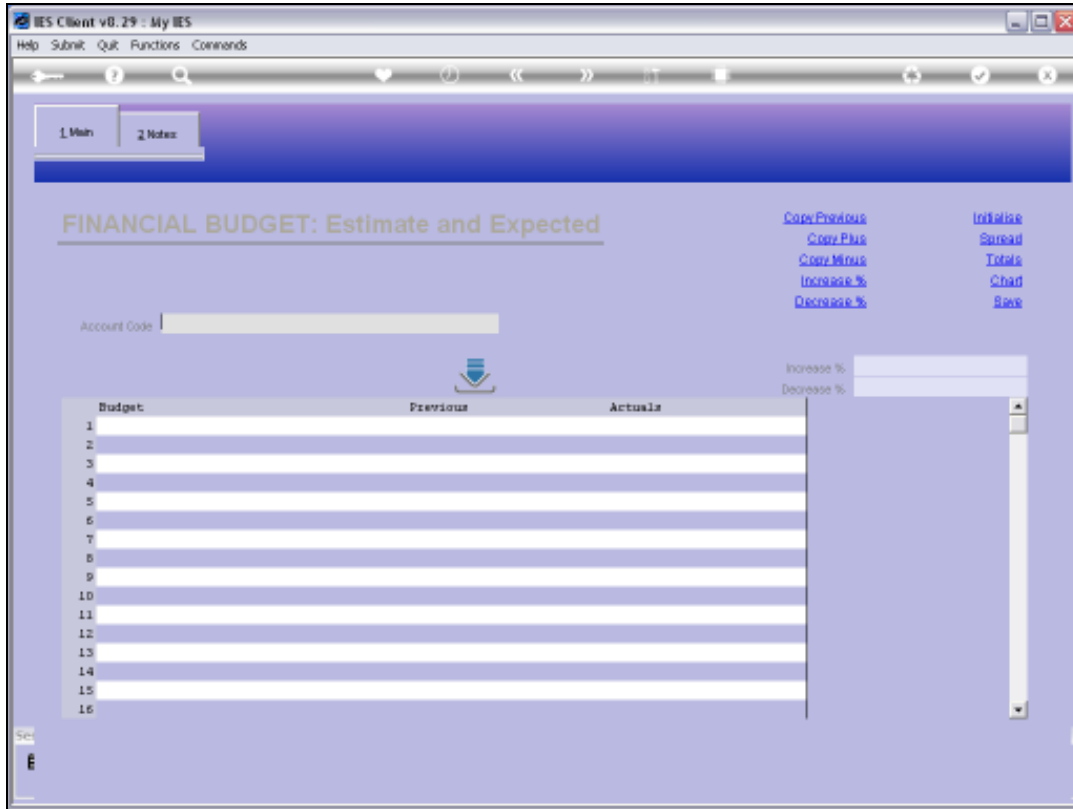




Slide 1

Slide notes: We can include Financial, Physical and KPI Budgets in our General Ledger, and we can have some Accounts only with Financial Budgets, while others have Financial and Physical, or all 3. To make our Budget process more efficient, we can set up our Ledger so that when we process any Physical Budgets, then they will perform the Financial Budget and the KPI Budget automatically.



Slide 2
Slide notes:

