

# Revenue Reconciliation July Month End-20230801\_095110-Meeting Recording

August 1, 2023, 4:51PM

2h 50m 47s



**Sarah Elizabeth Laone** 0:05

If he's done, I haven't seen anything else really from Carla.

I just got an email from earlier just this have anything?

OK.

OK, so it looks like the ones that she was waiting on are going to be invoiced in August.

So we can move forward the ones that we were waiting on to see if she was going to invoice them.



**Nitin M. Lalka** 0:25

Oh.



**Sarah Elizabeth Laone** 0:31

She is going to invoice in August.

They didn't get picked up by the trailer in Juarez, Mexico by July 31st.



**Nitin M. Lalka** 0:37

OK, I know that OK.



**Sarah Elizabeth Laone** 0:39

So it looks like they're being picked up today.

OK, So what I'm doing here, it's loading so I already started it bringing up because it's going to take a few minutes, but so you know where I got that from in the extra drive there is a folder here called sales inside the sales folder you'll find various different reports that have put together here and the one that we're going to be looking at today is this very large file.



**Nitin M. Lalka** 1:01

Umm.



**Sarah Elizabeth Laone** 1:18

Because you can see the size of it, it's a.

It's a pretty large file, so that's why it's going to take a while to load.



**Nitin M. Lalka** 1:23

OK.



**Sarah Elizabeth Laone** 1:24

It's this sales transactions, I realized there's two other various names here.



**Nitin M. Lalka** 1:31

Umm.



**Sarah Elizabeth Laone** 1:31

These are kind of like backup versions.

Umm, but.



**Nitin M. Lalka** 1:33

I get maybe like do not use something.



**Sarah Elizabeth Laone** 1:39

Yeah, I don't use these two right now.

This is just a like a secondary version.

If something got corrupted in one.



**Nitin M. Lalka** 1:48

Right.



**Sarah Elizabeth Laone** 1:50

Like this one.

When it says repaired something did get corrupted.

When I was using it once and I tried to repair it.

So that's why there's like these other versions, but this just the generic sales transaction file is the one that I update every night and that's the one that you'll want

to be using.

Generally umm, I don't know if you wanna put these two in like a different folder or something just to have them, but umm this this one is the one that I I use uh every night and update every day.

 **Nitin M. Lalka** 2:08

OK.

OK, no.

OK, OK.

 **Sarah Elizabeth Laone** 2:23

That's the one you're going to work with.

 **Nitin M. Lalka** 2:24

Big you would know that this is the current file, yeah.

 **Sarah Elizabeth Laone** 2:30

We might even want to come up with a plan to, you know, I have not personally been doing this, but I think it might be a smart idea to, like, save another copy of it in a folder.

Kind of like these are like backups of new backup every month after we finish umm for the month just because it is such a large file right now that it has the risk of things going wrong more likely.

 **Nitin M. Lalka** 2:47

OK. Uh.

I yes.

Yeah, maybe we should have.

We can give the separate folder and then keep the old one old one.

Yeah.

And then updating the new one, we should have one every month, right, Sarah?

Yes. Yeah.

 **Sarah Elizabeth Laone** 3:08

That's what I'm thinking, so I'm just going to make a folder in here.

Oops, I just finished loading you.

Umm here we name this folder for quick.

Transactions. Backups.

Wolf, we can change that name if you want, but we can just start saving once in here, once a month, just in case to have back up of it.

 **Nitin M. Lalka** 3:35

OK.

OK.

 **Sarah Elizabeth Laone** 3:40

Umm, I do have backups of uh, just this tab.

This net shipments tab in the sales backup file and the net shipment reports file.

 **Nitin M. Lalka** 3:50

I'll have.

OK.

 **Sarah Elizabeth Laone** 3:54

There's backups of that data, just the NET shipments data in these other folders that I've been saving monthly, but.

 **Nitin M. Lalka** 3:57

Ohh.

Right.

Umm OK.

 **Sarah Elizabeth Laone** 4:07

A file with all of the tabs in it is just these these ones down here, so I think it'll be good to also have that cause the additional tabs will be helpful to have if anything goes wrong, case there's a lot of like lookups and pivots that use the other tabs as sourcing.

 **Nitin M. Lalka** 4:25

OK.



**Sarah Elizabeth Laone** 4:28

Even though this net shipments tab is, you know what we're about to download from GP, the other ones could, it would just take some time to recreate even if you have the net shipments.



**Nitin M. Lalka** 4:37

Oh, OK.  
OK.



**Sarah Elizabeth Laone** 4:40

So what this file is, is this is going to be a download of all of the sales transactions from the sales subledger.

So all the credit memos returns, return credits, debit memos, invoices that are posted into the subledger are downloaded and kept in this file.



**Nitin M. Lalka** 5:02

Umm.



**Sarah Elizabeth Laone** 5:06

UM and this file is going to help us to look at things in a different chart way than what we can pull through a smartlist currently in GP.

So this is gonna allow us to look at, you know, year over year and month over month data for by customer sales by customer returns by customer credits, growth rebates.

Their sales of particular sensor types or particular panel types, UM.

Their margins, things like that is all within this file in different tabs, so you'll see that there is a significant number of tabs in this file.

All kind of relating to a different specific topic that from that net shipments data it's just kind of extracted from the net shipments and put into different formats depending on what we're looking at.



**Nitin M. Lalka** 5:58

Umm.  
Umm.



**Sarah Elizabeth Laone** 6:09

So first thing we'll have to do is make sure you can see that there's nothing updated in here since the 28th, so I don't have the 31st of last night since we were waiting. So I'm gonna go ahead and add the 31st data in here as well to make sure we capture all of July and the way that this net shipments.



**Nitin M. Lalka** 6:28

Umm.



**Sarah Elizabeth Laone** 6:32

Tab is laid out, is the credit memos are going to be at the top. So I'm going to scroll all the way to the top to find the credit memo section just up here and I'm gonna find the last credit memo.



**Nitin M. Lalka** 6:50

Umm.



**Sarah Elizabeth Laone** 6:52

That was recorded.

So with this table faster, maybe no too far, so it's laid out in a way that does credit memos first return credit, second debit memos 3rd and then invoices and returns last.

And the reason it's laid out in that way is because that's the way we have to we have to actually pull four different smartlists from GP in order to get all of this data.



**Nitin M. Lalka** 7:09

OK.

OK.



**Sarah Elizabeth Laone** 7:20

There's no smartlist that will give you all four types all at once.

Unfortunately no.

So that's why it's laid out in this way, because it's four different types of reports.

So here's the last credit memo that I recorded in here on the 28th.

Umm.

And we'll go into why some of them say bank fees and credit memos in just a second, but I'm going to go ahead and I don't have Great Plains up.

So you go log into that real quick and we'll go pull the the smartlist.

Later, OK.

 **Nitin M. Lalka** 8:18

Yeah.

Can you hear me?

 **Sarah Elizabeth Laone** 8:22

What was that, Nitin?

 **Nitin M. Lalka** 8:23

Yeah.

So do you want me to now that all sales order, you know, invoicing and everything is done, you want me to lock the AR?

 **Sarah Elizabeth Laone** 8:33

Sure.

Umm, we'll see if we run into anything that we might need to make an adjustment in AR.

Still, umm.

 **Nitin M. Lalka** 8:40

OK, OK.

I'll give it open, OK.

 **Sarah Elizabeth Laone** 8:43

But theoretically, if everything was, you know, posted perfect, then yeah, we wouldn't need to post anymore into it.

 **Nitin M. Lalka** 8:53

OK.



**Sarah Elizabeth Laone** 8:55

Which hopefully you know we can hope right.



**Nitin M. Lalka** 8:58

Yeah.



**Sarah Elizabeth Laone** 9:03

Umm.

All right.

So in this sales subledger, we're going to go into Smartlist favorites up here.

And there are four favorite smartlists already that exist for this purpose.



**Nitin M. Lalka** 9:18

Hmm, OK.



**Sarah Elizabeth Laone** 9:21

So I know I talked to you, Nitin, last week about creating a separate one for warranty returns.

So here they are.

This is the warranty return.

Once that I spoke to you about, so I've actually created those separate and they have that warranty return name.



**Nitin M. Lalka** 9:29

So, right.



**Sarah Elizabeth Laone** 9:34

What's the difference between these two?

Is really just that the warranty returns.

One is going to use originating values, so there are three customers that their accounts are posted in Canadian dollars originally and then they're converted to the functional currency of USD.



**Nitin M. Lalka** 9:41



Uh-huh.

OK.

OK.



**Sarah Elizabeth Laone** 9:59

In this one that we use for the sales transaction file, which the one you'll be using for the file we're doing currently you wanna always use the ones that are labeled Ken Umm, though credit memos can credit returns can.



**Nitin M. Lalka** 10:06

Correct.

Umm.



**Sarah Elizabeth Laone** 10:14

You'll see there's a debit memos can all the ones labeled Ken are the ones that we use for the sales transaction file.



**Nitin M. Lalka** 10:20

OK, OK.



**Sarah Elizabeth Laone** 10:21

It's just named that way because Ken McMaster created them.



**Nitin M. Lalka** 10:24

That, yeah.



**Sarah Elizabeth Laone** 10:26

But that's the the ones that we're gonna use for this purpose, and those use the functional currency of USD, not the originating.




**Nitin M. Lalka** 10:35


Umm, OK.





**Sarah Elizabeth Laone** 10:35

That's the main difference.


 **Nitin M. Lalka** 10:38  
So the warranty, the originating currency, huh?


 **Sarah Elizabeth Laone** 10:38  
Umm, so I'm going to go.  
Umm, so the accrual I do in U.S.  
Dollar.  
So I do it in the functional translation, but for when we're issuing the warranty credits, the customers need them in their currency when they get issued the credit memo.


 **Nitin M. Lalka** 10:55  
Yes.  
I don't think.  
It wasn't.

 **Sarah Elizabeth Laone** 11:02  
So I have both basically in that file.


 **Nitin M. Lalka** 11:06  
OK.


 **Sarah Elizabeth Laone** 11:06  
Umm, I use the functional one to do the accrual for month end so that we're not doing the.  
I'm not doing multiple accruals in different currencies, but for their purpose of getting issued the credit memo, I have to have their they're Canadian currency.

 **Nitin M. Lalka** 11:23  
OK.  
OK. OK.


 **Sarah Elizabeth Laone** 11:29  
I was hoping I could just like use the US dollar one and you know, do a current a


conversion at the end of just the whole amount, you know, multiply by 1.32 or whatever.


 **Nitin M. Lalka** 11:37  
Sorry, umm.

 **Sarah Elizabeth Laone** 11:40  
But because they're invoices are posted in Canadian.


 **Nitin M. Lalka** 11:45  
Right.

 **Sarah Elizabeth Laone** 11:47  
It just.  
It raised too many questions with the customer at this point.  
So until we move to a format that's more like JCI, that's you know they use the same conversion every day.  
They just kind of stick with a an average one for the month until we move to that.

 **Nitin M. Lalka** 12:00  
Correct.  
Uh-huh.

 **Sarah Elizabeth Laone** 12:06  
I've went ahead and included both the originating and functional one in the warranty for the customers.

 **Nitin M. Lalka** 12:11  
OK.

 **Sarah Elizabeth Laone** 12:13  
Since the customers are more familiar with us changing in every day based on.  
The current exchange rate for that day.  
But when we moved to, you know ASAP, I don't know if it'll change, but for now, that's what it might have both in that file.

Umm, but for the sales transaction file, we're just gonna use the USD version, so I'm gonna go ahead and load this credit memos report.

 **Nitin M. Lalka** 12:57

Uh, OK, so it's is greater than 1031.

So you change the date right in search.

 **Sarah Elizabeth Laone** 13:04

I E so this one it's it's pulling several months, you could make it more recent.

 **Nitin M. Lalka** 13:12

Like, how about you feel like do it if you are doing for July, if you do it for June 30th, right?

So it only pulls July then.

 **Sarah Elizabeth Laone** 13:21

Yeah.

Ken had wanted me not to do that for credit memos and debit memos.

I'm not sure why he thought that they'd ever be an older one.

 **Nitin M. Lalka** 13:28

Really.

 **Sarah Elizabeth Laone** 13:29

I I do exactly what you're saying.

Greater than you know, June 30th for the the invoices and returns one.

 **Nitin M. Lalka** 13:38

Hey, yeah.

 **Sarah Elizabeth Laone** 13:38

You'll see that we'll do that last, and I always do exactly what you're saying.

Greater than June 30th?

Not sure why he always wanted me to pull more than just the month, but uh, I think I think you're right.

**NL** **Nitin M. Lalka** 13:44

Thank.  
OK.

 **Sarah Elizabeth Laone** 13:51

I don't know why we would need to do that.  
So I mean we can change it.

**NL** **Nitin M. Lalka** 13:57

You know, yeah.

 **Sarah Elizabeth Laone** 13:57

And save it to more recent you.  
I don't know.  
Let's just uh, let's go ahead and just pull from April for now.  
And but you could change it to just the month of I.

**NL** **Nitin M. Lalka** 14:06

Not only that, but.

 **Sarah Elizabeth Laone** 14:08

Yeah, I'm not sure exactly why he would have.  
He chose to want that, but I guess he thought maybe a correction would be posted.

**NL** **Nitin M. Lalka** 14:17

Yeah. OK.

 **Sarah Elizabeth Laone** 14:23

And it just save that as the current this new date for now the less time you have the,  
the more quickly it'll load.

**NL** **Nitin M. Lalka** 14:32

OK.  
Oh yeah, and that's that's another thing, right?



**Sarah Elizabeth Laone** 14:33

Umm.



**Nitin M. Lalka** 14:35

You know.

Yeah, this data.



**Sarah Elizabeth Laone** 14:37

And for these ones, we're going to sort it by document number, not by document date.



**Nitin M. Lalka** 14:43

Umm.



**Sarah Elizabeth Laone** 14:45

And the reason that I do that is because many times people will.  
Post something backdated for a credit memo so a particular uh.



**Nitin M. Lalka** 14:56

OK.



**Sarah Elizabeth Laone** 15:02

They may be slightly out of like the dates may be slightly out of order, but the credit memo numbers are in order because they're they.



**Nitin M. Lalka** 15:09

Uh.



**Sarah Elizabeth Laone** 15:11

They may change the dates that something always posted.

Let's see if I can find an example here.


Umm.

See you great example here, but sometimes, oh, here we go.


Here's an example.


So here's how it's the 31st and the 28th and the 31st.


 **Nitin M. Lalka** 15:35  
Umm.


 **Sarah Elizabeth Laone** 15:37  
So if we look at the last credit memo we had, which was 7-8 or 878878788 is this one.


 **Nitin M. Lalka** 15:46  
Because.

 **Sarah Elizabeth Laone** 15:50  
So if we had done it in order of the dates and we only looked for the 31st, we would have missed all of these credit memos that were posted on the 28th.

 **Nitin M. Lalka** 15:50  
Umm.  
Right, right.  
Yeah. OK.

 **Sarah Elizabeth Laone** 16:00  
So that's why I do it in order of credit memo number and not by date.

 **Nitin M. Lalka** 16:06  
Not big.  
OK, OK.


 **Sarah Elizabeth Laone** 16:08  
Because these ones were most likely posted on the 31st because they're in the middle of this.  
But they were backdated.  
So you could more easily miss something if you only look by date.  
So we have to Add all of these lines in to our file.


So let's 13 lines.

It's gonna go ahead and add in 345678910111213.


Insert.

And then we're gonna just copy these new lines that we need to add into our file.


 **Nitin M. Lalka** 17:01  
Umm.


 **Sarah Elizabeth Laone** 17:04  
And you want to paste it into.  
Column B not a.

 **Nitin M. Lalka** 17:10  
OK.

 **Sarah Elizabeth Laone** 17:14  
So column A is just.  
It's always going to be actual.  
You can just drag it down.

 **Nitin M. Lalka** 17:19  
OK.

 **Sarah Elizabeth Laone** 17:20  
The reason that it says that is because originally there was an idea to add in plan numbers in here to use it as a comparison.  
However, it hasn't been something we've used, so right now it's just all actual.


