

WCS Budget - Expense Report FY08 03/13/08

A	B	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD
1	World Class Selling - Budget & Expense Report FY08																											
2	As of 03/13/08, Created and maintained by Jeffrey Liekhus																											
3	Budget FY08														Expenses & Open PO's FY08													
3	MGX Budget Item		H1		H2		Total				H1		H2														Running Total	
4				<-Ref		<-Ref			<-Ref		<i>Actual Exp</i>	<-Ref	<i>Actual Exp</i>	<-Ref	<i>Open PO's</i>	<-Ref											<i>Exp & Open PO</i>	
5	WCSX slides /scriptwriter/speaker prep		\$ 60,000				\$ 60,000				\$ 29,091	(8)															\$ 29,091	
6	WCSX Video Production/producer/music		\$ 90,000				\$ 90,000				\$ 116,378	(19)	\$ 2,800	(1)													\$ 119,178	
7	WCSX SD Cards for attendees SMART Phones		\$ 129,300				\$ 129,300				\$ 124,300	(20)															\$ 124,300	
8	WCSX Little Green books for Getting Your Way		\$ 73,600				\$ 73,600				\$ 73,600	(16)															\$ 73,600	
9	WCSX content for segment breakout sessions		\$ 24,000				\$ 24,000				\$ 23,107	(17)															\$ 23,107	
10	WCSX pre-meeting day for WCS Field Advisory Team		\$ 20,000				\$ 20,000																				\$ -	
11	MGX FY09 planning														\$ 90,000	(24)											\$ 90,000	
12			\$ 396,900		\$ -		\$ 396,900				\$ 366,476		\$ 92,800		\$ -												\$ 459,276	
13																												
14	Additional WCS Costs for FY08																											
15	Budget Item		H1		H2		Total				H1		H2														Running Total	
16				<-Ref		<-Ref			<-Ref		<i>Actual Exp</i>	<-Ref	<i>Actual Exp</i>	<-Ref	<i>Open PO</i>	<-Ref											<i>Exp & Open PO</i>	
17	WCS Academy Mobile (Accreditation Program)				\$ 329,300		\$ 329,300				\$ -		\$ 214,951	(9)	\$ 39,549	(29)											\$ 254,500	
18	WCS Web Casts & licensing of content		\$ 50,000		\$ 34,100		\$ 84,100								\$ 45,000	(28)											\$ 45,000	
19	World Cup Demo Competition Sponsorship		\$ 75,000		\$ 125,000		\$ 200,000				\$ 62,815	(13)	\$ 63,996	(24)	\$ 13,223	(11)											\$ 140,034	
20	WCS Web Site		\$ 10,000	*	\$ 15,000	*	\$ 25,000				\$ 6,423	(3)	\$ 1,535	(2)	\$ 7,043	(30)											\$ 13,466	
21	ISU Design & Delivery		\$ 337,000	!	\$ 345,000	!	\$ 682,000	!			\$ 441,116	(4)	\$ 10,000	(15)	\$ 209,656	(14)											\$ 660,772	
22	WCS @ ISU EMEA (Europe & Middle East)		\$ 400,000				\$ 400,000				\$ 400,000	(18)															\$ 400,000	
23	WCS @ ISU LATAM (Latin America)				\$ 100,000		\$ 100,000				\$ -		\$ 100,000	(21)													\$ 100,000	
24	WCS @ ISU GCR (China, Hong Kong & Taiwan)		\$ 100,000	*			\$ 100,000				\$ 100,000	(19)															\$ 100,000	
25	WCS @ ISU MSNA & Comm. Sector (North America)		\$ 100,000				\$ 100,000				\$ 100,000	(20)															\$ 100,000	
26	WCS @ ISU APAC (Asia Pacific)		\$ 40,000	*			\$ 40,000																				\$ -	
27	WCS @ ISU Japan				\$ 75,000	*	\$ 75,000																				\$ -	
28	WCS @ ISU India			*!	\$ -	!	\$ -	!																(22)			\$ -	
29	WCS Proj Mgt - vendor staff		\$ 45,000		\$ 155,000		\$ 200,000				\$ 91,640	(5)	\$ 111,847	(6)	\$ 169,138	(12)											\$ 372,625	
30	WCS FAC Q1 Meetings										\$ 18,157	(25)																
31	WCS FAC Q2 Meetings				\$ 57,000	*	\$ 57,000				\$ 6,279	(26)	\$ 27,039	(7)													\$ 33,318	
32	WCS FAC Q3 Meetings				\$ 75,000		\$ 75,000						\$ 9,269	(23)	\$ 41												\$ 9,310	
33	WCS FAC Q4 Meetings																											
34	ISU Videos			!		!	\$ -	!					\$ 27,098	(27)													\$ 27,098	
35	ISU MEA & South Africa				\$ 50,000		\$ 50,000																				\$ -	
36	ISU MSNA Education				\$ 20,000		\$ 20,000						\$ 20,000	IBNR													\$ 20,000	
37	WCS Branding/MGX Creative Consultant				\$ 240,000		\$ 240,000)																			\$ -	
38	TechReady 6 Certification Study Hall				\$ 30,000	!	\$ 30,000	!			\$ -	!	\$ 30,000	IBNR													\$ 30,000	
39	Certification Challenge				\$ 3,000		\$ 3,000																				\$ -	
40																												
41	Total FY08 - activities other than MGX		\$ 1,157,000		\$ 1,653,400		\$ 2,810,400				\$ 1,226,430		\$ 615,735		\$ 483,650												\$ 2,306,123	
42																												
43	TOTAL FY08 - all activities including MGX		\$ 1,553,900		\$ 1,653,400		\$ 3,207,300				\$ 1,592,906		\$ 708,535		\$ 483,650												\$ 2,765,399	
44											&&																	
45											\$ 1,587,998		\$ 658,534		\$ 347,160												\$ 2,593,692	
46																												
47																												
48																												