IES Client v8.29 : My IES
Help Submit Quit Functions Comments

1 Main 2 Notes

FINANCIAL BUDGET: Estimate and Expected

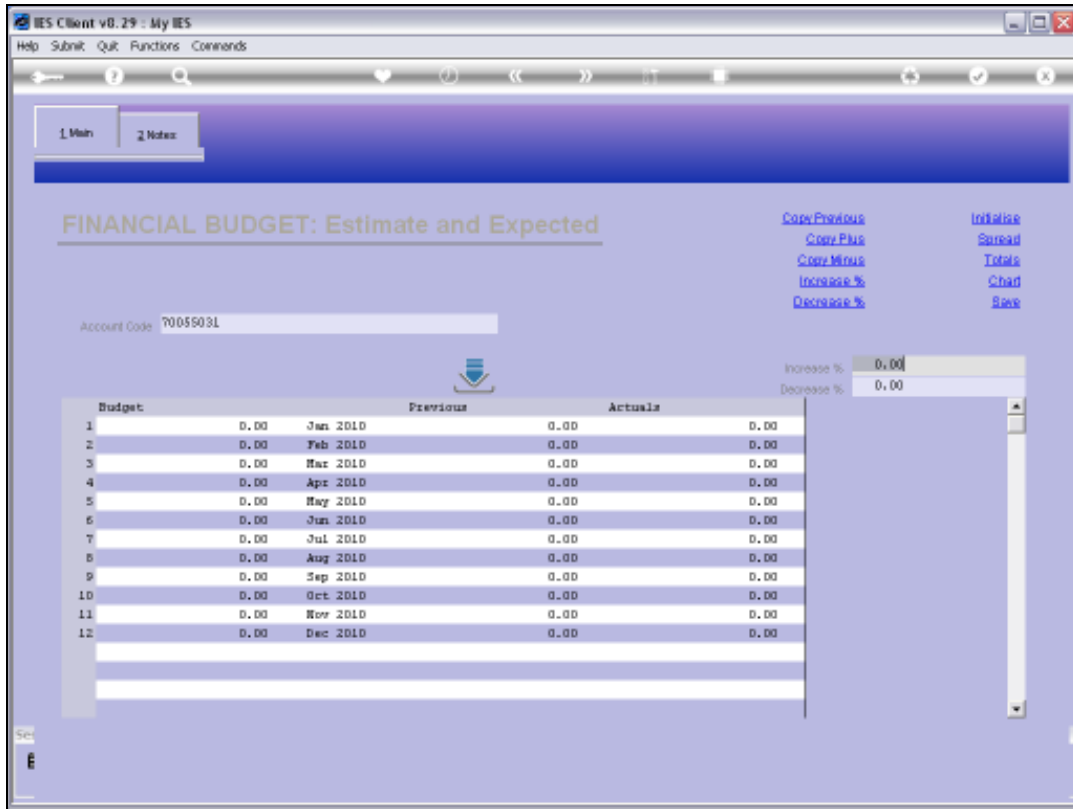
Account Code:

[Copy Previous](#) [Initiate](#)
[Copy Plus](#) [Screen](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Row](#)

Increase %: 0,00
Decrease %: 0,00

Budget		Previous	Actuals	
1	0,00	Jan 2010	0,00	0,00
2	0,00	Feb 2010	0,00	0,00
3	0,00	Mar 2010	0,00	0,00
4	0,00	Apr 2010	0,00	0,00
5	0,00	May 2010	0,00	0,00
6	0,00	Jun 2010	0,00	0,00
7	0,00	Jul 2010	0,00	0,00
8	0,00	Aug 2010	0,00	0,00
9	0,00	Sep 2010	0,00	0,00
10	0,00	Oct 2010	0,00	0,00
11	0,00	Nov 2010	0,00	0,00
12	0,00	Dec 2010	0,00	0,00

Slide 3
Slide notes:



Slide 4

Slide notes: First, we just note that for this Account, there is no Financial Budget at the moment.

Account Code: 700-55-03L PLANTING: MAN HOURS STD

Budget		Previous	Actuals	
1	0.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	13,186.59	18,001.00
10	0.00	Oct 2010	13,186.59	18,005.00
11	0.00	Nov 2010	13,186.59	17,566.00
12	0.00	Dec 2010	13,186.59	17,850.00

