

pax8Academy

ORGANIZING YOUR FINANCIAL DATA

Syllabus

Updated: March 2025

Training Overview

Having your financial data (Balance Sheet and Income Statement) lined up with industry standards will give you the ability to analyze your company's financial performance in a recognized format. Understanding the best practices around organizing Revenue, Cost of Goods (COGS) and Expenses, will give you the ability to make fact-based decisions in your company. This Instructor Led Training will give you tools and knowledge to be able to align your Chart of Accounts (CoA) and report metrics like Services Gross Margin in comparison to the rest of the industry.

Participants in *Organizing your Financial Data* will gain skills in understanding the "why" behind laying out your financial data into Business Units and take away tools to be able to align their own Chart of Accounts, allocate Labor Costs and perform basic financial analysis.

Target Audience: Finance Professionals, and Senior Executives who want to increase their knowledge of industry best practices in relation to financial data.

What You'll Get

- 4 hours of virtual, interactive, instructor-led content by an MSP-industry expert
- Downloadable videos* of the content you can rewatch on-demand at your convenience
- Downloadable slide decks, handouts, and resources

Learning Objectives

By attending this course, you will:

- Understand the "why" behind laying out your financial data into Business Units.
- Create a Chart of Accounts that aligns Revenue, Costs of Goods Sold, and Expenses according to best practices.
- Allocate your fully loaded labor costs appropriately.
- Create reports to be used to analyze know what "good" looks like for Product and Service Gross Margin.

* Videos will either be recordings from your session or previously recorded material in which partner faces and voices have been removed. It is recommended to attend courses live to receive the full benefits of interactive Q&A with the instructor and class.

Schedule of Topics

- Session 1: Lines of Business
 - Understand the Lines of Business
 - Breakout of Cloud and Hardware
 - Breakout of the Services segments
 - Cost Center definitions
- Session 2: Chart of Accounts - Part 1
 - Review the revenue segments
 - What level of granularity is needed
 - Separating Cloud and the two types of Cloud
 - Services Revenue
- Session 3: Chart of Accounts - Part 2
 - Review the COGS segments
 - Level of detail needed for COGS
 - COGS alignment with Revenue
 - Expense Accounts layout
- Session 4: Labor Allocation & Reporting and Analysis
 - Learn how to allocate your fully loaded labor costs appropriately
 - Create an understanding of the different Gross Margin reports that can be developed.
 - Understand what “good” looks like for Product and Service Gross Margin

Instructor



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Executive Coach

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Additional Resources

Consider reporting your newly organized financial data to Service Leadership

Learn more here: <https://www.service-leadership.com/>



Next Steps

Explore your next step with Pax8 Academy:

- On Demand
 - Check out the channel for [Financial Best Practices](#)
- Instructor-Led Training
 - [Getting your Finances in Order](#)
 - [Leveling up your Finances](#)
- Peer Groups
 - Gain accountability with a [Peer Group](#)
- Coaching
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