

# PRODUCTS

## BusinessObjects Budgeting

### Streamline the Budgeting Process

#### Solution Highlights

Develop different formats for differing business requirements

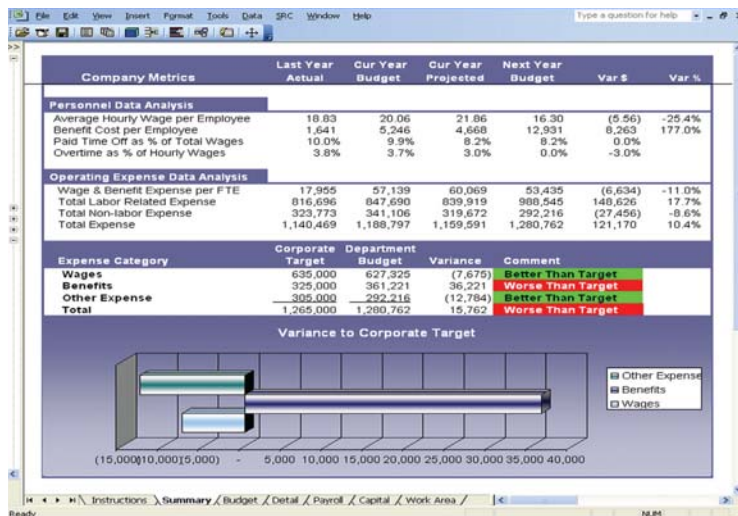
Apply conditional statements and multi-tiered relationships

Complete rolling forecasts, flexible budgeting, and long-term forecasting.

Send automatic alerts to help track and manage the budget process

Create multiple scenarios for sophisticated "what-if" analysis

Budgeting is a critical step in planning and controlling your day-to-day operations. It is also a time consuming, multi-layered, and complex process. To streamline the budgeting process and ensure more timely and accurate budgets, companies like yours need a formalized process that produces detailed, yet flexible budgets that are fully aligned with the strategic goals of the organization. Balancing flexibility and control, sophistication and ease-of-use, BusinessObjects™ Budgeting provides the tools you need to create and execute detailed budgets—transforming strategic goals into operational plans. BusinessObjects Budgeting not only simplifies the budgeting process, but also streamlines data sharing with key managers. The result? Greater accuracy, enhanced accountability, and increased ownership by business units—all while dramatically reducing the time required for the planning process



### Customize and Model Budgets to Fit Your Business

By generating maximum participation and collaboration in budget development and analysis, BusinessObjects Budgeting is designed to involve the entire organization and build consensus—right from the start. Using flexible access methods, you

can easily incorporate a large, multi-layered decision-making team in the budget planning process via the web, your corporate LAN, or email. Because BusinessObjects Budgeting is integrated with your general ledger, payroll, and other critical applications, data is mapped automatically. Plus, data not contained in an enterprise system can be easily collected with automated data distribution and collection forms. BusinessObjects Budgeting uses workflow tools—identifying process owners, assigning security rights, and issuing automated alerts—to help budget administrators track, manage, and complete the budgeting process in a timely manner.

BusinessObjects Budgeting provides you with completely customizable budget layouts and formats. Use flexible budget structures—including years of history, statistics, accounts, and budget periods—for every company, site, line of business, and department. Accommodate any number of complex or unique budgeting methodologies, including conditional statements and multi-tiered relationships. With BusinessObjects Budgeting, you can enjoy sophisticated modeling capabilities, drill down into budgetary details to

clarify results, and promote overall confidence in the numbers. Clearly view budgetary relationships and trace back to root calculations and original assumptions. Rolling budgets, flexible budgeting, and long-term forecasting combine to ensure your budgets align with specific corporate goals.

