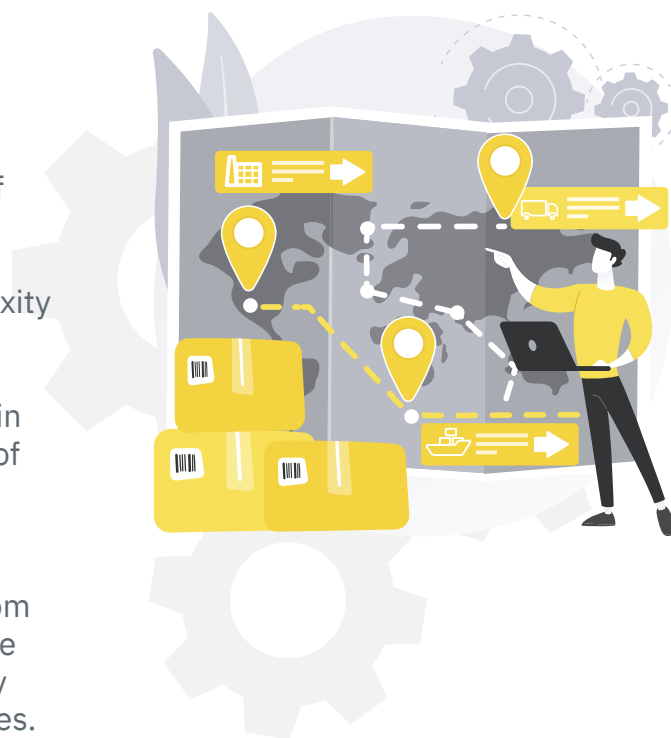


INTEGRATED BUSINESS PLANNING WITH IDU-CONCEPT

FAST, EFFECTIVE, EASY TO USE, REAL-TIME SUPPLY CHAIN MANAGEMENT SOLUTION.

Sales and revenue planning is a cornerstone of the budget and forecast process as generally everything else in the budget pivots on the expected sales. The requirements and complexity of an organisations sales plan may vary dramatically according to industry, sector and geographical distribution and can often result in complex Excel models causing endless hours of frustration.

In today's rapidly changing environment, companies need to leverage the latest data from multiple sources, collaborate and automate the sales planning process to be able to accurately keep track of changes and identify opportunities.



The user friendly, web-based solution facilitates real time collaboration between all stakeholders involved in the sales budgeting process and allows management to set realistic goals and targets for their sales teams resulting in a greater sense of ownership and accountability.

You can budget down to the finest details including by salesperson, customer, product line or SKU. The result is real-time aggregation and management.

What-if scenario planning and modelling can be used to better understand the effect of key value driver changes into the future.

This allows you to prepare for the future with low, medium, and high predictions and to quickly identify opportunities and be able to make changes and optimise your decision-making process.

IDU-Concept Sales Planning Module improves users' budgeting experience, resulting in a drastically reduced budget timeframe.

You can choose to deploy IDU- Concept on-premise, in a private cloud of your choice or in our Microsoft Azure-based cloud –all the platforms offer exactly the same functionality. IDU Cloud is powered by Microsoft Azure, providing world- class security, reliability, scalability, and performance. IDU Cloud is a SaaS solution that is extremely cost-effective and quick to deploy.



INCLUSIVE PLANNING

The IDU Sales Planning Module gives you the ability to create multiple versions with multiple variables and drivers, in a truly inclusive environment without the pitfalls of complex spreadsheets.



LINKING COMPONENTS

The user-friendly IDU-Concept system allows for the linking of many components to single unit drivers, creating a powerful budgeting tool, which drives the cost of sales as well as top line revenue numbers.

Each product item is linked to various components that are driven as a result of the unit budget being captured. The revenue, cost of sales and overhead accounts are linked by either a fixed amount per item or fixed percentage relationships. The system will compute and update the related general ledger accounts.



MULTI CURRENCY

Multi-currency planning is available for both full multi-currency organizations and companies that are setup to only transact, budget and forecast in the home currency but have the requirement for specific components to be calculated based on foreign currency rates.



ADVANCED CALCULATIONS

Advanced formula calculations support the ability to set up custom product and customer calculation methods. These could be multi-tiered commission plans based on criteria such as quota, quantity sold and product profitability, tiered pricing structures per product and customer or production calculations.The variations are endless.



COMPARATIVE

The item-spread capture screen provides users with a monthly analysis of the previous year's revenue units, linked budgets and forecasts for selected products and customers. These can be used as a comparative when capturing the current budget through a selected weighting factor or a calculated spread on historical trends.



REAL TIME

Budgets can be reviewed in real-time via the summary reporting module. This enables sales or regional managers to analyse the budgets and forecasts through a selected customer or product hierarchical structure. In so doing, users have the ability to drill down to the underlying detail, without the need for data aggregation.



USER EXPERIENCE

The system administrator is able to define multiple user-specific screen layouts, such as the data displayed, the calculations that are performed and the reports that are available.

This means that the user's experience of the system can be personalised according to their specific requirements.



FLEXIBLE

The system allows for the flexibility of creating multiple versions of a budget, and the ability to define the status of the current budget. e.g. progress, review, not complete and complete



CUSTOMISATION

If security allows, a user is able to change the component values or percentages per customer and product while capturing the budget. This allows for individual customer discount percentages and product pricing.

Users are also able to add additional customers in the user module by cloning selected customers. The new customer will inherit the same product relationships.