

As a self-employed professional, businesses and individuals have improved their processes of billing, collection, inventory, allocation of funds and their understanding of finance with visual aids. For example, online dashboards were designed for depicting profit and loss statements, and customer and inventory ledgers. Moreover, shareholders and customers have gained a detailed insight receiving automated e-mails summarising their cash and accrual accountings. This information has improved the quality of their invoices, purchases and expenses whilst complying with tax obligations. The benefits are: saving time for entrepreneurs to fully operate their businesses, revealing blind spots in their ingrained procedures, finding out important payment patterns in customers and suppliers, decreasing their interest paid on loans, and saving money in penalties due to the punctual submission of their business activity statements. Moreover, this information is available online and deployed in scatterplots, pie charts and customised reports. In addition, interest patterns aware debtholders about the actual cost of goods. Finally, forecasts are estimated to provide awareness about tuition fees, insurance costs and medical expenditures that are valid for legal procedures.

Our goal is to use open-source software to comply with the matching principle requiring that the expenses incurred during a period of time are recorded in the same period in which the related revenues are earned. For example, these scripts identify all possible clients per bank transaction or send out customer's ledgers with outstanding invoices every week. Moreover, they identify the importation number and cost for every single item digging into thousands of electronic invoices to match key-concepts. Furthermore, predictive analysis models are implemented for optimal purchases of inventory, call or short positions in investments, and forecasts of collections, sales and expenses. The information is taken directly from the taxation office and the bank statement can be easily submitted by email in .pdf for faultless reports. Finally, payment processing platforms are also processed for tax purposes such as paypal, stripe, conekta, etc.

Our experience in Accounts Receivables can be shown doing predictive analysis models for collections in the short term where stages are identified, measured and forecast in databases. For example, confidence intervals are provided to analysts with insightful comments based on their previous performance. In Grupo Farmacos Especializados, the source of bad debt was identified because of simplified acquisitions exceeding the Mexican Acquisition Law's threshold.

Relevant knowledge has been acquired through an appropriate understanding of federal and state legislations while collecting from public and private entities. Before relieving contractual agreements by 62 percent, the Mexican Law of Acquisitions, Leases and Public Sector Services was segregated, standardized and automated in an Oracle Enterprise Resource Planning. However, coding a client contact/management system in visual basic, which sent out personalised customer ledgers to private institutions on a weekly basis, either collected 90% of receivables or left paper trails for enforcing contracts as suggested by the Mexican Civil Code art. 1161.

In Stericycle, a Six Sigma Project was developed for identifying the lack of manifests and invoices as the main reason for default. Some trends were identified for the Financial vice-president, Michael Kravets, in the US. For instance, according to customers' responses, the first and second highest outstanding debts were because of the lack of invoices and data entry errors, respectively. In addition, the main outstanding debt in average was on purpose. Also, the lack of manifests, invoices, and data entry errors were important reasons for default in 3,883 sent emails.

People in charge of delivering these documents were held accountable for their outstanding debts. For example, 4% of the total debt was responsibility of the accounts receivable department, and 72% belonged to the customers service department because of its clients' faulty contact details. The statistical tests of variances, intercepts and marginal contributions for manifests, which was 1% of the total debt, were significant and their p-values were almost zero. That is, people with manifests had a

higher amount of debt in comparison with other 393 outstanding debts. However, the r-squared was only 1% and the contribution margin was just over 1.3 pesos per bill. The final action was to send out customised general ledgers with excel, visual basic and outlook to customers and analysts.

In a comparison between two companies, the rate of people who intentionally did not recognise their debt dropped by 24% from Stericycle to Matcha Kaori. For that purpose, the segregation of duties was implemented between identifying payments and contacting customers by automated emails. In addition, the lack of email contacts decreased from 72% to 20% , so, distributor's debts were collected up to 90% in Matcha Kaori.

Moreover, the factoring fee for the transfer pricing of the account receivable in Monsanto was calculated for tax authorities. That is, the interest per transaction was determined in visual basic and recorded in the company's general ledgers for 1,354 outstanding debts (50 customers).

