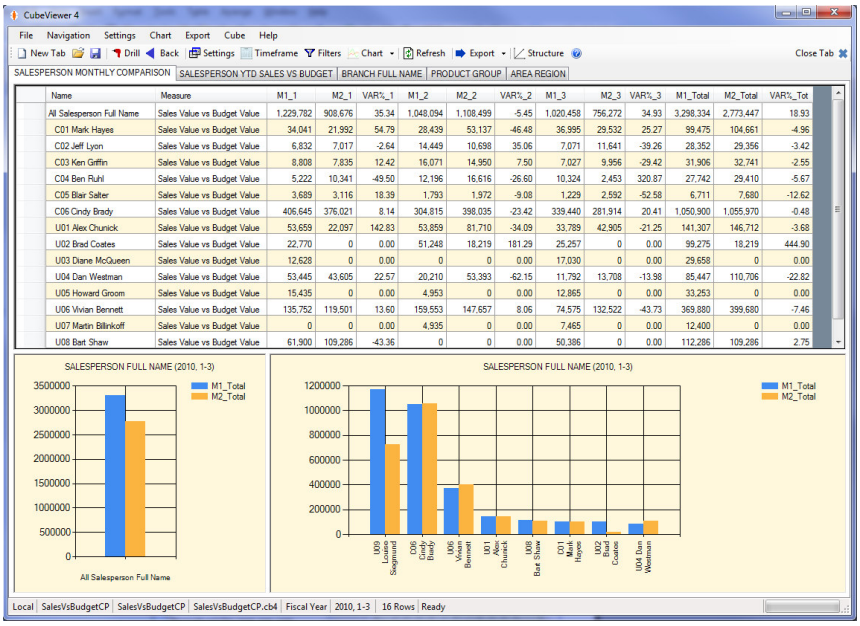
SAW Sales Budgeting

Prepare and monitor an integrated sales budget

SAW Sales Budgeting provides a framework for preparing an integrated customer and product sales budget and for monitoring performance against it:



Based on corporate targets the budget is allocated to:

- Salespeople as new or existing business
- Customers as new or existing product sales

And seeded:

- To customer product sales by period
- Using the current year sales history

Including projections for:

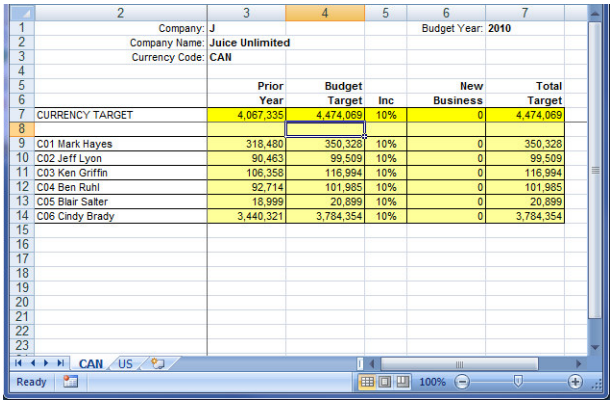
- Budgeted Exchange rates
- General cost increase/decrease

At each stage the budget can be:

- Exported into spreadsheets
- Edited in the spreadsheet
- Imported back into the budget

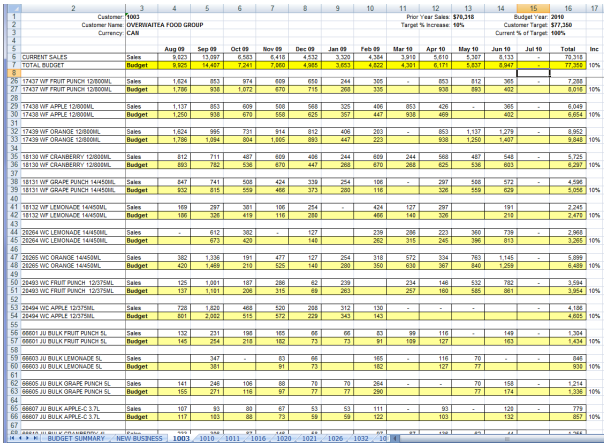
At any time during the current year in just a few hours you can:

- Prepare an initial fully integrated customer product sales budget for the next year
- Based on a few simple assumptions
- Using the current year sales history as the basis



Review the budget with the CubeViewer program including breakdowns by:

- Salesperson, Sales Territory
- Customer, Customer Class
- Branch, Area, Region
- Product Group, Product Class
- ABC Class, Stock Code
- Company, Currency
- Supplier, Supply Category
- Fiscal Period, Fiscal Quarter
- New/Existing Business
- Comparisons to prior year sales and budgets



And then take your time to:

- Distribute the budget in Excel to Sales Managers and Salespeople
- Where it can be reviewed and amended
- And imported back into the sales budget ahead of the new year

Using the CubeViewer program throughout the year you can:

- Monitor sales performance against the budget
- By Territory, Salesperson, Customer, etc
- By Product Group, Class, ABC Class, Stock Code, etc
- With comparisons to prior year sales and budgets history
- And easy export direct into Excel

Contact Cabot or your local SAW reseller to see how SAW Sales Budgeting could benefit your company.