

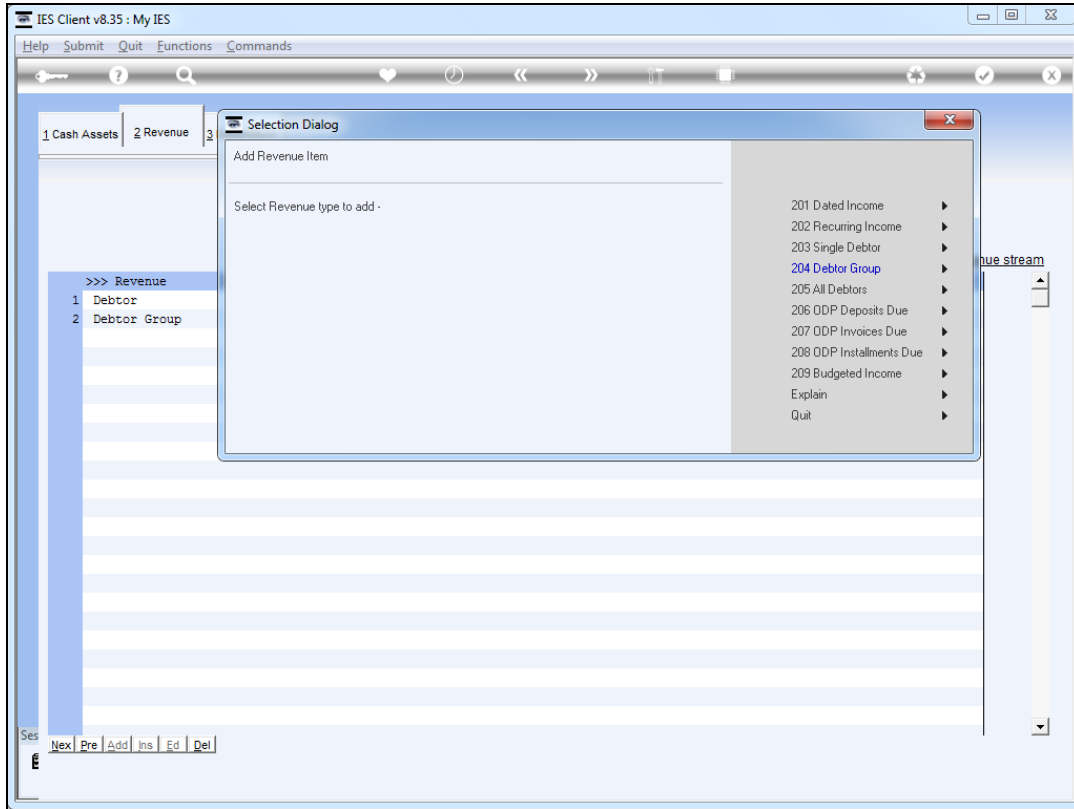
The screenshot shows the IES Client v8.35: My IES application window. At the top, there is a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Commands'. Below the menu bar is a toolbar with various icons. The main area has three tabs: '1 Cash Assets', '2 Revenue', and '3 Expenditure'. The '2 Revenue' tab is active, displaying a table with the following data:

							Add a Revenue stream	
>>> Revenue	Day / Date	Description	Amount	Start Date	Int	%		
1 Debtor	10	D00001 Tumblewoods				80		
2 Debtor Group	10	Debtor Group: Trade Debtors				80		

At the bottom of the window, there is a status bar with the text 'Ses' and a set of navigation buttons: 'Nex', 'Pre', 'Add', 'Ins', 'Ed', 'Del'.

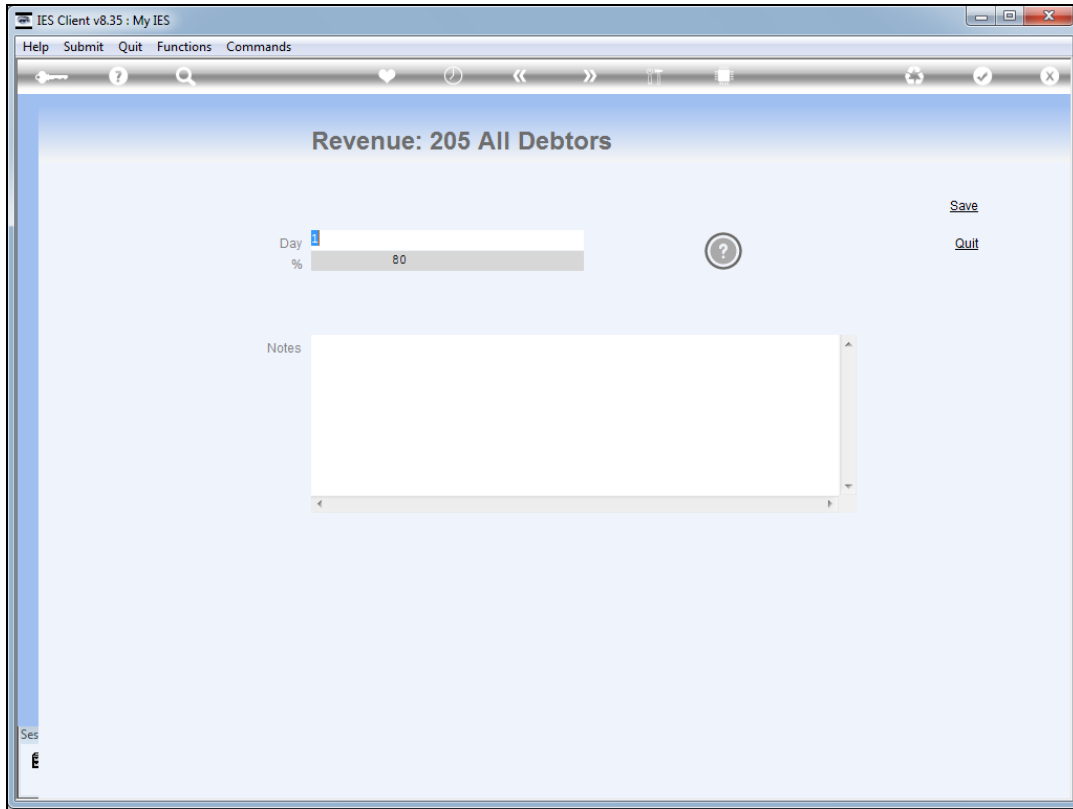
Slide 1

Slide notes: Debtor Accounts represent a potential Revenue stream.

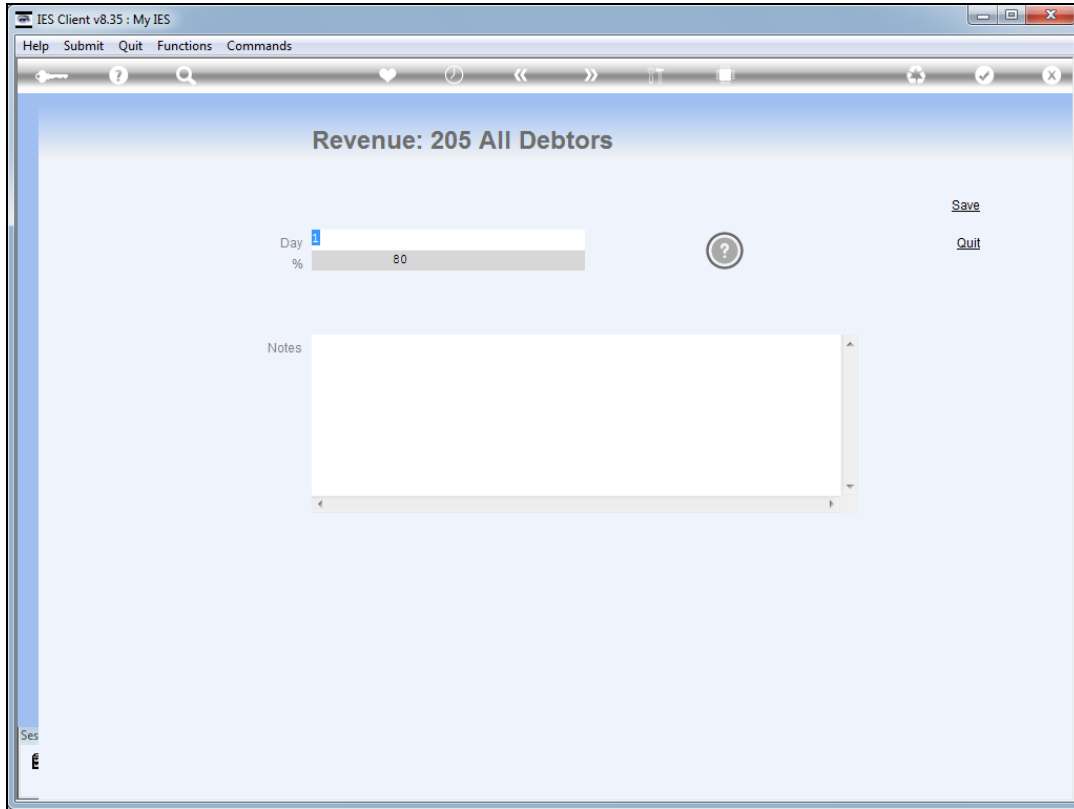


Slide 2

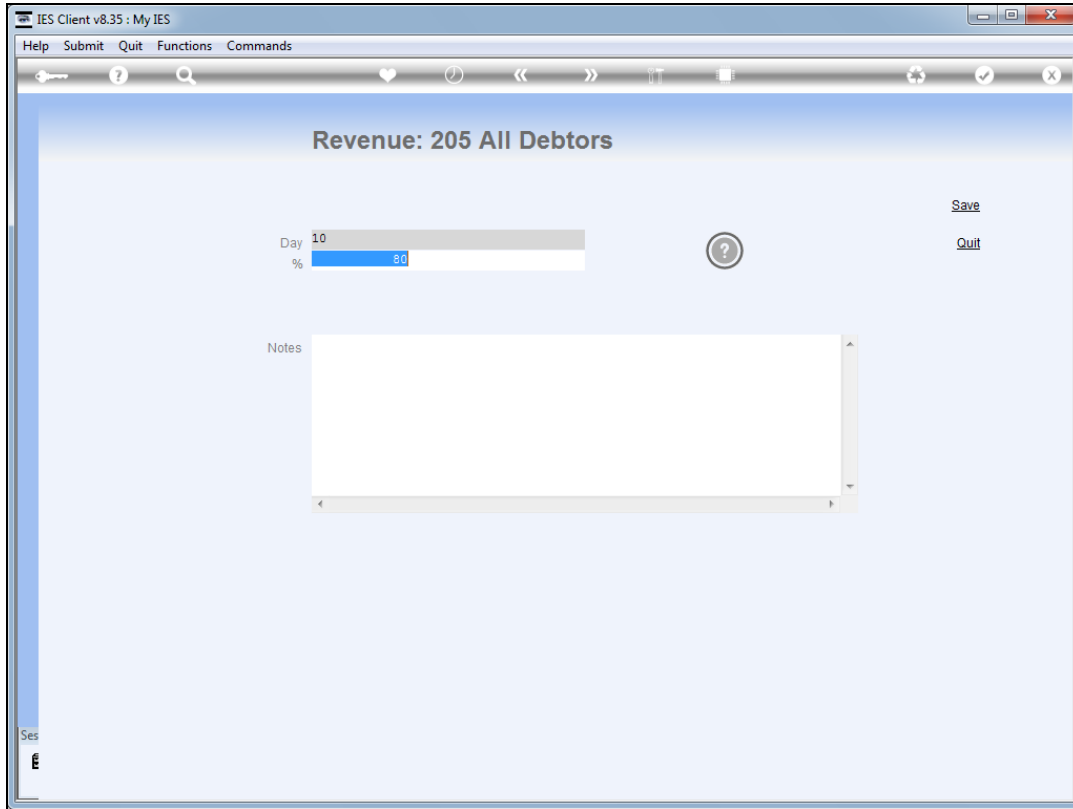
Slide notes: One of our options is number 205, to add all Debtors, for example.



