

# SumProduct

NEWSLETTER #36 - November 2015

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## Australia, Brunei, Hong Kong, New Zealand, Singapore and the United States...

It's been a busy month for SumProduct as we have been racking up the air miles with our clients all over the world. And it shows no signs of abating with future possible trips to Bangladesh, Indonesia, Malaysia, United Arab Emirates and the United Kingdom – and that's just the itinerary before Christmas. Who'd have thought you could do an Excel world tour..? If life as a nomad floats your boat, you may be interested to learn we are looking to fill a couple of vacancies presently (see below).

In other news, we belatedly congratulate Excel celebrating its 30th birthday recently, ask for any Excel queries / suggestions before the forthcoming MVP Summit and provide early bird news for next year's Excel Summit South.

Until next month.

*Liam Bastick*, Managing Director, SumProduct



## Belated Happy Returns

September 30 marked Excel's 30th birthday. If you read last month's newsletter, you'll realise we ran out of room due to our review of Excel 2016. So let's make amends here.

Did you know Version 1.0 debuted for the Mac all those years ago? There's probably a few financial analysts who weren't even born back then (sigh...).

Whilst Excel was neither the first spreadsheet program nor the first spreadsheet program from Microsoft (anyone remember Multiplan?), it has certainly become the dominant player in the industry, used on over 750 million desktops. Dubbed by Forbes back in 2013 as "...the most dangerous software ever...", the software has definitely left its mark in most corporates around the globe.

We could dedicate a whole newsletter just to Excel's anniversary and not begin to do it justice. However, a fellow Excel MVP, Boriana Petrova, has produced a fantastic article celebrating 360 months which provides an extensive summary of how Excel came to be – and where it might go. Check out her fantastic article at <http://itraining.bg/excel-30-years-history/>.



Photo courtesy of Tom Urtis.

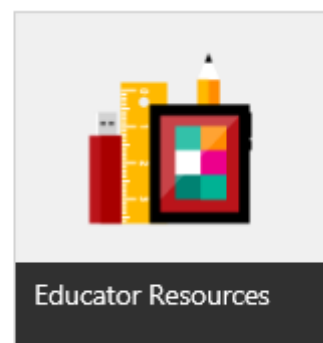
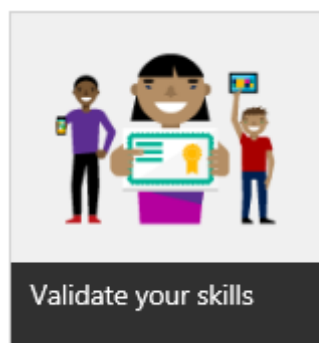
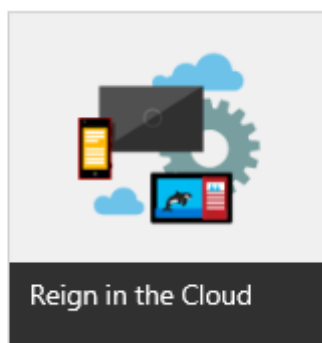
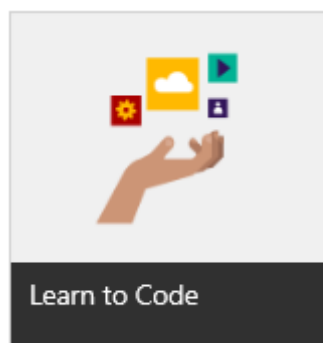
## MVP Summit

Yes, it's that time of year again when the Excel MVP army descends upon Redmond to talk shop with the Excel Product Team. Whilst many of the topics will have to remain confidential for the time being, we do get the opportunity to pass on ideas and comments to those that actually look after Excel.

If you have a suggestion or query for Microsoft, send your comment to [contact@sumproduct.com](mailto:contact@sumproduct.com) as soon as you can. The meetings are in early November and you never know, you might be able to influence Excel vNext.

## Microsoft Virtual Academy

Not many people seem to be aware of its existence, but there's still nearly 3.5m students... Microsoft has tried to help out developers, IT professionals and students with its Virtual Academy. Using videos, examples and texts, the online training resource has numerous courses on all things Microsoft, aimed from basic beginner to the seasoned veteran.



It's well worth a look and whilst it may not replace SumProduct's fantastic training courses (☺), it's definitely a very useful resource that should be explored. Take a look for at <http://www.microsoftvirtualacademy.com/> - but don't forget to go to <https://www.sumproduct.com/services/training.html> too!

## SumProduct Top Tip

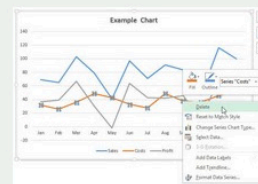
Last month's newsletter introduced the new SumProduct website, which has been garnering some favourable feedback (thank you). The website will continue to evolve over the next few months, so keep watching the (cyber)space.

In the meantime, you may not be aware of our new feature:



### CHART TIP: DELETING SERIES

The easiest way to remove a series from a chart? Click on it and hit delete. Simple! Check out more ideas, [read more...](#)



Each day, you will find a new Excel Tip of the Day. It's a simple way to brush up on tricks and tips, keyboard shortcuts and other functionalities you may not be aware of. We do hope you will visit every day – and if you have any suggestions you'd like to add, or tips you would like to see – feel free to drop us a line at [contact@sumproduct.com](mailto:contact@sumproduct.com).



## Exclusive News: Excel Summit South – March 2016

We have talked about it on several occasions in earlier newsletters, but hot off the press, we can confirm Excel Summit South – three two-day sessions in Auckland, Sydney and Melbourne. Aimed at those with an interest in Excel, we're proud to announce six MVPs for Australia and seven for New Zealand (special treatment there, Auckland), plus guest speakers from PwC, F1F9, Delft U Tech and possibly even Microsoft.

Sessions will include tips on Best Practice Modelling, VBA, Power Everything, reviewing models and more. There will also be a chance to socialise with representatives from ModelOff on one of the evenings in each city – so plenty of Excel for everyone!

It should be noted that the final agenda may change due to unforeseen circumstances beyond our control, but correct at time of print expected MVP speakers will be Technology 4 U's Roger Govier, Mr. Excel's Bill Jelen, "Mr. Charts" himself: Jon Peltier, Excelguru Ken Puls, Decision Models' Charles Williams, New Zealand MVP Ingeborg Hawighorst for Auckland and even SumProduct's very own Liam Bastick.

🚩 In total, there's some great supporters behind us.

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We know everyone always says it, but places are strictly limited and allocated on a first come, first served basis. Prices will be A\$495 per day for Sydney and Melbourne, and NZ\$495 per day for Auckland. However, get in quickly and you can take advantage of the early bird discount.

This news is hot off the press. The website <https://excelsummitsouth.wordpress.com/> will be launched shortly where you can download the brochure, check out the itinerary and book yourself in. Keep an eye on [www.sumproduct.com/news](http://www.sumproduct.com/news) for the precise launch date – as soon as we know, you'll know!

We hope to see you there.

## Situations Vacant

As Liam mentioned in his introduction, SumProduct continues to grow and presently, we have two new vacancies to fill.

### ***JOB-009: Administrator***

This position would suit an Executive Assistant looking to expand their skills or a graduate with one to two years in the workforce seeking a way into financial modelling, auditing, training and consulting. The role is new and it is envisaged with initiative, this could be a great opportunity to make the role exactly what you want as long as basic tasks are completed.

Duties would include office administration, answering phone calls, invoicing, preparing marketing materials, website maintenance, standardising material and assisting course preparation. For the right applicant, this role could grow, taking in marketing, modelling assistance and writing / reviewing articles.

The ideal applicant would be a natural problem solver, proficient in Excel, Word, Outlook and PowerPoint with strong oral and written skills. Knowledge of website software and finance would be an advantage, but these are not deal-breakers.

### ***JOB-010: Sales & Marketing Manager***

As the business continues to grow, SumProduct is seeking a manager to develop opportunities in training, modelling and accounting worldwide, reporting directly to the Director of Training. Preferably, the ideal candidate would have undertaken a similar role before, albeit with probably less autonomy. The remit would include marketing and organising public, in-house and online training for clients and individuals in a variety of industries.

We are seeking a self-starter with strong written, oral and interpersonal skills, with the enthusiasm to develop new business relationships, liaise with third party providers, create new opportunities and identify and act upon areas for potential revenue growth.

However, this role also has an additional aspect, separating it from similar roles. The successful applicant would also be expected to assist with training course development, creation of course and advertising materials and assisting with operational logistics as required. Strong Excel, Outlook, PowerPoint and Word skills are essential.

If you are interested, please send in your CV and contact details to [contact@sumproduct.com](mailto:contact@sumproduct.com) citing reference **SP JOB-009** or **SP JOB-010** as appropriate. Please be advised that we may not be able to reply to each application individually, but successful applicants will be contacted for interview. If you are interested, we'd be delighted to hear from you. Should you have any questions or seek further information on the

roles, please email your queries to [contact@sumproduct.com](mailto:contact@sumproduct.com) in the first instance.

Please note these roles will be situated in either Melbourne or Sydney, so to be considered, we are seeking existing residents who are already eligible to work in Australia and are based in one of these cities.

