

## Case Study: Forecasting

**Integra has improved business planning and forecasting for revenue, expenditure and cash flow through the seamless use of Agresso Planner and Excelerator.**

The Construction industry is just one example of industries that are driving the need for more sophisticated and effective financial management facilities, particularly in the areas of planning and forecasting.

Our client required streamlined solutions that allowed them to model and post revenue and expenditure forecasts over a rolling five years alongside actual and budget information. In addition, they required cash flow forecasting against budgets.

### **Revenue and Expenditure Forecasts**

Integra used the Agresso V5.5 Planner and Excelerator modules to develop a seamless interface and planning mechanism. The interface allows actual and budget, revenue and expenditure, held at project and work order levels to be extracted to Excelerator. The Excelerator forecasting allows users to model the forecasts as often as required

and with the advantage of having immediate visibility. Forecasts generated across a rolling five years are posted back to Agresso Planner for reporting against actual and budgets.

### **Cash Flow Forecasts**

In addition to the 'accruals based' forecasting previously described, a solution was developed to produce cash flow forecasts for departments and 'legal entities'. This solution uses the Cash Accounting module, feeding a cash flow balance table from which to extract the cash flow. The Planner module is updated with the forecast cash flow and holds the cash flow budgets and forecasts that subsequently update the cash flow balance tables.

Integra has a track record of working with its clients to realise opportunities that will not just deploy the Agresso functionality but will meet specific business needs and add real business value.

***The solution has allowed user ownership of the forecasting processes and has provided key benefits in:***

- *The availability of timely forecast information for better decision making*
- *Flexibility in the frequency of forecasting*
- *Full visibility of the data and results*

**Integra Associates is an independent consultancy specialising in implementing financial business solutions and is made up of qualified accountants and IT professionals.**