Buttons: Nec, Pre, Add, Inv, Ed, Del

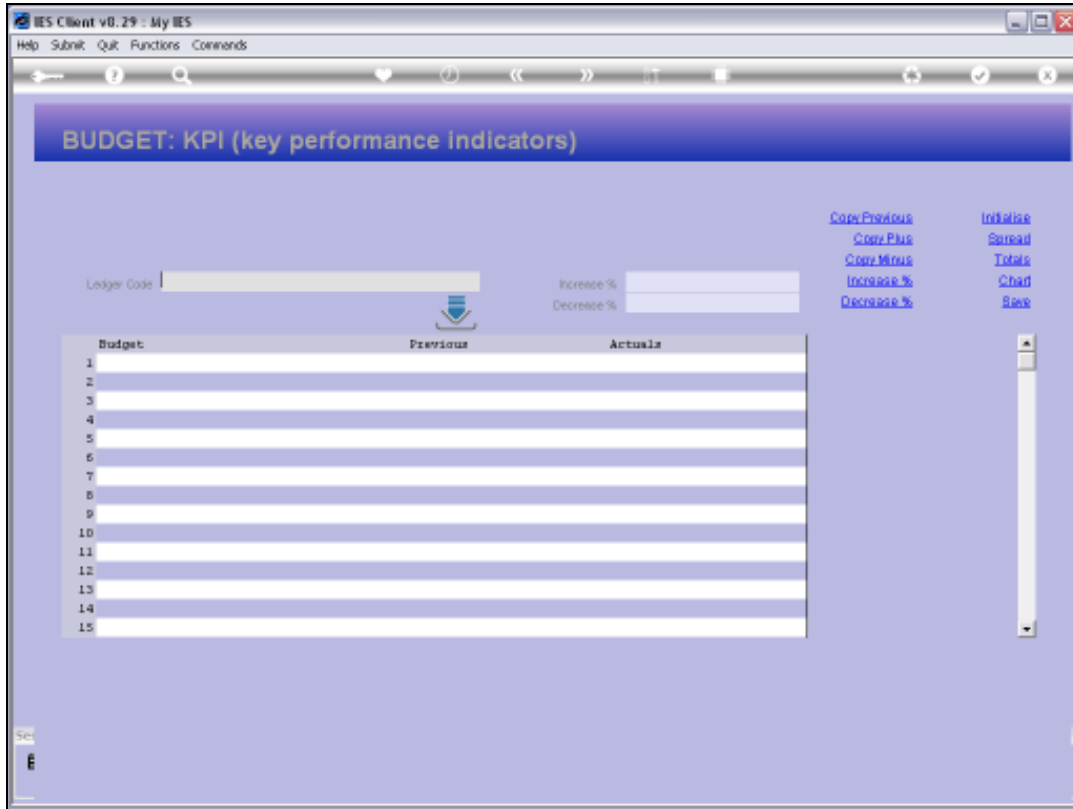
Slide 5
Slide notes:



Slide 6
Slide notes:



Slide 7
Slide notes:



Slide 8
Slide notes:

BUDGET: KPI (key performance indicators)

Ledger Code: Increase %: 0.00 Decrease %: 0.00

[Copy Previous](#) [Initialise](#)
[Copy Plus](#) [Spread](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Save](#)

Budget		Previous	Actuals
1	0.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	0.00
10	0.00	Oct 2010	0.00
11	0.00	Nov 2010	0.00
12	0.00	Dec 2010	0.00

Slide 9

Slide notes: And we note also, for the same Account, that there is no KPI Budget at the moment.

The screenshot shows a web application window titled "IES Client v8.29 : My IES". The main content area is titled "BUDGET: KPI (key performance indicators)". Below the title, there is a form with "Ledger Code" set to "700-55-031 PLANTING: MAN HOOPS RTD". To the right of the ledger code, there are input fields for "Increase %" and "Decrease %", both containing the value "0.00".

On the right side of the page, there are several blue hyperlinks: "Copy Previous", "Copy Plus", "Copy Minus", "Increase %", "Decrease %", "Initiate", "Spread", "Totals", "Chart", and "Save".

The main data is presented in a table with the following structure:

Budget		Previous	Actuals
1	0.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	19.17
10	0.00	Oct 2010	19.17
11	0.00	Nov 2010	19.17
12	0.00	Dec 2010	19.17

Slide 10
Slide notes:

IES Client v8.29 : My IES
Help Submit Quit Functions Comments

BUDGET: KPI (key performance indicators)

Ledger Code: 700-55-031 PLANTING: MAN HOOPS RTD

Increase %: 0.00
Decrease %: 0.00

[Copy Previous](#) [Initialise](#)
[Copy Plus](#) [Spread](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Save](#)