 **Nitin M. Lalka** 17:30  
Umm.  
OK.  
Ohh.


 **Sarah Elizabeth Laone** 17:37





Ohh, we haven't been able to add plan numbers in here because plan numbers aren't broken down enough to be able to use them in this way.


 **Nitin M. Lalka** 17:43  
Umm.


 **Sarah Elizabeth Laone** 17:47  
Yeah.  
And when I meet what I mean by that is just that it's not broken down by umm.  
Always every sensor to every customer to use for comparison.

 **Nitin M. Lalka** 18:00  
Umm.

 **Sarah Elizabeth Laone** 18:04  
Umm, so we do comparisons for you know plan to actuals in a different spreadsheet, but we have not added it into this one.  
But that's why that actual exists.  
We just are currently using it.  
You wanna take out this information here?  
We don't need it.  
This like free freight comments.  
And then here in the extended cost, we're just going to drag this down because we want this to be 0.

 **Nitin M. Lalka** 18:32  
Yeah.  
What do you?

 **Sarah Elizabeth Laone** 18:35  
What those numbers are in there actually credit limit numbers for uh credit memos, and we don't want that to show up in there.

 **Nitin M. Lalka** 18:39  
Oh.



**Sarah Elizabeth Laone** 18:45

It's not actually an extended cost, it's that credit limit.

And so it's the wrong data.

That's why we zero it out.

Umm, it's more there as a placeholder column in the report in that smartlist so that you can get these this information in the right column.



**Nitin M. Lalka** 19:01

OK.



**Sarah Elizabeth Laone** 19:06

Umm, because you want that extended price in there in the right column.

You know your customer name and your customer number in the right columns.

So those fields are in there, but we don't actually need that data.



**Nitin M. Lalka** 19:16

Yeah.



**Sarah Elizabeth Laone** 19:19

So we just kind of remove it? Umm.



**Nitin M. Lalka** 19:20

No.



**Sarah Elizabeth Laone** 19:25

OK.

And then further to the right, if you kind of scroll to the right here, you'll see these are all formula columns.

So you just want to copy down all of these formulas here.

Oops.

Shoot umm to your new cells that you or your new lines that you added.



**Nitin M. Lalka** 19:43

Yeah.



**Sarah Elizabeth Laone** 19:48

Damn.

OK.

And then here we'll go into what the bank fee part is.



**Nitin M. Lalka** 19:56

Yeah.



**Sarah Elizabeth Laone** 20:00

So umm.

These you'll see that it says either credit memos or bank fees.



**Nitin M. Lalka** 20:11

Uh, yeah.



**Sarah Elizabeth Laone** 20:12

I should say credibility, uh?



**Nitin M. Lalka** 20:14

Where is it more remorse?

Hope that that.



**Sarah Elizabeth Laone** 20:19

I don't know why it has to be memos instead of memo.

I honestly don't know.

I think Ken did that just so that he knew which ones he hadn't looked at to know if it was a bank fee or not.

So it like was just a change in the name. Uh.

The format in this file is that it's looking for that name.

Now when it looks for a credit memo.

So that's why we change it to credit memos.

But it I mean it doesn't.

It doesn't mean anything different.

The bank fees one is different because when we write when we type bank fees in

there, so I this is a manual change that I'll do so like if one go look at this one for instance if one of these credit memos is not posted to a revenue account then it will be listed as a bank fee.

Because we don't want it to go to the revenue account.

 **Nitin M. Lalka** 21:17

Ohh I'd.

 **Sarah Elizabeth Laone** 21:21

Because the IT defaults in the spreadsheet, it'll default to the using the revenue account.

So yeah, so this one is not actually hitting revenue, it's a exchange loss.

And clearing account transaction for this credit memo so.

In that case, we're going to label it as a bank fee.

Umm now.

I've kind of gotten used to.

Over time that I know that these are all kind of gonna be the same idea, but if you're unsure, you can just go and double check each one.

So that's what I was doing there was.

I copied that document number and I went into this inquiry transaction by document and I looked up that particular document to check if it was posted to a revenue account or not.

So like, let's just take one more for instance and put it into our inquiry here and then you'd hit redisplay and it should come up with that document number.

 **Nitin M. Lalka** 22:30

Umm.

 **Sarah Elizabeth Laone** 22:44

You can click on document number here.

This will show you the transaction and then by clicking on distribution you can see OK so this one did go to revenue.

 **Nitin M. Lalka** 22:55

I did.



**Sarah Elizabeth Laone** 22:56

So this one umm, went to a different revenue account.

So this one went to product revenue 4200. Umm.

So for that case, we're going to have to do something different.

It's not.

It's gonna hit revenue, so it needs to be marked as a debit memos.



**Nitin M. Lalka** 23:16

Umm.



**Sarah Elizabeth Laone** 23:21

But it's hitting a different revenue account.

This is what makes this report a little bit tricky to do each night.

Is just having to make sure you're checking them in most cases, warranty rebate credits at SPAC price protections.

Those are all gonna be revenue transactions.



**Nitin M. Lalka** 23:44

OK.



**Sarah Elizabeth Laone** 23:44

Umm, but they may not all be posted to the same revenue account, and unfortunately The thing is about the way this is set up is that all credit memos, when there are are seen in here in this system as just being posted to the generic credit memo revenue account which is umm, the volume rebate account.



**Nitin M. Lalka** 24:05

Umm.





**Sarah Elizabeth Laone** 24:12

It's.


You'll see here 4220.


So it makes that assumption for you if it's marked as a bank fee, it's gonna say, OK, it's not gonna hit a revenue account.


 **Nitin M. Lalka** 24:17  
OK.  
Ah.

 **Sarah Elizabeth Laone** 24:23  
However, as you can see, like when we just looked up that one, some of them hit this 4200 and 4200 is a different revenue account than the assumption that the spreadsheet is making.


 **Nitin M. Lalka** 24:29  
Umm.

 **Sarah Elizabeth Laone** 24:35  
Putting it to 4220, so in those cases where a credit memo is being posted to a different revenue account, we're gonna have to go and add it into a manual adjustments table.

 **Nitin M. Lalka** 24:51  
Umm OK.

 **Sarah Elizabeth Laone** 24:54  
Umm, so for instance, these warranty rebates are not going to hit 4220.


 **Nitin M. Lalka** 24:54  
OK.


 **Sarah Elizabeth Laone** 25:03  
So let's go look at one.

 **Nitin M. Lalka** 25:05  
Umm.


 **Sarah Elizabeth Laone** 25:08

And we'll go do our inquiry.  
We can close that to my list right now.


 **Nitin M. Lalka** 25:13  
Umm I did not send your approval.


 **Sarah Elizabeth Laone** 25:23  
We will check the distribution and so it hit 4201 not 4220.

 **Nitin M. Lalka** 25:28  
OK.

 **Sarah Elizabeth Laone** 25:30  
So in that case, what we're gonna wanna do is add it into at the our manual adjustments table and that table.  
You can find it at the end of this report, so manual change items is the name of that table, so we'll go to that tab and you'll see in this tab that there are.  
Numerous credit memos that all have to have changes to the revenue account that it's being used.

 **Nitin M. Lalka** 26:02  
You.


 **Sarah Elizabeth Laone** 26:03  
Generally this is gonna be those warranty rebate ones, because now that we're issuing warranty rebates as credit memos instead of as returns the system, the system knows that a return is going to be posted to a distributor return account, but it doesn't assume that a credit memo would get posted to a distributor return account.

 **Nitin M. Lalka** 26:14  
Umm.  
OK.


 **Sarah Elizabeth Laone** 26:28


It would assume the credit memo account so because she's put when she posts the warranty credits to the return account, it doesn't believe that it would. A credit.


 **Nitin M. Lalka** 26:30  
Ohh.


 **Sarah Elizabeth Laone** 26:40  
Would a credit memo would go to return account, so that's why we have to make these adjustments in here to kind of tell the spreadsheet that and actually we posted a credit memo to return account which is an unusual manual change.

 **Nitin M. Lalka** 26:42  
Umm.

 **Sarah Elizabeth Laone** 26:57  
So we have to add those numbers in here.  
Let me go grab that one that we looked up.  
Just this one.  
It's like all of these are gonna have.  
They're all warranty rebate once, so they're all going to be a different return accounts.

 **Nitin M. Lalka** 27:15  
So my Emily.

 **Sarah Elizabeth Laone** 27:16  
The that those three in here, the first one we looked up was 4201.  
So we'll go ahead and put 4201 there and then we can check these other two as well 90 and 91.

 **Nitin M. Lalka** 27:31  
4211.

 **Sarah Elizabeth Laone** 27:38  
Play.




Distribution 4201 and what's the last one?


Yeah, 4200 for that one.


So the difference between those two and.


You might be able to tell this by looking at the customer once you get used to them, but 4201 is the distributor account.

4200 is the dealer account, so Anixter is a distributor.


 **Nitin M. Lalka** 28:14  
Ohh OK.


 **Sarah Elizabeth Laone** 28:16  
Telus is a dealer and that's why they're different return accounts.


 **Nitin M. Lalka** 28:21  
OK. Ohh.

 **Sarah Elizabeth Laone** 28:22  
These three happen to be the three Canadian customers that I was mentioning earlier that needed it posted in their originating currency.

 **Nitin M. Lalka** 28:27  
Umm.

 **Sarah Elizabeth Laone** 28:31  
Umm, that's why they're in here later than the rest.  
So we've updated those 3.

 **Nitin M. Lalka** 28:47  
So 4200 is the dealer account, right?

 **Sarah Elizabeth Laone** 28:52  
Yeah, it's the dealer return account.  
Alright.  
Umm spa.  
This will always get posted to the normal credit memo account, so that's fine.

These ones I can check one more.

I was thinking these would all we checked the first one and it was not a credit or a revenue account.

So let's go ahead and check the one more and just see if it consistently is not a revenue account.

Yeah.

So these ones all look like they're exchange rate ones.

So that's why these ones are all going to be listed as bank fee because they won't be hitting the revenue.

This one we looked up and it was a different account, so.

Check out 99.

Display they both were ADT.

Looks like they were both a 4200 because 80 T is a dealer.

Umm, it looks like it was a return posting error for a remote for ADT.

 **Nitin M. Lalka** 30:01

Umm.

 **Sarah Elizabeth Laone** 30:06

The so she must have given them an additional credit.

 **Nitin M. Lalka** 30:08

Umm.

 **Sarah Elizabeth Laone** 30:15

Whoops, so that.


So we're going to go ahead and add both of these into our manual adjustments.


 **Nitin M. Lalka** 30:23


Umm.


 **Sarah Elizabeth Laone** 30:28


Umm, some people are better about letting you know when they've posted one of these, you know, different type of ones.


 **Nitin M. Lalka** 30:34  
Umm.


 **Sarah Elizabeth Laone** 30:37  
John has done a couple and he always lets me know.  
Hey I've posted this to a different account for a debit memo or credit memo.  
Some people forget and they don't tell you, so you have to go and look it up yourself  
and kind of check it for them and make these updates into the spreadsheet.


 **Nitin M. Lalka** 30:45  
Umm.  
And.

 **Sarah Elizabeth Laone** 30:57  
If we don't make these updates ahead of time or by, I usually try and do them  
nightly.  
If you weren't to do that, you'll find a bunch.  
Just not matching up to the general Ledger.  
When you go to try and do your tie out, umm, not necessarily because they're wrong  
in GP.


 **Nitin M. Lalka** 31:13  
Umm.


 **Sarah Elizabeth Laone** 31:17  
It's just that this file won't match up to Great Plains.


 **Nitin M. Lalka** 31:19  
Update.


 **Sarah Elizabeth Laone** 31:21  
General Ledger.  
And so in order to, you know, be able to match them up, we just want this to match  
what's in GP.

And unfortunately GP does not have an easy way for us to pull this same kind of report structure.


 **Nitin M. Lalka** 31:41  
Oh oh.


 **Sarah Elizabeth Laone** 31:42  
So that's why we create it in this Excel version that we can manipulate and you know do different types of pivot tables and look at it in different charts.  
Because the only thing we can really do with Great Plains is pull like that excel that showed all the return or all the credit memos.  
But that doesn't really give us the ability to look at it easily by customer or something like that.

 **Nitin M. Lalka** 32:05  
Umm.

 **Sarah Elizabeth Laone** 32:10  
So we want to be able to have that flexibility and on that report like you saw it also did not show the the posting account it was posted to so.  
Umm yeah, we just kinda after.  
Put it into this spreadsheet and then we can take a look at all the data.

 **Nitin M. Lalka** 32:36  
OK.

 **Sarah Elizabeth Laone** 32:38  
Umm, there are some reports that will go over that GP can do so for instance like AR when we do the AR timeout it's gonna be a report that Great Plains can do.

 **Nitin M. Lalka** 32:44  
Yeah.  
Umm.

 **Sarah Elizabeth Laone** 32:52

You know everything that's outstanding first, but in a for a specific customer.  
So those all do exist, you know, open invoices by customer.

 **Nitin M. Lalka** 33:00

Umm.  
OK.

 **Sarah Elizabeth Laone** 33:07

So AR we can tie out through a Great Plains report and we don't have to do this kind of updating.  
But for this, what we're looking at right now, it does not have what we need.  
I'm currently so that's why we have to do it for this one.

 **Nitin M. Lalka** 33:20

I.

 **Sarah Elizabeth Laone** 33:25

This uh, this is cloud network, so it's not gonna.  
It's gonna not be revenue either.  
This one will will mark as a bank fee.  
That's going to hit cogs and not revenue.

 **Nitin M. Lalka** 33:39

So.  
So we have to check each one whether it's a return or bank Philly or it's a credit memo, but.

 **Sarah Elizabeth Laone** 33:49

For credit memos, yes.

 **Nitin M. Lalka** 33:53

OK, OK.

 **Sarah Elizabeth Laone** 33:54

You won't have to check everyone for all the invoices and all the returns.

You don't have to check everyone for those for credit memos.

Yes, you do have to check it the the good part is that credit memos not like by day or usually only like a dozen a day versus returns in invoices might be hundreds.

 **Nitin M. Lalka** 34:02

OK.

OK.

Yeah, yeah.

Yeah.

 **Sarah Elizabeth Laone** 34:16

So it's not too bad.

It's a little tedious but.

We've gone through all of them now, so I think we are up to date and you'll see that once we make these updates and changes, we can go over to which account it's pulling and you can see that it pulled some of those new manual change item revenue accounts that we asked it to pull from since we updated in that tab.

 **Nitin M. Lalka** 34:48

OK.

 **Sarah Elizabeth Laone** 34:54

Umm, we are still working on a different style of doing this report.

That would be a little simpler.

I've been working on trying to put together a new sales transaction report.

 **Nitin M. Lalka** 35:04

OK.

Umm.

 **Sarah Elizabeth Laone** 35:09

However, because no matter how you you do the report, if you do it in a different consolidation type, which is what we're trying to do, it's still until there's a good basis on identifying what each of these credit memos is posted to.

**NL Nitin M. Lalka** 35:19

Umm.

Umm.

 **Sarah Elizabeth Laone** 35:31

You have to still do that manual change table no matter how we update the file.

Umm to run if there was a way and you know, maybe we can work on this with everyone that post credit memos.

**NL Nitin M. Lalka** 35:37

Right.

 **Sarah Elizabeth Laone** 35:46

If everyone that post credit memos did this like PO type in a.

**NL Nitin M. Lalka** 35:46

Umm.

 **Sarah Elizabeth Laone** 35:53

Consistent way.

So like every time it was for an exchange rate, they wrote exchange rate or they just wrote bank fee in here or check adjustment or it just had to have some consistency instead of different order numbers each time.

**NL Nitin M. Lalka** 35:58

Umm.

 **Sarah Elizabeth Laone** 36:07

Then we could easily have it pull the bank fee name for you, but until people have consistency and what they type here we there's no logic to write into the the spreadsheet. Umm.

**NL Nitin M. Lalka** 36:07

Alright.

OK.

Umm.

Yeah. So.



**Sarah Elizabeth Laone** 36:23

So like.



**Nitin M. Lalka** 36:25

Tell us, do you?



**Sarah Elizabeth Laone** 36:26

Even though this is the same, because it doesn't say whether it's a distributor or a dealer yet.

You kind of have to have double logic.

