

(eXcelerate)



**BlueSky Resource  
Strategic Planning Revenue  
Data + Financial Modeling  
Report + Dashboard**

---

# About Us

Thanks for choosing **excelerate**! We are a small team of analytics nerds based in Atlanta, GA that specialize in analytics-based consulting, individual workshops/bootcamps, and corporate trainings. Our staff is Fortune 500 trained, with over 20+ combined years of data analytics experience. We have provided data analytics expertise and training to employees for some of the top companies in the metro Atlanta area and the US.



We offer both in person (metro Atlanta area only) and online consulting and training across the US to companies of all sizes. \*In Person availability is limited due to COVID19

We offer consultation services utilizing some of the most popular data tools:

- Microsoft Excel
- Power BI
- Tableau
- SQL
- Smartsheet



# Strategic Planning Revenue Data + Financial Modeling Report + Dashboard

What's Included:

- Data modeling
- Breakout of forecasted revenue
  - Yearly
  - Quarterly
  - Monthly
- Comp rates compared to previous and various timeframes (i.e. vs. Last Year, vs. Last Month, vs. Last Quarter, etc.)
- Gross to Net Margin breakout calculations
- Calculation of average revenue per recruiter
  - Revenue of Top 10 employees/recruiters
  - Average revenue / new recruiter
- % metric additions
- Various models of 7 year strategic plan
  - Conservative - \$50M
  - Moderate - \$75M
  - Aggressive/Optimistic - \$100M
- Direct Hire vs. Contract Revenue Breakout Inclusion
- Forecast vs. actual build in data model for upcoming fiscal years
- Interactive Visuals (charts, graphs, etc.)
  - Dashboard compilation
- Power BI Dashboard Integration (Visualization Tool)
- Goal (\$ / %) calculations to achieve each forward looking fiscal year's goal
- PDF + Power Point deliverables
- Cyclical business model
  - This will allow you to visually see your business cycles in full scope by year but broken out monthly

**Total Reporting Hours:** 40 Hours

**Hourly Rate:** \$75/hr

**Total Investment:** \$3,000

\*1/2 of the total investment price is due prior to any work being initiated. The remaining 1/2 will be at the completion of the project. The project contract will be sent once we receive an approval confirmation of this quote.

**Expected Start Date:** Monday, December 13<sup>th</sup>, 2021

**Expected Completion Date:** Monday, December 20<sup>th</sup>, 2021

# Any Questions?

Feel free to reach out to your designated data consultant, Whitney Pettis at [whitney.turner@excelerateclasses.com](mailto:whitney.turner@excelerateclasses.com)