

Excel-Based Solutions For Large Data Systems

by Douglas M. Smith / Abundant Solutions

Data can be extracted from large data systems (mainframe, AS/400, Oracle, Axapta, etc.) and imported into Excel for further consolidation and manipulation. Excel-based applications can seamlessly import the data, and provide end users with powerful tools for analysis, summarization and reporting.

These tools will be completely customized to meet the user's needs and will be easily maintainable. The interface will be graphically oriented and will require little, if any, data entry by the user.

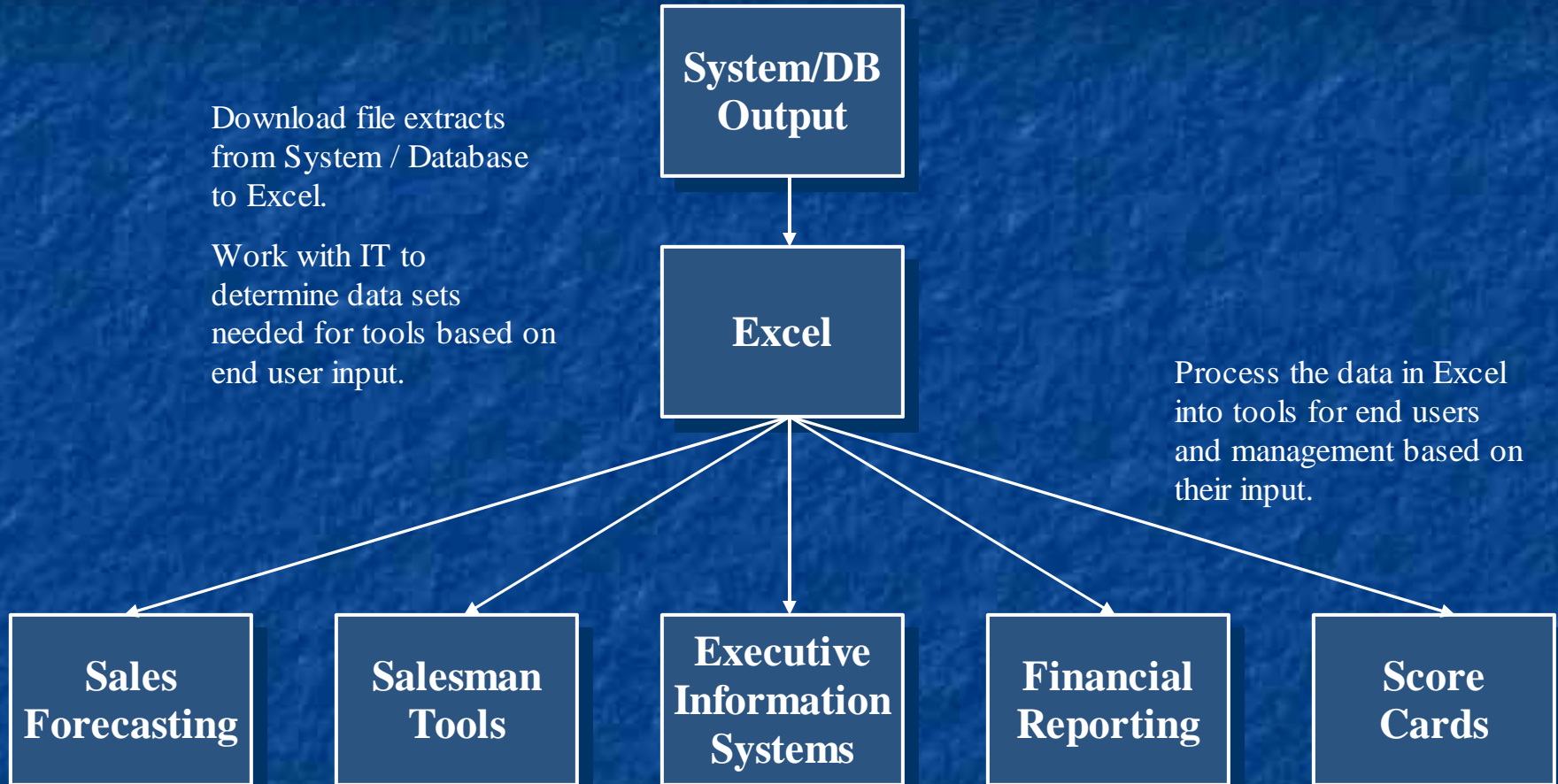
Examples of Excel-based applications are shown on subsequent pages. These applications can also work as standalone products or can import data from other systems and sources.

Contact Information

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Excel-Based Solutions Overview



Download file extracts from System / Database to Excel.

Work with IT to determine data sets needed for tools based on end user input.

Process the data in Excel into tools for end users and management based on their input.