Budget	Previous	Actuals
1 0.00	Jan 2010	0.00
2 0.00	Feb 2010	0.00
3 0.00	Mar 2010	0.00
4 0.00	Apr 2010	0.00
5 0.00	May 2010	0.00
6 0.00	Jun 2010	0.00
7 0.00	Jul 2010	0.00
8 0.00	Aug 2010	0.00
9 0.00	Sep 2010	19.17
10 0.00	Oct 2010	19.17
11 0.00	Nov 2010	19.17
12 0.00	Dec 2010	0.00

Hex Pre Add Inv Eft Del

Slide 11
Slide notes:



Slide 12
Slide notes:



Slide 13
Slide notes:

The screenshot shows the IES Client v8.29: My IES interface. The main title is "PHYSICALS: - Budget and Expected". On the left, there are input fields for "Ledger Code", "Key Perf Indicator", "Resource", "Kpi Factor" (set to 0.00), and "Conversion" (set to 0.00). On the right, there are input fields for "Increase %" (0.00) and "Decrease %" (0.00). A vertical menu on the right side contains links: Copy Previous, Copy Plus, Copy Minus, Increase by %, Decrease by %, Initiate, Spread, Totals, Chart, and Update. A red note states: "Note: This process updates new Budget AND new Expected (Forecast) Values!". Below the note is a table with columns: Budget, Previous, and Actuals. The table contains 12 rows of data for months from Jan 2010 to Dec 2010, with all values being 0.00.

	Budget	Previous	Actuals
1	0.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	0.00
10	0.00	Oct 2010	0.00
11	0.00	Nov 2010	0.00
12	0.00	Dec 2010	0.00

Slide 14
Slide notes:

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code:
Key Perf Indicator:
Resource:
Kpi Factor:
Conversion:

Increase %:
Decrease %:

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	0.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	0.00	0.00
10	0.00	Oct 2010	0.00	0.00
11	0.00	Nov 2010	0.00	0.00
12	0.00	Dec 2010	0.00	0.00

Slide 15

Slide notes:

IES Client v8.29 : My IES

Help Submit Quit Functions Commands

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 70055031 Increase %: 0.00
 Key Perf Indicator: Decrease %: 0.00
 Resource: Kpi Factor: 0.00
 Conversion: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

Budget	Previous	Actuals		
1	0.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	0.00	0.00
10	0.00	Oct 2010	0.00	0.00
11	0.00	Nov 2010	0.00	0.00
12	0.00	Dec 2010	0.00	0.00

Slide 16

Slide notes: Now we will apply 1 Budget Quantity for Physicals, and then we will see how it flows through to the Financial and KPI Budgets by itself.

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: Man Hours
 Kpi Factor: 32.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

Budget	Previous	Actuals
1	Jan 2010	0.00
2	0.00 Feb 2010	0.00
3	0.00 Mar 2010	0.00
4	0.00 Apr 2010	0.00
5	0.00 May 2010	0.00
6	0.00 Jun 2010	0.00
7	0.00 Jul 2010	0.00
8	0.00 Aug 2010	0.00
9	0.00 Sep 2010	613.33
10	0.00 Oct 2010	613.33
11	0.00 Nov 2010	613.33
12	0.00 Dec 2010	613.33

Sec E

Nav Prev Add Ins Del Del

Slide 17
 Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: HR: Man Hour
 Kpi Factor: 32.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

Budget	Previous	Actuals
1 0	Jan 2010	0.00
2 0.00	Feb 2010	0.00
3 0.00	Mar 2010	0.00
4 0.00	Apr 2010	0.00
5 0.00	May 2010	0.00
6 0.00	Jun 2010	0.00
7 0.00	Jul 2010	0.00
8 0.00	Aug 2010	0.00
9 0.00	Sep 2010	613.33
10 0.00	Oct 2010	613.33
11 0.00	Nov 2010	613.33
12 0.00	Dec 2010	613.33

Sec E

New Prev Add Inv Del Del

Slide 18

Slide notes: We capture a Budget of 15 Hectares to be planted. That is the KPI, which the system will translate to a Physical of 480 Man Hours, based on the KPI factor listed above.