Then you'd have to have it look at this and whether the customer class is dealer, distributor and then you could reflect it as long as this is always consistent.



**Nitin M. Lalka** 36:41

OK.

That should we tell Carla if she wants to inform her team that whenever they do credit memos, they need to be consistent in how they put the description or the bank.



**Sarah Elizabeth Laone** 36:54

Yeah, I think we'll it'll affect these aren't actually posted by Carla's team.

Team, this is going to be the India team.



**Nitin M. Lalka** 37:00

Yeah, yeah.

Correct.

Correct.

Yeah.

Yeah, I'm talking about the like the other credit memories.



**Sarah Elizabeth Laone** 37:06



But these ones that are like the warranty rebate and these ones down here, this is Mary Jane, I can tell.

Umm, so things like that?

Yes, I think what we should probably do is put together a table that says like if it's an spa, right spa, if it's a warranty rebate, make sure you don't make a typo, like see how she forgot the E.

Here you have to be very careful to like write warranty rebate or you know price protection or for these ones exchange rate or for this you could write.

 **Nitin M. Lalka** 37:25

Right.

Other.

The manual, you know the values with part number.

 **Sarah Elizabeth Laone** 37:37

You know, return credit or something, but always to keep it consistent.

But I think we need to like type up a table and give it to the team like that and say here reference this table and use these as your logic and then we can put that logic in here.

 **Nitin M. Lalka** 37:53

Ohh, OK OK.

And that would be in the customer PO, yeah, column D, OK.

 **Sarah Elizabeth Laone** 38:00

Yeah. Uh-huh.

It's like a description field in the credit memo area and.

 **Nitin M. Lalka** 38:09

Yeah, right.

 **Sarah Elizabeth Laone** 38:12

So I I do think we should do that.

Umm, we have not put together that chart yet for them, but to use this like a reference table.

But I think if we put together a chart for them and they're consistent and what they put, then we can make this logic easier for you and you wouldn't have to manually look each of them up like I was doing.

 **Nitin M. Lalka** 38:26

Umm.

Yeah.

And also involves a lot of time, right?

Because when you have to do it manually, manually, yeah, that might be some manual error.

We may.

Do you?

Not sure, but it's consistent.

The customer PO description.

Taking that same method, it's a credit memo or a bank fee.

You think?

 **Sarah Elizabeth Laone** 38:59

Well, we can't have the customer PO name just be credit memo and bank because it won't be enough information for the customer then so.


 **Nitin M. Lalka** 39:07

And you're right, I mean.

They.

 **Sarah Elizabeth Laone** 39:11


Will.

 **Nitin M. Lalka** 39:11

Need to have speak information as to what we are.

 **Sarah Elizabeth Laone** 39:11

Have to.

 **Nitin M. Lalka** 39:16

You swing the credit memo for that because they need to post it on their side too, right?



**Sarah Elizabeth Laone** 39:19

Right.



**Nitin M. Lalka** 39:23

So yeah.



**Sarah Elizabeth Laone** 39:24

Mm-hmm.

Exactly.

So that's why I think we'll need a table so that, yes, they're there's just two type that's OP types that we change it to.

But in terms of the customer PO, there's gonna be multiple different options.



**Nitin M. Lalka** 39:41

Yeah.



**Sarah Elizabeth Laone** 39:43

Umm.

OK.

So moving on to return credits, we don't really have these anymore.

I do keep running the report just in case, but umm, we we don't have many, so I'll go ahead and run it real quick.

It's this return credits Ken.

Uh.

A returned credit is just if a customer asks for a return that is less than \$100, then they're just issued a credit without having to actually ship the product back.



**Nitin M. Lalka** 40:21

Umm.



**Sarah Elizabeth Laone** 40:23

However, since we've stopped doing most returns with the exception of ADT, there's

just not a lot of returns.

It kind of fit this criteria anymore.

You can see there's been one in three months in May, so nothing in July.

 **Nitin M. Lalka** 40:39

Yeah.

 **Sarah Elizabeth Laone** 40:42

So we don't have to add anything there.

 **Nitin M. Lalka** 40:44

Umm OK.

 **Sarah Elizabeth Laone** 40:45

And then I'm gonna go ahead and run this debit memos, Ken.

Go find the end of the debit memo section. Oops.

And then we'll sort again by document number.

Looks like there were several that were posted because it went through clearing.

So you're going to export that to excel and we'll have to add these file these lines in when something goes through the clearing account.

It usually has both a credit and a debit memo.

So all those ones that were those order numbers in the credit memo area, they're all gonna have debit memos too.

Here we go.

I think this was the last one we had, 1960.

Yeah, 1960.

 **Nitin M. Lalka** 42:04

3% surcharge.

OK, everything.


 **Sarah Elizabeth Laone** 42:06


Umm.


And so all of these ones are those ones that went through clearing.


So at least six will have to get added into the spreadsheet here, but they'll all get marked as non revenue items.


 **Nitin M. Lalka** 42:18  
OK.

 **Sarah Elizabeth Laone** 42:24  
The we don't have a lot of debit memos anymore.  
The 3% surcharge is 1 and then occasionally, like here, you'll see like one more showed up this month, but in general there's not many of them.  
You won't have this active panels one anymore because we're not doing Trident debit memos.

 **Nitin M. Lalka** 42:39  
Right.  
Umm.

 **Sarah Elizabeth Laone** 42:52  
He is.  
Here.

 **Nitin M. Lalka** 42:59  
So Sarah, let's say we were talking about early.  
We create a file for each month, right and name it like July and August and so on.  
Right.  
Uh, we can get rid of all the because right now we are looking at 12,000 plus rows, right?  
We can get rid of all the rows prior to that month, right?  
So if you're doing July, you get.

 **Sarah Elizabeth Laone** 43:21  
No, you don't wanna do that though, because then you can't look month over month at customer data, which is the whole purpose of this file.

 **Nitin M. Lalka** 43:30

It doesn't.

So then what was the reason for making a separate month each for each file?



**Sarah Elizabeth Laone** 43:35

It's just a backup file in case something gets corrupted, because otherwise you'd have to start over from scratch.



**Nitin M. Lalka** 43:37

Or bad. OK.

Umm.



**Sarah Elizabeth Laone** 43:44

And honestly me, because I am starting over from scratch trying to create a new sales transaction file and it's taken me over a month to try and get something put together.



**Nitin M. Lalka** 43:51

Hmm.



**Sarah Elizabeth Laone** 43:53

So if you were to lose this file, it would take a long time to recreate it, but only having one month in here.



**Nitin M. Lalka** 43:56

OK.

You no. Mm-hmm.



**Sarah Elizabeth Laone** 44:03

It'll help you do a revenue tie out, sure, but it won't give you the ability to look at month over month analysis.



**Nitin M. Lalka** 44:11

Hmm.

OK, but.



**Sarah Elizabeth Laone** 44:12

So you'll lose all that visibility that I used for analysis functions.



**NL Nitin M. Lalka** 44:18

Right, it's.

But you know this is an X drive, right?

So what Cyberlink does is they would be backing up a daily all the files they backup daily.



**Sarah Elizabeth Laone** 44:24

Yeah.



**NL Nitin M. Lalka** 44:32

So if for example, let's say we lose this file, right if we call them and tell them, OK, I need this file which is dated yesterday, they should be able to produce that.



**Sarah Elizabeth Laone** 44:38

Umm.

They don't back up every night, but yeah, they have been able to get me a older file.



**NL Nitin M. Lalka** 44:48

OK.



**Sarah Elizabeth Laone** 44:55

It was about two or three weeks old.

I think the file that they gave me, but they were able to retrieve one for me.



**NL Nitin M. Lalka** 44:59

Thank.

You are right.



**Sarah Elizabeth Laone** 45:02

So yeah, they do have backups.

They just don't do it every night.

**NL Nitin M. Lalka** 45:05

Really, I thought they do it every night.

OK.

Anyway, I'll have to check with them what is their backup policy, you know?

 **Sarah Elizabeth Laone** 45:14

Sure.

Yeah, yeah, yeah.

So you know if if they're able to retrieve it for you and you don't need to keep backups, then you know no big deal.

**NL Nitin M. Lalka** 45:21

That.

 **Sarah Elizabeth Laone** 45:22

You don't have to put them in there for every month and it was just I I wasn't able to get one from them.

That was super recent, but you know, if we're only saving it by month anyway, it's not gonna be super recent either, so.

**NL Nitin M. Lalka** 45:33

OK.

Yeah.

Yeah, so.

Lucky you're there.

 **Sarah Elizabeth Laone** 45:43

Yeah, I don't know how.

I am not sure what their their policy is.

**NL Nitin M. Lalka** 45:48

And we have every month revenue reconciliation for every each month.

What are the data we are giving?

That's what.



Uh, that's want to go back with the all the data, right?

I know, I know.

So that's what Sarah is saying.

You cannot because you know this is like a data from October at the beginning of fiscal year, right?

Right.

But when we are preparing, we can we can do that right like we are getting.



**Sarah Elizabeth Laone** 46:15

This data, this goes back all the way to 2014.



**Nitin M. Lalka** 46:20

Oh, this is from 2014 onwards.

Wow.

Yeah, you can see.



**Sarah Elizabeth Laone** 46:22

Yeah.



**Nitin M. Lalka** 46:23

Yeah.



**Sarah Elizabeth Laone** 46:24

So you can see like in here the year you can look at a lot of data.



**Nitin M. Lalka** 46:24

See then.

Umm.

I almost any. Yes.



**Sarah Elizabeth Laone** 46:31

Umm yeah.



**Nitin M. Lalka** 46:33

Yeah.

No wonder it's a big, huge idea.



**Sarah Elizabeth Laone** 46:35

So, right.

Yeah, it's huge because it's got like if you ever wanted to take a look at how far QOLSYS has gone, you can see it here.



**Nitin M. Lalka** 46:42

Yeah.

Yeah. OK.



**Sarah Elizabeth Laone** 46:49

But it makes it very big.



**Nitin M. Lalka** 46:53

Looking very cumbersome and very it takes a lot of time to update and all that.



**Sarah Elizabeth Laone** 46:59

So that's why we've been trying to create a different file system for it, but it's not quite it's all.



**Nitin M. Lalka** 47:01

Talk.



**Sarah Elizabeth Laone** 47:06

It's just about done.

We should have it done by the time I leave, but it's just not quite there yet.



**Nitin M. Lalka** 47:10

Ah.

OK.

OK, this is the master file like this is what she did.

Sarah updates on that.

You know.

Yeah, yeah, yeah.

So from this only you are doing the reconciliation part like taking the data and then doing. That's what.

Yeah, that's what for every month, every month.

Every month?

Yeah.

OK and.



**Sarah Elizabeth Laone** 47:36

So for debit memos, if they don't affect revenue, then they are listed as freight.



**Nitin M. Lalka** 47:41

Umm.



**Sarah Elizabeth Laone** 47:41

I know this is not freight but.



**Nitin M. Lalka** 47:45

There.

Yeah, just like that.



**Sarah Elizabeth Laone** 47:46

It's a consistent name, so they're just listed as free.

If they're not affecting revenue, so that's what I changed here is I just changed these all to freights since we knew they were not revenue.



**Nitin M. Lalka** 47:52

Thank you.



**Sarah Elizabeth Laone** 47:57

And then I did the same thing as we did in the credit memo section where I deleted this extra area here and pulled down the.



**Nitin M. Lalka** 48:04

Object.



**Sarah Elizabeth Laone** 48:05

The formulas to the far right.



**Nitin M. Lalka** 48:06

Ohh OK.



**Sarah Elizabeth Laone** 48:09

Now we're going to go down and we're going to add in the sales and return data for the month and for this one, I always copy and paste the entire months data.



**Nitin M. Lalka** 48:16

OK.



**Sarah Elizabeth Laone** 48:22

I'm going to go find where July 1st is in this file and the reason I do that is because sometimes people backdate their their returns or invoices when they post.



**Nitin M. Lalka** 48:36

Yeah.



**Sarah Elizabeth Laone** 48:37

So if I just copy and paste one day, I've had many instances where I I didn't get all of the data again, so I have to.

Add in instead of with the credit memos and debit memos where I can add in just.



**Nitin M. Lalka** 48:57

Coleman.



**Sarah Elizabeth Laone** 48:58

The new numbers that got posted I have to do the whole month for the invoices, so let's go grab that smartlist and that smartlist it doesn't say Ken actually after it's this generic one it's net shipments total that's going to be the one you use for this purpose.

**NL** **Nitin M. Lalka** 49:02

Umm.

Perfect.

Umm OK so.

OK, stop.

 **Sarah Elizabeth Laone** 49:24

These other ones down here, we're going to use for other things later with on time delivery and warranty returns, but this generic one, that's what we use umm for this spreadsheet and these same smartlist you'll have to pull for the new report as well.

**NL** **Nitin M. Lalka** 49:30

No.

 **Sarah Elizabeth Laone** 49:41

It's just going to.

Instead of like copying and pasting it into different sections, it's going to consolidate it all together for you.

**NL** **Nitin M. Lalka** 49:54

Ohh.

 **Sarah Elizabeth Laone** 49:55

And so it'll be a little bit different instead of like going to find where the end of the credit memos is and stuff like that.

But we'll go over that one when it's done.

Umm this is how we currently do it.

It's good to have some knowledge of how it's done right now, just in case we need to revert back to it for any reason.

Umm.

And of course the other ones not ready yet, so.

**NL** **Nitin M. Lalka** 50:24

So this report is, you know, is going to show data greater than 6:30.  
So every month you would change, yeah.



**Sarah Elizabeth Laone** 50:30

Right.

Yep, every month I change the search and I if you click on favorites you can modify this smartlist to save the new date.



**Nitin M. Lalka** 50:44

Today.



**Sarah Elizabeth Laone** 50:46

I'm not going to do it right now, just cause it's going to stop the process and at the beginning of the month it runs really fast, you know, cause it's only one or two days by the end of the month, it's gonna take a while.



**Nitin M. Lalka** 50:50

Yeah.

Yeah, yeah, that's true.

Right.

Umm, because it's heavy a little bit.



**Sarah Elizabeth Laone** 51:01

So it takes longer each day to do.

And this is what I do at the end of the day when I'm doing that daily revenue file, I have to update this file first.



**Nitin M. Lalka** 51:17

Umm.



**Sarah Elizabeth Laone** 51:19

So when I was saying it takes a couple hours, it usually takes me an hour to update this file and then I have to do the the daily revenue file itself, which takes me another hour.

 **Nitin M. Lalka** 51:26

Umm.

Umm.

 **Sarah Elizabeth Laone** 51:43

Sometimes more than an hour for the daily revenue, when it depends.

It depends on if we have all the data from.

 **Nitin M. Lalka** 51:46

Thank.

 **Sarah Elizabeth Laone** 51:49

That's very dependent on Nicholas and the operations team.

When you know what material is coming in, when is it being built?

When is arriving, that kind of information?

 **Nitin M. Lalka** 51:57

Hmm.

 **Sarah Elizabeth Laone** 52:09

Because right now, we're very tight on inventory of some products.

 **Nitin M. Lalka** 52:13

Ohh yeah, I know because they have that.

Uh, you know, think about inventory, right?

They don't want to stop too much inventory.

 **Sarah Elizabeth Laone** 52:23

Yeah, and I find it comical because I I mentioned that during our revenue meeting like, hey, if we can only carry two weeks of stock, we're going to run out whenever we sell over the projections and everyone throws a fit.

 **Nitin M. Lalka** 52:25

Did you?



**Sarah Elizabeth Laone** 52:38

No, that's not true.

We can stalk more and like really.



**Nitin M. Lalka** 52:46

So you you. Yeah.



**Sarah Elizabeth Laone** 52:46

Because that's not what I'm being told.



**Nitin M. Lalka** 52:49

Yeah.

You know, last Thursday, right?

How was that?



**Sarah Elizabeth Laone** 52:52

Yeah.



**Nitin M. Lalka** 52:54

It was like.

But I know I'm in lace.

Let's you know the president, she herself has said right few months ago.

That's, uh, not lay actually.

Uh, what's the name?

Barbara, or who she has said her one of her goals is to reduce inventory.

But then you know it.

It's like a, you know?


