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SALES BUDGETING MODULE



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THE CHALLENGES:

Organisations typically have challenges creating estimates, budgets and forecasts that are flexible enough to account for variations around Customers, Product Types, Product Categories, Sales Reps, and more, and are calculated to factor in predetermined periods, seasons, and trends.

They need a link between the sales / procurement system and financial system, as well as greater flexibility and planning capabilities for sales budgeting and growth targets.

THE SOLUTION:

T3T's Sales Budgeting Module

T3T's Sales Budgeting Module allows for a more intuitive, creative way to budget by period and attributes, such as Product and Customer. Sales projections, forecasts or estimates of total sales volumes and values are automatically calculated based on current actual values and then projected forward. This can be filtered by Region, Sales Rep, Product, Customer, and more. Projected volumes and values can be manipulated based on weighted days allowing for fluctuations based on seasonality or known events or trends.

Once a forecast is created, a growth expectation is generated, facilitating the finalisation of an accurate, achievable sales budget for the following year at both a volume and value level.

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THE BENEFITS & FEATURES:

- Role-based access which filters Customers to their assigned Reps
 - Apply unique, specific filters such as Region, Customer, Sales Rep, Category, etc. when setting budget parameters
 - Dashboard view for instant clarity of volumes and values
 - More intuitive, flexible way to create sales budgets
 - More accurate forecasting based on statistics and trends
 - Flexible data modelling
 - Interpretation of actual history trends
 - Estimated growth percentage is based on prior years' actuals, forecasted amount, and budget
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