



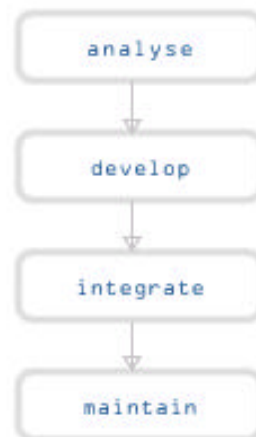
SERVICES – EXCEL CONSULTING

Complex, user-friendly, sophisticated spreadsheets don't just happen. They require an analysis of the problem to ascertain the best way to solve it, and careful planning to decide how this will be translated into a spreadsheet ... before even a single function is written.

It is often said that, "A small amount of knowledge is a dangerous thing" and this is certainly true with Excel. Unfortunately, we often find that many develop their spreadsheets using an ad hoc approach. While this can work satisfactorily for a small spreadsheet, as an application grows and further layers of ad hoc amendments are made, the file quickly becomes unmanageable and numerous errors creep in.

At Mailbarrow, we use a structured approach to spreadsheet development and re-development that involves: requirements analysis, planning, development, testing, integration with existing systems, and ongoing maintenance.

**spreadsheet
development
methodology**



Jeff Robson, Mailbarrow's Principal Consultant, has over 12 years of consulting experience in this area. Jeff has a Bachelor of Commerce degree in Accounting and Information Systems, supplemented by four years' experience in external auditing, management accounting, and business advice at Grant Thornton Chartered Accountants. He is also a Certified Information Systems Auditor and is currently studying a Masters of Commerce in Electronic Commerce.

Jeff's unique combination of IT and business means that we are able to provide advice regarding both the business and technical implications of spreadsheets.

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Companies we have provided Excel consulting services to include:

- **Fast Eddys Cafes** – we developed spreadsheet applications for business modelling and cashflow analysis.

Jeff demonstrated a capacity rarely found in providers of IT services. An ability to quickly understand business requirements, identify workable solutions and build appropriate “user-friendly” systems, tools and templates. He can only be regarded as a “guru” in the field of IT solutions. One key piece of work in this area was the provision of a Cashflow model that allowed the accounting staff to accurately and quickly map the organisation’s extensive business units’ cashflows in a timely, easily understood and quick manner. The model was Excel based, which invariably proved a low cost, easily understood and effective solution, developed quickly and with the end users in mind. (Tony Giometti, CEO)

- **Great Southern Plantations** – a publicly listed timber investment management company. We developed the investment model spreadsheets currently used by investment brokers.

I’ve never come across anyone with the level of knowledge and proficiency that Jeff has. The things he can make it do are just amazing and you really get to see the full extent of Excel’s power. The applications he has produced for us have been well-written, and very easy to use. We’ve dealt with Jeff for many years now and have been more than happy with the results he has achieved and the support he has provided. I’d have no hesitation in recommending Jeff – he’s an Excel guru! (Stephen Smith, Investment Manager).

- **BankWest** – we developed complex spreadsheet models that are used to test new areas of functionality in the banks’ applications.
- **City of Canning** – we have provided a number of solutions for various users within the council. These include a sophisticated business unit budgeting and tracking application for the whole of the council, which transfers data directly from the council’s accounting system, combines this with information from other sources, then presents a standardised, integrated view to managers.
- **Grant Thornton Chartered Accountants** – the largest second tier accounting firm in the world. We have developed advanced spreadsheet models for a variety of applications including client spreadsheet solutions, integrated audit working papers, company tax calculations, and corporate valuations. We also provide training to Grant Thornton staff regarding Excel.

Contact us today on 0412 581 486 to discuss your Excel project and see how you can benefit from our structured approach to spreadsheet development.