OK, you have more orders, but you don't have stock than what do you do, you know?




**Sarah Elizabeth Laone** 53:39


Yeah, that's our biggest problem right now is we're out of stock of, I think 6 different panel varieties right now.





 **Nitin M. Lalka** 53:46  
Mm-hmm.


 **Sarah Elizabeth Laone** 53:48  
So even if you get an order, you may not be able to ship it, which is concerning.


 **Nitin M. Lalka** 53:53  
Right.

 **Sarah Elizabeth Laone** 53:53  
They'll orders.  
Overall, we're down this month, so it's not just an inventory issue, but it doesn't help because if people know that their products are on back order anyway, they're less likely to pay this in additional order.

 **Nitin M. Lalka** 53:56  
OK.  
OK.  
Right, OK.  
Uh, I have a meeting in 15 minutes.  
You think we've done by that or?

 **Sarah Elizabeth Laone** 54:16  
OK.  
Uh.  
Hopefully we'll be close.

 **Nitin M. Lalka** 54:21  
If not, you know, yeah, they they give their key will be here, right.  
So, but I'll have to get into that meeting, OK? Sure.

 **Sarah Elizabeth Laone** 54:26  
Yeah, yeah.  
OK, so let's just finish loading.

I'm gonna try and go quickly here.

The document date, we're just gonna sort real quick here, so that it's in order.

We're gonna convert it to an excel.

This is gonna take a minute too.

So let's see how quickly it goes to see how much time we have.

 **Nitin M. Lalka** 54:46

Yeah, yeah, yeah.

Not be it's, you know, how we when I update the financial it takes a lot of time, you know 1520 minutes some. Yeah.

 **Sarah Elizabeth Laone** 54:54

Yeah.


 **Nitin M. Lalka** 54:58

And in fact.

 **Sarah Elizabeth Laone** 54:58

Well, this is only one subledger, so it's not.

It's not everything, at least.

 **Nitin M. Lalka** 55:01

I know.


I uh, yeah, that's one of the things I have to update the finances today.

So I'll have to update it a couple of times in at least.

Ohh and I will show it to you the OK you know how it's done. Yeah.

 **Sarah Elizabeth Laone** 55:19

Once we get this added in there, UM, we can start looking at the by account.


 **Nitin M. Lalka** 55:19


Me.


 **Sarah Elizabeth Laone** 55:26


However, if we don't hook the financials updated yet as of last night, we're gonna


have to do that too first, before we can compare, because we're gonna need to look at, you know, what our general Ledger is in comparison to our subledger.


 **Nitin M. Lalka** 55:32  
Mm-hmm.


 **Sarah Elizabeth Laone** 55:42  
So this will show our subledger, but then we're going to also need our general Ledger to do the reconciliation.


 **Nitin M. Lalka** 55:46  
OK, OK.  
The.

 **Sarah Elizabeth Laone** 55:56  
We'll have to do that one too.  
So it won't be 15 minutes.

 **Nitin M. Lalka** 56:01  
It'll be more than that.  
And then.

 **Sarah Elizabeth Laone** 56:07  
Because you didn't do the general, you haven't done the financial update yet this morning, right?

 **Nitin M. Lalka** 56:13  
But not this morning.  
No, that's what one of the things I'm planning to do.  
You know, after the second meeting, so that you know, I want to do it, show it to Devaki to you know how it's done so.

 **Sarah Elizabeth Laone** 56:25  
Well, we can't do this reconciliation without it, so we'll probably have to do it right now.

**NL Nitin M. Lalka** 56:30

Ohh.

OK, OK.

Uh, yeah, I know.

Because all of this needs to get into the financials.

 **Sarah Elizabeth Laone** 56:41

OK, so let's go ahead and we're going to go and copy this whole section, not the headers, but everything else all the way down.

I just used the.

If you're not familiar with the shortcut where you can hit shift end down arrow.

**NL Nitin M. Lalka** 56:59

My hair down there.

Yeah, I know.

 **Sarah Elizabeth Laone** 57:02

That uh that'll help?

Umm.

Just cause it's 2000 lines, so you don't really want to have to scroll through the whole thing copying it and then we'll just paste it over here.

**NL Nitin M. Lalka** 57:06

To.

 **Sarah Elizabeth Laone** 57:14

And for this one, you're not looking through everything, so you're just gonna go down to.

The new lines that were added and make sure they're listed as actual and that your formulas on the far right are copied all the way down as well.

**NL Nitin M. Lalka** 57:27

Umm.



**Sarah Elizabeth Laone** 57:32

So we'll just make sure this goes all the way down and then we'll make sure all of our formulas over here get copied all the way down.

And that's all you have to do for this section.



**Nitin M. Lalka** 57:42

OK.



**Sarah Elizabeth Laone** 57:44

You don't have to look through anything.

OK, so now that all of our formulas are copied all the way down for these ones.

We are good to go.

So now you've updated the net shipments file for the month of July.



**Nitin M. Lalka** 58:04

OK.



**Sarah Elizabeth Laone** 58:06

And for the purpose of doing a our revenue tie out, we're going to use this sales by account tab.



**Nitin M. Lalka** 58:16

Umm.



**Sarah Elizabeth Laone** 58:18

And I'm going to go ahead and just analyze and refresh on this pivot table and this is going to consolidate all of the entries by account and give us the totals so that we can compare it to what we're gonna have to go and get this.




**Nitin M. Lalka** 58:29


Umm.





**Sarah Elizabeth Laone** 58:38


This is a copy of what our Umm, general Ledger has for each of those.


 **Nitin M. Lalka** 58:43  
Name. OK.  
Oct OK.


 **Sarah Elizabeth Laone** 58:48  
Revenue accounts so that we can make sure they match up appropriately and didn't have any issue during posting.  
We've had some instances in the past where for an unknown reason, a invoice gets posted to the SUBLEDGER, but not to the general Ledger.


 **Nitin M. Lalka** 59:06  
Umm.

 **Sarah Elizabeth Laone** 59:07  
Umm, so it's like it didn't post all the way through, it only went halfway.  
So we have to make corrections there.  
Umm.

 **Nitin M. Lalka** 59:15  
So the connection you do the correction, you do the correction.

 **Sarah Elizabeth Laone** 59:15  
Or we've had.  
What was that?  
Yeah, either me or I'll have someone on Carla's team.  
Team or John help with making the correction because I don't always have access to post a credit memo or something like that.

 **Nitin M. Lalka** 59:32  
OK. Yeah.

 **Sarah Elizabeth Laone** 59:36  
So I have to have someone else help me do it.

I can just tell them what's wrong and how to correct it, but I can't necessarily always make that entry myself.

 **Nitin M. Lalka** 59:42

OK.

Got.

 **Sarah Elizabeth Laone** 59:48

Umm.

If it has to do with, you know, a an entry that has to just be posted to the general Ledger.

 **Nitin M. Lalka** 59:54

Umm.

 **Sarah Elizabeth Laone** 59:54

Umm, I can submit that to Nitin for help for posting but if it has to do with something posting to the sales transactions let subledger then Carlos Team will probably have to post it.

Umm, I can just tell them that I found the error.

 **Nitin M. Lalka** 1:00:11

Ohh.

 **Sarah Elizabeth Laone** 1:00:15

So.

OK, so this is what we have.

Wow, that seems ridiculously high.

 **Nitin M. Lalka** 1:00:38

Yeah, but this account right 4220.

 **Sarah Elizabeth Laone** 1:00:43

With Molly.

OK.

**NL Nitin M. Lalka** 1:00:50

What is it?

Revenue account 4220.

I don't see that in the.

**Sarah Elizabeth Laone** 1:00:53

That is the volume rebates.

**NL Nitin M. Lalka** 1:00:58

Ohh.

**Sarah Elizabeth Laone** 1:00:58

Umm.

**NL Nitin M. Lalka** 1:00:59

Warranty return dealers.

OK, no.

**Sarah Elizabeth Laone** 1:01:03

So umm what it is?

Is it's price adjustment credits.

So a lot of our.

Our business is done at like we'll sell a product at a certain price, but dependent on who that distributor sells to.

They'll get a credit back.

So like they may sell it to a distributor for \$400.00, but then if that distributor sells the product to ABC company, they'll get a credit back of \$100 that they can submit the closest to ask us to give them \$100 credit for it's called pricing special pricing agreements.

**NL Nitin M. Lalka** 1:01:30

Is.

OK.

OK.





**Sarah Elizabeth Laone** 1:01:54

Umm.



**Nitin M. Lalka** 1:01:56

Which is almost doubled from last month to this.



**Sarah Elizabeth Laone** 1:01:58

And I think I know why, but I don't think I accounted for this in our revenue projection.

I think it's double because we this month just implemented a pricing change.



**Nitin M. Lalka** 1:02:16

Ohh.



**Sarah Elizabeth Laone** 1:02:17

So instead of every one being charged \$420, they're all getting charged like 380.

I don't know the exact numbers, but I'm just gonna use like general terms.



**Nitin M. Lalka** 1:02:30

Oh.



**Sarah Elizabeth Laone** 1:02:31

They're all getting charged less money to purchase the same product as last month.

So instead of being charged \$400.00 like they would have last month per product, they're all being charged 350, and that's because they can no longer submit for that same pricing adjustment anymore.

So basically what we did is pricing special pricing agreements are done in 4 tiers.

There's Tier 1, 2, 3 and four.

What we did was we removed tier one and we made everyone eligible to just purchase it at the Tier 1 price.



**Nitin M. Lalka** 1:03:08

OK.



**Sarah Elizabeth Laone** 1:03:09

This was supposed to make things easier so that if everyone was already getting to tier one, why make everyone submit for it later?

Just go ahead and give it to them outright.

So that's the change that happened.

They can still submit for pricing adjustments for tiers 2, three and four, but no longer do they need to for tier one.



**Nitin M. Lalka** 1:03:29

Umm.

OK.



**Sarah Elizabeth Laone** 1:03:32

However, when this implementation happened, anyone that had stock on their shelves that they purchased previously then June, July 1st, they were issued a price protection credit which basically brought all of their stock down to the Tier 1 price.



**Nitin M. Lalka** 1:03:48

Oh, OK.

Ah, OK.



**Sarah Elizabeth Laone** 1:03:55

Umm.

However, usually they only get that Tier 1 price when they submit from a sale, so it basically made the assumption that anything that people were sold in, you know the previous three months that they had on their shelves, we gave them all of that credit all in July instead of waiting for them to sell it in July or August or September.



**Nitin M. Lalka** 1:04:19

No.



**Sarah Elizabeth Laone** 1:04:20

So this number.

 **Nitin M. Lalka** 1:04:24

That's all.

You can see the huge rise. Umm.

 **Sarah Elizabeth Laone** 1:04:25

Will it should go down moving forward because you no longer gonna have so many.  
Umm.

 **Nitin M. Lalka** 1:04:35

Just once, OK.

 **Sarah Elizabeth Laone** 1:04:36

Credits. Umm.

So if everyone's at tier one now, you know you should have far less credit in this 4220 moving forward.

But because they were issued that price protection, everything that they had in stock, I think it's kind of combining 2 months into one and then what will happen is in August, it should fall down to like 3 or 4,000,000 and be less umm.

 **Nitin M. Lalka** 1:04:57

OK.

 **Sarah Elizabeth Laone** 1:05:11

But.

Ohh no.

 **Nitin M. Lalka** 1:05:17

It's.

It's it takes a long time, huh?

 **Sarah Elizabeth Laone** 1:05:21

Well, I'm just thinking that the problem with this is that.

I think all of the rebate calculations are going to have to change for the rebate

accrual to compensate for the fact that there's already an extra \$6 million in this account.

 **Nitin M. Lalka** 1:05:34

Umm.  
OK.

 **Sarah Elizabeth Laone** 1:05:41

So you can kind of see that the rebate volume accrual over here, there's usually a couple million in our crude volume rebates.

That's to kind of take into consideration what is on people's shelves, but if what's on people's shelves was already credited, that means we're gonna have to change how we do that accrual to compensate for this.

I'm also concerned with that number right now because our revenue projections for the month, I don't think took into consideration enough.

Credit going to that.

So when I say that I mean like when we discussed on last Thursday's call.

 **Nitin M. Lalka** 1:06:26

Umm.

 **Sarah Elizabeth Laone** 1:06:28

We projected our revenue to be around 17 million.

 **Nitin M. Lalka** 1:06:34

Right.

 **Sarah Elizabeth Laone** 1:06:36

Umm, because you know, we took into consideration that, you know, this is a couple million lower.

This is a couple million lower.

So you know, instead of 26 million, if we're short, let's say four and five, that's nine.

 **Nitin M. Lalka** 1:06:44

No.



**Sarah Elizabeth Laone** 1:06:53

You know, take 9 off of 26.

We should be close to 1718 million, OK, that makes sense.

But if we now are giving double the amount of rebate credit in one month, that nine million that we assumed we were going to be off by just doubled.



**Nitin M. Lalka** 1:07:15

Umm.



**Sarah Elizabeth Laone** 1:07:17

I mean, we haven't had a month this low in.



**Nitin M. Lalka** 1:07:21

Long time ago.



**Sarah Elizabeth Laone** 1:07:21

Years.



**Nitin M. Lalka** 1:07:24

Ship is, I think when when people see that they are, someone is going to get upset, huh?

And is it only?



**Sarah Elizabeth Laone** 1:07:30

That's what I'm concerned about.

Someone's going to have a hernia as soon as they cuz I.



**Nitin M. Lalka** 1:07:34

Yeah.



**Sarah Elizabeth Laone** 1:07:35

Larissa is asking me for an estimated number.

 **Nitin M. Lalka** 1:07:37

Yep.

 **Sarah Elizabeth Laone** 1:07:38

If I give her this number right now, you're about to get a million phone calls.

 **Nitin M. Lalka** 1:07:38

Yeah, that, yeah.

I know, I know.

I mean, imagine in June we had 26 and now in July we are talking about 10.

So you know it's going to.

 **Sarah Elizabeth Laone** 1:07:52

Yeah.

And we were already, you know, Christiaan was already upset about our 17.

 **Nitin M. Lalka** 1:07:58

Mm-hmm.

 **Sarah Elizabeth Laone** 1:07:59

Imagine if we tell him 10.

 **Nitin M. Lalka** 1:08:01

Yes.

Oh, yes, yeah, I know.

Uh, so I I know because my financial meeting is tomorrow and on tomorrow is the prelim meeting.

And then Wednesday is the final meeting.

They will definitely raise this question.

 **Sarah Elizabeth Laone** 1:08:19

OK.

Yeah.

Yeah.

Larissa is already asking.

And Anna's asking.

I mean, if this is what it really is, we we'll do the revenue tie out and see if there's something misposted to this account right now.

 **Nitin M. Lalka** 1:08:27

Or structure.

Correct, yes.

 **Sarah Elizabeth Laone** 1:08:35

So we're going to have to go update all the financials and do the revenue tie out, see if this is really what we're looking at and if it is.

 **Nitin M. Lalka** 1:08:42

Correct.

 **Sarah Elizabeth Laone** 1:08:45

You know, we can reduce the volume rebates.

 **Nitin M. Lalka** 1:08:48

Alright, but how much use you know? Yeah.

 **Sarah Elizabeth Laone** 1:08:50

But.

It's all gonna be a guess because it's only one month.

I don't have any the volume rebate calculation is based on historical rebate data.

 **Nitin M. Lalka** 1:09:02


Right.

 **Sarah Elizabeth Laone** 1:09:03


If this new rebate changed happened this month, I have no historical data to go off.

Of all I can do is make a guess.


 **Nitin M. Lalka** 1:09:09  
Umm.

 **Sarah Elizabeth Laone** 1:09:10  
Umm.  
Which I was working with Marianne on that earlier this month.


 **Nitin M. Lalka** 1:09:15  
OK.


 **Sarah Elizabeth Laone** 1:09:17  
Umm, because looking at what the price change percentage was in terms of like how much in terms of percent did the price decrease and making kind of trying to translate that to a percentage decrease in the?


