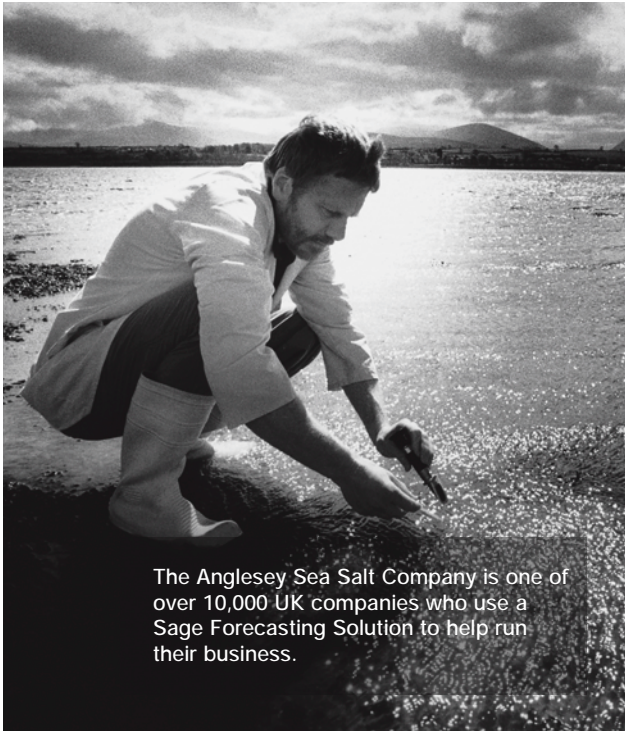


Accurate forecasting is key to business growth and success. It not only helps you and your business plan effectively for the future, it also gives you a powerful tool for managing the present. Sage Financial Forecasting has been developed in conjunction with accountants and small to medium-sized businesses.



The Anglesey Sea Salt Company is one of over 10,000 UK companies who use a Sage Forecasting Solution to help run their business.

Sage Financial Forecasting makes it easy to:

- Plan effectively and gain a wider view of your business
- Monitor your company's financial health on a weekly, monthly or annual basis
- Demonstrate total professionalism in the information you provide to your business partners, clients or bank
- Explore future growth opportunities and potential risks with 'What if?' scenarios

We recognise that your business data is often stored within a variety of places, so Sage Financial Forecasting will work equally well on its own and when linked to Sage accounting software (Line 50, Line 100 or MMS), to Sage Payroll, or to Microsoft Excel. This integration can help automate much of the data entry tasks and ongoing updates.

Sage Financial Forecasting allows you to create forecasts for your business that can be either as detailed or as high level as you need. It allows you to explore scenarios such as: 'What if costs increased by 10%?' or 'Can I afford to increase my advertising spend?'

By constantly updating your forecasts with current data, Sage Financial Forecasting allows you to reforecast easily, using actual results, while still leaving your original forecast intact. All complex areas, such as VAT, PAYE/NI and Corporation Tax, are automatically calculated so you don't have to spend time working them out.

Main new features in Sage Financial Forecasting

Feature	Description	Benefit
Values pane	Allows you to view management information on screen to see the impact of forecast adjustments on the bottom line figures.	See the immediate impact of changes without having to view and compare different reports - saving time and giving immediate results.
New user interface	The intuitive interface makes it easy to use.	Navigate between records quickly and easily.
13-period accounting	Produce forecasts for 12 or 13 four-weekly periods pr annum.	Flexibility to work to the needs of your business.
Data entry	Enter forecast data in any time period - weekly, monthly or annually.	Flexibility to work to the needs of your business.
Input figures	Allows you the choice to input figures based on cash receipts and payments - then it calculates VAT and net sales.	If a business or client operates on a largely cash basis, you'll find it easier to forecast this way.
Sales price scenario	Calculate sales or cost values by entering units sold and price per unit.	Greater flexibility and detailed management information.

Compare spreadsheet forecasting with Sage Financial Forecasting

Forecasting with spreadsheets	Forecasting with Sage Financial Forecasting
Figures easily entered in wrong columns or as text	Rigorous data entry system to identify and eliminate errors
User creates formulae: errors often remain undetected	Formulae are pre-installed to guarantee accuracy, although you can create your own formulae if you wish
New information has to be entered manually to the various reports	One-stop data entry means all reports are automatically updated with the latest information
Each heading has to be entered manually to the various reports	Automatic calculation of VAT, Corporation Tax, Bank Interest, Bad Debt provision, Factoring
Data usually has to be entered manually, and new information requires reformatting columns	Hotlinks to existing spreadsheets or accounts packages provide constant updates with live information
Data still has to be copied and edited into professionally presented reports	Automatically produces Report Set ready for presentation
Makes forecasting a major and occasional task	Allows forecasting to become a regular management tool

Sage Financial Forecasting

Features at a glance

Quick, easy and reliable forecast creation

An intuitive user interface makes creating and navigating forecasts much quicker and easier, which helps to minimise the complications and errors often associated with spreadsheet forecasting.