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: 15 Hectares
 Resource: 15hr Man Hours
 Kpi Factor: 32.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialise](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2		Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Sec

Esc

Next Prev Add Inv Del Del

Slide 19

Slide notes: The 15 Hectares have now become 480 Man Hours, i.e. the Physical Budget for the Period.

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 32.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	480.00	Jan 2010	0.00	0.00
2		Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Sec E

Nav Prev Add Inv Bk Del

Slide 20
Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: Man Hours
Kpi Factor: 32.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

[Copy Previous](#)
[Copy Plus](#)
[Copy Minus](#)
[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	460.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Sec E

Nav Prev Add Inv Del Del

Slide 21
Slide notes:

The screenshot shows the IES Client v8.29 interface. A 'Selection Dialog' window is open, asking for confirmation: 'Budget Updated Link To Expected?'. The dialog has 'Yes' and 'No' buttons. In the background, a budget table is visible with columns for Budget, Previous, and Actual. The table shows a budget of 460.00 for Jan 2010 and actuals of 613.33 for Sep, Oct, and Nov 2010. A 'Note: This' is partially visible above the table. On the right side of the interface, there are several navigation links: 'Previous', 'Copy Plus', 'Copy Minus', 'create by %', 'create by %', 'Initialze', 'Spread', 'Totals', 'Chart', and 'Update'.

	Budget	Previous	Actuals
1	460.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Slide 22

Slide notes:

The screenshot shows the IES Client v8.29 interface. The title bar reads 'IES Client v8.29 : My IES'. The menu bar includes 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. The main content area is titled 'PHYSICALS: - Budget and Expected'. On the left, there are input fields for 'Ledger Code', 'Key Perf Indicator', 'Resource', 'Kpi Factor' (set to 0.00), and 'Conversion' (set to 0.00). On the right, there are input fields for 'Increase %' (0.00) and 'Decrease %' (0.00). A vertical toolbar on the right side contains buttons: 'Copy Previous', 'Copy Plus', 'Copy Minus', 'Increase by %', 'Decrease by %', 'Initialze', 'Spread', 'Totals', 'Chart/1', and 'Update'. A red note states: 'Note: This process updates new Budget AND new Expected (Forecast) Values!'. Below the note is a table with columns 'Budget', 'Previous', and 'Actuals'. The table contains 12 rows of data, all with values of 0.00.

	Budget	Previous	Actuals
1	0.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	0.00
10	0.00	Oct 2010	0.00
11	0.00	Nov 2010	0.00
12	0.00	Dec 2010	0.00

Slide 23

Slide notes:



Slide 24
Slide notes:



Slide 25
Slide notes:

IES Client v8.29 : My IES
Help Submit Quit Functions Commands

1 Main 2 Notes

FINANCIAL BUDGET: Estimate and Expected

Account Code

[Copy Previous](#) [Initiate](#)
[Copy Plus](#) [Spread](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Save](#)

Increase %
Decrease %

Budget		Previous	Actuals	
1	0.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	0.00	0.00
10	0.00	Oct 2010	0.00	0.00
11	0.00	Nov 2010	0.00	0.00
12	0.00	Dec 2010	0.00	0.00

Slide 26

Slide notes:

IES Client v8.29 : My IES
Help Submit Quit Functions Commands

1 Main 2 Notes

FINANCIAL BUDGET: Estimate and Expected

Account Code

[Copy Previous](#) [Initial](#)
[Copy Plus](#) [Spread](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Save](#)

Increase %
Decrease %

Budget		Previous	Actuals	
1	0.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	0.00	0.00
10	0.00	Oct 2010	0.00	0.00
11	0.00	Nov 2010	0.00	0.00
12	0.00	Dec 2010	0.00	0.00

Slide 27

Slide notes:

Account Code: 700-55-031 PLANTING: MAN HOURS STD

Budget		Previous	Actuals	
1	10,320.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	13,186.59	18,001.00
10	0.00	Oct 2010	13,186.59	18,005.00
11	0.00	Nov 2010	13,186.59	17,566.00
12	0.00	Dec 2010	13,186.59	17,850.00

Slide 28

Slide notes: When we look at the Financial Budget, we can see that there is no need to do it, because it has been done automatically.

