



**idu Software (Pty) Ltd was established in 1998 to deliver financial value add products around all standard ERP and financial systems. Our core product is idu-Concept which has been designed to streamline management interaction with the financial systems. Typically these systems are designed with the accountants in mind and are generally not designed for the non financial user. Doing so establishes a platform of ownership and empowerment that inevitably leads to radical improvement in the effective management control of every business.**

To enable idu-Concept to deliver real empowerment and create an environment of participation the client experience is extremely user friendly, enabling even the users with the lowest amount of financial expertise to navigate their accounts and budgets with relative ease. In addition, and to recognise that each client will have unique requirements, the system has been designed in a modular fashion allowing for the product to grow in line with your requirements. The product currently supports the following modules.

### **Financial Budgeting**

Budgeting is the most highly visible accounting information after the financial statements, available to both financial and non financial managers. The attainment of defined and disclosed budgets can often be the make or break of a business and its management. Companies using the system have successfully reduced their budget cycle from months to weeks, and have the ability to reforecast within days.

### **Financial Reporting**

The benefits of capturing a budget or forecast in an effective and efficient manner are enormous; however the real value of budgeting is only realised once the actual spend is brought to book and compared against the budget or forecast. idu Software has developed a purpose built module to allow users to focus on the real costs and to analyse these. The idu-Concept Financial Reporting Module is a two way interface between the budget and general ledger system. It builds on the advances achieved through the Financial Budgeting Module delivering an optional module to allow the reporting of daily, weekly and monthly financial information to managers via the web

### **Sales Budgeting**

It has become accepted that financial budgeting benefits from end user input. The result is a more realistic and sustainable budget which will have the buy in of the end user. Sales budgeting does not appear to share the same attribute as most sales budgets are still prepared centrally and normally with little or no input from the end user, who is expected to deliver the sales. This

module challenges this status quo by delivering a user friendly toolset to enable the capture of sales budgets at a customer product level with real-time aggregation and management.

### **Sales Reporting**

Companies depend on their sales teams to generate the revenue that fuels growth. Pressure is increasing for sales forces to meet their goals and on managers to monitor performance. This module allows real-time interaction with the sales data and allows users to comment and analyse variances between anticipated sales outcomes and those that have actually transpired. Aggregation allows real-time analysis by product and customer, or any summary of the underlying information.

### **Asset Reporting**

All cost centre managers have responsibility for the assets in their direct area of responsibility. Few have access to the Asset register. This module provides that access to the Asset Register information without allowing direct access. It facilitates asset audits and allows managers to actively manage assets, initiate transfers and disposals.

### **Technical Information**

The system runs on a MS SQL Server database and supports both 2000 and 2005 versions. The application has been developed on a .Net platform throughout. The Product supports a number of reporting tools including Crystal Reports, MS SQL Reporting Services and MS OLAP.

# idu-Concept Sales Budgeting



idu-Concept is a product developed by idu-Software (Pty) Ltd. The product has been designed to streamline the sales budget and forecast capture and reporting process, by allowing the unit based capture of sales budget and forecasts by customer, by product, by sales representative in a web based environment. The system focus is to eliminate the pitfalls inherent to the sales budget and forecast cycle.

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## Key Features - idu-Concept Sales Budgeting

- The item spread capture screen provides users with a monthly analysis of the previous years sales units, linked budgets and forecasts for the selected product and customer to use as comparatives when capturing the current budget. The user captures the budget using a selected weighting factor or calculated and spread on a historical trend.
- Each product item is linked to the various components that are driven as a result of the unit budget that has been captured. The sales, cost of sales & overhead accounts are linked by either a fixed amount per item or fixed percentage relationships. The system will compute and update the related general ledger accounts.
- If the security allows, the user is able to change the component values or percentages per customer and product while capturing the budget. The system allows for individual customer discount percentages and product pricing.
- The user security setup by the administrator may also allow for the users to add additional customers in the user module by cloning a selected customer. The new customer will inherit the same product relationships.
- Budgets can be reviewed real time via the summary reporting module. This enables sales or regional managers to analyse the budgets and forecasts that have been captured either by a selected customer or product hierarchical structure and provides the ability to drill down to the underlying detail, without the requirement of data aggregation.
- The system administrator is able to define multiple user specific screen layouts, from the data displayed to the calculations that are performed and the reports that are available. The users experience of the system can be personalised according to their requirement.
- All fields throughout the system hold an alternate label. Using this feature allows the administrator to mould the system as per your organisations unique naming conventions.
- The system allows for the flexibility of creating multiple versions of a budget and gives the user the ability to define the status of the current budget as in progress, review, not complete & complete.
- The system focuses on improving a user's budget experience, resulting in a reduced budget timeframe.