 **Nitin M. Lalka** 1:09:27  
Right.

 **Sarah Elizabeth Laone** 1:09:38  
The rebates, but.

 **Nitin M. Lalka** 1:09:39  
Right.

 **Sarah Elizabeth Laone** 1:09:42  
Oh my gosh, this terrifies me.

 **Nitin M. Lalka** 1:09:44  
Yeah, I uh, I can already see turn off question going to be asked on this you know by how when there's you know.


 **Sarah Elizabeth Laone** 1:09:57  
Yeah, I I can't believe it's this high.




Let's let's find out.


Let's finish the revenue tie out, make sure there's no issue.

 **Nitin M. Lalka** 1:10:07  
Sorry.

 **Sarah Elizabeth Laone** 1:10:07  
Umm, so we'll keep working on that while you're in your meeting, Nitin.  
And then, you know, we'll probably still be here because you know how long it takes.


 **Nitin M. Lalka** 1:10:12  
OK, right.  
I know I I'll come back and not only that, the laptop is running out of juice.  
So and I don't have the cable here, so I need to connect it my the thing.

 **Sarah Elizabeth Laone** 1:10:23  
Sure.

 **Nitin M. Lalka** 1:10:25  
You can you can see here.  
OK.  
OK.  
I'll be back in a few minutes.  
OK, good. Thanks.

 **Sarah Elizabeth Laone** 1:10:30  
OK.

 **Devaki Ramachandran** 1:10:46  
Yeah.

 **Sarah Elizabeth Laone** 1:10:46  
Person and tie it out.  
After we finished that tie out, we'll deal with having to figure out what we're going to do about this.

OK, let's do that.

1st I'm going to go ahead and close this file because it's too big to leave open while doing the financial tie out.

Umm sorry, I'm like caught really off guard.

I I'm very concerned.

OK, let's go to the X drive here.

And and we're going to go into financials.


And we're going to pull up the financials posted data file.

All right.


In this file you'll find 4 tabs.

This is gonna be what's been posted to each of the entities for the month of July only.


 **Devaki Ramachandran** 1:11:51  
OK.

 **Sarah Elizabeth Laone** 1:11:52  
This is just July, because there's a separate file for historical in this case.

 **Nitin M. Lalka** left the meeting

 **Sarah Elizabeth Laone** 1:11:59  
So unlike the sales transaction one that's.  
Everything's all-in-one.  
The history is in a different file in this one and the current month data is in one file because since this is all subledgers together, if we kept everything together, it's just too big.

 **Devaki Ramachandran** 1:12:07  
Umm.  
Uh, OK.

 **Sarah Elizabeth Laone** 1:12:21  
So we're gonna go run the smartlist to get this data.  
So we can update our month to date file.

So for this one, we'll go into the financial subledger or I guess it's not really a subledger anymore, it's just the financials section.

Umm the smartlist favorites.

And we will go ahead and choose verify you the journal entry transactions current month file.

It's this one right here.

We'll double click on it to run it.

And it should already have the date updated.

If not, we'll have to update the date.

Yeah, it's running greater than that June 30th.

So it's kinda run just like the sales transaction one did and we just have to wait for it to load now for a minute.

 **Devaki Ramachandran** 1:13:19

Like.

OK.

 **Sarah Elizabeth Laone** 1:13:25

And I'll just take a minute here too.

Stress out about that number, yes.

 **Devaki Ramachandran** 1:13:27

Yeah.

Yeah, sure, sure. Yeah.

Understood.

I thought of telling you.

Yeah, let it download it.

Take a minute.

Yeah.

Take it.

 **Sarah Elizabeth Laone** 1:13:39

And it's that number is freaking me out a lot.

 **Devaki Ramachandran** 1:13:40

Your break.

Ohh it's it's because of the rebate they provided to the.

As I said like.



**Sarah Elizabeth Laone** 1:13:53

I think it's because of the price protection rebate they gave.

Umm, so I'll have to look up exactly what was that. The.



**Devaki Ramachandran** 1:13:59

They did it right.

Only for this month they did it.

Is that did it only this much.

They started doing billing, OK.



**Sarah Elizabeth Laone** 1:14:06

Yeah, they it's it was just this month because of the price change.

So I think what we'll have to do if if that's actually correct as we need to go research exactly how much credit was given in that new price protection and we're gonna have to explain to them that this was an unpredictable an unforecast need additional credit of X number of 1,000,000 that was given out of the norm for this month.



**Devaki Ramachandran** 1:14:12

Uh.



**Sarah Elizabeth Laone** 1:14:38

But I don't.

I don't even with that explanation, I think people are gonna have a fit.



**Devaki Ramachandran** 1:14:47

OK.

Thank you.

Break.

Take a break.

It's up.



**Sarah Elizabeth Laone** 1:14:52

Well, I mean, we just got to wait for this to load.

So just ohh, just sit here for a moment while it loads.

And silently cry.

This.

All right, since this finished loading, I'm gonna make sure that it's sorted in date order by transaction date and then just export it to excel and now we're just going to wait for the Excel to load.



**Devaki Ramachandran** 1:24:00

So the updating.

Yeah.

OK, downloading OK.

My laptop is being charged.

So OK, let me show you how to use yours over here.

So you know this.

OK.

I thank God blocking the button.



**Sarah Elizabeth Laone** 1:24:38

All right, so we have all the transaction file and then we just need to go add this over to our data.



**Devaki Ramachandran** 1:24:41

No, it should on that.



**Sarah Elizabeth Laone** 1:24:48

We wanna go through the originating master name and call.



**Devaki Ramachandran** 1:24:55

Uh.

Go over there.



**Sarah Elizabeth Laone** 1:24:56

K Let's go copy.



**DR Devaki Ramachandran** 1:24:57

See that circle? Yeah.

The dictation.



**Sarah Elizabeth Laone** 1:25:02

Hope everything through this column, column K all the way down.



**DR Devaki Ramachandran** 1:25:04

And yeah, sorry, sorry.

OK, David.



**Sarah Elizabeth Laone** 1:25:13

Added into our data file.



**DR Devaki Ramachandran** 1:25:16

Then connect this.

Yeah, voice.

No, the other side.

Yeah, that's kind of.



**Sarah Elizabeth Laone** 1:25:38

OK, good.

We have everything in here, so let's just save that.

And now that we've updated the financials data.

You can go and run are access files.

That's go open up our financials post in file.

And run this console macro 10.



**DR Devaki Ramachandran** 1:26:17

Umm.



**Sarah Elizabeth Laone** 1:26:18

Just click on it greater than date.

That's gonna be 632 three.

And now it's going to run the query, so you can just wait for it to run for a moment here.



**Devaki Ramachandran** 1:26:35

Umm.

So how is Sarah doing this for call SIS US?

We do the same thing for call SIS India.

Ohh, that's uh, considering there is a smaller entity, right?

So less transactions, so it's more faster.

Yeah, there is no sales or you know inventory or anything there.

It's just engineering, right?

So it's very fast.

Not a lot. Transact.



**Sarah Elizabeth Laone** 1:27:32

Alright, no errors in the roll up, so we're good and then I'm going to open up.

The income statement current year file.

Since that one is the easiest to grab all the revenue transactions from and update this with those new data.

August.

I'm sorry for July.

There we go.

This one up.

No.

And then I'm going to.

Oops to adoptive parents.

The copy.

Yes.



**Devaki Ramachandran** 1:28:36

Uh, so now July.



**Sarah Elizabeth Laone** 1:28:37

Oh, I need to re open.

Sorry, go ahead.

I'm gonna reopen the sales file again, just going to take a minute.

I had to close it so I could run the financial access file.

I can't have them both open.

They're too big.

That looks close though 10/5 at 13 number for volume rebate 13366 looks familiar, which means it's probably fairly accurate and we doomed.



**Devaki Ramachandran** 1:29:20

Yeah.

Even if that was half of it, it'll still be less in terms of revenue.

You know what I mean?



**Sarah Elizabeth Laone** 1:29:30

It would still be less, but we'd be closer to the 17 million we projected if it was at the 65 instead of the 13 three.



**Devaki Ramachandran** 1:29:35

Yeah, yeah.



**Sarah Elizabeth Laone** 1:29:42

I think that's my biggest worry right now is we projected 17, which would have been right on track, but.



**Devaki Ramachandran** 1:29:48

Umm.

Right.



**Sarah Elizabeth Laone** 1:29:54

I think the hardest part is showing them a projection.

That's so different than what this turns out being is where I'm nervous.



 **Devaki Ramachandran** 1:30:00

Yes.

Umm.

 **Sarah Elizabeth Laone** 1:30:06

Uh.

My nervousness comes from like yeah, it's lower, you know, even the 17 is lower by, you know, \$7 million.

But they knew that we all knew that going into it, that we were going to be lower.

 **Devaki Ramachandran** 1:30:15

Yeah.

 **Sarah Elizabeth Laone** 1:30:20

The problem is that it's lower than the projected revenue by another 7,000,000.

 **Devaki Ramachandran** 1:30:29

Will do.

 **Sarah Elizabeth Laone** 1:30:29

That's scary.

 **Devaki Ramachandran** 1:30:31

Yeah.

And see the for the revenue for dealers is almost half right.

Then what?

It was in June.

Uh, the revenue for distributors is 5,000,000 less than what it was for June.

 **Sarah Elizabeth Laone** 1:30:48

Yeah, but we took that into consideration with the set the the 17 projection.

And the problem is this volume rebate 1.

 **Devaki Ramachandran** 1:30:55

So so.

 **Sarah Elizabeth Laone** 1:31:03

You're 70.

If you had 17 million, as you know, our projection, it already takes into consideration the fact that you know the the dealers.

 **Devaki Ramachandran** 1:31:08

Umm.

 **Sarah Elizabeth Laone** 1:31:12

Yeah, it's 4,000,000 less and the distributors is 5,000,000 less, that's 99 million less.

 **Devaki Ramachandran** 1:31:20

Yeah.

 **Sarah Elizabeth Laone** 1:31:23

So if we subtract 9,000,000 from 24 million.

 **Devaki Ramachandran** 1:31:28

Yeah, should be 16. I'm.

 **Sarah Elizabeth Laone** 1:31:31

So we were close.

It closed in our projection of 17 versus.

This is nowhere near and I think it's all because of that volume rebate one because we were taking into consideration lower dealer and distributor sales, but not this double volume rebate.

 **Devaki Ramachandran** 1:31:43

Yeah.

So the other question, also the last, right, OK, if you're sales is less, how is that the volume rebate came double right?



**Sarah Elizabeth Laone** 1:32:18

Right.

And I think it's because of that price protection.



**Devaki Ramachandran** 1:32:22

In PA.

OK, I I saw a lot of the.

Infact, Marian had sent me a lot of them for approval, right price protection agreement.



**Sarah Elizabeth Laone** 1:32:30

You.

Hey, Mr.



**Devaki Ramachandran** 1:32:32

Yeah, huh.

Ohh.



**Sarah Elizabeth Laone** 1:32:44

Hey, I'll be right back while this is finishing loading, I'm gonna take a minute real quick.



**Devaki Ramachandran** 1:32:49

Umm oh OK no problem.



**Sarah Elizabeth Laone** 1:32:50

I'll be right back. Sorry.



**Devaki Ramachandran** 1:32:55

Can you see Joseph accrued volume rebates?

Yeah.

See 1.6 million 1.6.

Yeah. Yeah.

Couldn't volume rebates.

Yeah, yeah, yeah.

So the accrual for July is still not done right, right, right.

So it'll go up.

You know that will further much less than your revenue.

Yeah, you know, but I think the accrual won't be that much because now we are not.

You know, I'm hoping that now that we won't be doing a lot of work, but I know.

I mean, look at the salesman.

It's a.

Yeah, that's going to be very heated discussion.

Why did we miss the numbers?

The thing is, we we give the dealers and distributors a lot of different types of rebates and always you know it's you know that's then it gets cuts into our revenue you know.

Look at, you know, if you look at the sales for starting from October, see it was eighteen million, twenty million 18191321152126 and now it's 9 all of a sudden just the previous month we had the highest revenue so far, right.

And now in one month, lowest revenue. Yeah.

Umm, it's a.

It's a big sweet.

Yeah. Big swing.

Yeah, big swing.

Is that your phone transformer?

Is it because of rebate? No.

But then it's it's because of that rebate, right?

It's that rebate.

Yeah.

And she said, right, the price protection agreement.

Open the rebate is more than that.

This is sales actually here.

Let's see. Be delivered.

We can see.

I want to see what is the comparison of percentage.

The rebate is happened for the same I don't think they they go by the percentage you know because there's not a fixed percentage.

Yeah.

Yeah.

No, no.

That was asking overall, what does that say?

This 30 minute and then you can you can do it, you know like without saving it right on the Excel.

I don't know.

I don't want to mess.

Yeah, yeah, yeah.

No, I'm just saying you can open an Excel file, Blank Excel file, copy and paste that as a you know special values, and then you can just do that, right?

She she has to give me control.



**Sarah Elizabeth Laone** 1:37:36

Sorry about that.

That was my son that came in. Umm.



**Devaki Ramachandran** 1:37:40

No problem.



**Sarah Elizabeth Laone** 1:37:41

So let's go ahead and take a look at the I was copying these over for us to take a look at it and then let's go grab the values.

And we'll do the tie out.

And then I think probably should draft an email about the.



**Devaki Ramachandran** 1:38:07

Low numbers.



**Sarah Elizabeth Laone** 1:38:08

Yeah.



**Devaki Ramachandran** 1:38:13

So to whom?



**Sarah Elizabeth Laone** 1:38:13

What the?



**Devaki Ramachandran** 1:38:14

I like the whole sales team.

Message.



**Sarah Elizabeth Laone** 1:38:30

OK, so now that we have the.

Umm.

All of these revenue totals from our income statement we're going to do just to I'm a quick tie out here.

So we're just going to do a comparison to each of the accounts in our subledger by account transactions here.

So dealers looks good.

Dear see, looks good.

Take off fire and security.



**Devaki Ramachandran** 1:39:05

Thing that 44201 is what I'm seeing a difference.

Before you go on.



**Sarah Elizabeth Laone** 1:39:17

Sorry, I was going in order.

So uh.



**Devaki Ramachandran** 1:39:19

Oh, no, no, that's OK.

Yeah, go ahead.

Go ahead.

I was just looking at it, you know, quick glance.

You want 4220?



**Sarah Elizabeth Laone** 1:39:26

Uh yeah, 4201.

Yep, 42201 does have a difference.

We're going to find that.

 **Devaki Ramachandran** 1:39:36

You want 4220?

There is difference.

 **Sarah Elizabeth Laone** 1:39:53

OK, so most likely what this is?

If it's between 4:00 to 20 and 4201 is gonna be one of the credit memos not being reclassified appropriately.

 **Devaki Ramachandran** 1:40:01

Umm.

OK.

 **Sarah Elizabeth Laone** 1:40:07

Because those because credit memos get posted generally to 4220.

So if 4220 is showing higher on our subledger, we should double check all of our credit memos first before assuming we need to make an adjustment and make sure that that's correct.

 **Devaki Ramachandran** 1:40:13

Umm, right.

Hi.

Umm.

OK.

 **Sarah Elizabeth Laone** 1:40:28

Accrued's aren't going to be in this, of course, because those are only done to the general Ledger.

 **Devaki Ramachandran** 1:40:34

Walking.



**Sarah Elizabeth Laone** 1:40:34

So yeah, it looks like it's probably in it's.

Let's take a look at credit memos first, and then see if that if we can identify it before having to make any other adjustments.



**Devaki Ramachandran** 1:40:41

Umm.



**Sarah Elizabeth Laone** 1:40:50

OK, so that means we have to take some more time to look through all of the credit memos.

Maybe I missed one at some point throughout the month.

So I'm gonna just look specifically at the ones already named credit memos, not the ones labeled debit or bank fees.



**Devaki Ramachandran** 1:41:19

OK dude, don't do a sort and then look.



**Sarah Elizabeth Laone** 1:41:19

Oops, that's the wrong.

I can't really sort it because if I.



**Devaki Ramachandran** 1:41:29

It's it's.



**Sarah Elizabeth Laone** 1:41:30

Well, I could.

I could look up just credit memos I guess, but I can't like sort this in order or anything because you've got other ones in there like freight and depth of my mouse.



**Devaki Ramachandran** 1:41:39

All right.





