

calendar\_date

All

Month

All

Customer

All

Employee

All

Service

All

Is active?

All

Has invoices?

All

Has hours?

All

\$1,074K

Total Revenue

\$724K

Profit

\$349,818

Payroll Cost

147

Transaction volume

Key Trends

Monthly Revenue (USD)

Top 5 Clients Lowest Profit

Top 3 countries with highest payroll

Top 5 Employees Highest Profit

● Monthly Revenue (USD) — Previous Month Invoice



Boca Rat...

3.06K

Blue Sap...

-4.01K

Audaces

-31.89K

ecofi

-134.09K

BookNook

-149.75K

Costa Ri...

193.92K

Argentina

54.32K

El Salva...

52.66K

Customer	Service	Revenue	Payroll Cost	Profit	Employee
Alternative Solutions Consulting	ARM	21,820.00	52,659.51	-30,839.51	Jorge Ramirez
Audaces	Project Revenue	9,120.00	4,521.00	4,599.00	Lautaro Giraldes Miraval
Audaces	Project Revenue	9,120.00	36,486.02	-27,366.02	Luis Guerrero
Banjaxed	ARM	31,310.00	6,893.95	24,416.05	Cristhian Ortiz
Banjaxed	ARM	31,310.00	10,106.00	21,204.00	Thiago Lopez
Total		1,073,985.28	349,817.78	724,167.50	

Top 5 Employees Highest Profit

Axel Chaves

557.68K

Luis Guerrero

496.9K

Carlos Calder...

483.94K

Joaquin Aqu...

451.1K

Javier Ramirez

449.65K

Top 5 Employees Lowest Profit

Pedro Benitez

56.7K

Nacho Porretta

51.26K

Matheus Ferr...

23.8K

Pablo Cosin

7.33K

Lautaro Giral...

4.6K

Insights Section

Strong Profitability:

The business is highly profitable, achieving **\$724K in Profit** from **\$1.07M in Total Revenue**. This indicates a healthy margin and effective cost management.

Critical Client Losses:

A small number of clients are driving significant losses. The most notable are **BookNook (-\$149K)** and **ecofi (-\$134K)**, representing over half of the total losses identified. This highlights a critical need to review their contracts and operational costs.

Finance Deep Dive: Revenue & Cost Efficiency

calendar\_date

All

Month

Customer

All

Employee

Service

All

Is active?

Has invoices?

All

Has hours?