* Indicates changes based on Ishoy email on 01/30/08

&& We are off by \$5,000 from the IO Report

! Indicates changes based on Ishoy/Liekhus conference on 02/04/08

) Added based on Ishoy email on 02/20/08

WCS Budget - Expense Report FY08 03/13/08

AE	AF	AG	AH	AI	AJ
1					
2	Details		IOs 13 Mar (cell references)		All POs 13 Mar (cell references)
3					
4					
5	Creative development, slides, scriptwriter, etc		(8) V46		
6	On-site production, Creating Voice of the Customer video & video of execs Ready to Commit		(19) V47		
7	WCSX SC Cards w/webcasts of Capabilities/Solutions and demos -- 6000 cards at \$21.55 each		(20) V48		
8	WCS Book for each attendee at WCS sessions at MGX -- 6000 books at \$11.50 per book		(16) V49		
9	Pay 1/2 of fees for WCS content to be provided during segment breakout sessions		(17) V50		
10	WCSX pre-meeting day, venue, food, materials				
11	Planning		(24) X52		
12					
13					
14					
15					
16					
17	Project Management, marketing of WCS Accreditation program		(9) S64		(29) W114+115 in All POs Data
18	Web casts for WCS accreditation				(28) W113 in All POs Data
19	Sponsorship of World Cup of Demos Competition		(13) V25; (24) X25		(11) W114,117,118,119 in All POs Data
20	Web site upgrade, hosting, design, inputting wins/testimonials/etc, template for monthly WCS updates		(2) X26; (3) V26		(30) D28
21	Design, T&E, Delivery fees, Train the Trainer, Daily fees, translation, royalties Note: Reduced from 3 to 2 vendors to		(4) V27; (15) X27		(14) \$136,489 cross charge from Tricia Boyer, D31,D33
22	WCS Day at ISU EMEA -- facilities, materials, staging, creative		(18) V28		
23	WCS Day at ISU LATAM -- facilities, materials, staging, creative		(21) X29		
24	WCS Day at ISU China-- facilities, materials, staging, creative		(19) V30		
25	WCS Day at ISU North America -- facilities, materials, staging, creative		(20) V31		
26	WCS Day at ISU APAC -- facilities, materials, staging, creative				
27	WCS Day at ISU Japan -- facilities, materials, staging, creative				
28	WCS Day at ISU India -- Delivery, facility, food, staging, etc charges for India				(22) Cross charge from Tricia Boyer
29	Contingent vendor help		(5) V35; (6) X35		(12) D28 in Open POs 13 Mar
30			(25) V36		
31	Executive Selling Skills, meeting locations, food, etc.		(26) V38; (7) X38		
32			(23) X37		
33					
34			(27) X39		
35					
36			IBNR Invoiced but not recorded by 03/13/08 - no data		
37					
38			IBNR Invoiced but not recorded by 03/13/08 - no data		
39					
40					
41					
42					
43	<- Running Total includes: IOs, All Open POs, pending cross charges				
44					
45	<- Totals taken from: IOs 13 Mar, All POs 13 Mar and Openn POs 13 Mar tab supporting documents as of 03/13/08				
46	This is what Accounting shows.				
47					
48					