Account Code: 700-55-03L PLANTING: MAN HOURS STD

Budget		Previous	Actuals	
1	10,520.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	13,186.59	18,001.00
10	0.00	Oct 2010	13,186.59	18,005.00
11	0.00	Nov 2010	13,186.59	17,566.00
12	0.00	Dec 2010	13,186.59	17,850.00

Slide 29
Slide notes:



Slide 30
Slide notes:



Slide 31
Slide notes:



Slide 32
Slide notes:

The screenshot shows a web application window titled "IES Client v8.29 : My IES". The main heading is "BUDGET: KPI (key performance indicators)". Below the heading, there is a "Ledger Code" input field, an "Increase %" field with the value "0.00", and a "Decrease %" field with the value "0.00". To the right of these fields are several navigation buttons: "Copy Previous", "Copy Plus", "Copy Minus", "Increase %", "Decrease %", "Initiate", "Spread", "Totals", "Chart", and "Save".

Budget		Previous	Actuals
1	0.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	0.00
10	0.00	Oct 2010	0.00
11	0.00	Nov 2010	0.00
12	0.00	Dec 2010	0.00

Slide 33

Slide notes:

The screenshot shows a web application window titled "IES Client v8.29 : My IES". The main heading is "BUDGET: KPI (key performance indicators)". Below the heading, there is a "Ledger Code" input field, a logo, and two input fields for "Increase %" and "Decrease %", both set to "0.00". To the right, there are two columns of navigation buttons: "Copy Previous", "Copy Plus", "Copy Minus", "Increase %", "Decrease %", "Initiate", "Spread", "Totals", "Chart", and "Save". The central part of the screen contains a table with the following data:

Budget			Previous	Actuals	
1	0.00	Jan 2010	0.00	0.00	0.00
2	0.00	Feb 2010	0.00	0.00	0.00
3	0.00	Mar 2010	0.00	0.00	0.00
4	0.00	Apr 2010	0.00	0.00	0.00
5	0.00	May 2010	0.00	0.00	0.00
6	0.00	Jun 2010	0.00	0.00	0.00
7	0.00	Jul 2010	0.00	0.00	0.00
8	0.00	Aug 2010	0.00	0.00	0.00
9	0.00	Sep 2010	0.00	0.00	0.00
10	0.00	Oct 2010	0.00	0.00	0.00
11	0.00	Nov 2010	0.00	0.00	0.00
12	0.00	Dec 2010	0.00	0.00	0.00

Slide 34

Slide notes:

BUDGET: KPI (key performance indicators)

Ledger Code: 700-55-031 PLANTING: MAN HOOPS RTD

Increase %: 0.00
Decrease %: 0.00

Budget		Previous	Actuals	
1	15.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	19.17	0.00
10	0.00	Oct 2010	19.17	0.00
11	0.00	Nov 2010	19.17	0.00
12	0.00	Dec 2010	19.17	0.00

Menu options: Copy Previous, Initials, Copy Plus, Spread, Copy Minus, Totals, Increase %, Chart, Decrease %, Save

Slide 35

Slide notes: And when we look at the KPI Budget for the same Account, we can see that it has also been done by the system. The conclusion is that when we use the Resource and KPI settings, and the Financial Conversion Rate, then we can perform the Physical Budget only, and the Financial and KPI Budgets are done automatically for those Accounts. However, we can also choose to do the Physical by itself, only, or only the Physical and Financial, or only the Physical and KPI.

IES Client v8.29 : My IES
Help Submit Quit Functions Commands

BUDGET: KPI (key performance indicators)

Ledger Code: 700-55-031 PLANTING: MAN HOOPS RTD

Increase %: 0.00
Decrease %: 0.00

[Copy Previous](#) [Initialise](#)
[Copy Plus](#) [Spread](#)
[Copy Minus](#) [Totals](#)
[Increase %](#) [Chart](#)
[Decrease %](#) [Save](#)

Budget		Previous	Actuals
1	15.00	Jan 2010	0.00
2	0.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	19.17
10	0.00	Oct 2010	19.17
11	0.00	Nov 2010	19.17
12	0.00	Dec 2010	19.17

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Slide 36

Slide notes:

IES Client v8.29 : My IES
Help Submit Quit Functions Comments

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 0.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

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[Decrease by %](#)
[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	460.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Slide 37
Slide notes:

IES Client v8.29 : My IES

Help Submit Quit Functions Comments

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: Hk Hectares
 Resource: mhr: Man Hour
 Kpi Factor: 32
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

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[Initialze](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

Budget	Previous	Actuals		
1	460.00	Jan 2010	0.00	0.00
2	0.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Slide 38

Slide notes: Back on our Physical Budget screen, we can see that for this Account, at the moment, we are using the KPI and the Conversion for Financial. Therefore, when we capture a Budget Quantity, it is actually the KPI, in this case Hectares, which the system then uses to calculate the Physical, in this case Man Hours.

IES Client v8.29 : My IES

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1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 32.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

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[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget		Previous	Actuals
1	480.00	Jan 2010	0.00	0.00
2		Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Sec

Esc

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Slide 39
Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 32.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

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[Initialze](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	480.00	Jan 2010	0.00	0.00
2		Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

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Slide 40
Slide notes:

The screenshot shows the IES Client v8.29 interface. The main window title is 'PHYSICALS: - Budget and Expected'. On the left, there are input fields for 'Ledger Code' (700-55-031 PLANTING), 'Key Perf Indicator' (HA Hectares), 'Resource' (Man Hour), 'Kpi Factor' (32.00), and 'Conversion' (2L-50). On the right, there are fields for 'Increase %' and 'Decrease %', both set to 0.00. A vertical menu on the right side includes options like 'Copy Previous', 'Copy Plus', 'Copy Minus', 'Increase by %', 'Decrease by %', 'Initialze', 'Spread', 'Totals', 'Chart!', and 'Update'. Below these fields is a table with columns for 'Budget', 'Previous', and 'Actuals'. The table lists months from Jan 2010 to Dec 2010. The 'Budget' column shows 480.00 for Jan, 640.00 for Feb, and 0.00 for the rest of the year. The 'Actuals' column shows 0.00 for all months except Sep, Oct, and Nov, which show 613.33. A note above the table states: 'Note: This process updates new Budget AND new Expected (Forecast) Values!'. At the bottom left, there are buttons for 'New', 'Pre', 'Add', 'Inv', 'Del', and 'Del'.

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3		Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Slide 41

Slide notes: See how the 20 Hectares have changed into 640 Man Hours.

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: Man Hour
 Kpi Factor: 32.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

[Copy Previous](#)
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[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3		Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

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Esc

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Slide 42
 Slide notes:

IES Client v8.29 : My IES

Help Submit Quit Functions Comments

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: mhr: Man Hour
 KPI Factor: 88
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

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[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3	0.00	Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Slide 43

Slide notes: However, if we remove the effect of the KPI by making it zero, then we are no longer applying the KPI Budget, and then, when we capture a Quantity, then it is seen as the Physical itself, i.e. the Man Hours, and not further converted, nor will the KPI Budget be updated.

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 0.00
Conversion: 21.8

Increase %: 0.00
Decrease %: 0.00

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[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	480.00	Jan 2010	0.00	0.00
2	640.00	Feb 2010	0.00	0.00
3	0.00	Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Slide 44
Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: Man Hour
Kpi Factor: 0.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

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[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	480.00	Jan 2010	0.00	0.00
2	640.00	Feb 2010	0.00	0.00
3		Mar 2010	0.00	0.00
4	0.00	Apr 2010	0.00	0.00
5	0.00	May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Sec
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Nov Dec Add Inv Del Del

Slide 45
Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: Man Hour
 Kpi Factor: 0.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

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[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3		Mar 2010	0.00
4	0.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Sec
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Esc Del Ins Prt Add Prt Del Del

Slide 46
 Slide notes:

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: HR: Man Hour
 Kpi Factor: 0.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

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[Increase by %](#)
[Decrease by %](#)
[Initialze](#)
[Spread](#)
[Totals](#)
[Chart/](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3	20.00	Mar 2010	0.00
4		Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Sec

Esc

Nav Prev Add Ins Del Del

Slide 47
 Slide notes:

IES Client v8.29 : My IES

Help Lookup Back | Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: HR: Man Hour
 Kpi Factor: 0.00
 Conversion: 2L-50

Increase %: 0.00
 Decrease %: 0.00

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[Initialze](#)
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[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3	20.00	Mar 2010	0.00
4	30.00	Apr 2010	0.00
5		May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

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Esc

New Prev Add Ins Del Del

Slide 48

Slide notes: The 20 and the 30 have not changed, and are seen as the Physical Quantity itself, i.e. Man Hours.

