complete traceability and auditability.</p>
<p>Financial analysis</p>	<p>BUDGETING ANALYSIS: measure actual costs vs. standard costs.</p> <p>COST ANALYSIS: tracking of costs such as PPV, yield loss, bonus lots, rework profitability analysis improve forecasts and future costing based on cost analysis.</p> <p>COMMISSIONS CALCULATIONS: evaluate mfg. performance, by product, by lot, etc.</p>	<p>Serus reports yield variances actual vs. standard costs purchase price variances, etc.</p> <p>Allows the user to determine financial impact of forecasts and perform "what-if" cost impact of different revenue scenarios.</p> <p>Detailed tracking and reporting of commissions and splits.</p>



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Inventory valuation & identification	Multiple locations, including WIP if customer owns goods after wafer process; technically they need to book this as WIP on their books and include any process costs.	Serus tracks WIP valuation of all products at user-definable value stages and across all locations. Allows the user to determine complete standard valuation of all inventory at any point in history.
SOX (Sarbanes-Oxley) compliance	INTERNAL PROCESS CONTROLS: system and process controls need to be in place to insure compliance with the complexities of SOX 404 and other provisions.	Serus helps drive process controls through system level controls and tracking data changes via auditable change records.
Audit preparedness	SCHEDULES TRAILS	Serus tracks lots available through their complete genealogy, providing complete lot traceability from wafer start to customer shipment.
Identification of critical business issues	ALERTS TO CRITICAL BUSINESS CHANGES; TRENDS AND PERFORMANCE OF KEY BUSINESS METRICS: Rapidly changing business conditions require quick reactions and operational flexibility. Identifying and continuously monitoring such conditions (e.g., Customer credit limits exceeded, product gross margin below target, Billings/Bookings/Backlog not meeting revenue forecasts, etc.) is essential to being able to respond in a timely manner.	Serus provides a flexible and configurable alerting framework to notify users, within the application and via external emails, of potential problem areas. Users can receive immediate notification in the event of excess yield variances, PPV fluctuations, drops in product margin, delivery performance issues, and many other configurable metrics.
Employee efficiencies & productivity	INTUITIVE WORKFLOWS AND TASK EXECUTION: Streamline processes by identifying and removing redundant tasks, and empowering staff through increased automation.	Serus' user interface graphically facilitates the typical processes and workflows required for routine tasks, allowing users to perform their work easily and intuitively. Configurable roles within the application simplify training and security, and ensure that users have access to the data and functionality they need to get their jobs done.
Quick month end close with accurate results	IMPROVE AND AUTOMATE PROCEDURES: replace routine manual processes STREAMLINE REPORTING AND APPROVALS: reduce time spent on analysis, such as cost, PPV and inventory valuation ENHANCE ACCOUNTING STRUCTURE AND SYSTEMS: automate accruals and improve quality of output reports for quick and accurate review by management.	Serus automates generation and formatting of key reports as well as compilation and tracking of key metrics. With Serus, it is possible to configure and generate on-demand all key reports required to facilitate closings in a rapid and consistent manner.