Sales Forecasting

Salesman Tools

Executive Information Systems

Financial Reporting

Score Cards

The tools will provide new functionality and greatly reduce existing efforts to produce information. Overall process improvement will improve efficiency and lower costs, as well as provide better tools for running business operations.

Sales & Marketing / Forecasting Tools

Sales & Marketing Forecasting Tool

Sales Data Loaded Through: September 10, 2002

1 **Run GetSales Program**

2 **Run GetDate Program**

3 **Import Latest Sales Data**

Run Sales Program

Run Date Program

Import Sales Data

Select Forecast To Work On

Forecast Month

Forecast Year

View Sales Details

Sales and Marketing Weekly Forecast Tool

Home

Retail Sales Through: September 10, 2002

Current Month: Sep 2002 Previous Year: Sep 2001

Actual Sales To Date	1,195,040	Total Days in Month	20
Elapsed Days	6	Average Sales Per Day	143,556
Projected Sales	3,983,467	Actual Sales	2,727,570
Original Forecast	4,210,028	Original Forecast	3,644,213
Variance to Current Forecast	-5.7%	Variance to Forecast	-33.6%
Variance to Previous Year	+46.0%		

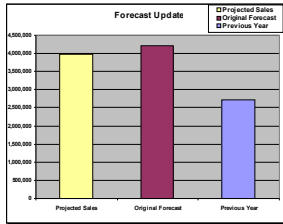
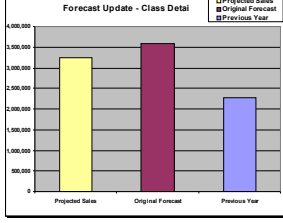
View Sales Details

Sales and Marketing Weekly Forecast Tool - Detail

Retail - Class 101 (Dry Mix) Sales Through: September 10, 2002

Current Month: Sep 2002 Previous Year: Sep 2001

Actual Sales To Date	973,297	Total Days in Month	19
Elapsed Days	6	Average Sales Per Day	119,360
Projected Sales	3,244,323	Actual Sales	2,267,845
Original Forecast	3,585,997	Original Forecast	3,093,106
Variance to Current Forecast	-10.5%	Variance to Forecast	-36.4%
Variance to Previous Year	+43.1%		

- Home Page control panel
- Imports / processes data with one button
- Buttons to navigate and process
- Dropdown boxes for effortless selection
- Visual coding for easy evaluation
- Professional formatting
- Automatically updated graphics

All Markets

Sales Forecast By Market

Forecast Through: December 2002

Summary	Jan 2002	Feb 2002	Mar 2002	Apr 2002	May 2002	Jun 2002	Jul 2002	Aug 2002	Sep 2002	Oct 2002	Nov 2002	Dec 2002
Original Forecast	6,156,115	6,278,526	6,724,201	9,039,905	9,117,814	7,919,571	8,486,150	7,984,275	7,293,552	7,833,727	7,276,240	6,769,172
Actual Sales To Date	6,658,431	6,336,430	6,824,532	9,517,502	9,855,596	8,214,077	8,661,414	8,789,390	2,634,303			
Last Year Actual	6,108,878	6,393,633	7,426,297	7,560,349	8,324,498	7,096,842	7,225,722	7,272,124	5,797,272	7,732,932	4,867,163	

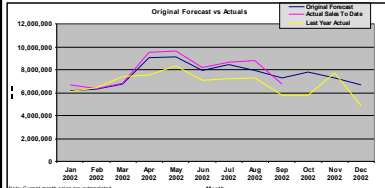
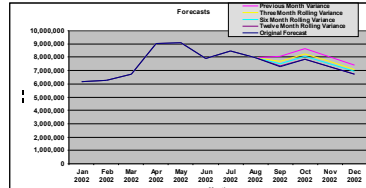
Days in Month	22	20	22	21	23	21	21	23	19	23	18	18
Previous Year	22	20	20	22	22	22	22	22	20	23	19	20
Elapsed days	22	20	20	22	22	20	22	22	6	0	0	0

Variance									Projected	Projected	Projected	Projected
Actual vs Forecast	+8.2%	+0.9%	+1.5%	+5.3%	+5.9%	+3.7%	+2.0%	+10.5%	-7.0%	-	-	-
Actual vs Forecast (3 Mos. Avg.)	+2.7%	+0.0%	+3.5%	+2.6%	+4.2%	+0.5%	+3.9%	+5.4%	-	-	-	-
Actual vs Forecast (6 Mos. Avg.)	-3.3%	-2.1%	-1.8%	+1.8%	+2.6%	+3.6%	+4.2%	+3.2%	-	-	-	-
Actual vs Forecast (12 Mos. Avg.)	-4.2%	-2.0%	-2.8%	-1.5%	-1.8%	-0.6%	+0.3%	+0.6%	-	-	-	-
Actual vs. Last Year Actual	+9.0%	-2.0%	-8.1%	+26.1%	+16.0%	+15.7%	+19.9%	+21.0%	+17.0%	-	-	-

