

- Main Navigation
- My Plans
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- Dashboard
- Revenues Dashboard
- Management Dashboard
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1 MY FORECASTS 2 SHARED FORECASTS

ADD PLAN + Sort by: 3

- Widget Professional Services (Created: Sep 4, 2019)
Professional Services
- Consolidation Subsidiary 3 (Created: Jul 1, 2019)
PE
- Consolidation Head Company (Created: Jul 1, 2019)
PE
- Consolidation Subsidiary 1 (Created: Jul 1, 2019)
PE
- Tester Plan12 (Created: Sep 18, 2019)
- Licencing & Product Sales Demonstration (Created: Sep 10, 2019)
SaaS and Hardware Sales
- Widget Products and Services (Created: Sep 4, 2019)**
Product and Services
- Widget Agency (Created: Sep 4, 2019)
Agency
- Licencing 5 Year Plan (Created: Jun 11, 2019)
PE
- Licencing & Product Sales Demonstration Copy (Created: Sep 18, 2019)
SaaS and Hardware Sales
- Widget Licence Fees (Created: Sep 4, 2019)
Licence Test
- Widget Manufacturing (Created: Sep 4, 2019)
Manufacturing
- OSMO TUESDAY (Created: Sep 3, 2019)
Test OSMO

This is the **'My Plans'** page, you can create unlimited forecasts which are located underneath the **1 'My Forecasts'** tab.

2 The **'Shared Forecasts'** tab contains a list of forecasts shared by another user.

3 Forecasts can be sorted by creation date or by name.

4 PLAN SETUP FORECAST SETUP REVENUE MODELS COMPANY STRUCTURE USER ACCESS EDIT RIGHTS VAT & CORP TAX SETUP

6 IMPORT 7 COPY PLAN UPDATE FORECAST DELETE PLAN

2. Forecast Setup

Basic configuration

Start Date: Number of years: Extended Setup: ON

Benchmarking Setup

If you do not want to Benchmark toggle the switch off OFF

Business Configuration

Is this a new business?

Currency & Tax Configuration

Reporting Configuration

Exchange Currency: Report Exchange Rate:

Accounts Payable Configuration

Navigate through the basic plan setup which allows you to build a foundation for the forecast that you are creating.

Once you have entered values in the data entries you have options such as **4** sharing the forecast to view or **5** permitting the user with edit rights access who currently has a subscription with ProForecast.

6 Import financial data from the various accounting packages that ProForecast offers. We currently offer three direct APIs which are CSV, Quickbooks and Xero. These accounting packages are all free of charge. In addition we have a Sage 50 & 200 cloud connector integration which is at a cost of £15 per month.

7 We have a copy plan option which can be used to retain an original copy of the plan so when you share a forecast for another user to edit, you don't need to worry about it being altered as you have the original copy and they have the copied plan.

Main Navigation

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Widget Products and Services

- Opening Balance 8
- Revenue Models
- Core Plan Setup
- Payroll Terms
- Marketing Split
- G & A Expenses
- G & A Salaries
- Board Salaries
- Sales & Marketing
- Central Sales Salaries
- Central Departments

TAX TABLE
WHAT IF
CALCULATE

9
10
11

We are currently on the Forecast page which is one of the most used sections in ProForecast. This page allows us to build and define the forecast that you had previously set up in the My Plans page.

8 Within the Forecast section we have multiple data entries aligned across the left hand side of the screen. If you have imported from an accounting package then data will be located in some of the data entries shown in the list.

