



Budgeting and Targets

Objective

This outlines an organizations planned sales and expenditures for a given time period based on their expected performance.

The Value of Budgeting and Targets

- Projected targets against Customers, Product Classes or user-defined Sales History Targets, enable Sales People and Management to project future sales from a number of angles
- Performance and Achievement reports can be printed to enable comparisons between actual and projected targets
- To assist in establishing Sales Targets the system projects Forecasts based on the past sales and integrated algorithms
- Budgets against GL accounts enable comparative analysis and reporting between Actual and Budgets, as well as 8 alternate budgets, which could contain for example alternate projections or revised budgets

Matching Budgeting and Targets to your Business

- The General Ledger System allows for current year budgets, next year budgets and 8 alternate budgets
- General ledger budgets can be posted to each individual period, or a fixed amount spread evenly across all periods, or a fixed amount spread across all periods based on the defined budget spread
- Budgets can also be copied from one budget to another and a % increase applied
- An import facility exists, for those companies who have an external budgeting system and would like to import these into the General Ledger once approved
- The Sales History key is user-defined, so can be tailored to a company's own key Sales criteria. Once defined targets can be established per Sales criteria
- Commitment Accounting provides the facility to check Budget consumption and availability when entering Purchases