Account Description	Red Flag	Last Year Actual	Cur Year Budget	YTD Actual Aug/04	Cur Year Remainder	Cur Year Projected	Next Year Budget	Var \$	Var %
<b>Total Wages</b>		595,322	618,858	423,922	211,961	635,883	627,325	(8,558)	-1.35%
620200 Paid Time Off		59,238	61,002	34,922	17,461	52,383	61,678	(705)	-1.35%
620300 Overtime Premium	↑	22,522	22,895	12,693	6,347	19,040	-	(19,040)	-100.00%
630100 FICA		42,941	44,809	24,381	12,190	36,571	43,293	6,722	18.38%
630200 FUTA		14,313	14,751	8,247	4,124	12,371	12,204	(167)	-1.35%
630300 SUTA		8,589	8,961	4,889	2,444	7,333	7,235	(99)	-1.35%
631100 Medical / Dental	↑	8,809	9,201	5,995	2,998	8,994	176,490	167,496	1862.27%
631300 401K Expense		39,911	41,332	27,099	13,550	40,649	42,682	2,032	5.00%
631400 Workers Comp		7,613	7,792	5,198	2,599	7,797	-	-	0.00%
631500 Other Employee Benefits		17,437	17,990	12,599	6,299	18,898	19,843	945	5.00%
<b>Payroll Taxes and Benefits</b>		221,374	228,832	136,024	68,012	204,036	361,221	157,185	77.04%
<b>Payroll Recap</b>									
1240000 Total Hours		31,623	30,858	19,389	9,695	29,084	38,480	9,396	32.31%
1250000 Total FTE's	↑	45.49	14.84	14.00	13.94	13.98	18.50	4.5	32.31%
Average Hourly Rate	↑	18.63	20.06	21.86	21.86	21.86	16.30	(5.56)	-25.44%
<b>Other Expenses</b>									
540000 Promotional Allowances		91,430	95,030	52,293	29,081	81,374	87,311	5,937	7.30%
640200 Meals & Entertainment		74,884	77,593	49,515	24,757	74,272	66,500	(17,772)	-23.93%
640300 Training Programs		38,727	40,271	25,989	12,884	38,983	25,290	(13,693)	-35.13%
641200 Supplies - Office	↑	594	613	388	194	582	4,440	3,858	662.91%
641400 Dues & Subscriptions		1,223	1,261	803	402	1,205	-	-	0.00%
641500 Postage		6,151	6,411	4,011	2,005	6,016	6,196	180	3.00%
641600 Telephone		15,534	16,088	10,135	5,068	15,203	7,770	(7,433)	-48.69%
650000 Rent	↑	42,185	48,768	32,512	16,256	48,768	50,288	1,520	3.12%
663000 Auto & Truck Expense		7,053	7,304	4,895	2,347	7,042	7,535	493	7.00%
664000 Insurance		10,061	10,166	6,535	3,268	9,803	10,293	490	5.00%
665000 Legal Fees		22,804	22,953	14,925	7,482	22,387	-	-	0.00%
666000 Consulting Fees		14,128	14,649	9,359	4,879	14,035	13,000	(1,035)	-7.39%
<b>Total Other Expenses</b>		323,773	341,196	211,159	108,514	319,672	292,216	(27,456)	-8.59%

## Align Budgets with Strategic Plans and Forecasts

A detailed departmental budget is meaningless if it does not support executable plans and the strategic goals of the company. Using BusinessObjects Budgeting, your budgets are fully integrated with other key BusinessObjects

modules – ensuring that allocations from your capital, balance sheet, product line, and departmental budgeting are aligned with and support the corporate strategy.

## Enterprise Performance Management

Business Objects offers the first purpose-built, fully integrated enterprise performance management (EPM) suite based on a flexible platform and a true, closed-loop process. Combining an intuitive Excel-based interface with robust, industry-standard databases, Business Objects plan reporting and analysis capabilities give users familiar spreadsheet formatting and calculating features while instantly populating reports with the most up-to-date information. Interactive dashboards and multi-dimensional, multi-c Because our EPM suite ensures maximum involvement with the planning, reporting, and performance management process, users can leverage multiple access methods, deploying Business Objects EPM suite over the internet, over terminal server, or via the enterprise LAN/WAN environment.

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