The most outstanding debt was collected from the government of Queretaro in CubosWeb at the end of 2016. In addition, regular customer ledgers were sent out and provided liquidity for the company on a monthly basis. It is worth to mention that web payments were recognised and taxed as an assessable income. Finally, the acquisitions of motor vehicles were paid off by the shareholders.

Data bases are minimized and deployed online. That is, the automated bank reconciliation displays in scatterplots its days payable outstanding (DPO) and its days sales outstanding (DSO) per stakeholder. Instead traditional ratios, the main supplier of sayer showed a DPO at 122 days and its data base was reduced from 16,882 transactions to 458 stakeholders (2.7%). On the other hand, Sales to the general public showed a DSO at three days between the accrued and cash balances and its data base was reduced from 3,995 transactions to 88 stakeholders (2.2%).

Our experience in inventories relies on predictive analysis models that are implemented to fit sales in the short and long term. For example, the Economic Quantity Order (EQO), whose standard deviation is extrapolated for periods over a year, fit the spring-summer and fall-winter seasons for garments in Wilson. For instance, this model developed an insight of the tea and pottery requirements from Japan to Mexico in Matcha Kaori. This strategy led to an optimal ordering cost with a 5% probability of shortage in around one million items.

International free trade agreements and local legislations have been a source of multiple savings. For example, the free trade agreement between Mexico and Japan brought a discount of fifty percent in duties whilst compliance with the Mexican Importation Law decreased income tax due to a decrease in non-deductible expenses. In fact, sea freight forwarding decreased importation costs by 37% due to our thinking ahead of time.

Uncertainties about shrinkage of main raw materials can be clarified in an online audit. As an example, the Days' Sales of Inventory and the critical diminishment limit of the most important raw material were estimated at 157 days and 0.5 storage tanks from 12 million finished goods from September 2016 until January 2017. As a result, Pharmacometics noticed that the 28% sodium lauryl ether sulphate was immediately consumed due to a long-term scarcity.

Statistical analysis of the net inventory has revealed billing issues, overstock and purchases shortage in multiple periods of time. Although two companies have had the same administrator, billing is not coherent with purchases from time to time. For example, a stationary store shows an unreasonable behaviour from 2017 to mid-2019 whilst another store depicts the same pattern from 2018 to 2020. Additionally, their inventory's data bases were simplified from 35,422 items to 895 key-words (2.5%) and from 42,557 items to 242 key-words (0.5%), respectively. Something similar has been found in an environmentally friendly store from 2018 to mid-2020 and in a garment store from 2014 to 2018.

Forecasting methods in the short term, such as confidence intervals, reduced expenses and increased sales. In a L'Oréal subsidiary, sales increased 9% and purchases decreased 5% in four thousand different products. Moreover, accurate forecasts and budgets per key-word were confirmed between multiple stochastic models in the waist trainer store.

Our experience in investment funds can be seen implementing iterative models. For example, the parabolic SAR forecast 164 funds and was run in an open source programming language ('R') in Old Mutual. In addition, Bancomer, which is a subsidiary of the Spanish company BBVA, publishes the liquidation value of nearly 250 investment funds in multiple websites every day. This information is checked on a daily basis, stored in a data base and deployed in an online dashboard. Other accomplishments are: the fund raised by a million pesos, a return over investment by 50 thousand pesos and the successful completion of the qualifications as a Mexican insurance agent and an Australian tax agent.

Our experience in Profit and Loss Statements is designing visual basic programs for sr. analysts. These codes simplified tedious tasks such as the monthly update and allocation of funds per production line. In Monsanto, sending out executive summaries allowed the correct allocation of expenses and the overturn of unconscious charges. That is, actual expenses were updated with the manager's feedback on a monthly basis. As a result, the budget was slightly under applied but was able to cope up with great variances such as a 50,000-dollar fee in demurrages.

In Australia, profits of 45 projects were determined in Douglas Construction & Engineering Pty Ltd in June 2018. The multiple income statements had showed a loss per project because the rate to apply overhead was understated and incurred costs were greater than actual contribution margins.

In Adext, advertising expenses were relocated. Adext's payments in google and Facebook accounts were compared to the income earned in 2016. It was clearly illustrated that Facebook cost per acquisition was a half of googles', so, Facebook auctions were prioritised over AdWords campaigns.