Slide 3
Slide notes:

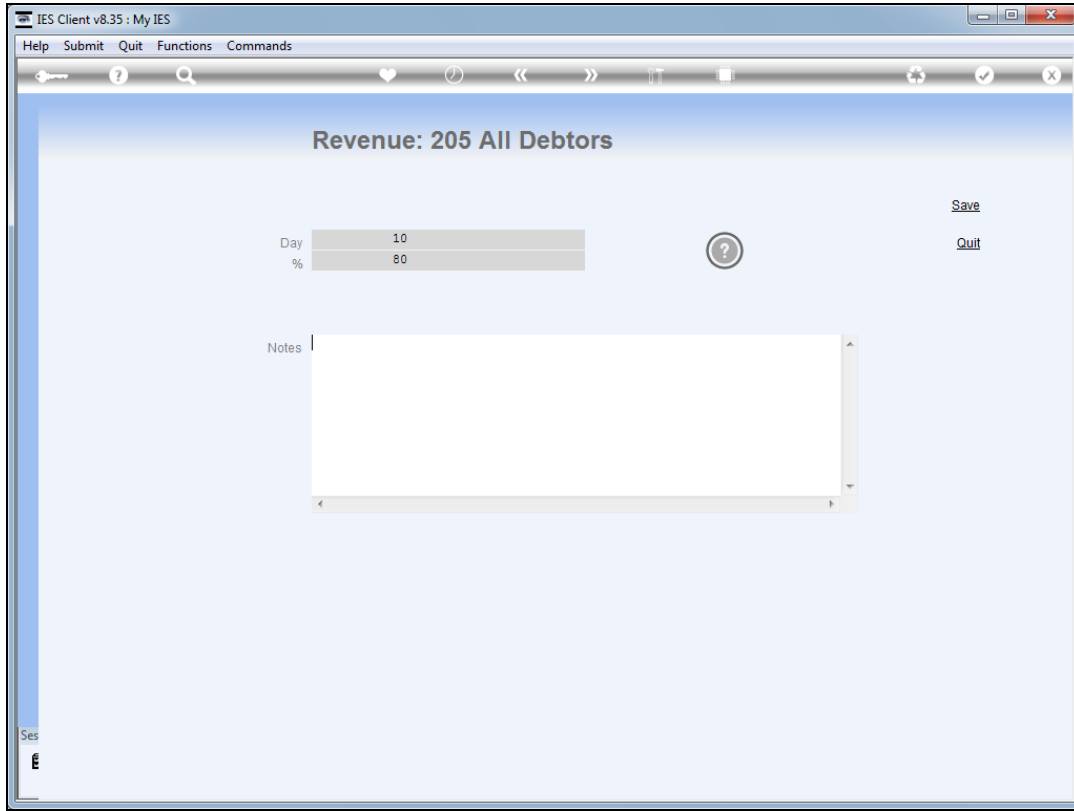


Slide 4
Slide notes:

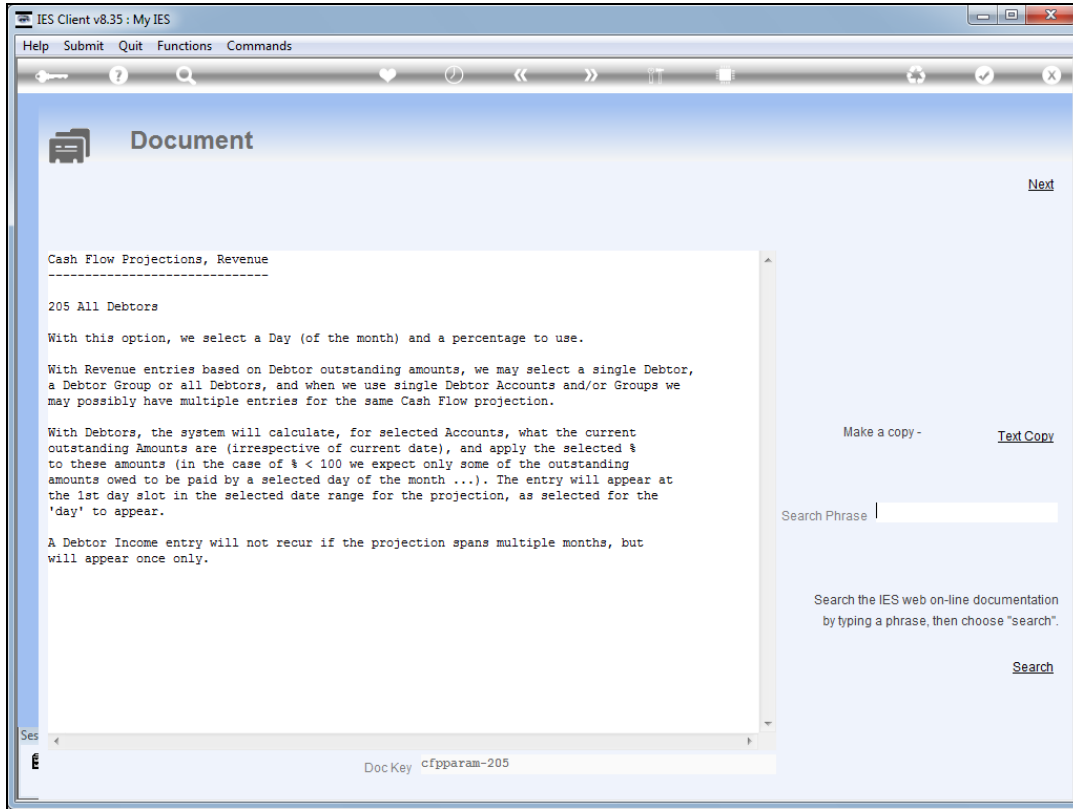


Slide 5

Slide notes: We can also add Debtors Accounts individually or by Group, but in this case we are adding all Debtors and stating that by the 10th of the month we expect 80% of owing amounts to be paid.

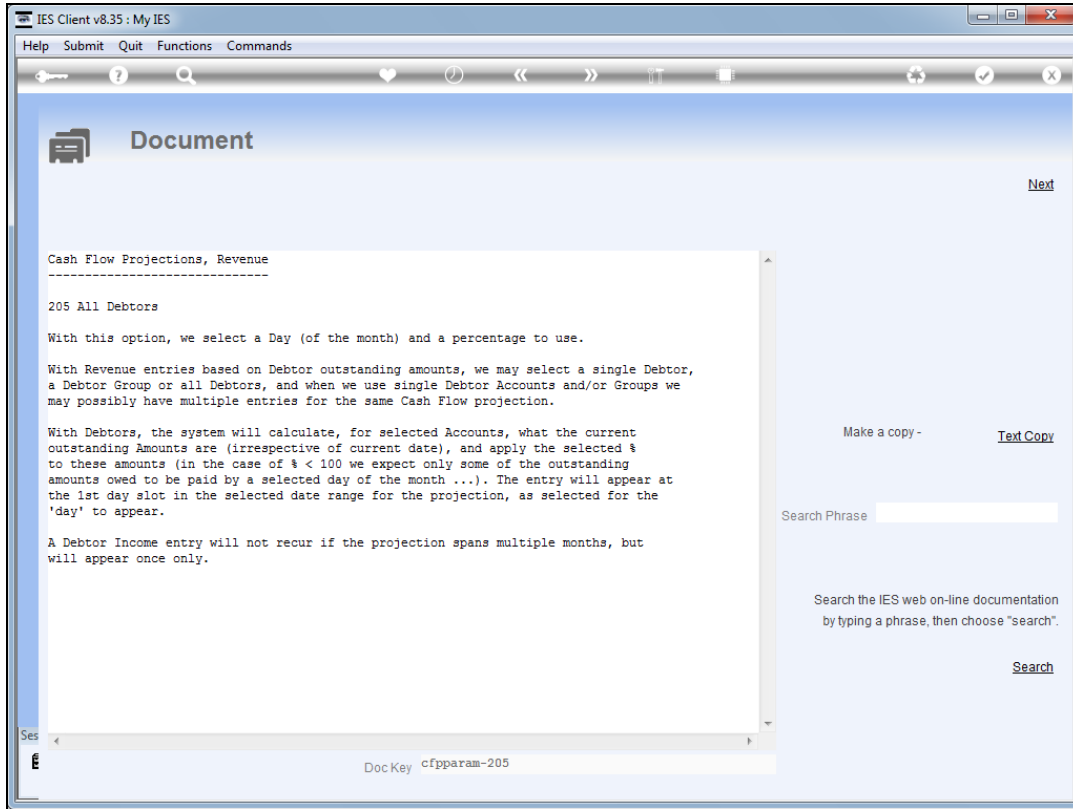


Slide 6
Slide notes:

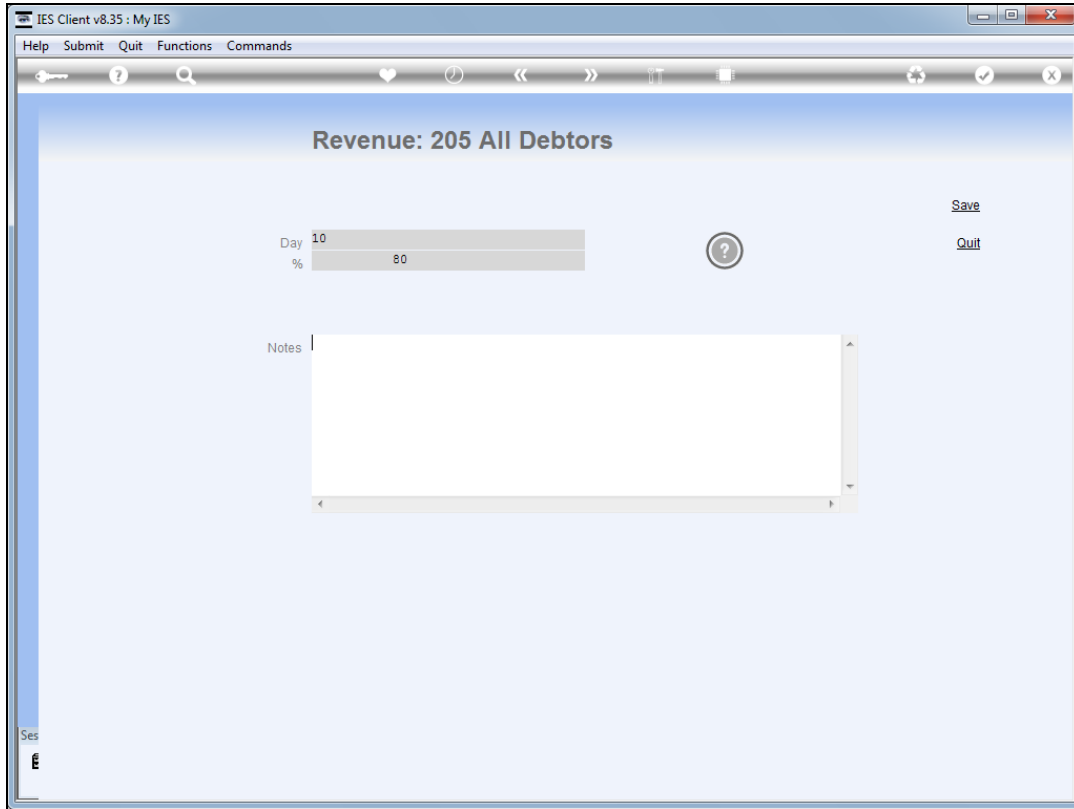


Slide 7

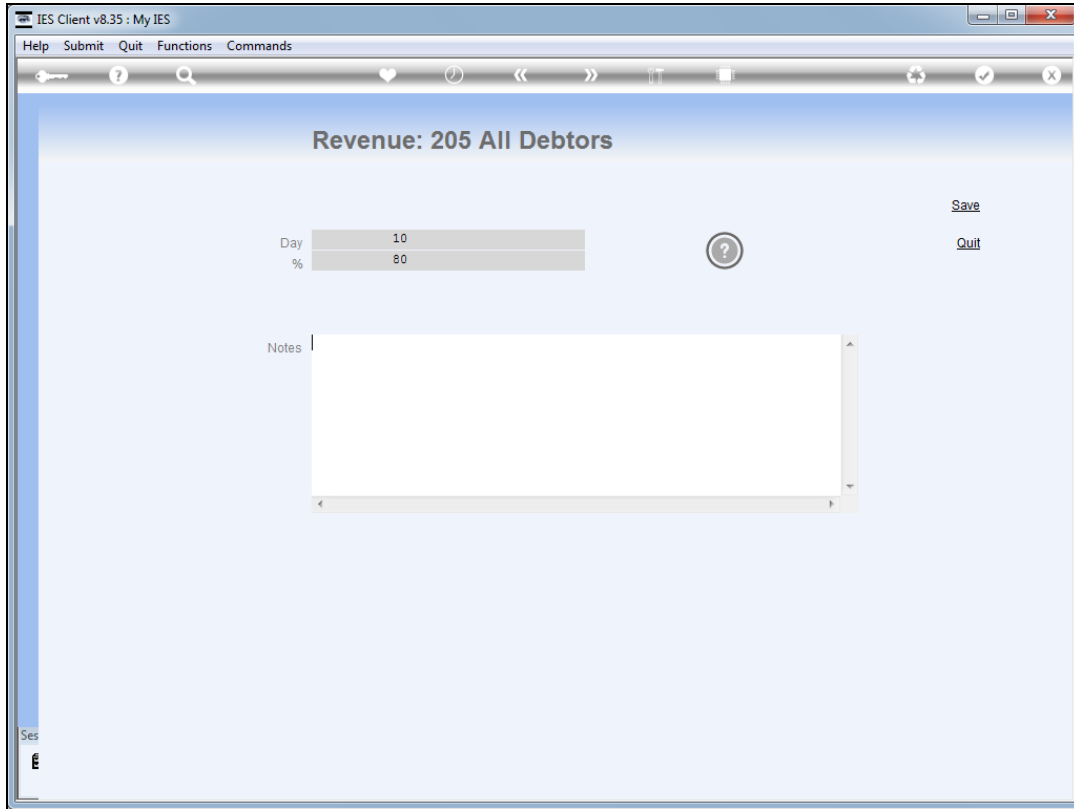
Slide notes: Here is an explanation of how this works.



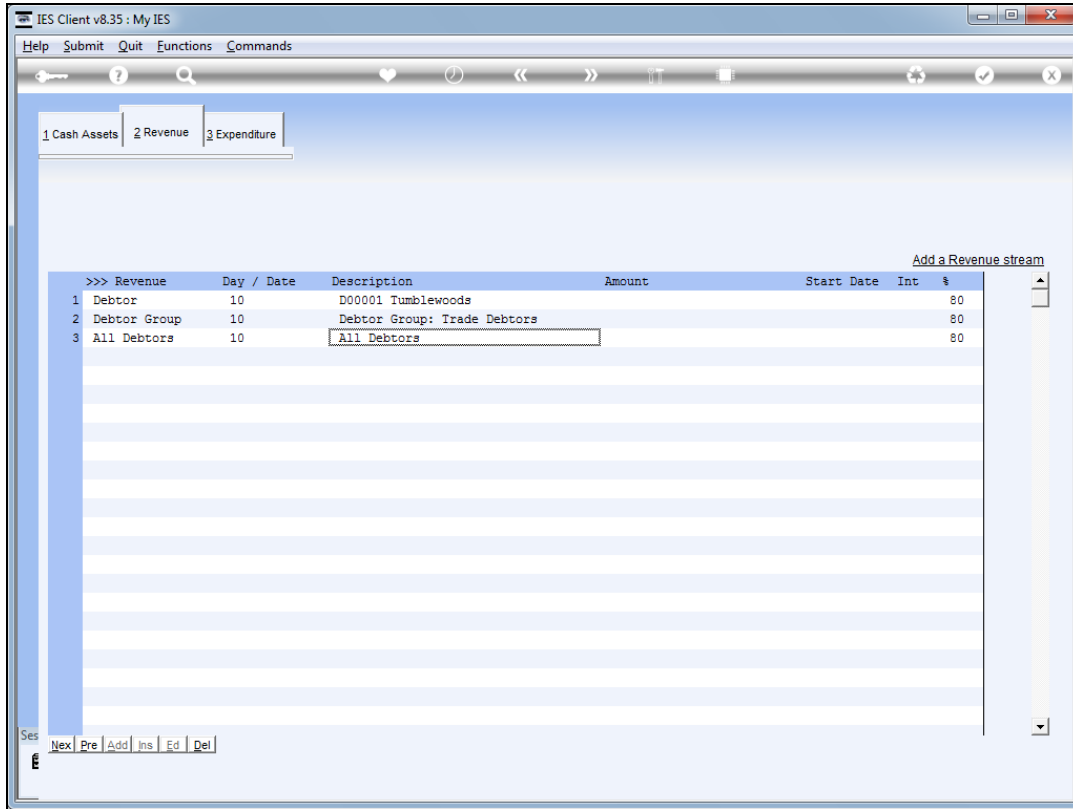
Slide 8
Slide notes:



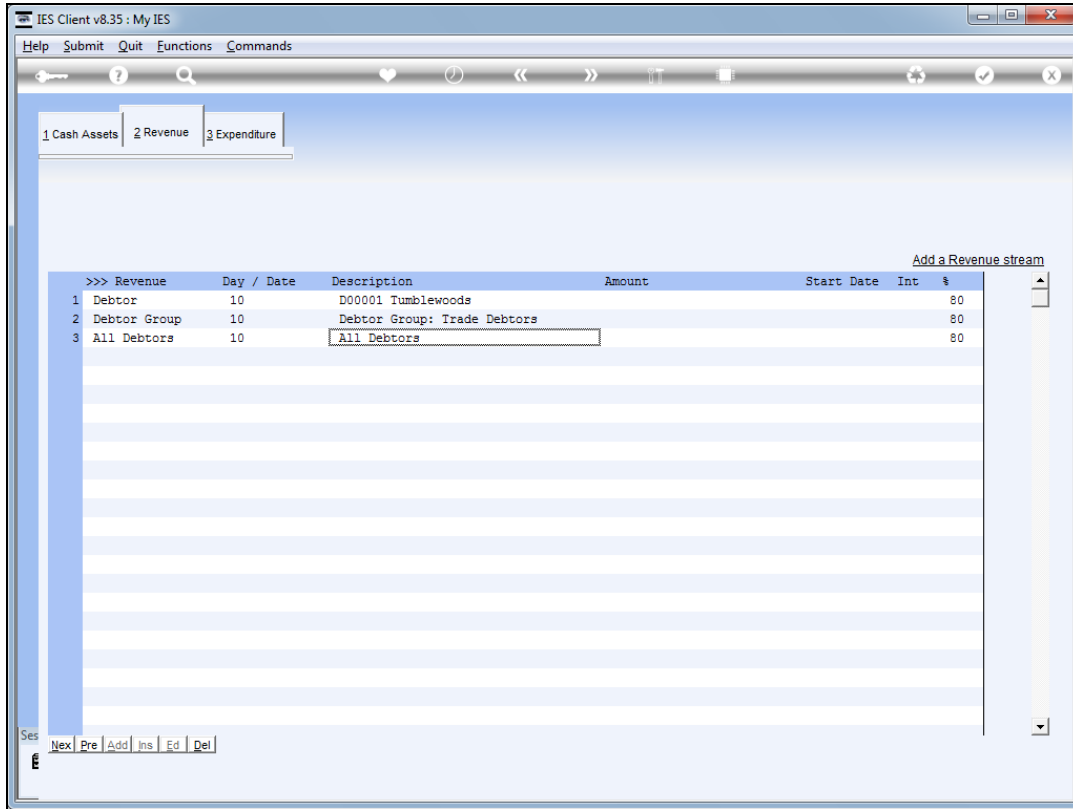
Slide 9
Slide notes:



Slide 10
Slide notes:

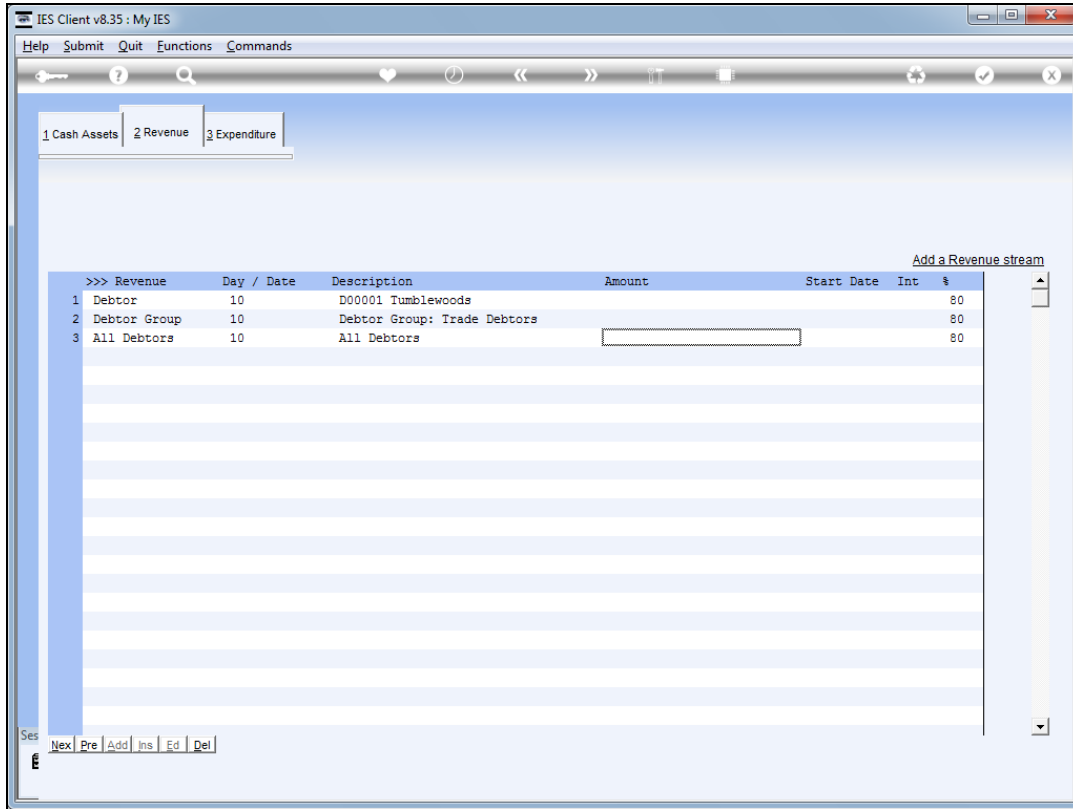


Slide 11
Slide notes:

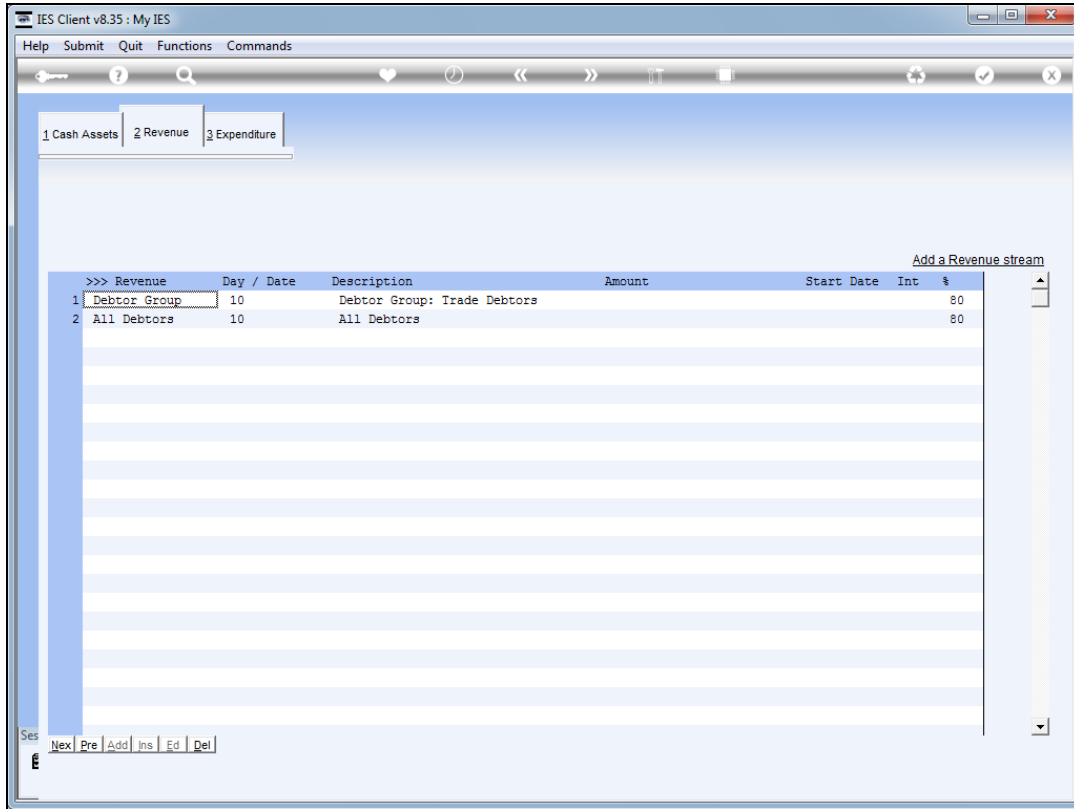


Slide 12

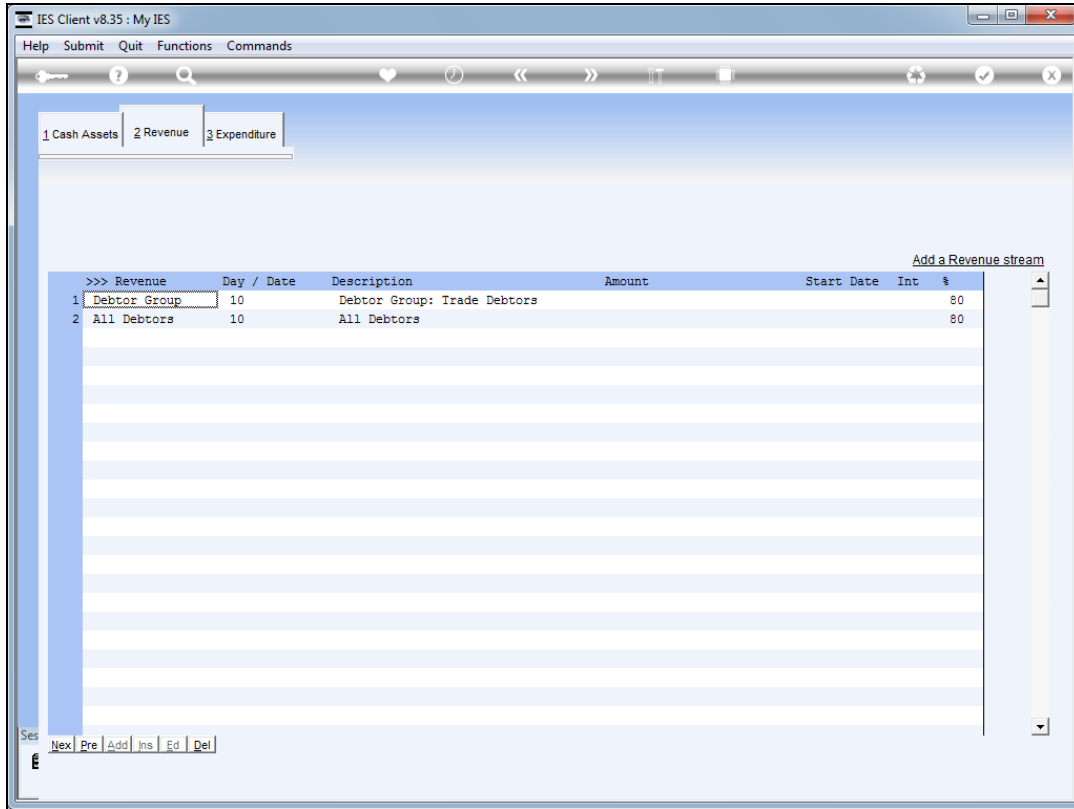
Slide notes: When we look at this example, we can say that we will not do it like this. Because here, we have on the same projection, an individual Debtor Account, and a Group, and all Debtors. In fact, the individual Account and the Group would already be included in "All Debtors", and we would not want to state the same revenue multiple times.



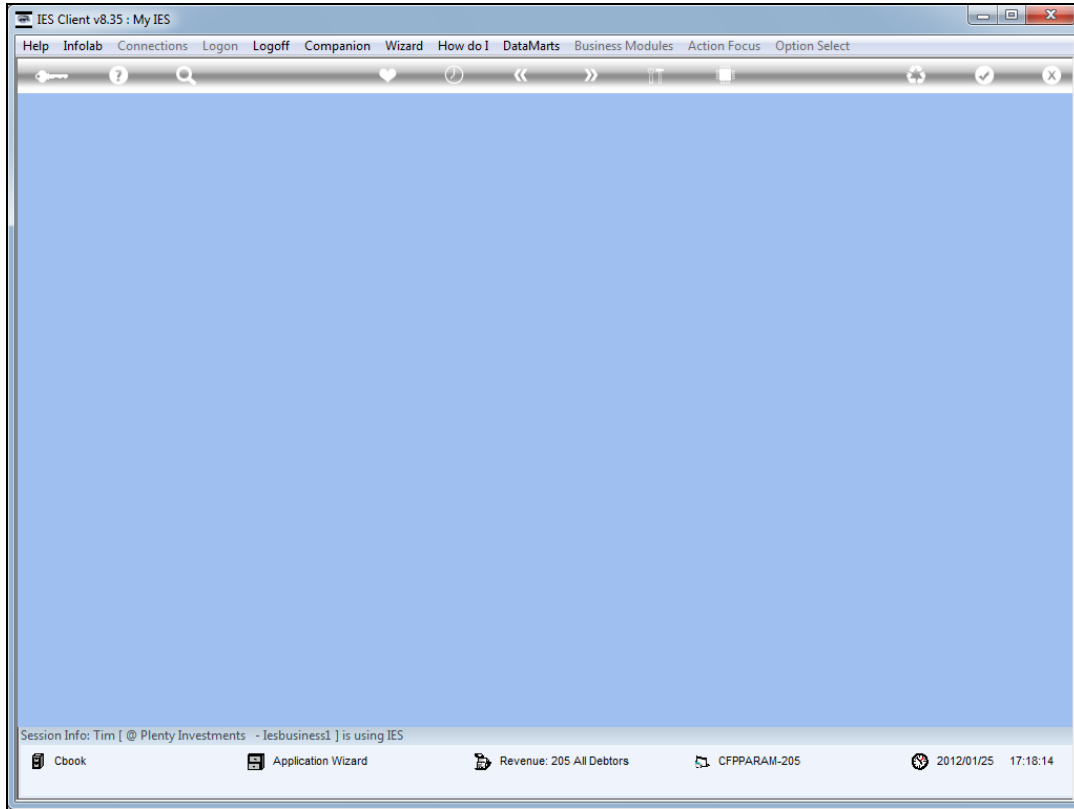
Slide 15
Slide notes:



