sage

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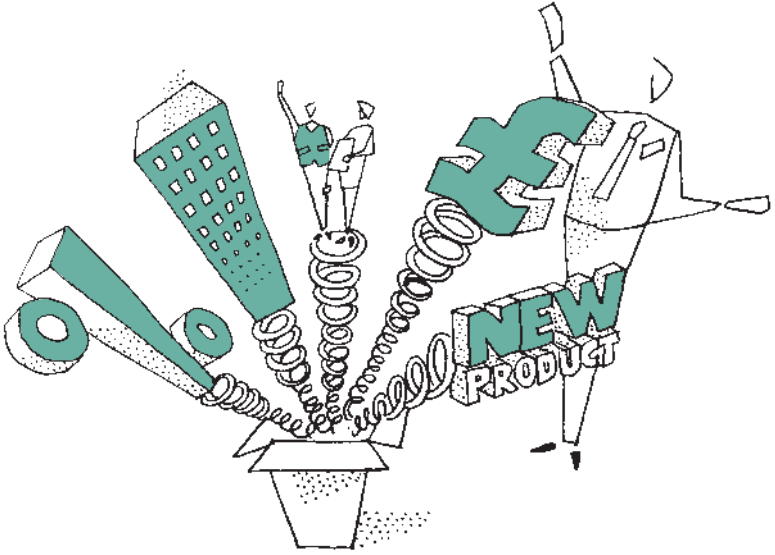
Forecasting
2007



Designed to help you
plan surprisingly quickly.

Why Sage 50 Forecasting? The future of your business can't be left to chance. What you decide to do, or not do, today, affects where your business will be tomorrow.

And as the business world moves faster and with increasing complexity, it becomes harder to see what those business decisions might mean. Sage 50 Forecasting cuts through the muddle and gives you a clear picture of what lies ahead financially. It sets out the figures so you can budget today and plan for the future. And it does this not within hours, but within minutes.

How can **it help**

Sage 50 Forecasting. A powerful management tool that helps you run and grow your business with confidence.

It's advanced features are highly flexible so it can cope with any business, regardless of age, type, size or complexity.

Plan effectively. It provides accurate and detailed financial forecasts quickly and easily, so you can see where your business is heading for up to 50 years in advance. You can identify problems and avoid them, or identify opportunities and capitalise on them. Having this accurate financial information at hand, allows you to make informed decisions and budget accordingly, surprisingly quickly.

Manage your finances confidently. It gives instant snapshots of your business's financial position on a weekly, monthly or annual basis, so you can measure actual progress against budgets.

Ask yourself 'What if?'. Test the effect of different scenarios before you commit to decisions – a powerful, risk-free way to examine new business ideas, plans or strategies.

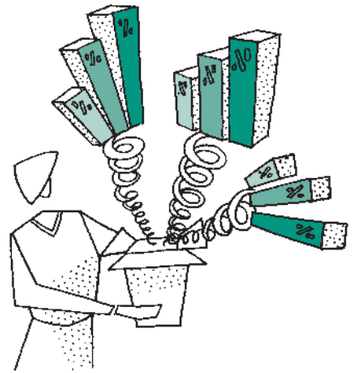
Look professional. It produces polished, accurate and detailed forecasts, both financial reports and at-a-glance graphs that will help your case when presenting to colleagues, investors and bank managers.

Professional **reports**

You can produce reports quickly and easily without the need to update individual data entries.

Accurate reports are automatically updated the instant your forecast changes. Your reports will also be compelling and easy to read as part of a financial or business plan.

Produce a professional range of ready-prepared, integrated reports with a few simple keystrokes, including Profit and Loss, Balance Sheet, Cash Flow, Funds Flow and Variance reports. These reports are updated automatically whenever you alter or change your forecast data using the software's intuitive data entry screens or the automatic hotlinks.



At-a-glance, clear and dynamic graphs are a powerful new feature of Sage 50 Forecasting that can be used to explain complex business scenarios with ease. Key information contained within Profit and Loss, Balance Sheets, Cash Flow and Funds Flow can all be demonstrated in easy-to-read colourful graphs.

You can drill down to data entry level, change this base line information and the graph will be automatically updated to reflect the changes.

You can choose the graph style, whether to view, print or save – or simply copy and paste it into your business plan. This is of huge benefit when presenting your case to professionals such as banks, fellow colleagues, financial advisors or potential investors.

Reports can be tailored to your requirements. For example, you might want to show Gross Profit by an individual department, include zero values or produce reports in Excel or PDF format.

Manage **your time**

Create accurate and detailed financial forecasts quickly, so that you can respond to fast-changing business situations.