## Upcoming SumProduct Training Courses

Location	Course	Date	Duration
Melbourne	Strategic Financial Planning	10th - 11th Nov 2015	2 days
Melbourne	Financial Modelling for Financial Analysis	12th - 13th Nov 2015	2 days
Sydney	Strategic Financial Planning	23rd - 24th Nov 2015	2 days
Sydney	Financial Modelling for Financial Analysis	25th - 26th Nov 2015	2 days
Melbourne	Financial Modelling For Financial Analysis	30th Nov - 1 Dec 2015	2 days
London	Financial Modelling for Financial Analysis	3rd - 4th Dec 2015	2 days
Dubai	Strategic Planning, Forecasting and Budgeting	8th - 10th Dec 2015	3 days
Sydney	Excel Tips & Tricks	27th Jan 2016	1 day
Sydney	Financial Modelling	28th - 29th Jan 2016	2 days
Sydney	Power of Power Pivot	1st - 2nd Feb 2016	2 days
Perth	Excel Tips & Tricks	15th Feb 2016	1 day
Perth	Financial Modelling	16th - 17th Feb 2016	2 days
Melbourne	Excel Tips & Tricks	22nd Feb 2016	1 day
Melbourne	Financial Modelling	23rd - 24th Feb 2016	2 days
Melbourne	Introduction to Forecasting	25th Feb 2016	1 day



Melbourne	Valuations Modelling	26th Feb 2016	1 day
Sydney	Excel Tips & Tricks	18th Apr 2016	1 day
Sydney	Financial Modelling	19th - 20th Apr 2016	2 days
Sydney	Mergers & Acquisitions Modelling	21st - 22nd Apr 2016	2 days
Brisbane	Excel Tips & Tricks	16th May 2016	1 day
Brisbane	Financial Modelling	17th - 18th May 2016	2 days
Singapore	Excel Tips & Tricks	23rd May 2016	1 day
Singapore	Financial Modelling	24th - 25th May 2016	2 days
Singapore	Power of Power Pivot	26th - 27th May 2016	2 days
Melbourne	Excel Tips & Tricks	6th Jun 2016	1 day
Melbourne	Financial Modelling	7th - 8th Jun 2016	2 days
Melbourne	Mergers & Acquisitions Modelling	9th - 10th Jun 2016	2 days
Melbourne	Power of Power Pivot	14th - 15th Jun 2016	2 days
Auckland	Excel Tips & Tricks	20th Jun 2016	1 day
Auckland	Financial Modelling	21st - 22nd Jun 2016	2 days

## Key Strokes

Each newsletter, we'd like to introduce you to several useful keystrokes you may or may not be aware of. Whether shackled to the keyboard or juggling with the mouse, these can make your life easier. This month's selection look at shortcuts you can CONTROL (get it?):

Keystroke	What it does
CTRL + 0	Hide columns
CTRL + 1	Format cells
CTRL + 2	Bold (toggle)
CTRL + 3	Italic (toggle)
CTRL + 4	Underline (toggle)
CTRL + 5	Strikethrough (toggle)
CTRL + 6	Toggle Show, Hide and Show Placeholders for Objects
CTRL + 7	Excel 2003: Toggle Standard toolbar visibility
CTRL + 8	Toggle showing outline symbols
CTRL + 9	Hide row

There are over 540 keyboard shortcuts in Excel. For a comprehensive list, please download our Excel file at <http://www.sumproduct.com/thought/keyboard-shortcuts>.

## Our Services

We have undertaken a vast array of assignments over the years, including:

- Business planning
- Building three-way integrated financial statement projections
- Independent expert reviews
- Key driver analysis
- Model reviews / audits for internal and external purposes
- M&A work
- Model scoping
- Project finance
- Real options analysis
- Refinancing / restructuring
- Strategic modelling
- Valuations
- Working capital management

If you require modelling assistance of any kind, please do not hesitate to contact us at [contact@sumproduct.com](mailto:contact@sumproduct.com).

## Link to Others

These newsletters are not intended to be closely guarded secrets. Please feel free to forward this newsletter to anyone you think might be interested in converting to "the SumProduct way".

If you have received a forwarded newsletter and would like to receive future editions automatically, please subscribe by completing our newsletter registration process found at the foot of any [www.sumproduct.com](http://www.sumproduct.com) web page.

## Any Questions?

If you have any tips, comments or queries for future newsletters, we'd be delighted to hear from you. Please drop us a line at [newsletter@sumproduct.com](mailto:newsletter@sumproduct.com).

## Training

SumProduct offers a wide range of training courses, aimed at finance professionals and budding Excel experts. Courses include Excel Tricks & Tips, Financial Modelling 101, Introduction to Forecasting and M&A Modelling.

Check out our more popular courses in our training brochure:



Drop us a line at [training@sumproduct.com](mailto:training@sumproduct.com) for a copy of the brochure or download it directly from <http://www.sumproduct.com/training>.

**Sydney Address:** SumProduct Pty Ltd, Suite 802, Level 8, 276 Pitt Street, Sydney NSW 2000

**Melbourne Address:** SumProduct Pty Ltd, Level 9, 440 Collins Street, Melbourne VIC 3000

**Registered Address:** SumProduct Pty Ltd, Level 6, 468 St Kilda Road, Melbourne VIC 3004

[contact@sumproduct.com](mailto:contact@sumproduct.com) | [www.sumproduct.com](http://www.sumproduct.com) | +61 3 9020 2071