

# 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.**

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.

## 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.

Expand All		Collapse All		Refresh		Revenue - Actual		Sales Units - Actual		Revenue - Budget		Sales Units - Budget		Revenue Growth		Sales Units Growth	
						2007		2007		2007		2008		2008		2008	
010	PERISHABLES	957,379	116,054	862,441	109,997	947,404	119,800	3	3								
011	NON-PERISHABLES	4,388,977	154,584	4,098,569	348,373	6,707,248	143,187	4	8								
011-01	Desserts	854,488	14,798	795,274	13,854	875,456	15,297	2	2								
011-02	Baking and Accessories	2,725,400	56,811	2,492,491	51,794	2,750,874	56,970	-0	1								
011-03	Tea	818,939	47,240	826,444	44,213	960,437	50,834	9	7								
011-04	Dental Hygiene	2,982,140	34,537	2,999,825	36,552	2,196,386	43,170	9	8								
012	GENERAL MERCH	106,548,569	60,247	102,495,269	56,632	112,700,877	63,289	3	3								
012-01	Dishwashers	15,974,819	8,398	16,561,860	5,190	20,497,881	5,714	9	8								
012-02	Oven and Hob	54,102,272	26,449	50,754,050	24,660	55,834,032	27,150	3	2								
012-03	Outdoor Cookers	19,012,400	13,099	14,875,420	12,101	16,348,937	13,313	3	1								
012-04	Hotters	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	1,870,850	5,570	3	4								
012-06	Ratio Furniture	13,338,923	6,814	12,643,991	6,090	13,855,249	6,642	3	2								
013	CELLULOSE	49,488,249	35,632	46,479,962	33,422	51,110,260	36,772	2	2								

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