Forecasts									Projected	Projected	Projected	Projected
Average Sales Tracking	6,658,431	6,336,430	6,824,532	9,517,502	9,855,596	8,214,077	8,661,414	8,789,390	6,781,010			
Previous Month Variance	6,156,115	6,278,526	6,724,201	9,039,905	9,117,814	7,919,571	8,486,150	7,984,275	8,037,863	8,554,169	8,037,198	7,411,837
Three Month Rolling Variance	6,156,115	6,278,526	6,724,201	9,039,905	9,117,814	7,919,571	8,486,150	7,984,275	7,688,337	8,257,298	7,668,619	7,071,938
Six Month Rolling Variance	6,156,115	6,278,526	6,724,201	9,039,905	9,117,814	7,919,571	8,486,150	7,984,275	7,529,103	8,068,260	7,509,794	6,922,470
Twelve Month Rolling Variance	6,156,115	6,278,526	6,724,201	9,039,905	9,117,814	7,919,571	8,486,150	7,984,275	7,534,440	7,877,211	7,315,630	6,746,414

Average Daily Sales									Projected	Projected	Projected	Projected
Current Year	302,656	316,822	341,227	432,614	438,891	410,704	393,701	399,927	338,051			
Previous Year	277,676	319,652	337,359	359,540	361,935	337,950	343,987	316,179	305,126	305,126	336,214	270,388

Year-To-Date									Projected	Projected	Projected	Projected
YTD Forecast	6,156,115	12,434,061	19,158,842	28,198,747	37,316,561	45,236,132	53,725,291	61,689,566	68,583,818	76,817,245	84,092,491	90,801,653
YTD Sales	6,658,431	12,994,861	19,819,393	29,336,895	38,992,491	47,206,568	55,867,982	64,666,372	71,447,382			
YTD Variance	+8.2%	+4.9%	+3.4%	+4.2%	+4.2%	+4.4%	+4.0%	+4.3%	+3.5%	-	-	-

Note: Actuals through September 10, 2002.

Forecasting / Economic Tools

Burden of Osteoporosis Model

Predictions for Arizona - Years: 2005-2025

Demographics		Model Settings	
Gender <input checked="" type="radio"/> Women <input type="radio"/> Men <input type="radio"/> Both	Ethnicity Combined	Start Age 50 Last Cohort 70 Years Out 21	Level <input checked="" type="radio"/> Base <input type="radio"/> Low <input type="radio"/> High
State / US Arizona		First Year 2005 Last Year 2025	Inflation Projection Factors Select Case Case 8 True Rate 5.00% Real Rate 4.00%
<input type="button" value="Load State Population Data"/> <input type="button" value="Load New Fracture Data"/>		<input type="checkbox"/> Use Attribution Rates <input checked="" type="checkbox"/> Exclude Outliers <input type="checkbox"/> Translate Decodes <input type="checkbox"/> Recalculate Summaries	
Run Description Test run of new fracture data		<input type="button" value="Run Model"/> <input type="button" value="Export Results"/>	Model Run Time Start: 7:32:11 AM End: 7:33:51 AM Run Time: 1:40

Data file loaded: C:\Documents and Settings\Doug\Desktop\MultiState\AZ\AZ-All.xls

FxEvents **FxCosts**

- Raw data import / export routines
- Multiple processing options
- Vary economic parameters

- Point & click interface
- Quick run time
- Built-in error validation and error checking

Resource Tools

Outlet Search

Select Zip Code

- 29502
- 29501
- 29507
- 29504
- 29505
- 29512
- 29520
- 29526
- 29528
- 29540
- 29566
- 29569
- 29571
- 29572
- 29575
- 29576
- 29577
- 29582
- 29585

Outlets Summary

Area	All Outlets	Commercial	Retail	Tile
Zip Code 29577	5	1	1	2
Postal Area 295	21	4	16	3
Horry County	13	4	7	2
South Carolina	137	20	100	17

Select Search Area

- Zip Code
- Postal Area
- County
- State

Select Search Market

- Commercial
- Retail
- Tile

[View List of Outlets](#)

Email List to:

[your.name@yourcompany.com](#)

Clear AddressesGet an Address

- Point & click interface
- Instant results
- Data updated without program changes
- Email output to requestor
- Links to other programs

Resource Tools

Medicare Fee Schedule Tool - 2002

Select the State of Service, HCPCS Code (with Modifier if applicable), Treatment option and Pricing Year

State of Service

New York / Queens
 New York / Rest of State
North Carolina
 North Dakota
 Ohio
 Oklahoma
 Oregon / Portland
 Oregon / Rest of State
 Pennsylvania / Metropolitan Philadelphia
 Pennsylvania / Rest of State
 Puerto Rico / Puerto Rico
 Rhode Island
 South Carolina
 South Dakota
 Tennessee