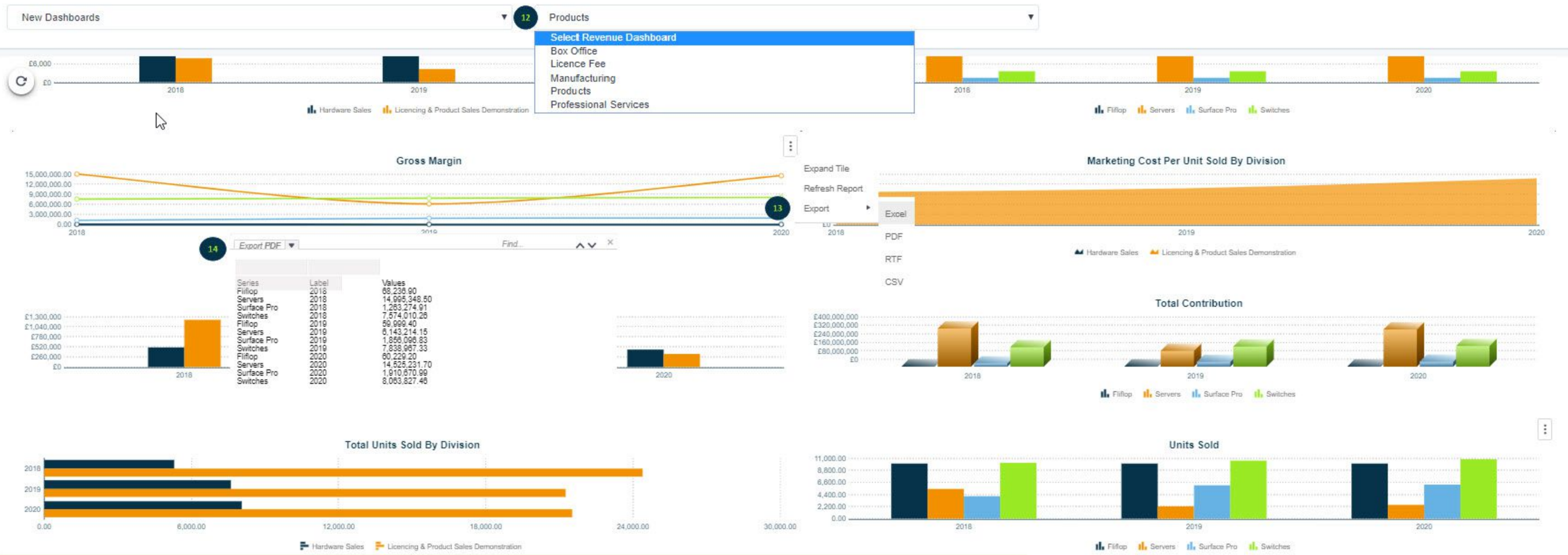
Values can be entered manually if you do not wish to import any data, not all data entries need to contain a value as ProForecast have made it so the flexibility and usability is at the best performance.

Tax Table - 9 This is where you can set up your company's tax profile. ProForecast also includes a master tax table that automatically assigns the user's UK tax rates. You can locate this in the Master Licence viewer.

What IF - 10 Scenario planning is crucial for any business, it allows you to prepare for either the worst outcome or best outcome for the forecast. Within this section there are four global scenarios, each with various options.

Calculate - 11 This is where you can run a calculation through multiple scenarios. Once the calculation has finished you can then review the reports and dashboards. If you go back to the Forecast or My Plans page to adjust the forecast then you can recalculate as necessary.

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The Revenue Dashboard section contains **12** prebuilt operating graphs for all of the revenue models that were chosen for the forecast. If the calculation was created with "What IF" scenarios then they will appear alongside the forecast data on the appropriate graphs.

These Flexible dashboards allow you to change the layout of the graph, this could be changed from line graphs to bar graphs. If necessary then you can use our 3D style graph feature to improve the look of them.

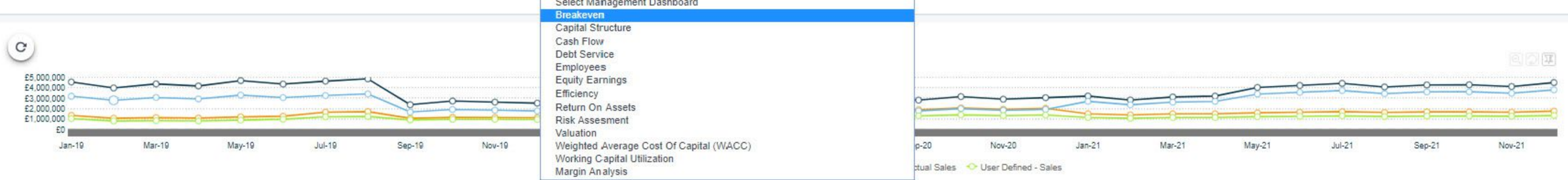
Add your own logo or a clients logo to the graphs and adjust the colour scheme to make them look like your own.

ProForecast allows you to **13** export these beautiful graphs into Excel, PDF, RTF and CSV. You can export these graphs individually to look at them in more depth.

The dashboards now have a **14** higher level of granularity where you can drill down into each individual graph to see the underlying figures. This example is off clicking on the line graph at 2019 in the Gross Margin tile.

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New Dashboards 15 Breakeven



Management Dashboards work in the same way as the revenue dashboards however, instead it contains 15 a comprehensive set of key financial and operational graphs.