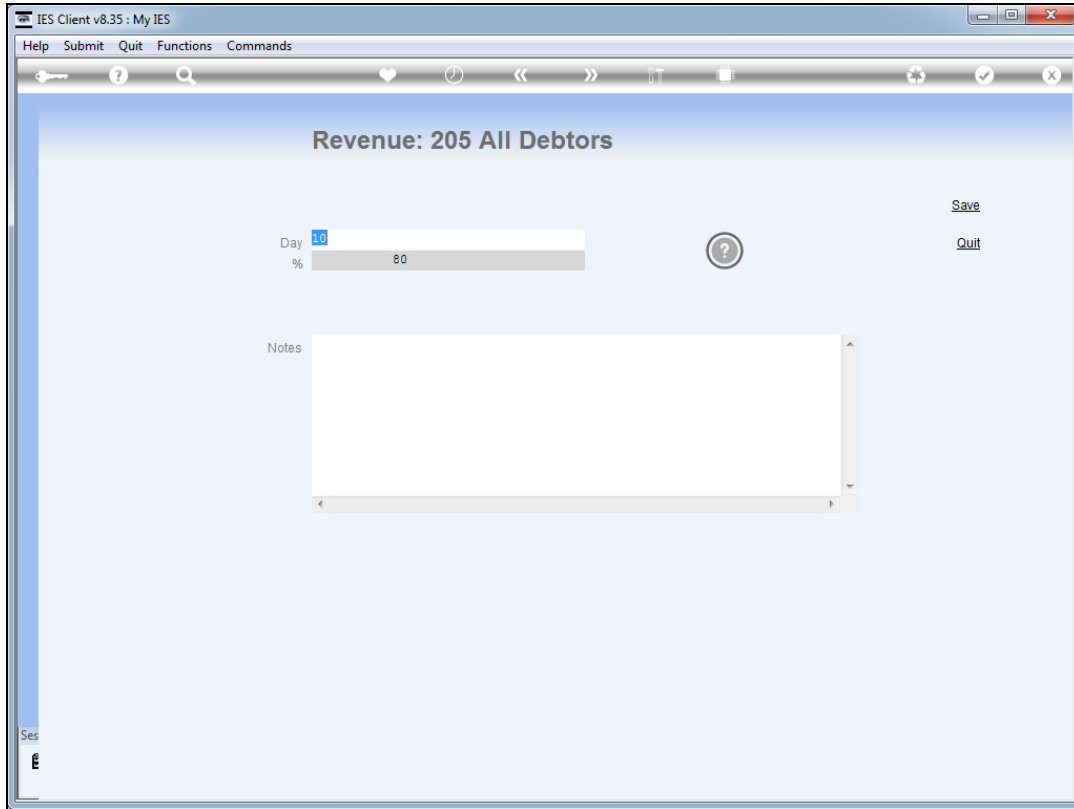
Slide 18
Slide notes:



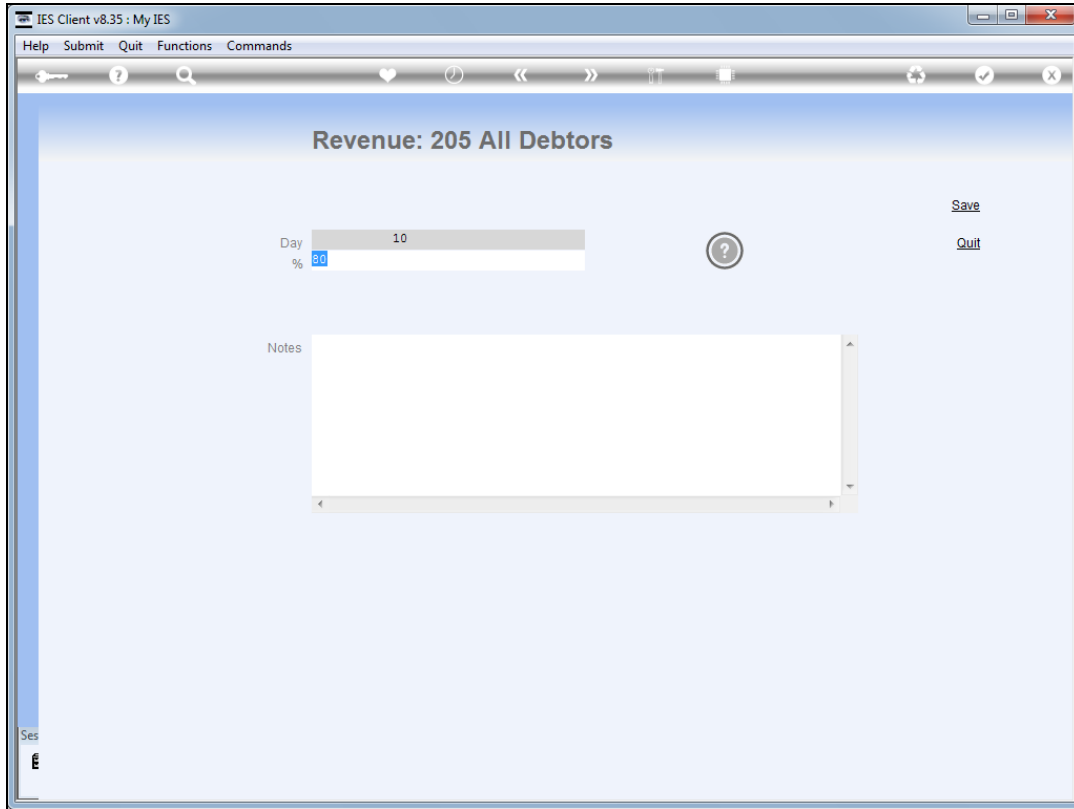
Slide 19
Slide notes:



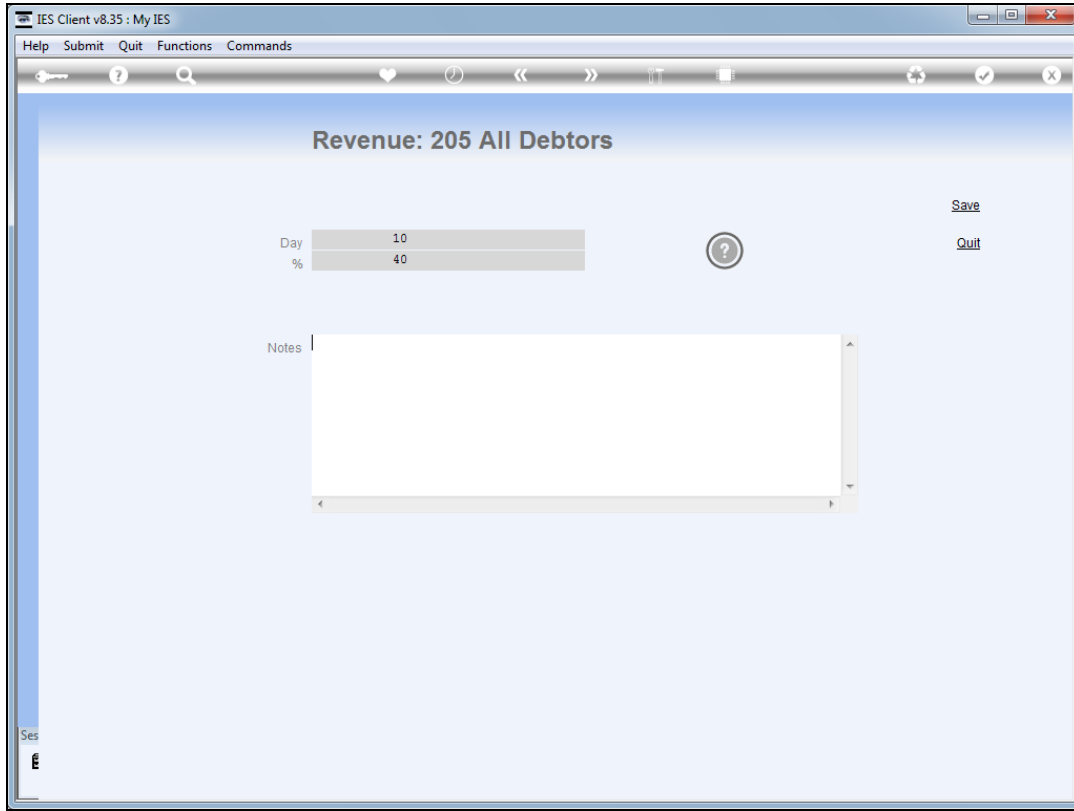
Slide 20
Slide notes:



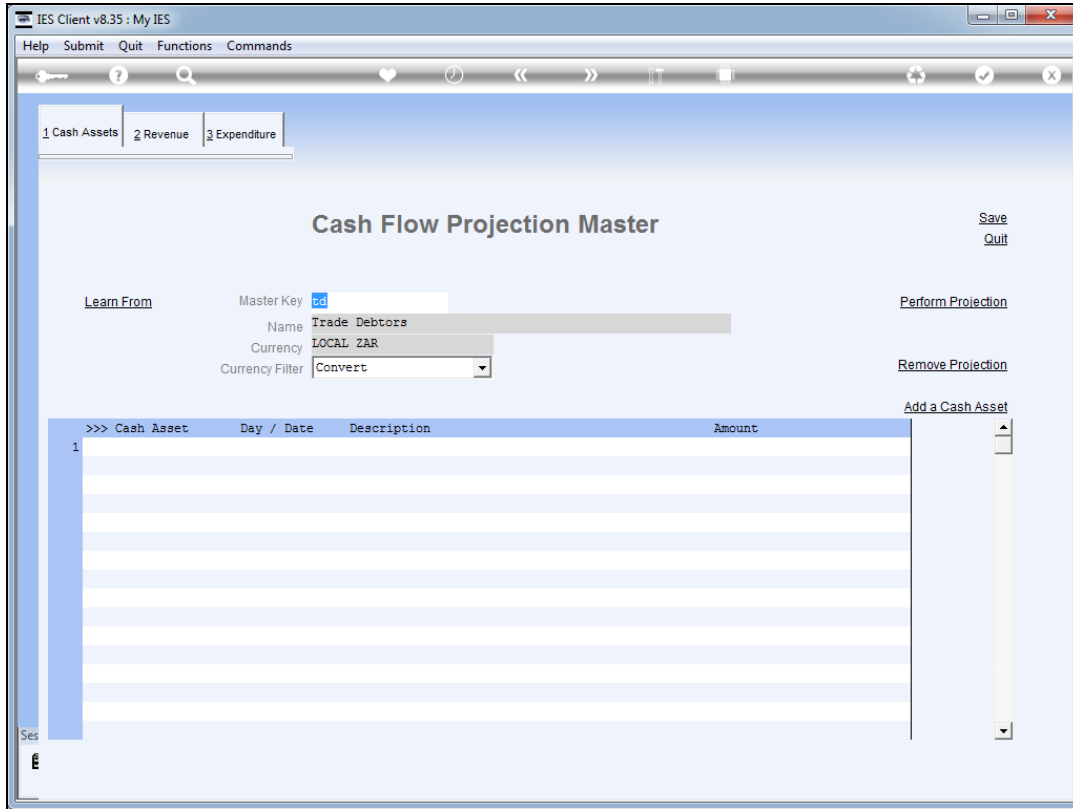
Slide 21
Slide notes:



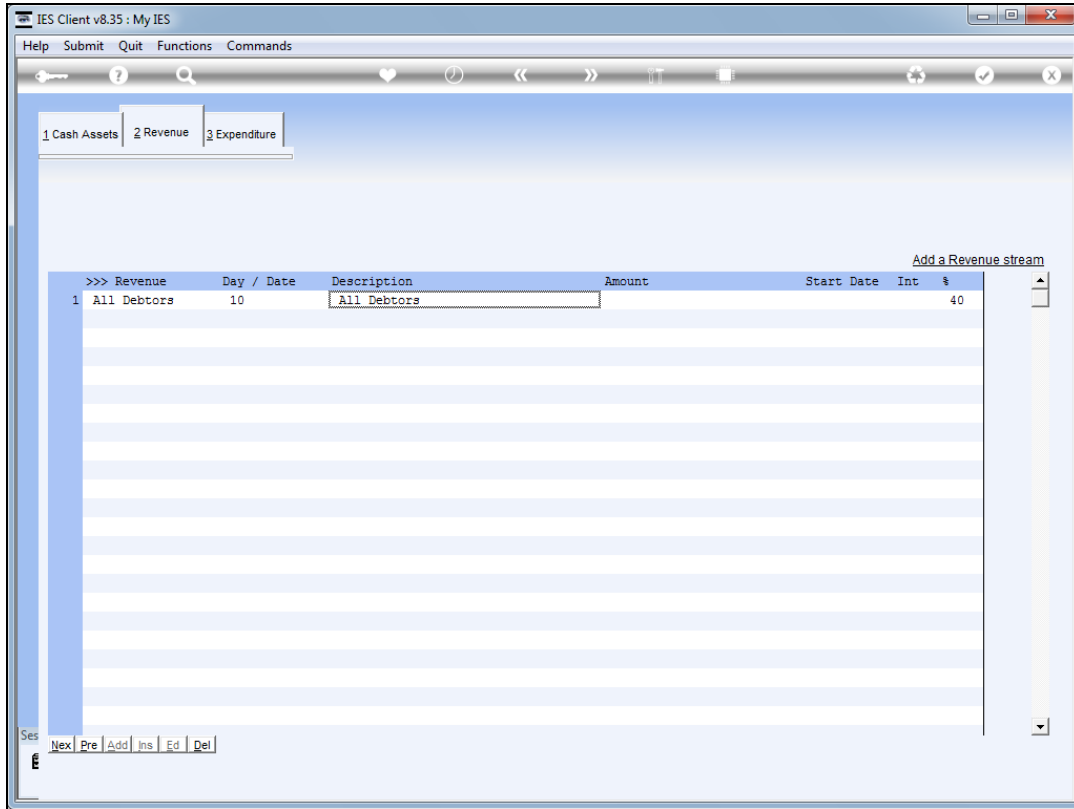
Slide 22
Slide notes:



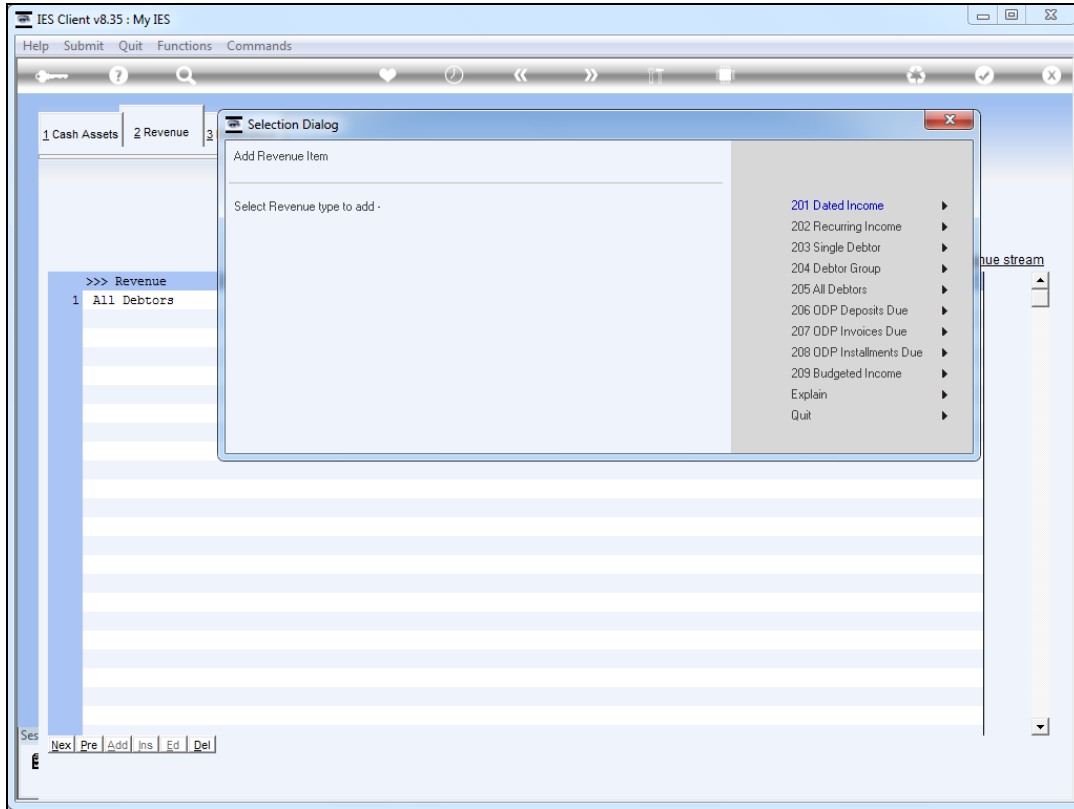
Slide 23
Slide notes:



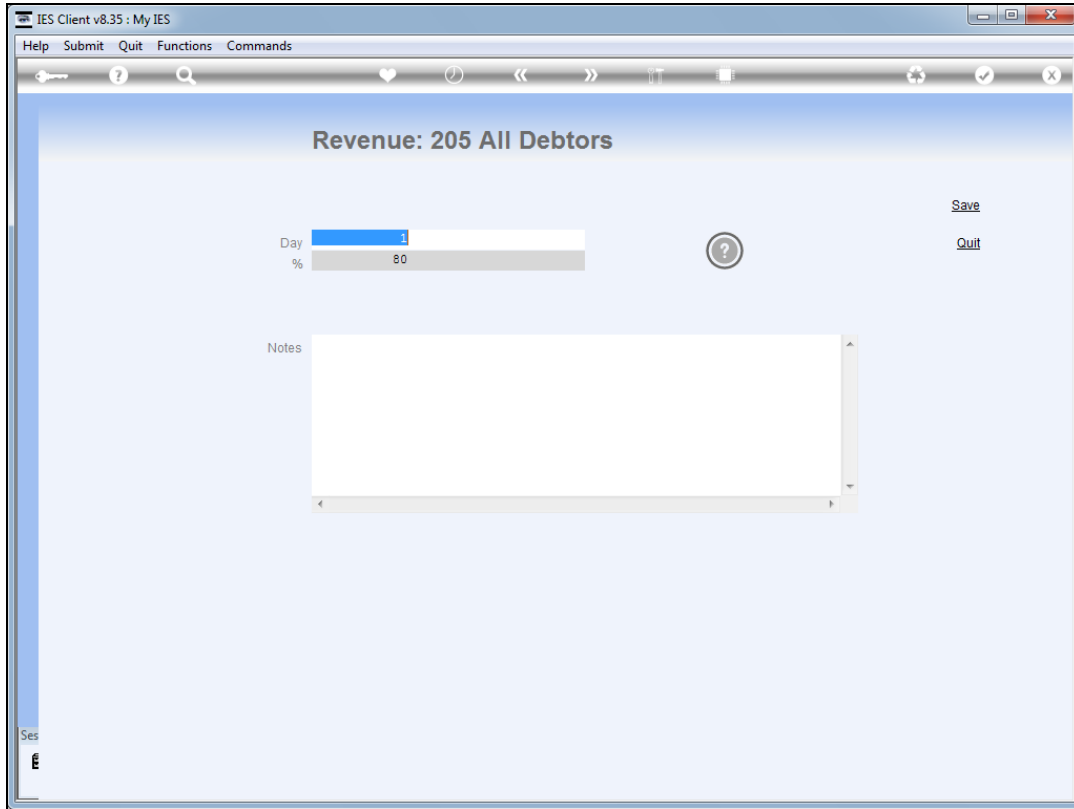
Slide 24
Slide notes:



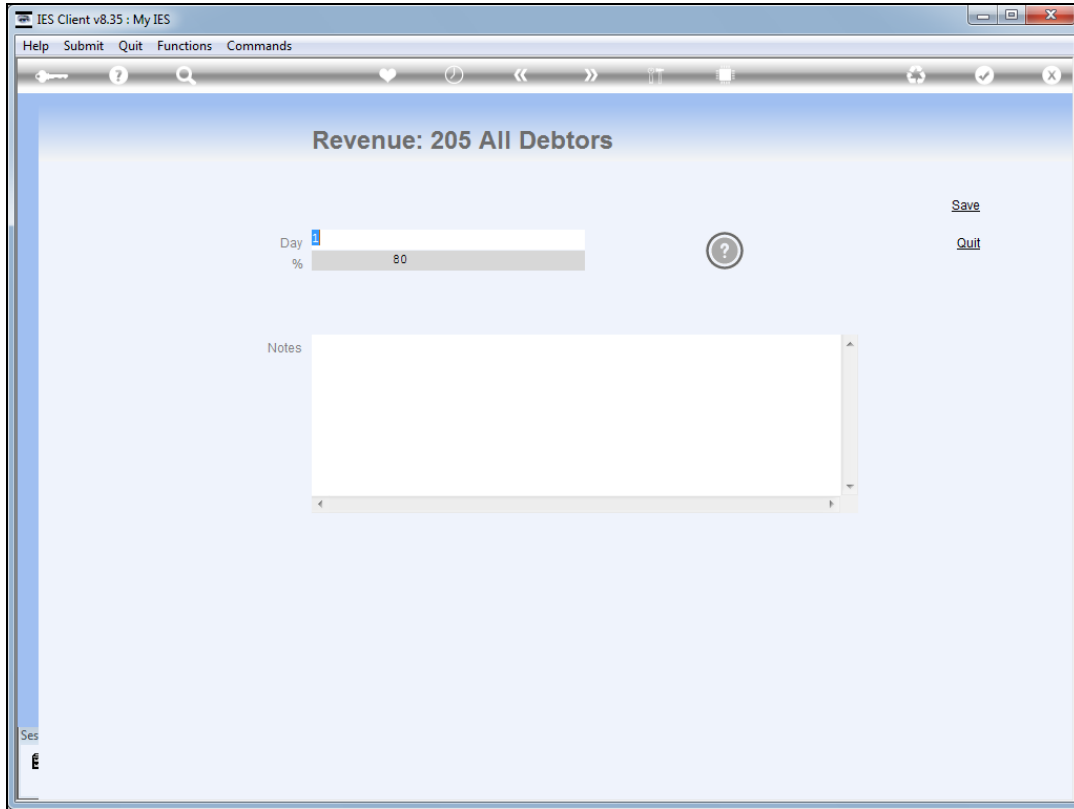
Slide 25
Slide notes:



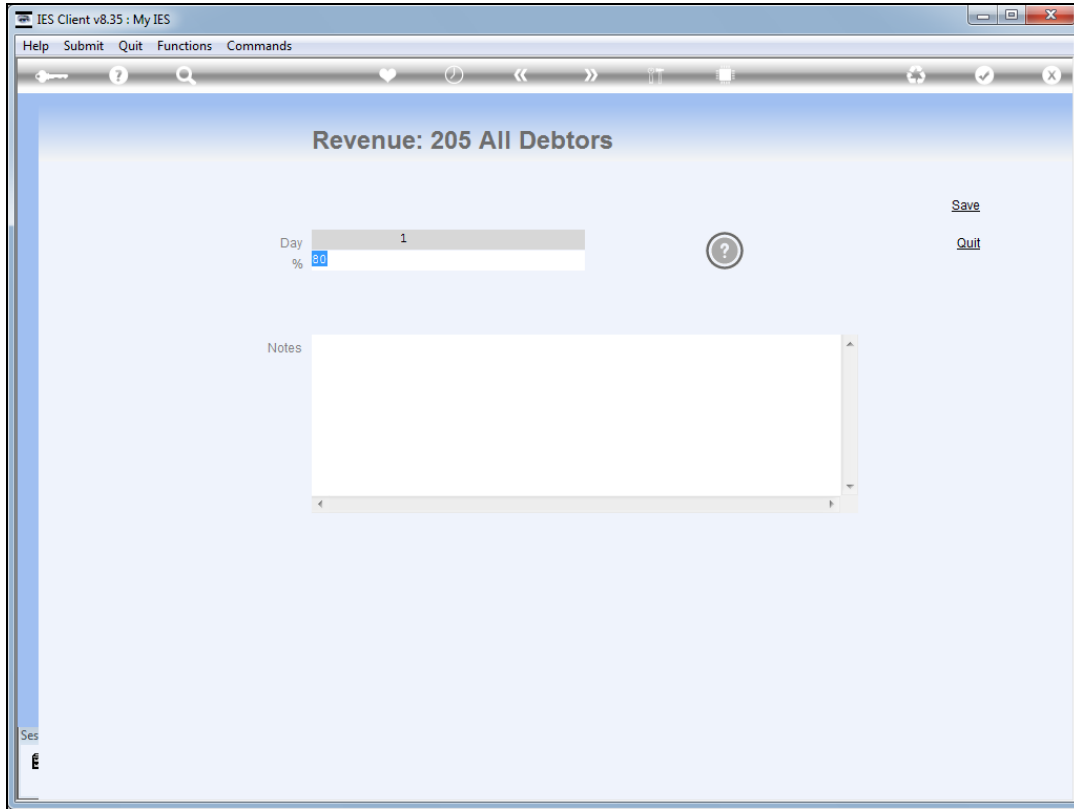
Slide 26
Slide notes:



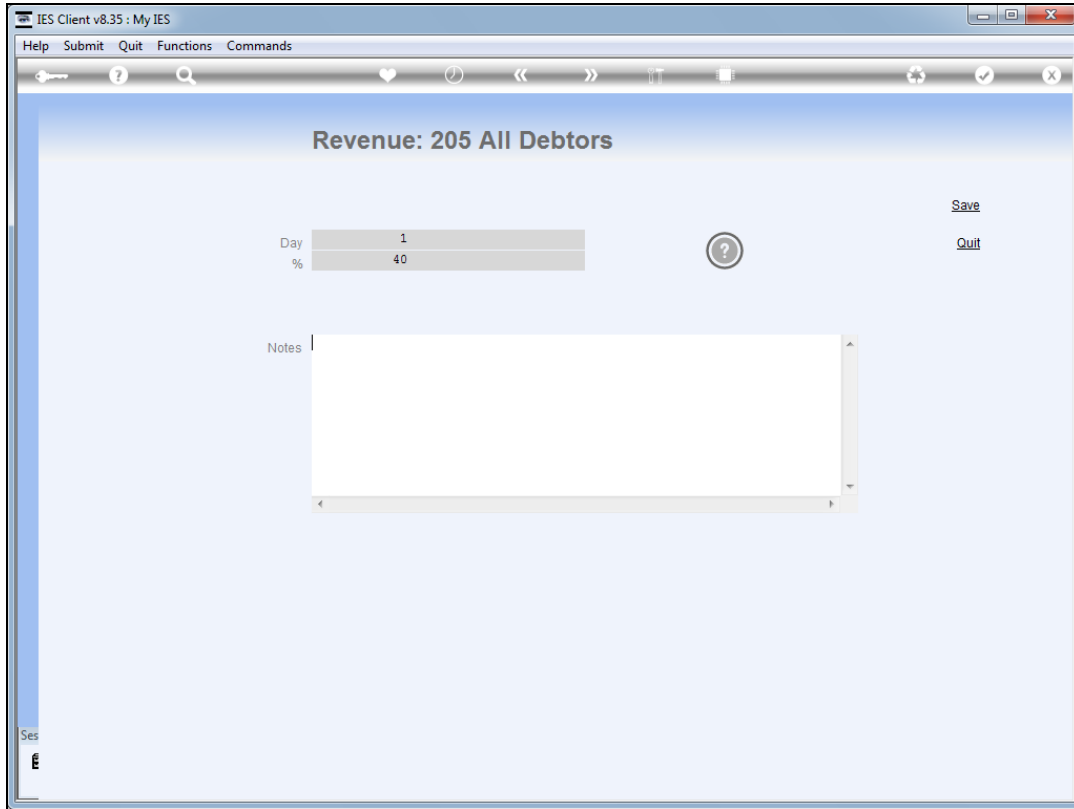
Slide 27
Slide notes:



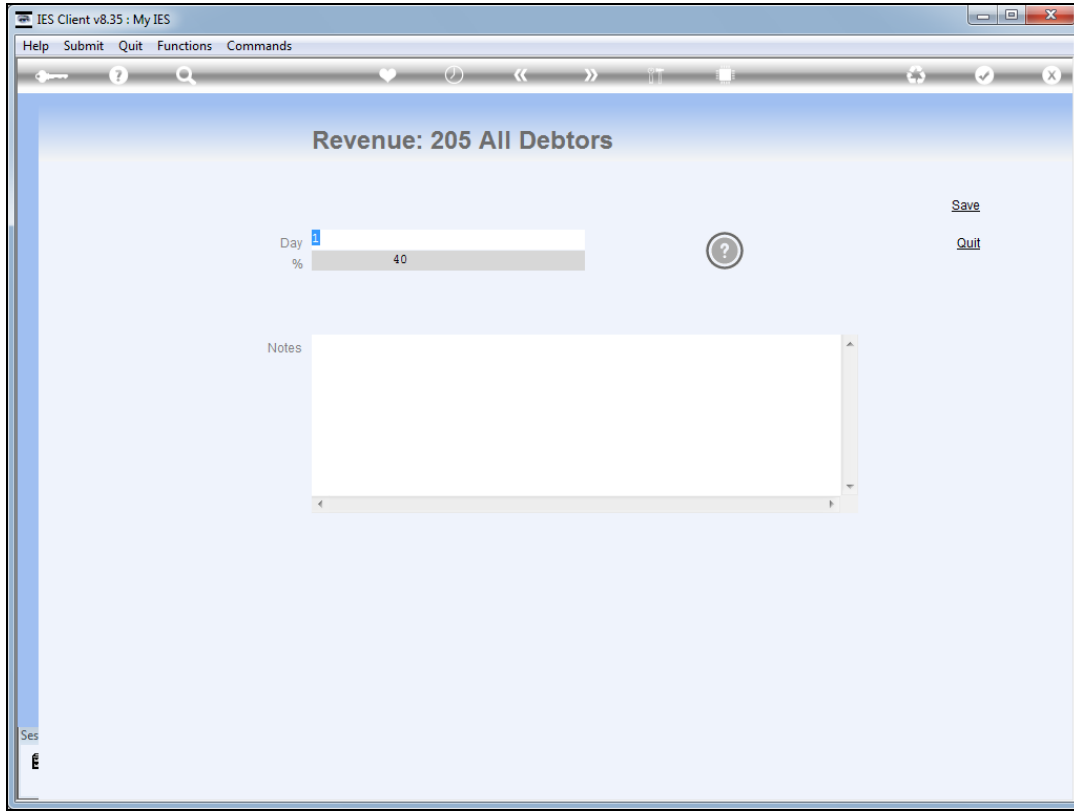
Slide 28
Slide notes:



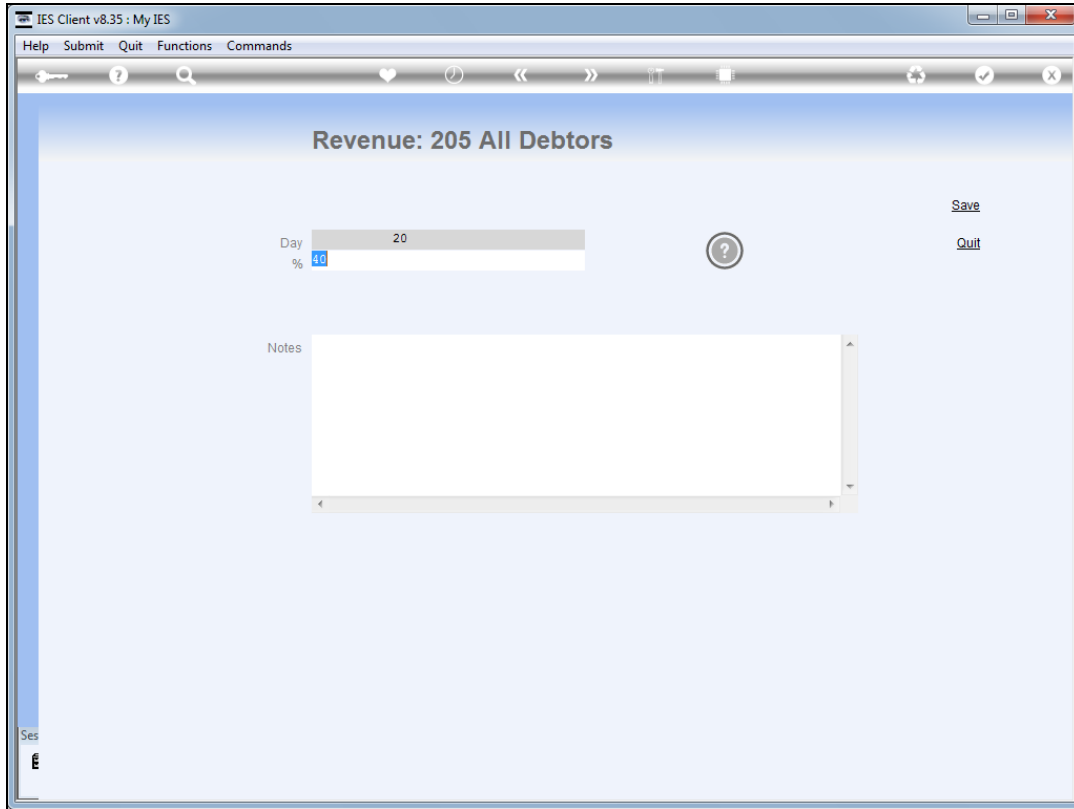
Slide 29
Slide notes:



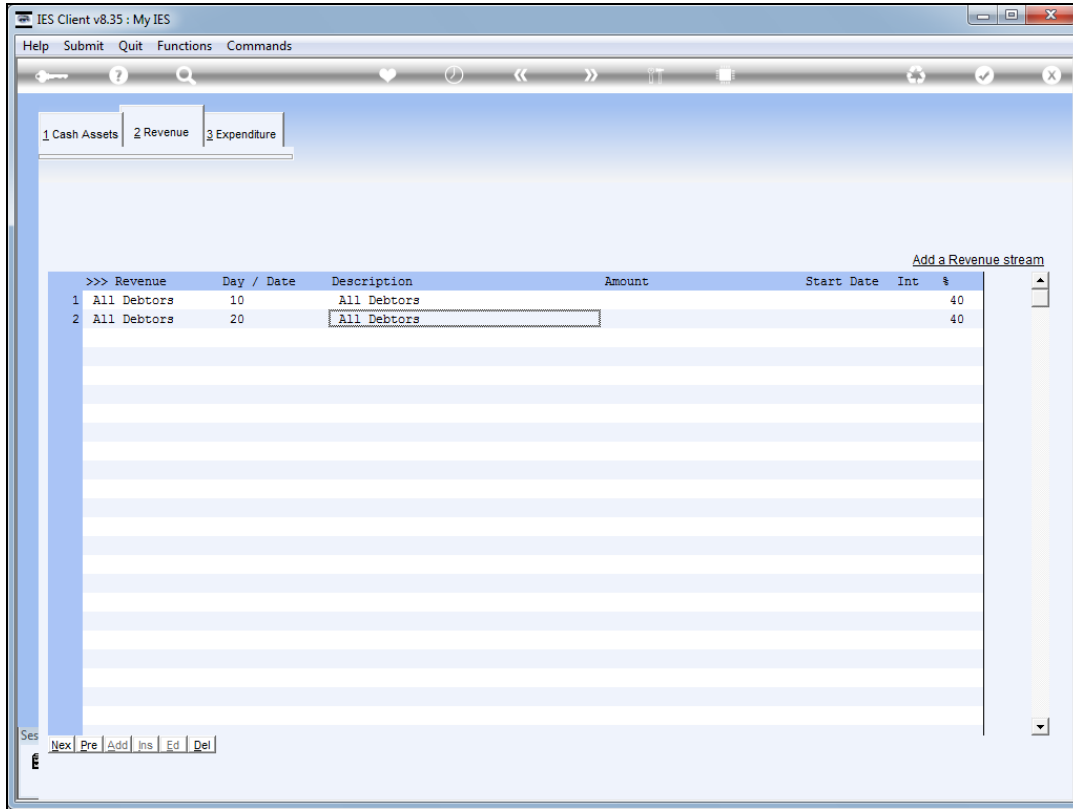
Slide 30
Slide notes:



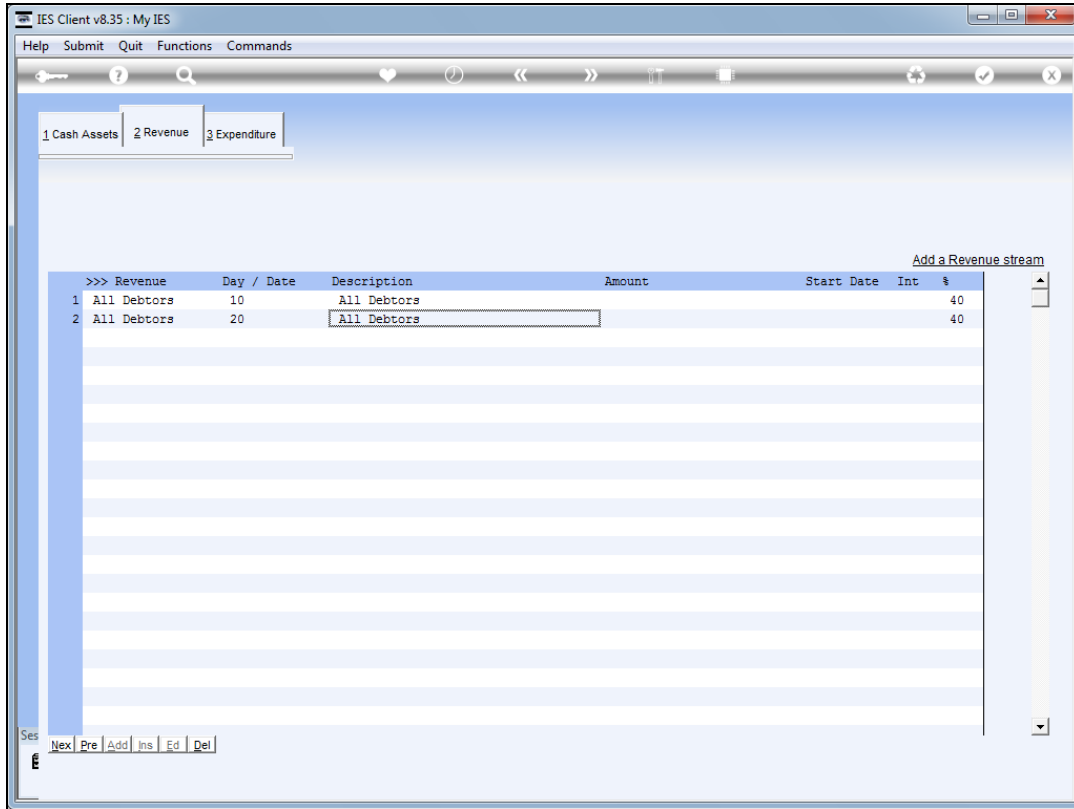
Slide 31
Slide notes:



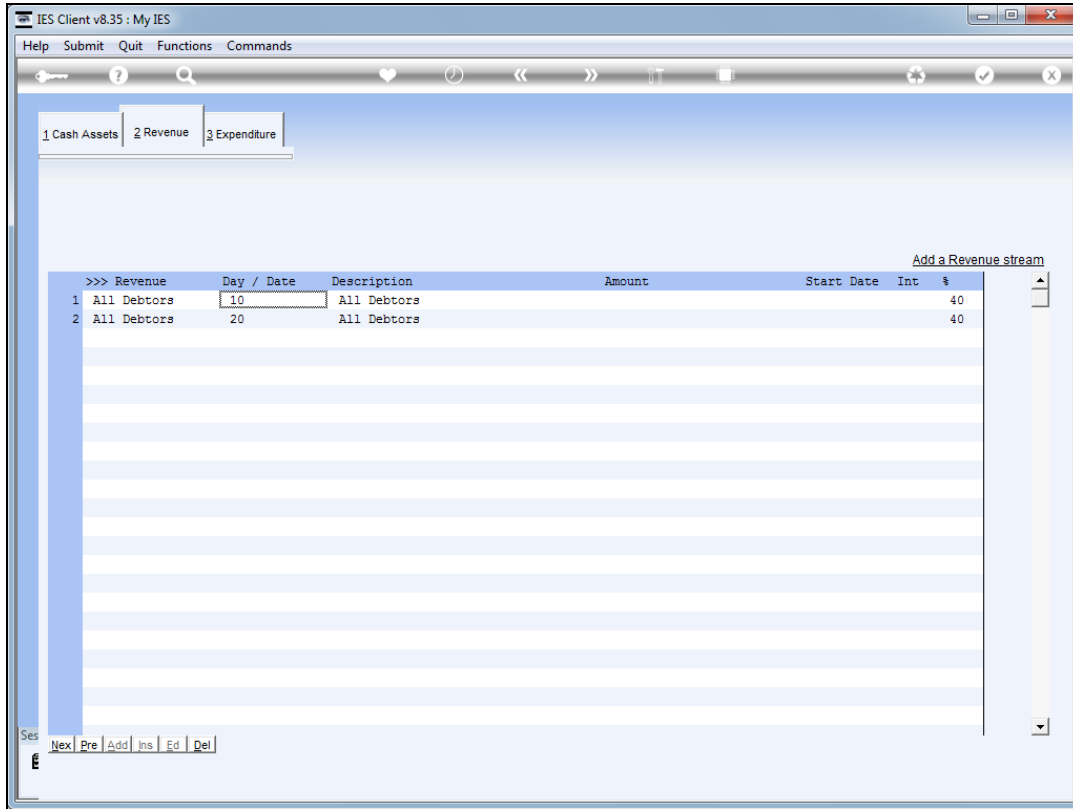
Slide 32
Slide notes:



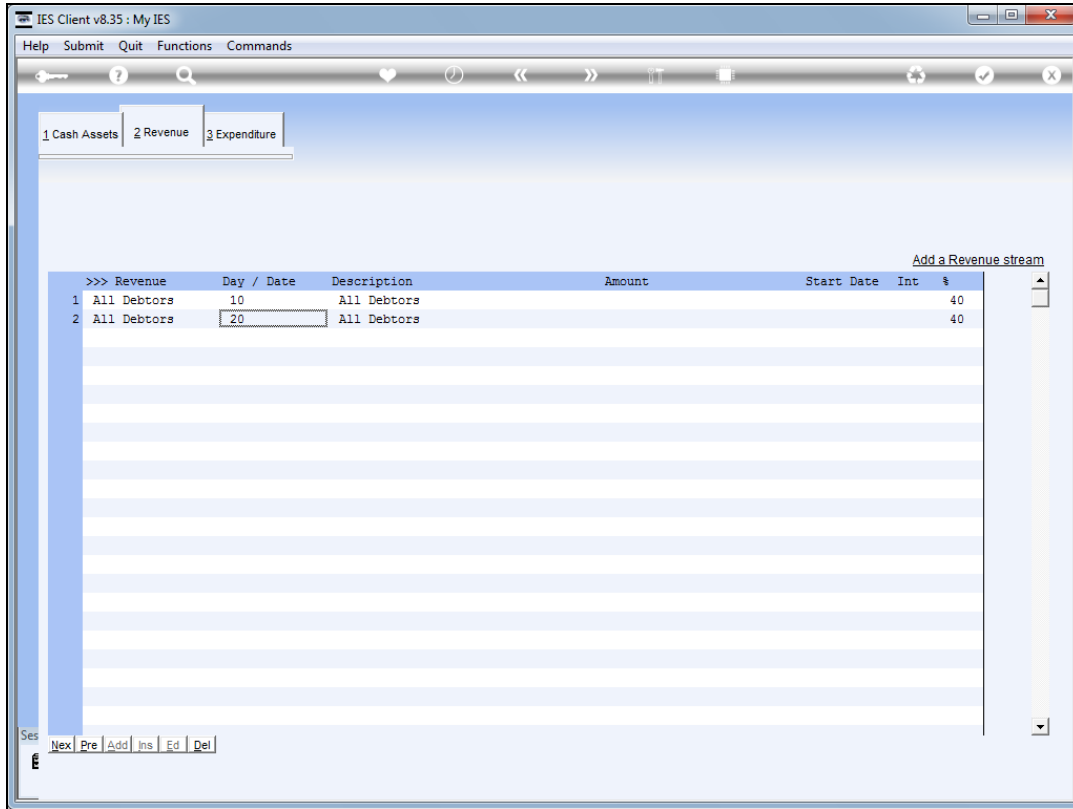
Slide 33
Slide notes:



Slide 34
Slide notes:



Slide 35
Slide notes:



Slide 36

Slide notes: What we have now, is 40% of all Debtor owing amounts expected to be settled by the 10th of the month, and another 40% settled by the 20th. All in all, we expect 80% of Debtor owing amounts to be settled by the 20th of the month. That is quite a valid example of how we can use a selection of Debtor Accounts twice on the same projection.