The process of recasting P&L statements from electronic invoices led to critical decisions. For example, in Constructora ICH, the P&L statements were reconstructed from 13 thousand electronic invoices and clarified a consistent increase in revenue during a change of administration from 2014 to 2017. Also, it was worth to mention that the main suppliers were unleveraged and paid upfront. In CubosWeb, the 2016 net profit was calculated, collected and reinvested in a company in the US.

Valuable experience has been acquired in fixed assets, intellectual property and taxes. In the Netherlands, the 30% foreign investment of Machinery and Equipment (M&E) was calculated to comply with a new tax regime for Monsanto. It was required a definition of M&E, for example, that it could be a fitting used in Mexico but not a fixture, as well as, it could not be a building or a disposable item. The data base was simplified from 3,796 items to 104 key-words to distinguish M&E from fixed assets.

In addition, the valuation of the intellectual property was determined through the present value of forecast revenue discounted at WACC since 2015 until 2030. Another example was the enterprise value of Pharmacosmetics S.A. that was estimated to sell 17% of its shares. Finally, the WACC calculation in Adext fulfilled the due-diligence to raise a significant amount of funds from Silicon Valley.

The accounts receivable of Stericycle was deducted from two independent reporting system according to the Mexican Tax Law. Furthermore, the split off of Albek into two separate entities was concluded by tax authorities. Two entities with independent shareholders were expected two years later with a tax benefit. The journal entries were updated and the financial leasing offset the decrease of assets for bank creditors.

The payment orders were visualised for multiple financial institutions in bankrupt. That is, the subdirector of the savings protection institute gained a meaningful understanding of the allocation of assets in creditors during the liquidation of three banks. For example, debt securities and government loans were paid up to 99% whilst the general public deposits were debited only by 36%.

Our experience in payroll includes subcontractors and employees in different schemes. For example, the payroll in Sayer has local subcontractors whose tax is withheld every month in a pay as you go scheme. In Adext, duplicities were found in the tax withheld of employees and employers. In Pharmacosmetics, audits with the Social Security Institute and the taxation office relieved the entity's obligations through self-correction, penalties and interests. In Douglas construction and engineering, the Registered tax agent was notified about the identification of a 'NA' subcontractor, the reclassification of the chart of accounts and the superannuation rate paid under the legal threshold for few employees.

Interestingly, staff for delivering items was estimated according to the demand of the biggest retail store in Mexico. For example, the starting shift required at least 3 full time employees to finish delayed deliveries. The statistical tests of variances, intercepts and marginal contributions for delivery time were significant and their p-values were almost zero. In addition, normality tests were not rejected, so, it was concluded that 18 minutes were required by a worker to deliver a single item in their shift. Moreover, the r-squared was 55% and the contribution margin was just over 0.0128 days per unit.

Overall, providing tools for the development of staff has been a leadership style. Our goal is to share the know-how of accrued and cash accountings, Mexican and Australian legislations, codes for repetitive tasks, financial graphs, customised databases, and tax returns to empower people in their daily activities. Complex journal entries have been broken down for accountants while hedging a Silicon Valley's fund, 72 employees have been coordinated through consolidating their information and instilling a better understanding of their individual performance in Grupo Farmacos. Directors have been given a piece of advice on plots and macros in Wilson Sporting Goods whilst customers have been followed up during their two-year contracts in Old mutual.

In addition, the departments of accounts receivable, sales, purchases, taxes and finance benefited of this leadership style in multiple ways. The accounts receivable's executive was trained to match payments with bank statements such as partial deposits, credit notes, commissions and advertisement expenses. The billing position made invoices complying with the correct importation number, tax, description and quantity of every item. At the same time, electronic invoices matched the requirements of the retailers' websites through addendums. The purchases' department accurately bought products for the foreseeable future with stochastic models. And, the accountants were provided with the reconciliation of the bank statement, inventory and accounts receivable through visual basic codes.

The finance department was trained about risky transactions such as futures and factoring contracts. But for factoring contracts being overused, other sources of funds would not have been implemented, such as traditional debts. Furthermore, futures were not awarded anymore as a security because contribution margins covered any deviation in the currency exchange rate.