**Sarah Elizabeth Laone** 1:41:41

But I could do a filter.



**Devaki Ramachandran** 1:41:44

Yeah. Filter.

Yeah, it's sort of filter.

So that's more quicker, right?

It's more faster.

So by date.

Would be for this month, yeah.

Get it?



**Sarah Elizabeth Laone** 1:42:20

Would check this one because this is a different type of 1.

Little turns fine.

Because you're not working.

Gonna.

Just gonna close those.

Maybe at Scotty to be slow.

OK.

87 did I Add all of these into the manual adjustment?

Yeah, it's here.



**Devaki Ramachandran** 1:43:48

8697.



**Sarah Elizabeth Laone** 1:43:52

698 So I'm seven through uh thread.

They had all those in.

Yeah, I did.



**Devaki Ramachandran** 1:44:10

356.

Ohh the 9:00.

See that nine?  
I thought this missing.  
09 yeah, 709.



**Sarah Elizabeth Laone** 1:44:27

709.

That's because that's an spa.



**Devaki Ramachandran** 1:44:34

Yeah. OK.



**Sarah Elizabeth Laone** 1:44:37

So we'll skip so price protection.

So 704 is missing and 709 is missing and then 714 is missing because those are all to the the general the 4221.

So that's why I have to skip those ones.



**Devaki Ramachandran** 1:44:52

OK.



**Sarah Elizabeth Laone** 1:44:52

So let's make sure 15 through 19 and 22 through 32 is in there.

15 to 1922 to 32.

Yep, those are all in there.

353739 and 40.



**Devaki Ramachandran** 1:45:19

Send.



**Sarah Elizabeth Laone** 1:45:29

35373940 keep going.



**Devaki Ramachandran** 1:45:35

38 What about 8738?

Could it be there?

That's OK, but.



**Sarah Elizabeth Laone** 1:45:39

So once price protection.

So.

42 through 4447 and 48.

Those are fine.

15 or 53 here's one that's different.

Maybe we could take a look at what this is.



**Devaki Ramachandran** 1:46:13

Or.

21118.



**Sarah Elizabeth Laone** 1:46:32

It's such a literal one, OK?

55 or 63.

You turn on there.

Let's take a look at these ones that are different too.



**Devaki Ramachandran** 1:47:08

73456.



**Sarah Elizabeth Laone** 1:47:20

OK, so there's some think.

Check these ones so 8773.

There you go.

So 8773 is in here 3776.

OK, those are all in there already.

Some of these 281 and 82.



**Devaki Ramachandran** 1:47:52

73.



**Sarah Elizabeth Laone** 1:48:01

Ohh yes. Ah.



**Devaki Ramachandran** 1:48:04

They are missing you.



**Sarah Elizabeth Laone** 1:48:07

We.

So you can see how she changed the name sequence that she put it in.

So for that one, instead of it saying warranty rebate, it just says WTY Q2 safe haven.



**Devaki Ramachandran** 1:48:15

Umm.

Yeah.

Warrant to say parent.

Yeah.

Yeah.



**Sarah Elizabeth Laone** 1:48:28

So.



**Devaki Ramachandran** 1:48:28

So that's why it needs to be uniform.

Yeah.



**Sarah Elizabeth Laone** 1:48:31

Right.

Let's go ahead and add these ones in, and then we'll check which 4201.

I think it should be going to 4201.

We can double check to make sure because I think this is way that Anixter because those are the two that would be safe haven so.


Those are both distributors.

Yeah, 4201 this wave.


Any inexorable distributors, and I know it says safe haven, but it's for the safe haven,


resales through Anixter and wave.  
OK.


 **Devaki Ramachandran** 1:49:23  
838990.

 **Sarah Elizabeth Laone** 1:49:29  
It wouldn't 82, I think 83 was already in there.


 **Devaki Ramachandran** 1:49:35  
OK.

 **Sarah Elizabeth Laone** 1:49:37  
Yeah, here it is.  
Maybe 3.

 **Devaki Ramachandran** 1:49:40  
8998.  
OK, sleep.

 **Sarah Elizabeth Laone** 1:49:48  
And these are the ones we just added today.  
So I think we did those ones double check real quick and then we'll just refresh that  
pit, other pivot oops.  
Yeah.  
And see if we found the entirety of the error, or if there's something else we're still  
missing, or if there's an adjustment we need to make.

 **Devaki Ramachandran** 1:50:01  
Yeah.

 **Sarah Elizabeth Laone** 1:50:52  
Yeah.  
See, I knew they were doing a price protection, but I assumed that it was going to be  
the same amount because of the pricing went down and they're not doing Tier 1

rebates at all for this month.

I was like, OK, so you're just doing all the Tier 1 rebates for what you sold last month, pretty much which I would have assumed to remain somewhere between 6:00 and seven million.

The fact that it's 13 1/2 is surprising.

Because that would have meant that there still getting SPN's at the same level for this month, which it shouldn't be.

It should be less.

Which is uncle, that's weird.

So I think we might need to check the SPA credits too, just that's a different side note, but let's finish our tie out well.

 **Devaki Ramachandran** 1:51:45

Yeah.

 **Sarah Elizabeth Laone** 1:51:46

The purpose of what we were doing and.

556248 K that looks correct now.

13336.

OK, I think we are good.

Does anyone see any issue?

 **Devaki Ramachandran** 1:52:09

Uh 13366 OK 102.

And what was the other one we were looking at?

10 uh 186127 yeah, I think we are fine here. 556.

Yeah, well, yeah.

 **Sarah Elizabeth Laone** 1:52:23

OK, I think so too.

So I think we do not need to make any adjustments for the month.

I think everything was posted well.

 **Devaki Ramachandran** 1:52:30

Right.



**Sarah Elizabeth Laone** 1:52:31

So in terms of this tie out, we are good.

Usually when doing the tie out for the month, this is when I will also do.

This sales cogs tie out for the tax department at the same time because it you'll see the revenue timeout happens right here at the top.



**Devaki Ramachandran** 1:52:56

Umm.



**Sarah Elizabeth Laone** 1:52:57

You don't necessarily have to do it at the same time, but I tend to do it because I like to this use without the accruals.

This I'll do with the accruals so you can see here these two accrued accounts, but I can't completely finish this until we finish our accrued rebates and accrued returns.



**Devaki Ramachandran** 1:53:14

You're right.



**Sarah Elizabeth Laone** 1:53:15

So this looks good.

We're ready to move forward the revenue tie out looks good and then we'll finish this as soon as we finish the and the accruals, I'm gonna go ahead and just update this to the current month.

So we can be looking at July though.

You'll see the reason I clicked both the nine and the it's doubled.



**Devaki Ramachandran** 1:53:48

And.



**Sarah Elizabeth Laone** 1:53:51

It's really just because in past years it didn't have the zero in front of the like 04.



**Devaki Ramachandran** 1:53:57

You mean?



**Sarah Elizabeth Laone** 1:53:58

And because we have so many old data in there, that's why you'll see two.



**DR Devaki Ramachandran** 1:54:03

Let's say you click.



**Sarah Elizabeth Laone** 1:54:03

Umm, moving forward it all has like 09.

So those are like the current ones, but the old ones have just the night.



**DR Devaki Ramachandran** 1:54:11

I.



**Sarah Elizabeth Laone** 1:54:13

So that's why you see two in there.

OK, let me go grab this revenue to total real quick.

Here.

Total revenue from the financial sheet.

I'll go into this in more depth once we finalize the.



**DR Devaki Ramachandran** 1:55:07

Since the deep.



**Sarah Elizabeth Laone** 1:55:10

So accruals, but I'm just gonna do this quickly to see we are.

Huh.

That's that's not good though I would that be like that.



**DR Devaki Ramachandran** 1:55:28

Thank you for the offer.

Normally it would always match, right?



**Sarah Elizabeth Laone** 1:55:40

Yeah, it's if the sales by account matches, there's no reason this shouldn't match.



Did I read one of the accounts wrong?  
Because this should match up if.  
If by account matches this should tie.  
I've never had it not tie.  
I mean, sometimes it's off by like 2 cents, but not by this much.

 **Devaki Ramachandran** 1:56:20

Yeah, yeah.  
Remember, in AP we have that \$85 off every when we tired baby.

 **Sarah Elizabeth Laone** 1:56:32

Yeah, but since this is sales, this shouldn't have any effect with AP.

 **Devaki Ramachandran** 1:56:36

No, no, no.  
I know I'm not comparing this, I'm just saying that we always have that delta.  
But it be the end.

 **Sarah Elizabeth Laone** 1:56:41

Ohh yeah yeah.

 **Devaki Ramachandran** 1:56:43

We found out what is the reason for that.

 **Sarah Elizabeth Laone** 1:57:00

Umm yes.  
OK.  
What account would be off then?  
6.  
See, there's the two cents.  
See how we can see it, though I can see that the distributor account that's where I'm usually off by two cents.

 **Devaki Ramachandran** 1:57:34

Umm.



**Sarah Elizabeth Laone** 1:57:38

It's 81 versus 79, so I should be able to see where that \$90.00 is then?  
15 zero sixteen 9049.  
Just don't see it.  
Where would it be?  
These all look fine.  
So where?



**Devaki Ramachandran** 1:58:28

Something 47.



**Sarah Elizabeth Laone** 1:58:29

Umm.  
Because usually I know where that two sense is.  
The problem is I don't understand why there's a delta 94.



**Devaki Ramachandran** 1:58:43

We went to the gym, please.



**Sarah Elizabeth Laone** 1:58:51

Any \$4 exactly?



**Devaki Ramachandran** 1:59:00

Could be a combination.



**Sarah Elizabeth Laone** 1:59:06


You just can't understand why there's nothing that pops out with anything being off in the by account.  
So where?  
Where is it off?  
Because if everything lines up by account.  
And we're just adding this in.  
So it's like if I were to add it.  
What do these numbers?

See, that's correct.


That's only off by two cents.


OK, so that's fine.


 **Devaki Ramachandran** 1:59:56  
Yes.


 **Sarah Elizabeth Laone** 1:59:58  
Why is this spreadsheet showing something else?


 **Devaki Ramachandran** 1:59:59  
Umm.


 **Sarah Elizabeth Laone** 2:00:02  
So if it is correct, then that's there's something in this spreadsheet for \$94.00 that shouldn't be here then.  
Or is there a new account number?

 **Devaki Ramachandran** 2:00:26  
UH-94 dollar.

 **Sarah Elizabeth Laone** 2:00:35  
Someone posted to an account on accident.

 **Devaki Ramachandran** 2:00:39  
Ah, now that you mentioned that a new account I did, we had to set up a new account.  
Uh, so I'm trying to think which was that?  
But there was not, you know, like a revenue account.

 **Sarah Elizabeth Laone** 2:00:58  
OK, I've only just renamed one of their revenue accounts.

 **Devaki Ramachandran** 2:00:59  
On an accrual account.

Baby.

Yeah.



**Sarah Elizabeth Laone** 2:01:05

Commission.



**Devaki Ramachandran** 2:01:05

Yeah, that was last month.

Yeah, you wanted it to be named that way, right?

Yeah. Uh.



**Sarah Elizabeth Laone** 2:01:10

Yeah, because it's no longer Commission.

It's just revenue, so I know that change happened, but.



**Devaki Ramachandran** 2:01:14

The new.

You know can't which I had created was not a revenue account.

I wonder which was set could more likely an expense account.



**Sarah Elizabeth Laone** 2:01:27

Umm.

You just don't understand why this report, which should pull the exact same data, is off by 94 dollars.



**Devaki Ramachandran** 2:01:55

Yeah, yeah.

Could checking our column is there any 94 just waiting for now?



**Sarah Elizabeth Laone** 2:02:12

Yeah.

Let me go up to the filter at the top.



**Devaki Ramachandran** 2:02:16

Yes, it's not the better.



**Sarah Elizabeth Laone** 2:02:16

It's thinking for a second.

Yeah, because if my eBay account ties out, this should tie out fine.

It's really weird.



**Devaki Ramachandran** 2:02:48

OK, so let's how about this?

Let's go row by row.

I mean on the top one in the summary.



**Sarah Elizabeth Laone** 2:02:58

All done.

It's refreshing.

I thought I'd refresh it one more time to make sure.



**Devaki Ramachandran** 2:03:02

OK.



**Sarah Elizabeth Laone** 2:03:05

And then I'll scroll up to the top.

OK.

There we go.

It's done.

Let me see if the mount changed at all.



**Devaki Ramachandran** 2:03:22

And then go up and.



**Sarah Elizabeth Laone** 2:03:31

They might need to take a moment here, I E let's.

I'll copy this amount again just to check it.

You go back up.

Everything goes the same number, but yes.

 **Devaki Ramachandran** 2:03:51

Yeah.

So let's look at revenue.

This report, right where did you get that figure?

From nine million.

Yeah, let's look up.

 **Sarah Elizabeth Laone** 2:04:00

That's what I just did.

That's the sales total here from call of R.

 **Devaki Ramachandran** 2:04:05

Call Mr OK.

 **Sarah Elizabeth Laone** 2:04:10

We can look if there's a 94 dollar one.

You try.

 **Devaki Ramachandran** 2:04:18

Just put the winter.

Slowly down.

 **Sarah Elizabeth Laone** 2:04:37

Here's a 9405.

 **Devaki Ramachandran** 2:04:39


What is that?

Pull that only.

What is this?


 **Sarah Elizabeth Laone** 2:04:48

Canadian distributor Smart Plug order.


 **Devaki Ramachandran** 2:04:52  
He's just a new model.

 **Sarah Elizabeth Laone** 2:04:53  
Pitch.


 **Devaki Ramachandran** 2:04:57  
Being.

 **Sarah Elizabeth Laone** 2:04:59  
OK, 2361 is the line it's on.  
I'm gonna bring everything back.  
So I can see it.


 **Devaki Ramachandran** 2:05:08  
2/3.

 **Sarah Elizabeth Laone** 2:05:08  
So 2361 is the line.  
2365 It's this line.

 **Devaki Ramachandran** 2:05:23  
9405.


 **Sarah Elizabeth Laone** 2:05:24  
Let's posted with multiple other items.  
Why would that one be issue?


 **Devaki Ramachandran** 2:05:27  
Yeah.


 **Sarah Elizabeth Laone** 2:05:39  
Wait a second.  
That that's why. Uh.

I'm pretty sure Carla did a correction for this, because this is a note.  
This is supposed to be no charge order.


 **Devaki Ramachandran** 2:05:59  
Hmm, OK.


 **Sarah Elizabeth Laone** 2:06:01  
So she would have done a credit memo for \$94.00 to remove.  
Find it out.  
There it is, 9405.  
But see, it's being excluded as a bank fee.  
Umm.  
Pretty sure I looked this one up too.

 **Devaki Ramachandran** 2:06:31  
Even as a credit memo right the SOP type.

 **Sarah Elizabeth Laone** 2:06:38  
But the problem is.  
It doesn't hit revenue, so I can't list it as a credit memo.  
It hits developmental material.

 **Devaki Ramachandran** 2:06:48  
Right.

 **Sarah Elizabeth Laone** 2:06:55  
What was the original transaction hitting?  
Something's something's not corrected completely.  
So.  
What's this invoice?

 **Devaki Ramachandran** 2:07:26  
There's a couple of lines there.  
3 lines are there.





**Sarah Elizabeth Laone** 2:07:31

Yeah, 2.



**DR Devaki Ramachandran** 2:07:32

Is that 00 is 94.

Click.

1.



**Sarah Elizabeth Laone** 2:08:01

OK, so she was just a reversing this.

She was putting credit to.

The AR.



**DR Devaki Ramachandran** 2:08:25

If it is.



**Sarah Elizabeth Laone** 2:08:30

That doesn't makes sense.

What I have my.



**DR Devaki Ramachandran** 2:08:35

An agenda item you didn't memo instead of band 3 why is going to the Bank 3 adjustment?



**Sarah Elizabeth Laone** 2:08:43

Because the credit memo isn't actually posted to a revenue account, so it has to be listed as a bank fee.

Because the credit memo doesn't hit a revenue account.

That's why all the revenue by account ties out fine.



**DR Devaki Ramachandran** 2:09:10

Everything.