Code	Desc	Revenue - Actual 2007	Sales Units - Actual 2007	Revenue - Budget 2007	Sales Units - Budget 2007	Revenue - Actual 2008	Sales Units - Budget 2008	Revenue % Growth	Units % Growth
Expand All	Collapse All	Refresh	155,334,776	168,618	155,936,243	146,424	171,685,895	112,116	4
010	PERISHABLES	917,379	116,054	862,441	109,997	947,404	119,800	3	3
011	NON-PERISHABLES	4,388,977	154,584	4,098,569	148,373	6,707,248	143,187	4	8
011-01	Dried fruits	854,488	14,798	795,374	13,854	875,456	13,297	2	2
011-02	Drying and Accessories	2,750,400	56,811	2,482,491	51,794	2,750,874	56,970	-0	1
011-03	Tea	818,939	47,240	826,444	46,313	960,437	50,834	9	7
011-04	Dental Hygiene	1,962,140	36,537	1,999,825	36,552	2,198,360	40,170	9	8
012	GENERAL MERCH	106,548,569	60,247	102,495,269	56,622	112,700,877	62,289	2	3
012-01	Dishwashers	15,374,019	5,398	16,561,560	5,190	16,497,281	5,714	6	8
012-02	Oven and Hob	54,102,272	26,449	50,756,030	24,668	55,834,032	27,150	3	2
012-03	Outdoor Cookers	10,012,400	13,099	14,075,420	12,101	16,348,937	13,313	3	1
012-04	Hairers	4,113,311	3,892	3,947,714	3,490	4,283,718	3,849	3	4
012-05	Camping Equipment	1,807,651	5,297	1,710,542	5,099	1,870,830	5,573	3	4
012-06	Ratio Furniture	13,338,923	6,814	12,643,991	6,090	13,855,249	6,642	3	2
013	CELLULAR	49,488,249	35,832	46,479,962	33,422	51,130,260	36,772	2	2

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# idu-Concept Sales Reporting



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The idu-Concept Sales Reporting module is a two way interface between the budget and sales ledger systems. It builds on the advances achieved through the Sales Budget interface, delivering an optional module to allow the reporting of daily, weekly and monthly sales information to managers via the web.

## Key Features - idu-Concept Sales Reporting

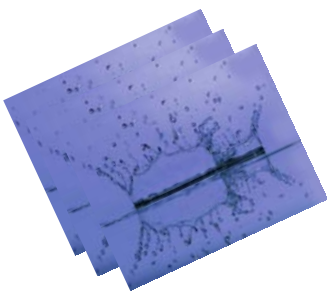
- Allows for the analysis of variance of actual vs. budget, comparative years and forecasts by customer and product.
- Tolerances can be set to only highlight adverse variances that exceed a tolerance level in both percentage or value terms
- The system supports drill down from the highest level down to individual customer and product. This gives both users and managers the ability to analyse the sales performance on a daily basis and identify and rectify any business areas that are responsible for major variances.
- The user has the ability to capture comments explaining reasons for adverse variances. These comments can then be viewed by the responsible managers.
- The system administrator has the ability to create multiple product and customer hierarchies. These can be viewed on-line and reported against, eliminating the requirement to develop many reports for the various sales reporting requirements.
- The system administrator is able to define multiple user specific screen layouts. This presents the opportunity to create different views specific to individual requirements.

Both the sales budgeting and reporting modules include a standard suite of Crystal and SQL Reports.

The system enables the addition of any customised reports to be included in the deployment of the web based module. The administrator has the ability to create user reporting profiles thereby displaying the reports that are pertinent for the user's particular requirement.