Create multi-year forecasts

Covers as many years as you require for your business forecasts (50 years max.)

12 or 13-period forecasts

Choose from 12 or 13 periods to suit your business accounting periods.

Enter data at weekly, monthly or annual levels

Enter data for any period and view at all levels.

Create 'What If?' scenarios

Create a range of 'What if?' scenarios to help analyse your business sensitivity.

Professional reports

Prepare comprehensive Profit & Loss, Funds Flow, Balance Sheet, Year-on-Year and Cash Flow reports with greater accuracy and speed.

Improve the accuracy of your forecasts

Compare your actual performance with your budgets and re-forecast accordingly. Easy produce variance reports, and to re-forecast based on actual data.

Automatic calculations

VAT, PAYE, NI, Corporation Tax and Bank interest is calculated automatically.

Immediately assess the impact on your key values, such as gross profit, as you enter your data

View changes instantly to the bottom line using the key forecast values within a value pane rather than generating separate reports for comparison purposes.

Create unlimited departments

A department can contain sub-departments and as many sales and cost sections as you require.

Project your stock purchases, usage and levels, including Bills of Materials

Make sure that you manage your stock levels to maximise your available cash.

Forecast the effect of taking out loans and HP agreements

Loans and HP agreements are important ways of funding expansion and asset purchases. Make sure that you understand the impact of the repayments on your business.

Forecast your wage costs on a summary or per-employee basis, automatically calculating PAYE, NI and Pension deductions

Wage costs can be a major business expense. Accurately forecast your wage costs including Employer's National Insurance and Pension contributions.

Easily create provisions for bad debts and obsolete stock

Precise forecasts need to take all possibilities into account. Ensure that your forecasts take account of customers failing to pay you and stock becoming unusable by providing for these situations.

Model the impact of factoring and stock financing

A popular way of improving cash flow is to use factoring. Sage Financial Forecasting allows you to easily work out the impact that factoring and financing schemes could have on your business.

Integrates with Sage products and with Microsoft Excel

Forecast data can be linked to multiple data sources including: Sage Line 50, Sage Line 100, Sage MMS and Sage Payroll, plus Microsoft Excel. Change the data in the link and your forecast is automatically updated.

Multi-currency forecasting

Data can be entered in foreign currencies, allowing rapid adjustment if exchange rates change, and data is converted to one currency in the report set.

Data entry for cash receipts and payments

Input figures based on cash receipts and payments and then the software will work out all the VAT calculations for net sales.

The flexible and accurate forecasting solution...

Sage Financial Forecasting has been designed to eliminate the time-consuming and uncertain task of producing spreadsheets to create financial models. Its double-entry data system, pre-installed formulae, and integration with other accounting software combine to produce figures that you can trust.

Sage Financial Forecasting allows you to simultaneously build your reports as you create your forecast, view a full set of integrated forecast reports: Profit & Loss, Cash Flow, Funds Flow and Balance Sheet. Then, when business assumptions change, new products launch, or start dates change, all you do is enter the data and Sage Financial Forecasting adjusts forecasts accordingly, recalculating all your reports instantly.

System Requirements

Minimum hardware

An IBM compatible computer with a Pentium 600 MHz processor; 128MB RAM (256MB for Windows 2000 and XP); 150MB of free disk space after Windows has been installed; a copy of Internet Explorer version 6 or higher (this is included on the CD); an SVGA video card and monitor supported by Windows running at 1024x768 pixels, with a minimum of 256 colours; Microsoft Excel 97 or greater.

Recommended hardware

An IBM compatible computer with a Pentium 1.4 GHz processor; at least 128MB RAM (256MB for Windows 2000 and XP); at least 200MB of free disk space after Windows has been installed; a copy of Internet Explorer version 6 or higher (this is included on the CD); an SVGA or higher resolution video card and monitor supported by Windows running at 1024x768 pixels, with a minimum of 24-bit true colour; Microsoft Excel 97 or greater.

One of the following operating systems

Microsoft Windows 98 (Second Edition),
Microsoft Windows NT4 (with Service Pack 6),
Microsoft Windows 2000 (with Service Pack 4),
Microsoft Windows XP (with Service Pack 1 or 1a).

To request your product Tour and Evaluation CD call

0800 092 80 91

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Free technical support for 60 days

Helpline 0845 111 55 55

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