IES Client v8.29 : My IES

Help Lookup Back Field Restart Line Edit Mini Menu Submit Field Quit Edit

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
Key Perf Indicator: HA Hectares
Resource: HR: Man Hour
Kpi Factor: 0.00
Conversion: 2L-50

Increase %: 0.00
Decrease %: 0.00

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[Increase by %](#)
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[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals	
1	480.00	Jan 2010	0.00	0.00
2	640.00	Feb 2010	0.00	0.00
3	20.00	Mar 2010	0.00	0.00
4	30.00	Apr 2010	0.00	0.00
5		May 2010	0.00	0.00
6	0.00	Jun 2010	0.00	0.00
7	0.00	Jul 2010	0.00	0.00
8	0.00	Aug 2010	0.00	0.00
9	0.00	Sep 2010	613.33	0.00
10	0.00	Oct 2010	613.33	0.00
11	0.00	Nov 2010	613.33	0.00
12	0.00	Dec 2010	613.33	0.00

Sec

Esc

Nov Dec Add Inv Del Del

Slide 49
Slide notes:

IES Client v8.29 : My IES

Help Submit Quit Functions Comments

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: Man Hour
 Kpi Factor: 0.00
 Conversion: 21.5

Increase %: 0.00
 Decrease %: 0.00

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[Increase by %](#)
[Decrease by %](#)
[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

	Budget	Previous	Actuals
1	480.00	Jan 2010	0.00
2	640.00	Feb 2010	0.00
3	20.00	Mar 2010	0.00
4	30.00	Apr 2010	0.00
5	0.00	May 2010	0.00
6	0.00	Jun 2010	0.00
7	0.00	Jul 2010	0.00
8	0.00	Aug 2010	0.00
9	0.00	Sep 2010	613.33
10	0.00	Oct 2010	613.33
11	0.00	Nov 2010	613.33
12	0.00	Dec 2010	613.33

Slide 50

Slide notes: The Conversion factor is for the Financial Budget update. If we change that to zero, then no update will be performed on the Financial Budget.

IES Client v8.29 : My IES

Help Submit Quit Functions Comments

1 Main 2 Notes

PHYSICALS: - Budget and Expected

Ledger Code: 700-55-031 PLANTING: MAN HOURS STD
 Key Perf Indicator: HA Hectares
 Resource: HR: Man Hour
 Kpi Factor: 0.00
 Conversion: 0.00

Increase %: 0.00
 Decrease %: 0.00

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[Initial](#)
[Spread](#)
[Totals](#)
[Chart](#)
[Update](#)

Note: This process updates new Budget AND new Expected (Forecast) Values!

Budget	Previous	Actuals
1	480.00 Jan 2010	0.00 0.00
2	640.00 Feb 2010	0.00 0.00
3	20.00 Mar 2010	0.00 0.00
4	30.00 Apr 2010	0.00 0.00
5	0.00 May 2010	0.00 0.00
6	0.00 Jun 2010	0.00 0.00
7	0.00 Jul 2010	0.00 0.00
8	0.00 Aug 2010	0.00 0.00
9	0.00 Sep 2010	613.33 0.00
10	0.00 Oct 2010	613.33 0.00
11	0.00 Nov 2010	613.33 0.00
12	0.00 Dec 2010	613.33 0.00

Slide 51

Slide notes: So, the principle is that for any GL Account, we can do a Physical Budget or not at all. And when we do a Physical Budget, it can be ONLY the Physical Budget or it can automatically include the Financial and KPI Budgets, or either of those. When we do the Physical Budget only, it is then optional whether to capture the KPI and Financial Budgets for that Account with the direct Capture options for those Budgets.