HCPCS Code / Mod

0001T
 0002T
 0003T
 0005T
 0006T
 0007T
 0008T
 0009T
 0010T
 0012T
 0013T
 0014T
 0016T
 0017T
 0018T

Treated at

Facility
 Non-Facility

Pricing Year

2002
 2003
 2004

Service Area Details

All Counties

All Years

HCPCS Description

27358 / A / ZZZ
 Remove femur
 lesion/fixation

Search HCPCS

View Matches

Search text

femur

Found: 11

HCPCS-Mod / Status / Globe

27358 / A / ZZZ Remove femur lesion/fixation, North Carolina, Non-Facility, 2002

Work RVU	Non-Facility Practice RVU	MalPractice RVU	Total RVU	Conversion Factor	National Cost
4.74	2.69	0.67	8.10	36.1992	293.21
Work GPCI	Practice GPCI	MalPractice GPCI	Local GPCI	Conversion Factor	Local Cost
0.970	0.931	0.595	7.501	36.1992	271.52

Status Codes

Create Batch

List: 11 items

Post Detail

View Details

Help

Lines: 11 items

Post Line

View Lines

Reporting Tools

FEP CUSTOMER SERVICE MONTHLY STATUS REPORT

Month: Jan 1998

	Call Volume	Calls Offered	Calls Answered	Calls Blocked	% Calls Abandoned	Handled Initial Call HIC	Avg Answer Speed	Avg Talk Time
Total	18,811	14,520	14,261	1,558				
Average	896	801	679	7.65%	1.78%	86%	0:30	3:30
High	1,184	815	798	17.20%	4.22%	93%	1:18	3:50
Low	610	492	487	0.26%	0.77%	76%	0:06	3:07

Averages	Correspondence Inventory				Phone Inventory			
	Beginning	Input	Output	Ending	Beginning	Input	Output	Ending
Total	43	1,035	891	187	147	13,934	13,842	239
Net				+144				+92
Average	138	49	42	145	209	664	659	213
High	224	92	114	202	294	808	801	301
Low	43	14	15	42	147	497	495	149

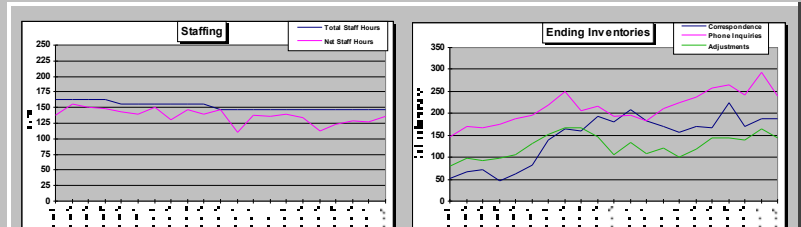
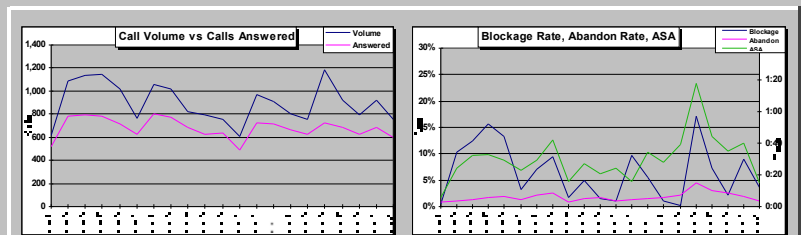
Averages	Adjustments Inventory				Inquiries	
	Beginning	Input	Output	Ending	Over 21	
Total	94	789	738	145	-5	
Net				+51	-4	
Average	124	38	35	127	4	
High	167	59	84	142	7	
Low	80	20	10	90	0	

	Staff							Total Hours	Productive Staff
	Staff On Board	Hours Absent	Hours OJT Matrix	Hours Overtime	Staff Overtime	Hours Available	Staff		
Total	413.00	352	0	26	5	3,201	2,874	370.87	
Average	19.67	16.76	0.00	1.21	0.24	152	137	17.66	
High	21.00	37	0	26	5	163	155	20.00	
Low	19.00	4	0	0	0	147	111	14.29	

- No keystrokes involved
- Complex calculations
- Reports updated automatically
- Graphics updated automatically

- Reads imported data
- Near instant reports
- Adverse results can be highlighted
- Can be auto-distributed by email

Performance Trends For January 1998



Analysis Tools

PIP REPORTING AND TRACKING SYSTEM

1998Q4

Service Profile

About the Author

February 26, 2003 10:25 PM

Claims Timeliness	Weight	Min	Goal	Number	Index	Points
1 Subscriber payable paid in 14 days	5.0%	50	85	84.5984	99	4.9442
2 Subscriber payable paid in 30 days	5.0%	85	99	99.4227	108	5.4227
3 Provider payable paid in 30 days	5.0%	85	99	99.8598	117	5.8598
Total:						16.2267

