

Budgets



In a managed Business, Budgets are important for comparative reporting on Income generation and Expenditure control.

Slide 1

Slide notes: In a managed Business, Budgets are quite important, because we use it for comparative reporting on Income generation and also Expenditure control.

IES Business includes a series of Budget Types: -

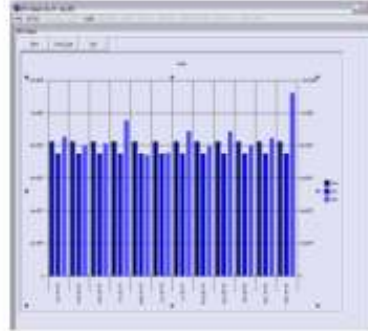


- Financial Budgets
- Physical Budgets
- KPI Budgets (Key Performance Indicators)
- Customer Sales Budgets

Slide 2

Slide notes: In IES Business, we can include Financial Budgets, Physical Budgets, Key Performance Indicator Budgets and Customer Sales Budgets.

Financial Budgets are: -



- Income Budgets that can be measured against Actual Revenue
- Expense Budgets that can be measured against Actual Expenditure

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Slide notes: Financial Budgets are the ones everybody are used to, and we use them to measure Income and Expenditure versus Budget.

Physical Budgets, on the other hand, are extremely useful for Performance Measurement, for example in Manufacture, Agriculture, Production and similar environments. For example, with a Physical Budget we can measure the number of Man Hours and the Number of Tractor Hours to be applied in the Planting Activity of a Hectare of Land.



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Slide 5

Slide notes: Key Performance Indicators, or KPI's as we commonly call them, can be used to measure, for example, Containers lifted on and off, the number of Hectares to be Planted, Hectares to be Land Prepared, Hectares to be Harvested, etc.


And Customer Sales Budgets are commonly used in Businesses where a relatively small number of Customers are the source of the bulk of the Business Income. In these cases, we may want to budget on the Income per Customer, in order to measure our achievements in this pursuit.



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How do we get the Budget into the system?



- Budget figures can be uploaded from Spread Sheet
- Budget figures can be captured on-line

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Slide notes: How do Budgets get into the system? They can be Imported from Spread Sheets or they can be captured on-line, or a mixture of both.

On-line Capture includes benefits like -



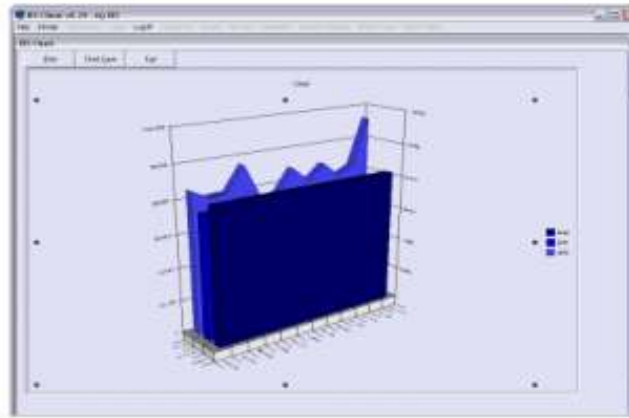
The screenshot shows a web-based financial application window. The title bar reads 'BUDGET 2010'. The main content area has a header 'FINANCIAL REPORTS: Actuals and Budgets'. Below this is a table with columns for 'Actuals' and 'Budgets'. The table contains several rows of data, including numerical values and dates. The interface also includes navigation buttons like 'Home' and 'Print'.

on-line comparisons with Actuals and Prior Budgets

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Slide notes: For on-line Budget capture, there are additional benefits, like on-line comparisons with Actuals and Prior Budgets;

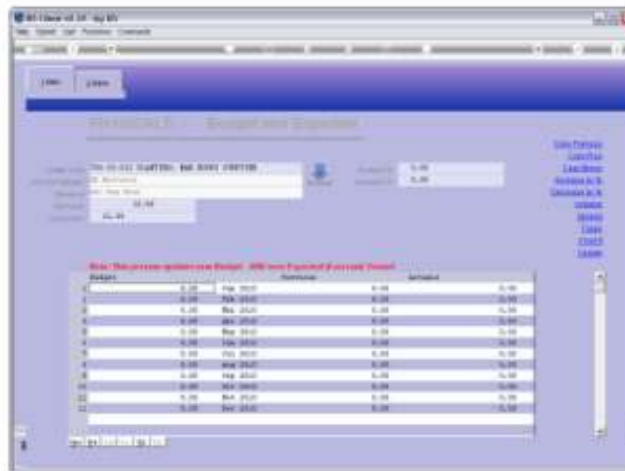
...and Charts for visual perception,
plus functions for easy Budget capture



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Slide notes: And Charts for improved visual perception, plus functions for easy Budget capture.

... and Physical Budgets can automatically generate the linked Financial and KPI Budgets



The screenshot displays a software interface with a table titled "Budget" and "Financial and KPI Budgets". The table has columns for "Budget", "Financial", and "KPI". The data is as follows:

	Budget	Financial	KPI
1	1.00	100.00	1.00
2	1.00	200.00	1.00
3	1.00	300.00	1.00
4	1.00	400.00	1.00
5	1.00	500.00	1.00
6	1.00	600.00	1.00
7	1.00	700.00	1.00
8	1.00	800.00	1.00
9	1.00	900.00	1.00
10	1.00	1000.00	1.00
11	1.00	1100.00	1.00
12	1.00	1200.00	1.00

Slide 10

Slide notes: And Physical Budgets can automatically generate linked Financial and KPI Budgets, based on standard KPI Factors and standard Financial Rate conversions.

Budget Reports -



... are easily produced with the fast Budget Report Writer, and can be browsed on-line without having to be printed in each case.

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Slide notes: How do we report on Budgets? The Budget Report Writer provides quick and easy Budget Management Reports, and these Reports can be browsed on-line without having to print them in each case.

Revised Budgets: -

Budget Revisions may be performed any number of times during the Financial Year, while at the same time retaining the original Budget to compare with.



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Slide notes: Budgets may be revised any number of times during the Financial Year, while retaining the original Budget at all times to compare with.