



Phocas Budgeting and Forecasting

Scheduled availability: **Early 2021**

Better predict what's going to happen in your business with a more dynamic and user-friendly solution. Your budget process becomes seamless and ultimately more accurate. The solution is well-suited to rolling forecasts, allowing you to keep pace with changing market conditions and have a clear picture of your business.

Accurate budgets and forecasts set the foundation for confident decision making which leads to profitable growth. Using Phocas Budgeting and Forecasting, finance teams get the familiarity of spreadsheets and the peace of mind of data integrity. With user friendly workflows, budget contributors more readily engage in the process, gain deeper understanding of financial data and are more accountable for their numbers.

Benefits abound for finance team members who gain lost time from not chasing and cross-checking numbers through this process. Because the budget is powered by Phocas and has evolved beyond a series of spreadsheets, this means when changes are needed — it's simple — Phocas has done the heavy lifting and turned your budgets and forecasts into living, value-add tools from static administrative tasks that you do once a year.

Phocas Budgeting and Forecasting builds on the Phocas Financial Statements* product - together they put simple controls in Finance's hands and elevate your business' financial planning, reporting and analytics to a state that feels modern, inclusive and powerful.

*Note: Phocas Financial Statements is a pre-requisite for using the Phocas Budgeting and Forecasting product.

Phocas Budgeting and Forecasting features:

Budget workflows - easy collaboration across your business

Workflow allows the coordination of budgeting and forecasting across divisions, departments, and other internal groupings, with an intuitive assignment, submission, and approval process for each account code line. For guidance, comments can be attached, and a detailed history of each workflow can be viewed.

With built in permissions set by Finance, GL codes are only visible to rightful people on a needs-to-know basis. Notifications let contributors easily track the items assigned to them and alert them to new tasks.

| | | | | | | | | |
|--------------|----------|----|-----------|--------------|--------|-------|-------|--|
| Travel | | | | | | | | |
| 5100 | Airfares | MB | Assigned | Samia Jarrar | 24,000 | 2,000 | 2,000 | |
| 5120 | Hotels | SJ | Submitted | Mark Brixton | 18,000 | 1,500 | 1,500 | |
| 5188 | Meals | MB | Rejected | Samia Jarrar | 6,000 | 500 | 500 | |
| 5200 | Taxis | MB | Assigned | Craig Medlyn | 6,000 | 500 | 500 | |
| Total Travel | | | | | 60,000 | 5,000 | 5,000 | |

Track the workflow of a budget row and the history of each cell, as well as cell comments

Budget worksheet – let the subject matter experts refine the numbers

Designed to have well-known spreadsheet features while retaining a modern Phocas feel, users navigate the budget worksheet using familiar keyboard shortcuts. Users can enter values or formulas in worksheet cells, with formulas able to reference cells in the worksheet, previous year's values, or values from drivers (e.g. sales, headcount or miscellaneous drivers). Entry can be into each month, or a total can be entered, and various options chosen to spread the total over the budget period months.

Worksheets become highly collaborative with users able to add comments to cells and have visibility to other users' changes in real-time. An added bonus is that you can publish your budget data back into Phocas, where it automatically becomes a stream available for analysis alongside Financial Statements and visibility across the business.

| | | Total | Jan 2020 | Feb 2020 | Mar 2020 | Apr 2020 | May 2020 | Jun 2020 | Jul 2020 | |
|-----------------------|-------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| > 101000 | Sales | 24,979,837 | 1,128,813 | 1,738,513 | 1,858,971 | 2,029,742 | 3,121,110 | 2,587,578 | 2,583,389 | |
| Last Year Budget | | 6.55% ↓ | 23,343,485 | 1,695,140 | 1,738,513 | 1,743,880 | 1,500,719 | 1,570,004 | 2,284,348 | 4,817,581 |
| Last Year Actuals | | 0% ↓ | 24,979,837 | 1,128,813 | 1,738,513 | 1,858,971 | 2,029,742 | 3,121,110 | 2,587,578 | 2,583,389 |
| Two Years Ago Actuals | | 12.51% ↑ | 28,104,135 | 1,944,158 | 1,738,513 | 1,858,971 | 2,029,742 | 3,121,110 | 2,587,578 | 2,583,389 |

Display previous actuals and previous budgets to assist with future budgets, at line or total levels

Budget drivers – all areas of your business are accounted for

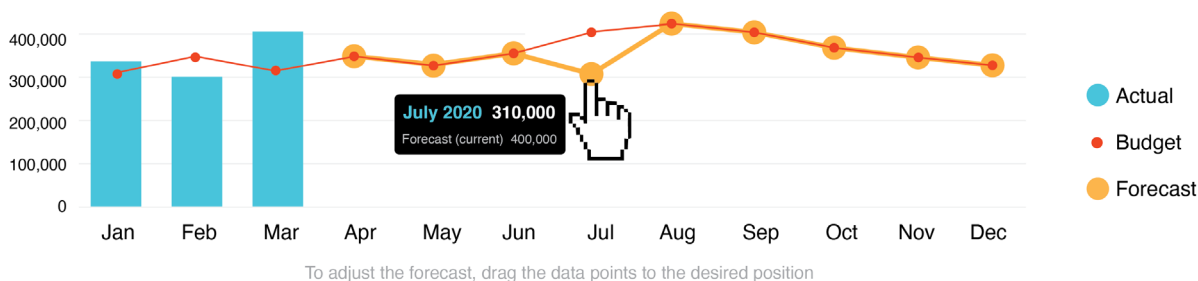
Data in non-financial databases (in Phocas or your ERP) can be leveraged during detailed budgeting so that the true budget drivers including sales figures, headcount and capital expenditure are included. Drivers allow for drill-down into detail lines that make up the budget for those items (e.g. for sales, drill down into salesperson, product group, or SKU level). The headcount driver allows for budgeting at the employee level, including all benefits and related costs.

Security and permissions - protect your data integrity

Account code level permissions inherited from the Phocas financial database preserve user-restrictions already in place.

Forecasting – look ahead with rolling forecasts

Forecasting uses the budget workflow and worksheet and provides a simple way to either re-forecast estimates during the budget period or prepare a rolling forecast which will form the basis of the next year's budget. You can prepare your forecasts easily, by bringing in current year actuals to-date and revising budget assumptions.



Visualize your forecasts alongside actual and budget data.
Spot trends and seasonality and drag data points to adjust your forecast

Planning – so you can model different scenarios

Different scenarios are modeled and the impact on the financial position under each scenario is analyzed. Planning involves making multiple copies of prepared budgets and adjusting assumptions to test the result.

| | Budget | Forecast Adjusted | |
|---------------|------------------|------------------------|--|
| Revenue | 12,000,000 | 13,200,000 | <div><div></div><div></div></div> +10% |
| Expenses | 4,000,000 | 3,600,000 | <div><div></div><div></div></div> -10% |
| Salaries | 5,000,000 | 4,500,000 | <div><div></div><div></div></div> -10% |
| EBITDA | 3,000,000 | 70% ↑ 5,100,000 | |

View forecasts and make adjustments via sliders and view the potential impact on key metrics like EBITDA, gross margin and cashflow

Contact us.

AU: 1300 746 227 | UK: +44 1865 364 103 | US: +1 877 387 4004

phocassoftware.com/budgeting-forecasting-contact

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Got data. Get results.