

Epicor® Data Analytics (EDA) Budgeting and Forecasting

New SaaS Solution for Financial Budget Planning and Revenue Forecasting

Help to predict what is going to happen in your business with a more dynamic and user-friendly solution. Your budget process can become 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.

EDA Budgeting and Forecasting

Accurate budgets and forecasts set the foundation for confident decision making which can lead to profitable growth. Using EDA Budgeting and Forecasting software, 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 EDA software and has evolved beyond a series of spreadsheets, this means when changes are needed—it is simple—EDA software 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.

EDA Budgeting and Forecasting software builds on the EDA 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. EDA Financial Statements is a prerequisite for using the EDA Budgeting and Forecasting product.

+ At a Glance

Developer: Phocas
ISV alliance partner of Epicor

Accessible from anywhere at any time on a web-based interface

User-friendly and easy budget planning

Real-time collaboration and commenting



Budget workflows—easy collaboration across your business

Workflows allow 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.

Budget worksheet—let the subject matter experts refine the numbers

Designed to have well-known spreadsheet features while retaining a modern EDA 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.

▼ Operating Expenses

▼ Travel

			Jan	Feb	Mar	
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

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 EDA software, where it automatically becomes a stream available for analysis alongside EDA Financial Statements and visibility across the business.

Budget drivers—all areas of your business are accounted for

Data in non-financial databases (in Phocas software 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.

		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

Security and permissions—protect your data integrity

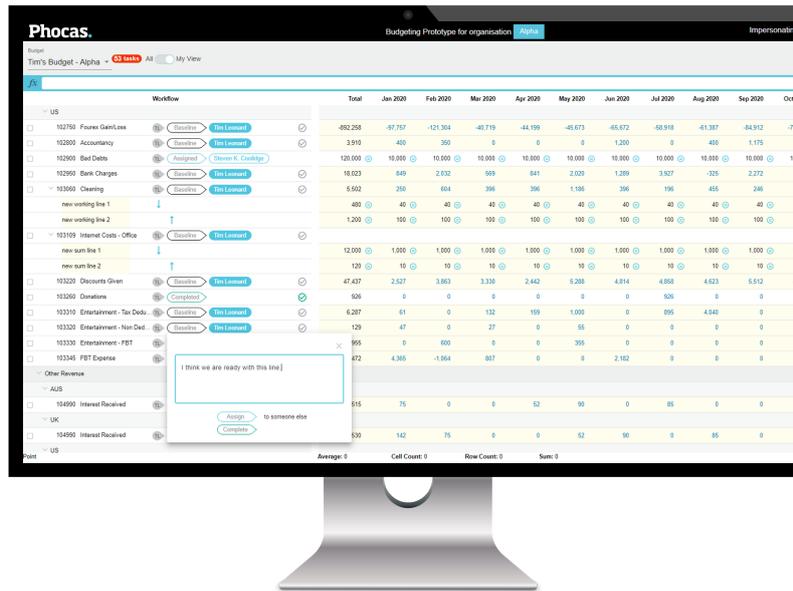
Account code level permissions inherited from the EDA financial database preserve user-restrictions already in place.

Forecasting—look ahead with rolling forecasts

Forecasting uses the budget workflow and worksheet and provides a simple way to either reforecast 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.

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



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.



To adjust the forecast, drag the data points to the desired position

EPICOR

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