

Budget Maestro® for SYSPRO

To provide a complete application that streamlines the budgeting, forecasting, and financial reporting process and offers rock-solid financial analysis enabling organizations to make better decisions for **direct connectivity** with SYSPRO facilitating the automatic exchange of financial information from SYSPRO into Budget Maestro.

The Value of Budget Maestro for SYSPRO

- ▶ Supports the full cycle of budget development, comparing actual results to plan, re-forecasting, contingency and what-if scenarios
- ▶ Includes Revenue and Expense Forecasting, Cash
- ▶ Flow and Financing Projections, Payroll and Fixed
- ▶ Asset Planning
- ▶ Unlimited financial and management report generation
- ▶ Built-in financial intelligence and business rules – generates accurate calculations and GAAP-compliant reporting
- ▶ Enable budget accountability from operational managers
- ▶ No formulas or macros to create ensuring 100% accurate calculations
- ▶ Align operations and strategy, to deliver accurate and timely financial information and monitor progress toward goals
- ▶ Integrated, synchronized P&L, Balance Sheet and Cash Flow statements ensures accurate and precise reporting
- ▶ Know exactly how much cash you need to support growth
- ▶ Little IT support required
- ▶ Implement quickly and with low total cost of ownership

Matching Budget Maestro to your business

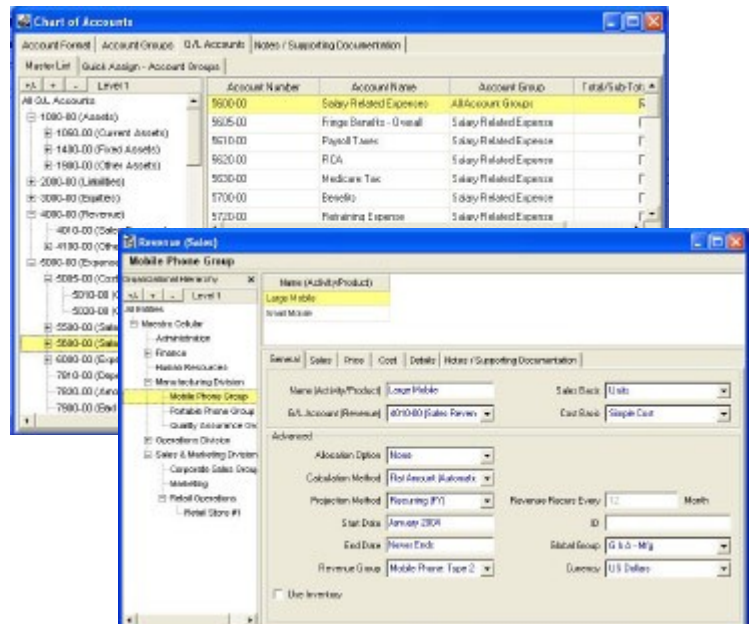
- ▶ Use your existing SYSPRO account structure to model your business enabling accurate actual vs. plan analysis
- ▶ Data import of accounts and balances for actual vs. budget analysis
- ▶ Budget at the right level of detail, whether that be very granular or summary consolidated levels
- ▶ Option for activity-based budgeting for example: low the "G/L" detailed payroll planning by personnel or position
- ▶ Ability to globally define payroll tax rates, fringe benefits and other salary related expenses
- ▶ Built-in depreciation schedules for forecasting depreciation on planned capital acquisitions
- ▶ Easily determine variances and trends and make changes in line with goals and forecasts.
- ▶ Drill down to the transaction level to see underlying causes and better exploit opportunities or correct problems.
- ▶ Examine your operation from numerous perspectives – by G/L account, manager, category, product lines, customer or any entity
- ▶ Export budgets for import into SYSPRO to leverage existing reports and dashboards

Financial and Management Reporting

- ▶ Standard financial statement
- ▶ Dynamic drill-down reports
- ▶ Ad-hoc reports

Integration

- ▶ Budget Maestro integrates with SYSPRO General Ledger





The Competitive Edge Since 1986.



Budget Maestro® for SYSPRO, cont.