Because the new Sage 50 Forecasting uses data direct from your Sage 50 Accounts software, you can create accurate reports in a matter of minutes without the risk of errors from re-keying in data or applying the wrong formula.

Create instant forecasts by browsing your Sage 50 Accounts data and selecting the information you want to include in your forecast. Sage 50 Forecasting then automatically builds the forecast based on your chosen chart of accounts structure.

You can view key forecast values on screen (in excess of 50 variables including bank balance, gross profit and net profit) as well as create reports, such as Profit and Loss and Cash Flow.

Now that you've got the full picture, you can make key business decisions with confidence. Model your business plans and ideas to see if they make commercial sense and then monitor progress by comparing actual data with budget data.

Tailor the information to your business needs. For example, you can include multiple currencies and choose weekly or monthly forecasting. The software supports Sage 50 Accounts Departmental Analysis so you can reflect your departmental structure within your forecasts.

When you want to see the implications of business ideas - a new product launch, for instance - simply update the relevant area of the forecast and your Sage 50 Forecasting instantly recalculates the figures. You can view the changes on screen without the need to run reports.

The many hotlinks (that link your forecast data to other Sage software and Microsoft Excel) are brought together on one screen where they can be easily managed. A valuable time-saving feature.

Eliminate the delays and uncertainties of conventional spreadsheet financial modelling. Sage 50 Forecasting has a double-entry data system, pre-installed formulae and automatic integration with your other accounting software (such as Sage 50 Accounts, Sage Instant Accounts, Sage 50 Payroll and Excel). Also your VAT, PAYE, NI, Corporation Tax and bank interest are automatically calculated.

The result? No room for inaccuracies and no need to re-key information.

Manage **your future**

You need to be able to plan for the future so your business can capitalise on opportunities and avoid unnecessary risks.

'What if?' is one of the key features of Sage 50 Forecasting. It lets you look ahead and consider the impact of various business decisions before making any commitment.

Just feed in the data and the software will calculate the effect on various key variables. For example, what would be the effect on your business if you increased your advertising spend, expanded into new markets, or recruited more people?

Equally, scenario planning allows you to prepare for situations where you have no control over the variables. For example, what would happen if exchange rates changed, a competitor cut their prices by 5% or a supplier increased their costs by 10%?

Alternatively, you can set a figure you would like your business to achieve – for example, an overall sales value – and explore various scenarios until you find the ideal balance needed to reach your target.

Helping your business expand through financial loans or easing the cash flow by debt factoring schemes are important methods of building a business. But what would be the impact on your business? Will it cope if interest rates rise? Would you need to increase sales volumes? What would happen if stock became obsolete or you acquired bad debts?

Sage 50 Forecasting allows you to see the effects of these different scenarios so that you can make decisions with confidence.

Presenting a professional and convincing case to a bank manager or potential investor is essential if you want to secure funding. You need to persuade them that your business is robust enough to handle the consequences of taking out a loan. In other words, you need to demonstrate that you've done your homework.

Sage 50 Forecasting can produce polished, professional, accurate financial projections to support your request and form a vital part of your business plan.

How else can we help?

We offer a range of support and services to work with our Sage 50 Forecasting software.*

Sage Training. We do our best to make sure our software is easy to use and understand, and back that up with specially focused training that can help you and your employees get the most from your Sage software.

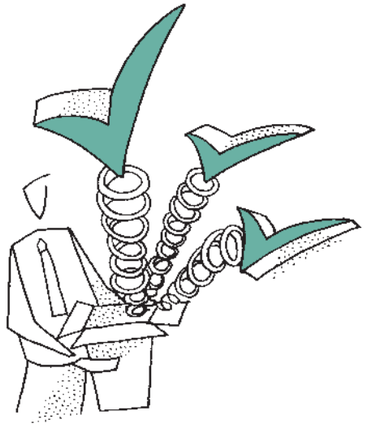
We offer you a choice of hands-on classroom learning at venues throughout the UK, so you can quickly master the software and focus on running what's most important, your business!

To request a Training catalogue, please call us on 0800 33 66 33

SageCover. Designed to offer you peace of mind by providing support for your Sage software. Get the information and business advice you need with access to our award-winning telephone support, and a database of technical guides and frequently asked questions.

As a SageCover member, you'll also have access to online Business Support. This will provide you with practical tips to help your business grow and is designed to provide the level of information you need to support management decisions.

*These services are available at an additional cost



If you would like this information in an alternative format, please contact Customer Care on **0845 111 66 66** or email **access@sage.com**

To find out more about Sage 50 Forecasting 2007, please contact your local Sage Business Partner:

Or call the Sage Partner Team on 0845 111 77 33

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