**Sarah Elizabeth Laone** 2:09:12

This one.

Does not because.

The sale originally existed in this looking at sails.

 **Devaki Ramachandran** 2:09:32

Thank you.

 **Sarah Elizabeth Laone** 2:09:34

Which credit where?

If we put the credit memo in here.

See, that's the problem if the credit amount doesn't hit a revenue.

So the credit memo would then have to hit.

And we can put it in, but we have to have it hit. Uh.

OK.

Yeah, let's try it.

Let's go ahead and put it in as a.

 **Devaki Ramachandran** 2:10:08

And it memo, yeah.

 **Sarah Elizabeth Laone** 2:10:10

Yeah.

And then do a manual adjustment for it, putting it to.

The.

Other account not to a revenue account.

So 8 is 87868786.

And then we're going to have to put it to.

 **Devaki Ramachandran** 2:10:38

Come up or something different?

 **Sarah Elizabeth Laone** 2:10:40

Yeah, I think it's like 6181 or something like that.


It's that that developmental material account.


What these are?


Are there no charge orders? UM.


For material get that gets shipped out as sample product.


 **Devaki Ramachandran** 2:11:03  
OK.


 **Sarah Elizabeth Laone** 2:11:04  
Umm so the the customer isn't ever charged for it, so it's expense to developmental material as umm.  
And expense for product being shipped as samples to customers.

 **Devaki Ramachandran** 2:11:17  
In.  
OK.

 **Sarah Elizabeth Laone** 2:11:25  
Alright, let's see if that corrects it while still keeping our revenue by account, correct.

 **Devaki Ramachandran** 2:11:37  
Umm. Ditch.  
OK.  
OK, let's see.  
2 minutes, yeah.

 **Sarah Elizabeth Laone** 2:12:18  
I didn't get your eyeball.  
There you go, you can see.  
You don't already.  
The number mom.  
Yeah.  
Yeah.  
30.

 **Devaki Ramachandran** 2:13:13  
The baby or.



**Sarah Elizabeth Laone** 2:13:18

No, it's done updating now.

So let's go grab the new new sales total from column R and see if that works.

I'm going to just put this down.

And then we'll check the reviewed by account too.



**DR Devaki Ramachandran** 2:13:48

Yeah.

Then I'm.

Yeah, there's a number change now.

It should match.



**Sarah Elizabeth Laone** 2:13:54

OK, so that looks good.



**DR Devaki Ramachandran** 2:13:57

Yep.



**Sarah Elizabeth Laone** 2:13:57

So let's just make sure our revenue by account is still good as well and that that solved the issue.



**DR Devaki Ramachandran** 2:14:04

So when you do, you make it at the credit memo that bank fee and then assign the different account, right?



**Sarah Elizabeth Laone** 2:14:11

Yeah. Mm-hmm.



**DR Devaki Ramachandran** 2:14:13

What is it?

How do you know which account do you need to assign to it?

Because it's a is the sample product they provided from the distribution, so.



**Sarah Elizabeth Laone** 2:14:21

Ohh, I use the account that does that, that specific credit memo was posted to.



**DR Devaki Ramachandran** 2:14:26

OK.

Ohh that is from the from GB.

You got it.

Like find the GP.

You can check that which account is affected and then you assign the same account.



**Sarah Elizabeth Laone** 2:14:37

Yeah.



**DR Devaki Ramachandran** 2:14:38

OK, OK.



**Sarah Elizabeth Laone** 2:14:38

Yeah.

Umm yeah, I I go and check in GP exactly which account?

That credit memo was posted to and then assign it that account.



**DR Devaki Ramachandran** 2:14:45

OK.



**Sarah Elizabeth Laone** 2:14:50

Umm, the ones that are listed as bank fee.

It's just ones that I'm not be assigning a new account to.

Umm, because we just haven't been tracking how much I guess is posted to bank fees or, you know exchange rate or something like that if you wanted to, you just have to add every single credit memo that doesn't post to a revenue account into the the manual change table.



**DR Devaki Ramachandran** 2:14:56

No.

So OK.



**Sarah Elizabeth Laone** 2:15:17

But in general, if it's not posted to a revenue account and it's just like exchange rate by selecting bank fee instead of credit memos, you don't have to add it to the manual change table.



**Devaki Ramachandran** 2:15:29

OK, OK.



**Sarah Elizabeth Laone** 2:15:31

In this case, even though it wasn't a revenue account, we did have to add it still because it was affecting an actual transaction.



**Devaki Ramachandran** 2:15:41

Yeah.



**Sarah Elizabeth Laone** 2:15:42

So that was interesting.

I haven't had one of those recently, but that looks good.



**Devaki Ramachandran** 2:15:46

Oh, OK.



**Sarah Elizabeth Laone** 2:15:50

So that \$0.02 we know is right here and that distributor 1.



**Devaki Ramachandran** 2:15:50

Yeah.



**Sarah Elizabeth Laone** 2:15:59

OK, so now they're both tied out revenue tie out is ready for us to start accruals now.

So I'm gonna go ahead and save this and step one complete.

Umm.

I still think we're going to need to draft an email about this revenue looking concerning and.

Each, but we can move forward with closing procedures.

I just think that we'll probably need to draft an email about this.

 **Devaki Ramachandran** 2:16:38

Before closing them, they they need to have a look.

 **Sarah Elizabeth Laone** 2:16:49

I mean, we'll have to send an email probably today since knit and I know you have some meetings coming up.

So that people are aware of it, but we can continue with other closing procedures as well for today it doesn't have to hold up closing it just is something that we should probably make people aware of.

 **Devaki Ramachandran** 2:17:03

OK.

 **Sarah Elizabeth Laone** 2:17:13

Umm.

So Nitin, since this is good, if you could close the sales subledger that would be great.

 **Devaki Ramachandran** 2:17:22

Have you just don't and Nitin?

Is this out audio?

 **Sarah Elizabeth Laone** 2:17:27

Oh.

OK, when he's back?

 **Devaki Ramachandran** 2:17:33

I don't know using the call out.

 **Sarah Elizabeth Laone** 2:17:39

Alright.

Well umm.

So I think at this point it's probably good for us to do the accounts receivable reconciliation as well and then we can move forward with doing bad debt reserve, which is based off of accounts receivable.

 **Devaki Ramachandran** 2:17:52

Uh, OK.

Umm.

 **Sarah Elizabeth Laone** 2:18:04

And then.

Maybe we can do some of the smaller ones before we move into another big the rebates one, because that one's gonna be another really big.

 **Devaki Ramachandran** 2:18:15

OK.

OK.

 **Sarah Elizabeth Laone** 2:18:20

And more complicated than usual because of this price change one.

So I would I'd say let's do some simpler ones first before we dive into that.

 **Devaki Ramachandran** 2:18:30

OK.

 **Sarah Elizabeth Laone** 2:18:34

Umm for all of our minds sake, you can just clear a few more off the plate before diving into that.

When you go grab my water real quick, just finishing saving.

And then I am probably gonna break for lunch real quick here for a little bit.

And I'm gonna have to put my son down for a nap.

 **Devaki Ramachandran** 2:19:34



OK.

So you you want to call back again.



**Sarah Elizabeth Laone** 2:19:42

Let me see.

Let me see if we can get through any of the AR or if we're going to have to just stop.

Let's see how close we can get.

So for the AR reconciliation, umm, this one, we don't have to, you know, pull those smart lists.



**Devaki Ramachandran** 2:19:57

Umm.



**Sarah Elizabeth Laone** 2:20:02

So it's a little nicer.

We're gonna go back into the X drive.



**Devaki Ramachandran** 2:20:07

Umm.



**Sarah Elizabeth Laone** 2:20:08

Select Excel reports sales and then we're going to use this AR open invoices.

Can month end file.



**Devaki Ramachandran** 2:20:20

OK.



**Sarah Elizabeth Laone** 2:20:42

OK so.

For this one.

It's going to pull all the data right here for us in the closest tab.



**Devaki Ramachandran** 2:21:00

Umm.



**Sarah Elizabeth Laone** 2:21:02

However, because this doesn't, it hasn't automatic link to Great Plains, so it's gonna update every day with umm.

These are age and bucket files by whatever day it is, so instead of it pulling, you know as of the 31st it's going to pull as of August 1st.

So because of that reason, we actually need to go ahead and copy over the data.

Into this qualsys saved data tab up until not call them L the we'll go ahead and grab all of this data here.

Write down, copy it and paste it into this qualsys saved data tab.

And let's just make sure that we don't have any.

Extra lines from last month still at the bottom.



**Devaki Ramachandran** 2:22:11

Ah, the.



**Sarah Elizabeth Laone** 2:22:12

Yeah.

So there was more here than what we copied over, so let's just make sure we clear all of that out.



**Devaki Ramachandran** 2:22:18

OK.



**Sarah Elizabeth Laone** 2:22:20

That we're not putting in some old data as well, so just make sure that you're you only have this months and once we copy over all of our data from Qualsys tab to the qualsys saved data tab, we can now put our date measurement as July 31st instead of August 1st or August 2nd.

Whenever you happened to pull this report.

That's going to make sure that our our aging buckets are all correct.



**Devaki Ramachandran** 2:22:53

OK. Ah.



**Sarah Elizabeth Laone** 2:22:54

So if you know it happened to, maybe those two days change the aging bucket it's in, and those aging buckets are how we calculate our bad debt.



**Devaki Ramachandran** 2:23:02

No.



**Sarah Elizabeth Laone** 2:23:06

So it's important to make sure those but aging buckets are correct as of the month ending date.



**Devaki Ramachandran** 2:23:13

OK.



**Sarah Elizabeth Laone** 2:23:14

So that's why we'd put it into this saved data so that we can make sure it's as of 31st and not as of the first like today that we're pulling it.



**Devaki Ramachandran** 2:23:24

Ah.



**Sarah Elizabeth Laone** 2:23:25

Umm this, you'll see that there's kind of a duplication of the these two tabs, so there's the AR report which pulls off of the original one.

Then we have the AR save data tab that's gonna pull off of our save data that we just copied into that and tab.



**Devaki Ramachandran** 2:23:41


OK.




**Sarah Elizabeth Laone** 2:23:43


So in this pivot you can just go ahead and hit analyze, refresh up and this will update by customer are aging buckets for.


 **Devaki Ramachandran** 2:23:58  
OK.


 **Sarah Elizabeth Laone** 2:24:00  
Each customer's AR that's overdue or do at this point.


 **Devaki Ramachandran** 2:24:03  
OK. Yeah.

 **Sarah Elizabeth Laone** 2:24:07  
And now.  
So that's kind of nice.  
So instead of, you know, going through all this smartlist this is this is your report already was that quick.  
Just making sure that you're dates are correct now that you have this report by customer, we're going to do a little report tie out here at the top based on account number.  
So this part you do have to do manually.  
Unlike the sales transaction, one where it kind of updates the accounts for you, you're gonna need to do this part yourself.  
Then in this umm spreadsheet, because it doesn't have a listing by account so.

 **Devaki Ramachandran** 2:24:41  
Oh oh.  
Meeting back.

 **Sarah Elizabeth Laone** 2:24:54  
What was that?

 **Devaki Ramachandran** 2:24:56  
And Nitin back.

 **Sarah Elizabeth Laone** 2:24:58  
And it in his back.

 **Devaki Ramachandran** 2:24:59

Yeah.

Yeah. Hi.

Yeah, I was.

 **Sarah Elizabeth Laone** 2:25:01

19.

 **Devaki Ramachandran** 2:25:02

Uh, OK, so we are still, we finished that installation part, OK and we are moving to ER consolation.

 **Sarah Elizabeth Laone** 2:25:05

I'm.

 **Devaki Ramachandran** 2:25:11

Ohka.

So we were able to find out that \$94.00 OK, we were able to fix it.

Yes, OK.

Yes. OK.

 **Sarah Elizabeth Laone** 2:25:19

Umm.

If you could close the sales subledger to postings for July, now that everything tied out, that would be great.

 **Devaki Ramachandran** 2:25:27

OK.

OK.

So sales subledger.

OK, let me do that.


 **Sarah Elizabeth Laone** 2:25:32

Yeah, just the sales subledger.


 **Devaki Ramachandran** 2:25:34  
OK.

 **Sarah Elizabeth Laone** 2:25:38  
Umm.


 **Devaki Ramachandran** 2:25:40  
OK.

 **Sarah Elizabeth Laone** 2:25:41  
So we're going to go ahead and put this by account up here based on the data that we have in our pivot below.


 **Devaki Ramachandran** 2:25:49  
OK.

 **Sarah Elizabeth Laone** 2:25:49  
Umm, now I realized that these do not have account numbers next to them.  
So the easiest way usually either can go by the name, which I've tried to list the names here for you for each account, or you can look in the trial balance which we're going to have to go pull the trial balance numbers anyway.

 **Devaki Ramachandran** 2:26:04  
I go umm.

 **Sarah Elizabeth Laone** 2:26:11  
Umm, so we can have that up and you can use that as reference to look at the names as well.


 **Devaki Ramachandran** 2:26:11  
Umm.

 **Sarah Elizabeth Laone** 2:26:17  
But the names should be here for you generally.


So like for instance Tyco safety products, we're going to find the Tyco safety products.


One which is right here, and then we're just going to.


 **Devaki Ramachandran** 2:26:29  
Yeah.

 **Sarah Elizabeth Laone** 2:26:34  
Put each one into the appropriate row, so by Sonic.  
Oops. Wrong.

 **Devaki Ramachandran** 2:26:48  
Ohh next.

 **Sarah Elizabeth Laone** 2:26:51  
Yeah, type of fire.  
Oops.


 **Devaki Ramachandran** 2:27:00  
Talk, talk, talk.


 **Sarah Elizabeth Laone** 2:27:14  
Here.  
And then which word is this in?  
OK, sweetheart.  
Mexico or Argentina and Chile?  
To Mexico, just.  
OK, Richard.  
Truly is still zero.  
You're Aguayo still Rica here, Quay.  
Storica.  
And network.  
Here.  
OK.  
And then this top one, all others you can do this in two different ways.


You can either go ahead and you know highlight and sum up.

This way all the ones that you haven't selected and put that total up at the top or you can take this full total and subtract out the other ones.


 **Devaki Ramachandran** 2:28:36  
Umm.

 **Sarah Elizabeth Laone** 2:28:43  
Either way should generally work umm, but.

 **Devaki Ramachandran** 2:28:43  
Ohh.  
OK.


 **Sarah Elizabeth Laone** 2:28:50  
You can choose which way kind of works better for for you.


 **Devaki Ramachandran** 2:28:54  
OK.


 **Sarah Elizabeth Laone** 2:29:15  
Alright, now we'll we'll go and look at the trial balance numbers and copy those into here.  
So I'm gonna go into the X drive into our financials folder and bring up our trial balance for the current year to grab these revenue account numbers.  
OK.  
Then a refresh this to make sure we caught all of that new data that we loaded earlier.  
Right.  
We've got 1234567891011.  
What else?  
Ohh.  
My bad.  
We skip four and five on here so.  
3212 I'm sorry, zero and one not to.





 **Devaki Ramachandran** 2:30:55  
3/4.

 **Sarah Elizabeth Laone** 2:30:59  
So zero and one, and we'll put up here.  
OK.  
Then we have three by itself.


 **Devaki Ramachandran** 2:31:07  
Do you 6-7?

 **Sarah Elizabeth Laone** 2:31:10  
3IN.  
And then we have 6789101112, OK.  
So then that was ones are in order.  
You can grab all of those the same time, 678-910-1112.  
And again, I'm pasting these all as values so you can rotate.

 **Devaki Ramachandran** 2:31:36  
11:00 o'clock.

 **Sarah Elizabeth Laone** 2:31:36  
They don't.  
And then this bottom one is 1190 is account number 1191.  
So it's gonna be a little further down, really good right here.

 **Devaki Ramachandran** 2:31:46  
Yeah.

 **Sarah Elizabeth Laone** 2:31:51  
One put that trial balance number here and then this is just doing a quick calculation  
saying the difference between the trial balance and this report.  
You want it to all be 0 and it is for this month, so that is great.

 **Devaki Ramachandran** 2:32:01

Yeah.

Stop.

