

SALES PLANNING & BUDGETING

FM Sales Plan and Budgeting solution provides the ability to manage your budgets and sales planning quickly and effectively based on current forecasts and actuals.

- ▲ Step by step collaborative process and shared vision among all stakeholders
- ▲ Create and prepare new budgets, revise and validate
- ▲ Change prices, costs and discounts
- ▲ Top-down, bottom-up and middle-out allocations
- ▲ Work simultaneously in volume and sales
- ▲ Alternative scenario simulations and versions
- ▲ Measure performance and compare budget with actuals and running plans
- ▲ Multi-dimension analytical reports

Share

Information and collaborate effectively

Create

Different scenarios in just a few clicks

Compare

Scenario versions and initiate new ones

Make

Effective and informed decisions

Drive

Improved performance and results

Increase

Your efficiency and improve service levels

TYPICAL BENEFITS



Customer Satisfaction

10 - 20% service level improvement



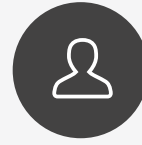
Reduce your costs

Procurement, manufacturing and distribution



Optimize your stock

25 - 60% decrease in inventory levels
Reduction of obsolete and waste stock
Reduced working capital requirements



Master your supply chain

Strengthen collaboration with customers and suppliers
Synchronize operations



Optimize your resources

10 - 20% improvement of the use of
Production capacity
Setup / changeover time reduction

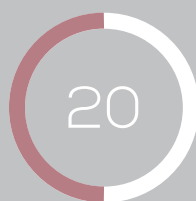


Increase your sales turnover & profit

2 - 5% increase in revenue 5 - 10%
reduction in costs

THEY TRUST US

RETAIL & DISTRIBUTION	FASHION	BEAUTY & LUXURY	FOOD & BEVERAGE	AEROSPACE
INDUSTRIAL	HEALTH	CONSUMER GOODS	TELECOM	BANK



20
years of
excellence



500
customers



10,000
users



65
countries

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