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New Dashboards Original Forecast

17 Central 18 Variance 19 Divisions 20 Departments

Income Statement 16

21 22

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ProForecast produce a 16 full set of financial reports which can be chosen in the report list.

17 Central reports is where the base forecast data is held, ProForecast includes 18 variance reports which allow you to view the variance between the forecast value and the actuals that are imported. If you have created 19 Divisions and 20 Departments for the forecast then the reports can be accessed in this section.

These reports can be 21 exported to various formats such as PDF, CSV, Excel, HTML, RTF, TIFF file and Web Archive. 22 Each report can also be printed.

Depending on how many years the user forecasts for, 23 you can then select what period of the forecast you would like to view. This means you are completely flexible in the way you would like to analyse the reports as you can view just the one year report or all of them combined.

24 Hovering over one of the subheadings will allow you to drill down into them to analyse the underlying data for the values that were created in the main report.

Licencing & Product Sales Demonstration Original Forecast Income Statement	1 Jan-18	2 Feb-18	3 Mar-18	4 Apr-18	5 May-18	6 Jun-18	7 Jul-18	8 Aug-18	9 Sep-18	10 Oct-18	11 Nov-18	12 Dec-18	2018 Total-18
Sales Of Products & Services 24	£4,530,646	£3,939,893	£4,329,514	£4,132,788	£4,649,608	£4,313,018	£4,594,260	£4,803,016	£2,323,038	£2,671,358	£2,555,251	£2,439,145	£45,281,535
Sales Of Services	£0	£9,914	£8,621	£9,483	£9,052	£9,914	£9,052	£9,483	£9,914	£8,621	£9,914	£9,483	£103,447
Licence Fees	£1,743	£1,727	£1,710	£1,694	£2,630	£2,866	£3,523	£14,338	£16,690	£25,480	£32,148	£46,308	£150,857
Professional Services	£0	£9,914	£8,621	£9,483	£9,052	£9,914	£9,052	£9,483	£9,914	£8,621	£9,914	£9,483	£103,447
Gross Revenues	£4,532,389	£3,961,447	£4,348,466	£4,153,447	£4,670,341	£4,335,711	£4,615,887	£4,836,319	£2,359,555	£2,714,080	£2,607,226	£2,504,418	£45,639,286
Open Stock Finished Goods	£54,685	£1,515,507	£1,317,900	£1,449,638	£1,662,905	£1,821,100	£1,675,633	£1,774,357	£1,854,925	£1,745,983	£1,843,749	£1,776,618	£54,685
Purchases & Direct Costs	£3,395,797	£1,485,065	£1,982,612	£2,261,649	£2,401,590	£1,928,711	£2,329,459	£2,412,664	£1,050,010	£1,430,493	£1,207,671	£1,151,182	£23,036,902
Closing Stock Finished Goods	£1,515,507	£1,317,900	£1,449,638	£1,662,905	£1,821,100	£1,675,633	£1,774,357	£1,854,925	£1,745,983	£1,843,749	£1,776,618	£1,710,923	£1,710,923
COGS	£1,934,974	£1,682,672	£1,850,874	£2,048,383	£2,243,394	£2,074,178	£2,230,735	£2,332,096	£1,158,952	£1,332,727	£1,274,802	£1,216,877	£21,380,664
Gross Profit	£2,597,415	£2,278,775	£2,497,592	£2,105,064	£2,426,947	£2,261,533	£2,385,152	£2,504,223	£1,200,603	£1,381,353	£1,332,424	£1,287,541	£24,258,622
Gross Profit %	57.31%	57.52%	57.44%	50.68%	51.97%	52.16%	51.67%	51.78%	50.88%	50.90%	51.11%	51.41%	53.15%
Operating Expenses													
Divisional Op Cost Depts	£33,320	£30,454	£32,416	£31,435	£34,102	£33,430	£36,025	£34,513	£32,656	£36,327	£35,104	£33,880	£403,662
Central Operating Costs	£513,403	£449,908	£493,444	£471,417	£529,018	£483,727	£760,338	£802,543	£269,052	£309,362	£298,794	£290,525	£5,671,533
Total Operating Costs	£546,723	£480,363	£525,860	£502,853	£563,119	£517,157	£796,363	£837,056	£301,709	£345,689	£333,898	£324,405	£6,075,195

- 23
- Year ending in
- select all clear select
- 2018
 - 2019
 - 2020