 **Sarah Elizabeth Laone** 2:32:06

That means they're is no adjustments needed for the AR accounts.

 **Devaki Ramachandran** 2:32:11

Yeah.

 **Sarah Elizabeth Laone** 2:32:15

And then what?

I'm going to do is since this file is actually in the.

Umm the X drive and the Excel reports.

I'm going to save a copy of it into our blackline folder as well so that we can have.

Umm.

Copy for month end in our blackline folder.

I always go back and you'll see that I click on last month.

A lot of the time because I just like to name it the same thing every month, so I go back and just grab the name of it.

 **Devaki Ramachandran** 2:32:59

OK, OK.

 **Sarah Elizabeth Laone** 2:33:01

That's why I'm doing that.

But then I want to make sure.

Of course I save it into the July folder with the current the July tea.

So in our open invoices, save that copy here.

All right.

That'll give us our reconciliation at the top.

This is also the AR Open invoices report that we will send out to Kapil, who usually asks for it.

 **Devaki Ramachandran** 2:33:30

Right.

Uh.

And then yeah, Sarah, to add to what you're saying, remember Kapil and Yoginath, they were asking about intercompany AR.

 **Sarah Elizabeth Laone** 2:33:32

Each month.

Mm-hmm.

 **Devaki Ramachandran** 2:33:41

Yeah.

So this is where.

Yeah.

Sarah will show it to you.

This is where you get it.

 **Sarah Elizabeth Laone** 2:33:47

Yeah, I I usually just end up sending them this whole report.

But if you'd like to just send them the inner company ones, these are gonna be the intercompany.

 **Devaki Ramachandran** 2:33:55

Umm.

 **Sarah Elizabeth Laone** 2:33:57


You would need to include both intercompany intercompany JCI.


 **Devaki Ramachandran** 2:34:01


Umm OK ohh.


 **Sarah Elizabeth Laone** 2:34:03


Within that email, so I end up usually going, letting them just have the entire report.


 **Devaki Ramachandran** 2:34:08  
Anything today?

 **Sarah Elizabeth Laone** 2:34:09  
But these are the ones they need right here.


 **Devaki Ramachandran** 2:34:12  
OK.  
Well, why is the difference between intercompany and intracompany JCI?  
Is there a reason?


 **Sarah Elizabeth Laone** 2:34:22  
Umm, the they call it with JCI, they call it intercompany and intracompany.

 **Devaki Ramachandran** 2:34:24  
I.  
OK. Yeah.

 **Sarah Elizabeth Laone** 2:34:29  
Umm.  
Basically these ones are excluded from revenue.  
They don't count.

 **Devaki Ramachandran** 2:34:34  
Umm.


 **Sarah Elizabeth Laone** 2:34:35  
So even though we may have sold them \$1,000,000 this month, it doesn't matter.


 **Devaki Ramachandran** 2:34:39  
Umm, doesn't come through.

 **Sarah Elizabeth Laone** 2:34:41

Umm, because they counted in a different entity, so when it's resolved through tiger fire and security or through Tyco products, they counted as revenue then.


 **Devaki Ramachandran** 2:34:45  
Umm.

 **Sarah Elizabeth Laone** 2:34:50  
So for us, we like when they're doing consolidation, they don't include it as revenue for qualsys.


 **Devaki Ramachandran** 2:34:50  
Umm.  
That is, that intercompany JCI is included as revenue.


 **Sarah Elizabeth Laone** 2:35:02  
Exactly.


 **Devaki Ramachandran** 2:35:04  
OK.

 **Sarah Elizabeth Laone** 2:35:06  
It's for their consolidation purposes.

 **Devaki Ramachandran** 2:35:08  
Hmm, OK.

 **Sarah Elizabeth Laone** 2:35:12  
So like during our revenue calls, we don't like usually false.

 **Devaki Ramachandran** 2:35:12  
And of course.

 **Sarah Elizabeth Laone** 2:35:16  
This doesn't discuss EMEA region because anything sold the Tyco Fire and security,

they'll discuss on their EMEA division themselves.  
We don't really bring it up.

 **Devaki Ramachandran** 2:35:26

OK.

OK. OK.

And not revenue is that by self thing, right?

 **Sarah Elizabeth Laone** 2:35:32

Yeah, these are just the buy sell ones which usually only affect uh cogs in AR umm, because we're not making money on them like.

 **Devaki Ramachandran** 2:35:45

So I maybe afterwards Devaki I will explain to you the myself concept.

OK, nice. Yeah.

 **Sarah Elizabeth Laone** 2:35:56

OK, so that finishes up the reconciliations for month end for both revenue and AR.

Next, we'll start moving toward doing our adjustments.

 **Devaki Ramachandran** 2:36:08

OK.

 **Sarah Elizabeth Laone** 2:36:11

For the month.

So umm, we'll start with probably bad debt reserve, we can actually we can probably do bad debt reserve now and then probably take a break after that.

 **Devaki Ramachandran** 2:36:23

OK.

 **Sarah Elizabeth Laone** 2:36:25

Umm, since bad debt is in this same spreadsheet.

Over to the right.

Here is where we do our bad debt calculations.

 **Devaki Ramachandran** 2:36:36

Yeah. OK.

 **Sarah Elizabeth Laone** 2:36:42

Umm, So what I'm going to do first is just make sure that our umm, what these are at the top here are.

These are aging buckets.

There's using the aging buckets in the in the reconciliation this report over here that we we have for AR and they're applying a percentage to them.

So it's applying the Johnson Controls policy percentage of how much needs to be reserved once it's over 180 days or over 360 days or over 720 days once it falls into one of those older buckets.

 **Devaki Ramachandran** 2:37:23

OK.

 **Sarah Elizabeth Laone** 2:37:26

So older than 180, three 6720 days old, it has a amount that must be reserved.

 **Devaki Ramachandran** 2:37:37

OK.

 **Sarah Elizabeth Laone** 2:37:38

You can see here the amounts there are either 10 percent, 50% or 100% reserved.

 **Devaki Ramachandran** 2:37:45

OK.

 **Sarah Elizabeth Laone** 2:37:50

So this column is going to take into consideration credit balances.

So basically what that means is that if there's something in.

This.

Bucket.

But there's a credit that could be applied to it.

First, we're going to take that into consideration and then reserve the balance.

 **Devaki Ramachandran** 2:38:13

OK.

OK, so if you can put the you the cursor near you 29, I think the formula is a little bit yeah.

See look at the formula.

Yeah, it's a complicated formula.

Yeah, if you know.

And then if the conditions are satisfied, that's what the.

 **Sarah Elizabeth Laone** 2:38:42

I personally did not set this up.

This was Ken.

So formula was not my doing but it it does do the functionality that we need so.

 **Devaki Ramachandran** 2:38:45

Yeah.

Yeah.

 **Sarah Elizabeth Laone** 2:38:57

We just wanna make sure that, like you can see here, it looks like we need to make sure the formulas are copied down to that section because they were missing.

Usually what I'll do here is I'll just copy them all the way down to start and then what we wanna do is make sure that they're not included for these total lines because you don't wanna duplicate how much you're reserving.

 **Devaki Ramachandran** 2:39:15

Yes.

 **Sarah Elizabeth Laone** 2:39:20

So just make sure that those total lines are taken out of your calculation.

 **Devaki Ramachandran** 2:39:20



Yeah.

It's.



**Sarah Elizabeth Laone** 2:39:28

And then over here, it's going to do.

The percentage amount based off of the value in each of those buckets either 1050 or 100.



**Devaki Ramachandran** 2:39:38

The umm.

Umm.



**Sarah Elizabeth Laone** 2:39:44

And up above here it's gonna give you the total the sum total for that column.

So how much we needs to be reserved for and for for items over 180 / 360 and over 720?

This is the total that will need to be accrued for the month of July and then we want to go and take a look at what last month's accrual was.

Umm, So what we what do we accrue in June and that will give us what of course the difference is that we need to to make the adjustment for it.



**Devaki Ramachandran** 2:40:17

That was cool, yeah.

Yeah.



**Sarah Elizabeth Laone** 2:40:21

So I'm gonna go pull up what we accrued in June.

Are reserved, not accrued.

Excuse me.

What we reserved in June?

Because this is just a general entry, it's not an accrual.

That's my fault.

What did we reserve in June? Umm.

So here's what we reserved in June.


So it looks like it went up quite a bit this month.


And I'm gonna go ahead and put that.


Over here.

And so we're going to have to increase our reserve by \$67,000.


 **Devaki Ramachandran** 2:41:13  
Yeah.

 **Sarah Elizabeth Laone** 2:41:14  
It looks like because.

 **Devaki Ramachandran** 2:41:16  
Wow.  
Not a fun color.

 **Sarah Elizabeth Laone** 2:41:19  
We only reserved 50 last month.  
So that's unfortunate.  
Every little bit is unfortunate.  
Winner revenue is so bad.  
Umm.  
But so yeah, so that means this is just going to do a quick, you know, subtraction the difference and tell you what your entry should be for.

 **Devaki Ramachandran** 2:41:45  
Is.

 **Sarah Elizabeth Laone** 2:41:46  
This month.  
And I'm going to go ahead and save this again over to.  
So why is it having issues again, here we go.  
Umm.  
In our blackline folder.

 **Devaki Ramachandran** 2:42:12  
OK.



**Sarah Elizabeth Laone** 2:42:12

And I save it under the, I see it's the same kind of copy, but I save it twice because I wanna make sure that I also save it under the was the bad debt reserve balance sheet account which is 1130.



**Devaki Ramachandran** 2:42:23

Sleeper.



**Sarah Elizabeth Laone** 2:42:32

So and then I put it under 1130 as well in our.  
Blackline folder for July.

So people, because this increased by a little bit, we might get questions about why it increased.

Umm, it's probably due to these two here.



**Devaki Ramachandran** 2:43:12

In the global and alarming.



**Sarah Elizabeth Laone** 2:43:15

Yeah, because ADI Global moved from the 180 day one to over 360, which means the reserve amount increased by 40%.



**Devaki Ramachandran** 2:43:26

Right.



**Sarah Elizabeth Laone** 2:43:28

So we really need ADI Global Canada to pay their overdue so that it drops out of this 50% reserve bucket because once they move from the 10% to 50%, you see a big change.



**Devaki Ramachandran** 2:43:43

Yes.

Umm, they probably would be on hold too, right by the collections group.



**Sarah Elizabeth Laone** 2:43:44

So that.

What was that?



**Devaki Ramachandran** 2:43:53

They might be put on hold, right?

Credit hold.



**Sarah Elizabeth Laone** 2:43:55

Oh yeah, they might be.

Umm, it depends on, I guess, who's in charge of their account?



**Devaki Ramachandran** 2:44:03

Right.



**Sarah Elizabeth Laone** 2:44:03

Umm, but yeah, there's there's a possibility that they'll be put on hold.

Umm, I think basically all of it is due to this actually because 6710% of that versus 50% is about that amount that \$67,000.

So I think it's pretty much all ADI just didn't pay and it dropped into the next bucket.



**Devaki Ramachandran** 2:44:28

Yeah, yeah.



**Sarah Elizabeth Laone** 2:44:30

So, umm, we can explain that when the question arises.

So sometimes it's nice to take a look at that.

So you're aware of it?

So when those questions come up as an analyst after month end, you're gonna get a ton of questions all at once.



**Devaki Ramachandran** 2:44:41

Yeah.

Yes.



**Sarah Elizabeth Laone** 2:44:46

And so instead of having to research everything individually, it's nice to if you have a second to kind of look at it quickly while you're making the adjustment and drop down a note or keep a thought on it just so that you know you might be able to answer some of those questions quick when you start getting you know, 2030 emails all about questions.



**Devaki Ramachandran** 2:44:46

Right.

Alright it.



**Sarah Elizabeth Laone** 2:45:09

So.

So that's that's the bad debt one we can go ahead and make this adjustment now.

I'm going to go ahead and do that journal entry and then we can take a break.

Oops, in the wrong area.



**Devaki Ramachandran** 2:45:21

Uh.

Ohh yeah.



**Sarah Elizabeth Laone** 2:45:23

Going to find your house.



**Devaki Ramachandran** 2:45:56

So here we have to be very careful.

The period has two because today it changes, right.

Yeah.

Yeah, so it defaults to the current rate to the yeah, on the right date, so that it is about that react the date, yeah.



**Sarah Elizabeth Laone** 2:46:26

And it's a debit this time because it's increasing.

So it's gonna be an expense.

**DR** **Devaki Ramachandran** 2:46:31

Umm.

 **Sarah Elizabeth Laone** 2:46:34

Last month it actually decreased, so we got a a credit for it.

But 67639, that's good.

And whenever you wanna attach a document, you can't have it open, so just close it.

**DR** **Devaki Ramachandran** 2:46:50

Ah.

 **Sarah Elizabeth Laone** 2:46:53

Then you can attach it.

Yeah.

I guess just a little glitch.

You can't have anything open that you wanna attach in here.

**DR** **Devaki Ramachandran** 2:47:05

Uh.

 **Sarah Elizabeth Laone** 2:47:24

Wow, they actually have a lot of material coming in today.

I'm there. Truck.

OK, will 7:30.

Could I'm just gonna put this in the chat, Nitin, the the batch, I'll just do a direct chat to you and.

**DR** **Devaki Ramachandran** 2:47:51

Yeah.

OK, OK.

Yeah, I got, yeah.

So see when she hit submit, then it'll come into my workflow status.

We were the email or uh generally Sarah let or whoever prepares it.



**Sarah Elizabeth Laone** 2:48:18

My email doesn't work.



**Devaki Ramachandran** 2:48:21

But what I do is even if for example Sarah were not to let me know every few hours I check in my workflow what is outstanding and then I go ahead and post it in and now yeah, but right now we are in the close period, right?

So I look at it very regularly.

Yeah, you know.

But if it's like a non closed period, maybe I might look at it once a day.

Yeah, that's it.



**Sarah Elizabeth Laone** 2:48:54

All right, so we did revenue tie out.

We did revenue or accounts receivable reconciliation and we did bad debt reserve.



**Devaki Ramachandran** 2:49:04

Umm.



**Sarah Elizabeth Laone** 2:49:05

Umm, so good, good progress.

Umm.

And we'll pick it up in in a little bit.

I'm.

I'm gonna have to put my son down for a nap and because he's sick, it might be a little longer than usual.

He was very clingy last night.

So umm, I'll send another umm meeting request for this afternoon and we can we can pick it up this afternoon and keep going with some more of the accruals.



**Devaki Ramachandran** 2:49:30

Anyway.

Ohh and umm.

Entries here.



**Sarah Elizabeth Laone** 2:49:41

I'm going to start with probably umm the return and warranty rebate accruals and leave the rebates for SPA's or price adjustments till the end cause like I was mentioning I think we're gonna have to change all of the calculations so I don't want to do that until last I think.



**Devaki Ramachandran** 2:49:48

OK.  
Right.



**Sarah Elizabeth Laone** 2:50:03

So we'll do the other warranty reserve ones 1st and then leave that one till the end.



**Devaki Ramachandran** 2:50:04

OK.  
OK.



**Sarah Elizabeth Laone** 2:50:10

Do that last.



**Devaki Ramachandran** 2:50:11

OK, sure.

OK.

Thank you.

Thank you, Sarah.

Now in the afternoon, I may or may not be able to join because I have a couple of meetings, plus I need to work on a call since India too.



**Sarah Elizabeth Laone** 2:50:21

Sure.



**Devaki Ramachandran** 2:50:23

So OK, if I am able to join, I will join definitely join, maybe even for a few minutes, but otherwise you know.





**Sarah Elizabeth Laone** 2:50:24

Absolutely.



**Devaki Ramachandran** 2:50:34

Sure.



**Sarah Elizabeth Laone** 2:50:35

No problem sounds good.

I will send a an invite man a little bit.



**Devaki Ramachandran** 2:50:40

OK.

Thank you, Sarah.



**Sarah Elizabeth Laone** 2:50:42

Thank you.



**Devaki Ramachandran** 2:50:42

Thank you.

Thank you, Sir. Bye.



**Sarah Elizabeth Laone** 2:50:44

Bye bye.



**Devaki Ramachandran** left the meeting



**Devaki Ramachandran** stopped transcription