Claims Accuracy	Weight	Min	Goal	Number	Index	Points
4 Provider payable claims	12.5%	90	97	99.1000	114	14.2500
5 Subscriber payable claims	12.5%	90	97	95.8000	85	10.6250
Total:						24.8750

Customer Service	Weight	Min	Goal	Number	Index	Points
6 Telephone/Walk-in inquiries resolved	10.0%	89	98	99.4200	114	11.4200
7 Open inquiries resolved	10.0%	82	98	94.3200	78	7.8353
8 Accuracy rate of inquiries	10.0%	95	99	98.8327	97	9.6654
9 Reconsideration requests processed in 30 days	7.5%	95	99	100.0000	120	9.0000
10 Customer Satisfaction survey score	7.5%	70	84	85.0800	102	7.6185
11 Blockage Rate	5.0%	14	10	3.1000	117	5.8625
12 Abandoned Call Rate	5.0%	9	5	1.1500	120	6.0000
13 Average Speed of Answer (seconds)	5.0%	39	30	23.0000	107	5.3500
Total:						62.7517

Performance Level: Excellent

Service Profile: 103.85

Administrative and Benefit Cost Profile

Benefit Savings and Payout	Peer	Weight	Min	Goal	Number	Index	Points
1 OPL - Inst. Claims / COB	A	5.0%	2.20	4.40	5.6600	120	6.0000
2 OPL - Inst. Claims / Medicare	A	3.5%	1.10	1.30	146.8300	120	4.2000
3 OPL - Prof. Claims / COB	A	5.0%	1.20	2.40	3.1400	120	6.0000
4 OPL - Prof. Claims / Medicare	B	3.5%	32	40	50.7300	120	4.2000
5 Non-OPL - Inst. Claims		10.0%	0.00	17.05	13.7100	81	8.1342
6 Non-OPL - Prof. Claims		10.0%	0.00	40.12	45.5700	114	11.4105
7 ICM average savings percentage		3.5%	25	78	18.9430	0	0.0000
8 ICM percentage of members managed		3.5%	0.20	0.35	0.1957	0	0.0000
9 Benefits Cost Management - Inst. Claims		13.5%	-22.5	7.5	9.6392	106	14.2701
10 Benefits Cost Management - Prof. Claims		13.5%	-22.5	7.5	1.2400	92	12.3732
11 Rate Of Change - Inst. Claims		7.0%	-22.5	7.5	0.0121	90	6.3011
12 Rate Of Change - Prof. Claims		7.0%	-20.0	5.0	0.0820	90	6.3115
Total:							79.2006

Administrative Cost	Weight	Min	Goal	Number	Index	Points
13 Contract Cost	15.0%	86.10	57.40	57.5900	99	14.9007

Performance Level: Good

Administrative and Benefit Cost Profile: 94.10

Performance Level: Good

Estimated PIP Rating (w/o Bonus Pts): 98.00

- No keystrokes involved
- Reads data tables
- Color coding for legibility
- Printer-friendly output

Administrative Tools

Human Resources Contact Log Note: _____

Contact Type <input type="radio"/> Phone Call <input checked="" type="radio"/> Walk In	Contact Reason <input type="radio"/> Inquiry <input type="radio"/> Information <input type="radio"/> Question <input type="radio"/> Request <input type="radio"/> Wrong Number <input type="radio"/> Specific Person <input type="radio"/> Pick up form(s) <input type="radio"/> Delivery <input checked="" type="radio"/> Meeting <input type="radio"/> Interview <input type="radio"/> Job Threat <input type="radio"/> Other	Referred To <input type="radio"/> Karen Davis <input type="radio"/> Jill Evans <input checked="" type="radio"/> Fred Graham <input type="radio"/> Donna Hicks <input type="radio"/> Dennis Jacobs <input type="radio"/> Jamal King <input type="radio"/> Jack Mason <input type="radio"/> Brett Oshorn <input type="radio"/> Mary Parsons <input type="radio"/> Krishna Smith <input type="radio"/> Other Department <input type="radio"/> Not Referred	Topic <input type="radio"/> General Benefits <input type="radio"/> Employment <input type="radio"/> Compensation <input type="radio"/> Training <input type="radio"/> HRIS <input type="radio"/> Leave <input checked="" type="radio"/> Timeliness <input type="radio"/> Holidays <input type="radio"/> Insurance <input type="radio"/> Forms <input type="radio"/> Unknown/NA <input type="radio"/> Other
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Today's:

Calls	Walk-Ins
9	5

- Standalone application
- Point & click interface
- Logs and analyzes data
- Timestamps data

Budget Tools

Palmetto GBA 2004 Budget Monitoring Rollup



[Basic Rollup](#) | [Detailed Rollup](#) | [View Charts](#) | [Print](#) | [Help](#)