Optional modules:

Manufacturing Module

The Manufacturing module consists of:

Inventory Planning:

Measure and manage the impact of inventory costs on the Balance Sheet and Cash Flow Statements by more accurately projecting inventory (finished goods and/or components) based on calculated or user-defined requirements.

- ▶ Tracks BOM, purchases, sales and EOM on a monthly basis
- ▶ Accurately reflect your inventory expenses and purchases on financial statements

Component Costing:

Enables you to more accurately track and control the change in costs on finished goods and components to measure the impact on your bottom line.

- ▶ Forecast detailed revenue based on multiple expense items related to a finished good or service
- ▶ Build in any price adjustment to help analyze the elements driving costs
- ▶ Set up payment schedules for a more accurate view of payables

The Inventory Planning and Component Costing features can be used separately or in conjunction with each other.

Revenue Recognition

The Revenue Recognition module automates the complex series of calculations required to forecast deferred revenue and stay in compliance.

- ▶ Forecast deferred revenue by contract type
- ▶ Define the recognition, payment schedules and the length of the term
- ▶ Apportioned revenue is recognized in the appropriate period on the income statement with the balance reflected as a liability
- ▶ Results in synchronized and precise P&L, Balance Sheet and Cash flow statements that accurately reflect the impact of deferred revenue schedules

Multi-Currency

Enables multinational companies to budget and forecast in multiple currencies and perform currency conversions for any number of denominations.

- ▶ Collect operational forecast from multiple divisions or subsidiaries in their local currencies and convert into a single reporting currency
- ▶ Set default currencies for subsidiaries to enable budgeting and reporting in their currencies
- ▶ Calculates exchange rates based on entered data
- ▶ Modify exchange rates on a monthly basis by version and generate reports based upon those versions to analyze variances
- ▶ Run Income Statement using an average monthly exchange rate and a Balance Sheet using an end of month exchange rate

Extended Period Pack

Provides the ability to forecast up to 15 years (on a monthly basis) and maintain up to 5 years of historical data.

Dashboard Kit

Get a snapshot view of key performance indicators essential to measuring the financial and operational health of the organization.

- ▶ Report, compare and analyze multiple versions: actuals, budget, forecast, reforecast
- ▶ Report, compare and analyze by multiple entities: product lines, projects, profit centers, cost centers, channels, regions, divisions, multiple companies, consolidated view
- ▶ Allow decision makers to react quickly to business dynamics
- ▶ Ensure greater accountability

| Name | Jan 04 FY 2004 (Plan Basis) | Feb 04 FY 2004 (Plan Basis) | Mar 04 FY 2004 (Plan Basis) | Apr 04 FY 2004 (Plan Basis) | May 04 FY 2004 (Plan Basis) | Jun 04 FY 2004 (Plan Basis) |
|--|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| (-) All Entities | | | | | | |
| (-) Maestro Cellular | | | | | | |
| (+) Details Maestro Cellular | | | | | | |
| (+) Administration | 20,280 | 23,063 | 25,897 | 23,673 | 22,706 | 25,54 |
| (+) Finance | 48,715 | 47,358 | 50,243 | 49,340 | 48,316 | 51,11 |
| (+) Human Resources | 15,489 | 14,803 | 14,636 | 14,968 | 14,383 | 14,13 |
| (-) Manufacturing Division | | | | | | |
| (+) Details Manufacturing Division | | | | | | |
| (+) Mobile Phone Group | -13,642 | -12,328 | -10,014 | -9,698 | -8,385 | -6,07 |
| (+) Portable Phone Group | -10,210 | -9,953 | -9,496 | -9,139 | -8,782 | -7,42 |
| (+) Quality Assurance Group | 9,348 | 9,076 | 9,105 | 11,100 | 10,829 | 10,86 |
| Total Manufacturing Division | 912 | 1,076 | 5,924 | 8,274 | 8,772 | 13,61 |
| (+) Operations Division | 66,683 | 67,330 | 78,095 | 73,892 | 74,540 | 83,63 |
| (+) Sales & Marketing Division | -89,929 | -106,158 | -107,117 | -108,054 | -107,878 | -98,49 |