All

\$724K

Profit

\$1,074K

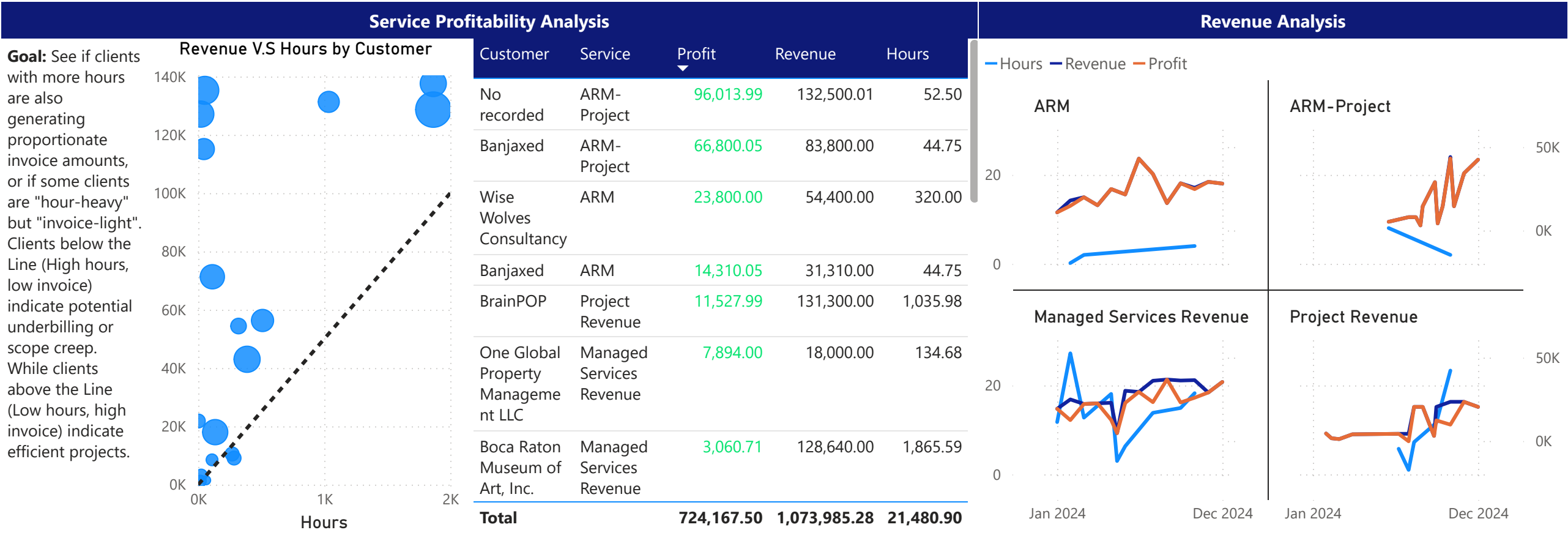
Total Revenue

\$7.3K

Typical Invoice value

147

Transaction volume



Insights Section

**Business Model Discrepancy:** The scatter plot for Revenue vs. Hours demonstrates a **lack of correlation (R<sup>2</sup> near 0)**, proving that the business's revenue is not directly tied to billable hours. This is the core finding that validates using Profit as the key performance indicator.

**Non-Profitable Projects:** A detailed analysis of projects shows that some service types, like **Project Revenue for Audaces**, are operating at a loss of **-\$31K**. This is a critical insight for managing project portfolios and requires immediate review.

**Service Volatility:** The Revenue Analysis charts reveal that certain services, such as ARM-PROJECT and Project Revenue, experience significant month-to-month volatility in Revenue and Hours. This requires more granular monitoring for effective resource planning and accurate forecasting.

Workforce Insights: Performance & Cost Optimization

calendar\_date

All

Month

All

Customer

All

Employee

All

Service

All

Is active?

All

Has invoices?

All

Has hours?