Activity	All	
LOB	M66	Medicare SADMERC
Division	All	

Cost Center	All	
Manager		
Annual Budget	\$84,280	

Monthly	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Totals
Budget	7,953	7,953	7,953	7,953	6,558	6,558	6,558	6,558	6,558	6,558	6,558	6,558	84,280
Forecast	5,758	5,248	5,930	7,953	6,559	6,559	6,559	6,559	6,559	6,559	6,559	6,559	77,358
Actual	5,758	5,248	5,930	0	0	0	0	0	0	0	0	0	16,936
Variance	2,195	2,705	2,024	0	0	0	0	0	0	0	0	0	6,921
Variance%	27.6%	34.0%	25.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.21%

Current Month ↑

Year To Date	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Year End
Budget	7,953	15,906	23,859	31,813	38,371	44,929	51,488	58,046	64,604	71,163	77,721	84,280	84,280
Forecast	5,758	11,006	16,935	24,889	31,447	38,006	44,565	51,123	57,682	64,241	70,800	77,358	77,358
Actual	5,758	11,006	16,936										16,936
Variance	2,195	4,900	6,924	6,924	6,923	6,923	6,923	6,922	6,922	6,921	6,921	6,921	6,921
Variance%	27.6%	30.8%	29.0%	21.8%	18.0%	15.4%	13.4%	11.9%	10.7%	9.7%	8.9%	8.2%	8.21%

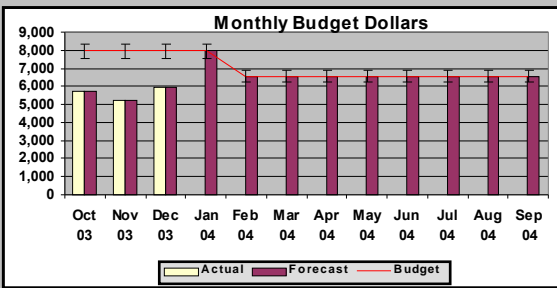
Variance Key: More than 5% under budget More than 5% over budget

Narrative

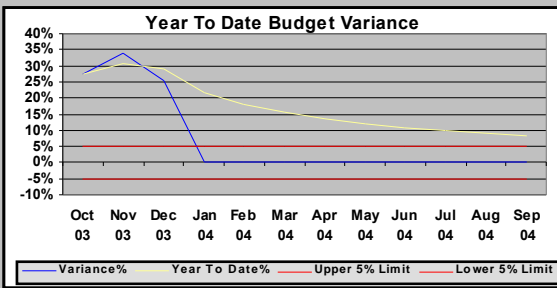
The combined cost centers are 25.4% under budget in December. The projected variance for the end of the year is 8.21% under budget.

Variance Elimination Action Plan (required) [View Plans](#)

See individual plans

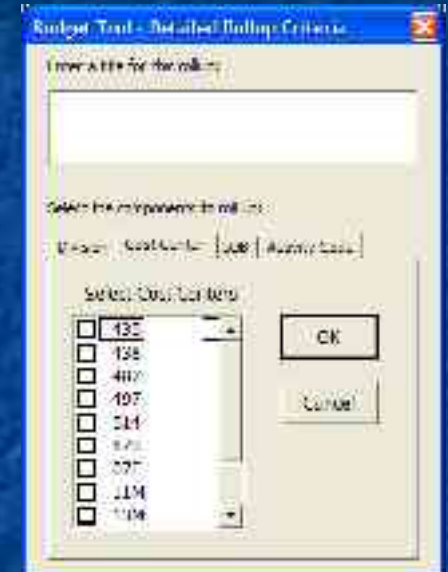


Monthly Budget Dollars



Year To Date Budget Variance

Rollup performed January 29, 2004 1:31 PM



- Manage by Cost Center, Activity, etc.
- Multiple rollup options
- Forecasting calculated and charted
- Summaries and statistics calculated

Budget Tools

- Minimal data entry
- Calculates partial month amounts
- Can be used for forecasting changes
- Summaries and statistics calculated