All Stores									
Code	Name	Revenue Budget - CM	Revenue - Actuals CM	Achieved CM	Revenue Budget - YTD	Revenue Actuals - YTD	Achieved YTD	Variance	
Expand All	Collapse All	Refresh	28,848,842	28,899,898	100	1,499,114,242	1,507,928,837	100	
PR01	KwaZulu Natal	12,769,445	12,559,300	98	674,984,254	661,081,936	97		
MD4	Gateway	2,285,263	2,400,980	105	130,565,849	130,390,486	105		
123459	Game - Gateway	2,002,364	2,100,859	104	126,799,845	124,385,453	105		
123464	Spar - Gateway	282,898	300,121	106	3,766,003	4,005,032	106		
MD5	Value Centres	2,641,232	2,774,446	105	137,453,231	145,626,627	105		
MD7	Other	5,226,215	4,632,062	88	271,908,791	233,926,128	86		
123457	P&P - La Lucia Mall	2,300,643	1,947,364	84	130,694,083	110,898,875	84		
123460	Game - La Lucia Mall	1,997,212	1,689,087	84	126,734,323	107,809,387	84		
123468	Clicks - La Lucia Mall	261,336	278,553	106	3,532,606	3,771,904	106		
123473	Checkers Hyper - Gateway	15,126	17,727	117	149,157	195,996	115		
123480	Liberty Liquors - Gateway	651,907	699,349	107	10,776,421	11,549,364	107		
MD9	Glenashley	277,017	293,968	106	3,713,379	3,990,211	106		
MD10	Crescent	2,339,726	2,457,642	105	131,343,002	139,188,544	105		
PR02	Western Cape	9,712,102	10,213,715	105	533,424,986	565,896,167	106		
PR03	Gauteng	6,365,314	6,326,975	99	289,725,102	290,449,874	96		





# Reporting & Analysis



## Crystal 8.5

- Available on idu Concept 3.3.2
- Suitable for standard reports which are used business wide and run frequently
- Suitable for reports including percentages and ratios
- Will always be up to date with any changes made right up to the time the report is run
- Generally reports are set up to allow for changes on account and cost centre structures, thus reports adjust with the structure changes.

## Crystal 10

- Updated version of Crystal 8.5 with the same advantages.
- Allows for more concurrent users of the report than 8.5 (if a report is open in 8.5 it uses one license, whereas in version 10, a license is only used when the report is physically calculating)
- Available on idu Concept 3.3.2 and idu Concept 4.

## MS SQL reports

- MS SQL Reports offers similar advantages to Crystal, but report processing time is generally faster and additional licenses are not currently required as it forms part of the Microsoft SQL suite.

## Cube pivot tables

- Allows user to use pivot table functionality in Excel using external data (per the analysis cube) i.e. allows for analysis of data on a multi-dimensional basis, easily adjusting and manipulating information.
- Only available if an Analysis cube has been set up.
- User may need an Excel add in to access external data, but this is freely available.
- Available on all versions of idu Concept and idu Sales.
- Will not be real time as per Crystal and SQL reports. How up to date the data is will depend on how often the cube is updated (usually overnight).

## OLAP reporting in Excel

- User has access to data via Excel in a similar fashion to pivot tables, but with the added benefit of being able to format and move data on the report thus creating more customized reports.
- It is useful for ad-hoc reports or reports using idu data and data from other sources. It is also useful where the format of the report is likely to change on a regular basis.
- User has access to all the standard Excel functionality together with access to idu data which can be adjusted and refreshed as and when required.
- Only available if an Analysis cube has been set up.
- User may need an Excel add in to access external data, but this is freely available.
- Available on all versions of idu Concept and idu Sales.
- Will not be real time as per Crystal and SQL reports. How up to date the data is will depend on how often the cube is updated (usually overnight).
- Can only be made available to other users by sending via e-mail or per html below.
- As with any Excel report, once the report has been converted to 'free-form' (allowing the ability to format and adjust the report), balancing to original data will always need to be checked.

## OLAP reporting in Excel converted to HTML

- OLAP reports created in Excel can be converted into HTML documents and saved within the idu environment. This allows the relevant users access to the report. The report loses its interactivity however and will need to be updated on Excel and resaved as required.