All

\$1,074K

Total Revenue

21.48K

Total Billabel Hours

\$349.82K

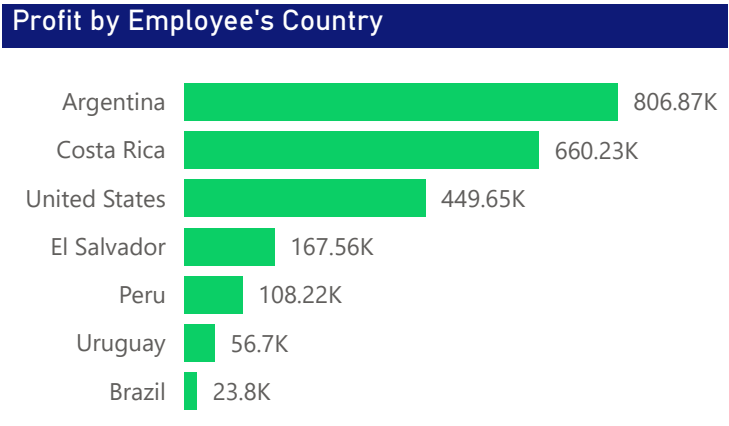
Payroll Cost

40

Active Employees

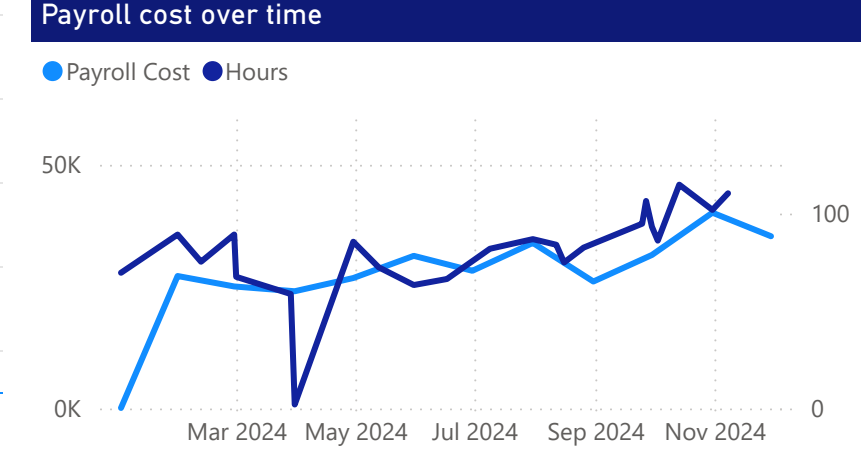
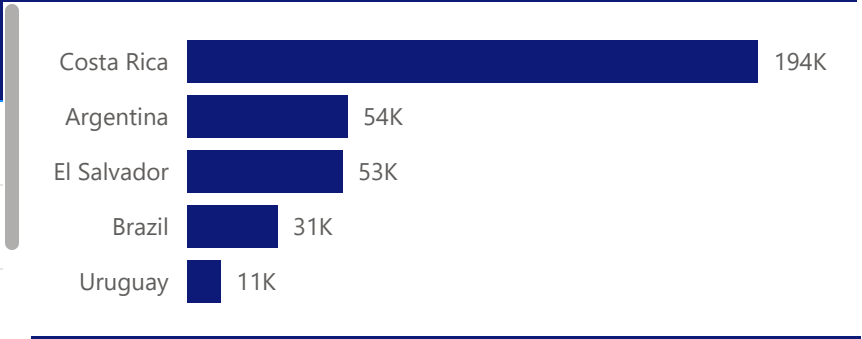
Workforce Data Discrepancy Analysis

Payroll Cost Optimization: Identifying Cost Drivers



Employees with Atypical Cost-Hour Data

ID	Employee	Payroll Cost	Hours	Profit	Country
Employee					
0058a00000LfHKQAA3	Agustin Visciglia	4,848.00	372.00	125,292.00	Argentina
0058a00000KqebIAAR	Andres Nogales	21,255.00	1,521.63	374,097.77	Argentina
0058a00000MbezfAAB	Andrey Guerrero	2,955.54	494.20	261,739.46	Costa Rica
0058a00000Kqi0hAAB	Andrey Lopez	33,867.00	2,062.50	335,559.00	Costa Rica
0058a00000KqiZtAAJ	Axel Chaves	32,983.16	1,928.50	557,677.84	Costa Rica
0058a00000KqNDwAAN	Carlos Calderon	47,230.00	1,698.83	483,937.77	Costa Rica
0058a00000MbhudAAB	Cristhian Ortiz	6,893.95	1,432.68	108,216.05	Peru
005Un00000	Gustavo	2,982.00	106.42	263,258.00	Argentina
Total		349,817.78	21,480.90	724,167.50	



Insights Section

**Atypical Employee Data:** Workforce Data Discrepancy Analysis reveals discrepancies. **Jorge Ramirez**, for instance, has a high payroll cost of **\$52K** but is associated with only **1,238 hours**. This anomaly is tied to the customer **Alternative Solutions Consulting** and a revenue of **\$21,820**. This is not an isolated incident. Individuals like **Matheus Ferreira** also show unusual hour-cost relationships, suggesting a recurring pattern of data entry issues or non-standard project contracts. This validates the need for deeper investigation into how hours and costs are recorded for specific projects.

**Geographic Cost Concentration:** Payroll costs are not evenly distributed. The two countries with the highest payroll, **Costa Rica (\$193K)** and **Argentina (\$54K)**, account for a disproportionate share of the total **\$349K** payroll, suggesting an opportunity to optimize resource allocation across regions.

**Cost-Hour Correlation:** The Payroll cost over time chart confirms a strong correlation between Payroll Cost and Hours. This indicates that payroll is the primary variable cost driver, with costs peaking as hours increase.