Cost Center		Last Updated				Salary Tracking - 1999														
Gr	Name	Salary	New Salary	Eff Date	Part%	Term Date	TO	Jan 99	Feb 99	Mar 99	Apr 99	May 99	Jun 99	Jul 99	Aug 99	Sep 99	Oct 99	Nov 99	Dec 99	Total
9	Adjuster	23,140	23,140	01/01/99	100%			1,869	1,780	2,047	1,958	1,869	1,958	1,958	1,958	1,958	1,869	1,958	1,958	23,140
4	Barrow Shirley	22,270	23,161	04/03/99	100%			1,799	1,713	1,970	1,953	1,871	1,960	1,960	1,960	1,871	1,960	1,960	1,960	22,935
5	Basham Jenny	19,650	20,436	09/07/99	100%			1,587	1,512	1,738	1,663	1,587	1,663	1,663	1,663	1,717	1,651	1,729	1,729	19,901
4	Carter Dana	15,040	15,642	03/30/99	100%			1,215	1,157	1,335	1,324	1,263	1,324	1,324	1,324	1,263	1,324	1,324	1,324	15,498
5	Cockburn Justin	16,420	17,077	09/14/99	100%			1,326	1,263	1,453	1,389	1,326	1,389	1,389	1,389	1,422	1,379	1,445	1,445	16,617
6	Cotton Barbara	17,200	17,888	09/07/99	100%	06/15/99		1,389	1,323	1,522	1,455	1,389	662	0	0	0	0	0	0	7,740
6	Curry Janet	18,150	18,876	09/07/99	100%			1,466	1,396	1,606	1,536	1,466	1,536	1,536	1,536	1,586	1,525	1,597	1,597	18,382
4	Dixon Pricilla	15,040	15,642	09/08/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,312	1,263	1,324	1,324	15,230
5	Donald Kalilah	16,420	17,077	09/08/99	100%			1,326	1,263	1,453	1,389	1,326	1,389	1,389	1,389	1,432	1,379	1,445	1,445	16,627
6	Edwards Lori R	20,050	20,852	09/07/99	100%			1,619	1,542	1,774	1,697	1,619	1,697	1,697	1,697	1,752	1,684	1,764	1,764	20,306
4	Ferrell Angela M	17,200	17,888	04/06/99	100%			1,389	1,323	1,522	1,506	1,445	1,514	1,514	1,514	1,445	1,514	1,514	1,514	17,711
4	Ferrington Charles	15,530	16,151	09/08/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,355	1,305	1,367	1,367	15,726
4	Gimes Robyn D	16,250	16,900	06/01/99	100%	08/05/99		1,313	1,250	1,438	1,375	1,313	1,430	1,430	195	0	0	0	0	9,743
4	Harris Linda	15,950	16,588	07/27/99	100%			1,288	1,227	1,411	1,350	1,288	1,350	1,359	1,404	1,404	1,340	1,404	1,404	16,227
4	Harris Sharon R	17,056	17,738	12/01/99	100%			1,378	1,312	1,509	1,443	1,378	1,443	1,443	1,443	1,509	1,378	1,443	1,501	17,114
4	Hayes LaQui	15,040	15,642	09/14/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,303	1,263	1,324	1,324	15,220
6	Holloway Brenda M	18,900	19,656	09/07/99	100%			1,527	1,454	1,672	1,599	1,527	1,599	1,599	1,599	1,652	1,588	1,663	1,663	19,141
5	Imager	16,420	17,077	10/01/99	100%			1,326	1,263	1,453	1,389	1,326	1,389	1,389	1,389	1,389	1,389	1,445	1,445	16,584
4	Johnson Theima	15,040	15,642	03/09/99	100%			1,215	1,157	1,370	1,324	1,263	1,324	1,324	1,324	1,324	1,263	1,324	1,324	15,533
6	Kaffenberger Ida K.	22,900	23,816	09/07/99	100%			1,850	1,762	2,026	1,938	1,850	1,938	1,938	2,001	1,924	2,015	2,015	2,015	23,192
10	Keicher Tricia	17.66	18.37	04/07/99	50%			1,437	1,369	1,574	1,555	1,495	1,566	1,566	1,566	1,566	1,495	1,566	1,566	18,318
6	Lee Felicia H	19,950	20,748	09/07/99	100%			1,611	1,535	1,758	1,688	1,611	1,688	1,688	1,743	1,676	1,756	1,756	20,205	
4	Lucas Sparkle	7.46	7.76	09/21/99	49%			595	567	652	623	595	623	623	623	632	619	648	648	7,448
4	Monroe Charela	7.46	7.76	08/15/99	49%			595	567	652	623	595	623	623	637	648	619	648	648	7,478
5	Newlin Shawn	16,420	17,077	09/07/99	100%			1,326	1,263	1,453	1,389	1,326	1,389	1,389	1,389	1,435	1,379	1,445	1,445	16,630
4	Open Cs	19,460	20,238	12/20/99	100%			1,572	1,497	1,721	1,647	1,572	1,647	1,647	1,647	1,721	1,572	1,647	1,674	19,487
4	Open Gms	15,530	16,151	12/20/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,314	1,254	1,314	1,336	15,552
4	Open Indexer	15,530	16,151	12/20/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,314	1,254	1,314	1,336	15,552
4	Open Jenny	15,530	16,151	12/20/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,314	1,254	1,314	1,336	15,552
4	Open Mike	15,040	15,642	12/20/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,273	1,215	1,273	1,293	15,061
4	Open Scanner0	15,530	16,151	12/20/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,314	1,254	1,314	1,336	15,552
4	Open Scanner0	15,530	16,151	12/20/99	100%			1,254	1,195	1,374	1,314	1,254	1,314	1,314	1,314	1,314	1,254	1,314	1,336	15,552
5	Open Shirley	19,460	20,238	12/20/99	100%			1,572	1,497	1,721	1,647	1,572	1,647	1,647	1,647	1,721	1,572	1,647	1,674	19,487
4	Open Teresa	15,040	15,642	12/20/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,273	1,215	1,273	1,293	15,061
4	Open Tracy	15,040	15,642	12/20/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,273	1,215	1,273	1,293	15,061
4	Owens Sonya	15,040	15,642	09/07/99	100%			1,215	1,157	1,330	1,273	1,215	1,273	1,273	1,273	1,314	1,263	1,324	1,324	15,232
10	Paoloni Estelle	17.20	17.89	04/07/99	40%			1,120	1,066	1,220	1,211	1,165	1,220	1,220	1,220	1,165	1,220	1,220	1,220	14,273
6	Paylor Yvonne M	19,650	20,436	09/07/99	100%			1,587	1,512	1,738	1,663	1,587	1,663	1,663	1,663	1,717	1,651	1,729	1,729	19,901
5	Phillips Ethlvin	23,245	24,175	08/21/99	100%			1,877	1,788	2,056	1,967	1,877	1,967	1,967	1,992	2,046	1,953	2,046	2,046	23,581
6	Pickard Sue	22,000	22,880	09/04/99	100%			1,777	1,692	1,926	1,862	1,777	1,862	1,862	1,862	1,926	1,848	1,936	1,936	22,284
5	Pittard Anita	18,600	19,344	09/07/99	100%			1,502	1,431	1,645	1,574	1,502	1,574	1,574	1,574	1,625	1,562	1,637	1,637	18,838
25	Pollard Lorraine	43,750	45,500	11/16/99	100%			3,534	3,365	3,700	3,534	3,534	3,702	3,702	3,702	3,702	3,534	3,776	3,850	43,972
6	Poteat Phyllis P.	22,800	23,712	09/07/99	100%			1,842	1,754	2,017	1,929	1,842	1,929	1,929	1,929	1,992	1,915	2,006	2,006	23,091
5	Powell Jenell	8.14	8.47	09/14/99	82%			1,086	1,035	1,190	1,138	1,086	1,138	1,138	1,138	1,165	1,130	1,184	1,184	13,611
22	Powell Martha	29,000	30,160	08/10/99	100%			2,342	2,231	2,565	2,454	2,342	2,454	2,454	2,525	2,552	2,436	2,552	2,552	29,460
25	Radford Patrina E.	45,400	47,216	03/16/99	100%			3,667	3,492	4,100	3,995	3,814	3,995	3,995	3,995	3,995	3,814	3,995	3,995	46,853
5	Reddix Rodney	16,400	17,056	09/08/99	100%			1,325	1,262	1,451	1,388	1,325	1,388	1,388	1,388	1,431	1,378	1,443	1,443	16,607
10	Riggsbee Loyd	17.98	18.70	04/07/99	50%			1,463	1,394	1,603	1,583	1,522	1,594	1,594	1,594	1,522	1,594	1,594	1,594	18,652
4	Riley Faylor M.	20,800	21,632	01/13/99	100%			1,722	1,664	1,914	1,830	1,747	1,830	1,830	1,830	1,830	1,747	1,830	1,830	21,606
5	Rogers Lillie	18,200	18,928	08/01/99	100%			1,470	1,400	1,610	1,540	1,470	1,540	1,540	1,602	1,602	1,529	1,602	1,602	18,505
4	Sager Alison	5.36	5.57	05/15/99	15%			131	125	143	137	133	133	142	142	142	136	142	142	1,660
4	Sager Mikki	5.36	5.57	06/23/99	15%			131	125	143	137	131	138	142	142	142	136	142	142	1,653
4	Snipes Shirley W.	20,767	21,597	12/30/99	100%			1,677	1,597	1,837	1,757	1,677	1,757	1,757	1,757	1,757	1,677	1,757	1,760	20,770
5	Thompson Rosa	20,350	21,164	09/28/99	100%			1,644	1,565	1,800	1,722	1,644	1,722	1,722	1,722	1,731	1,709	1,791	1,791	20,563
4	Torian Billie	16,250</																		

Credentials

- Twenty years of spreadsheet experience
- Engineering degree and IT experience
- Authored a spreadsheet tutorial column for SoftDisk magazine
- Software reviewed in PC Magazine, MacUser, MacWorld
- Competed in International Software Developer Competitions
- Won a special award for “Spreadsheet Wizardry” in international competition
- Excel MVP Certification from Brainbench.com
- Developed the Excel 2000 interactive exam for Brainbench.com
- Published commercial spreadsheet-based income tax software
- Developed Excel-based applications for:

