# BUDGETING & FORECASTING for A/E/C Firms with PowerExcel

### Become more profitable. Make informed and timely decisions.

## **BOTTOM-UP REVENUE PLANNING**

Allow users to plan for, report and forecast key metrics like: Utilization %, Multiplier, Labor & Net Revenue, Billed Hours, Average Billing Rate Users can also see this by profit center or discipline

#### **TOP-DOWN REVENUE PLANNING**

Allows users to plan for, report, and forecast their hard backlog as well as their opportunity pipeline. This sub-module allows users to track revenue by project manager, client, location, and/or department.

#### **GAP ANALYSIS REPORT**

This report marries the Bottom-Up Revenue Plan (Supply) with the Top-Down Revenue Plan (Demand). It shows historical data & provides a 12-month view into the future.

## **BUDGETING & CONTINUOUSLY ROLLING FORECASTING**

12-month plans are often outdated before they even begin. You need a way to adjust your plan and successfully address changes in market conditions. Give your finance team the tools to be more productive while simplifying the input process for budget & forecast contributors.

- Complete automation of budgeting, forecasting and financial inquiry functions
- Turns budgeting and forecasting into a business tool, not an administrative burden.
- Stay in Excel our tool presents itself in Excel, but all data resides in a centralized warehouse
- Variance analysis with drill down to transactional data
- Connects all your disparate data sources for "one version of the truth"
- Includes a Business Intelligence platform for ad-hoc operational and financial reporting

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11	% Research and Development	16%	0%	0%	16%	0%	05	0%	Columns	
12	% Operating Expense	27%	0%	0%	29%	0%	0%	0%	Month: All, Total Quarter, Jan	uary, 1st Quarter, February, Ma
13	% Operating Income	18%	0%	0%	-1%	0%	0%	0%		
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16	5485	1,004.0	0.0	0.0	61.4	0.0	0.0	0.0	E Rowo	
17	Materials	370.9	0.0	0.0	17.2	0.0	0.0	0.0	LC Region: All, Argentina, Wark	i South America Brazil Canad
18	Labor	481.5	0.0	0.0	41.3	0.0	0.0	0.0		
19 20	Cost Of Goods Sold Gross Profit	852.5	0.0	0.0	58.5 22.9	0.0	0.0	0.0		
21	Gross Profit	700.0	0.0	0.0	22.9	0.0	0.0	0.0	٤	
22	Sales General and Administrative	170.3	0.0	0.0	10.7	0.0	0.0	0.0		PowerExcel Slice
23	Research and Development	245.3	0.0	0.0	12.8	0.0	0.0	0.0		PivotTable
24	Operating Expenses	416.6	0.0	0.0	21.5	0.0	0.0	0.0	Delete Removed Rows	Read/Vinite Formulas
25 26	Operating Income	283.4	0.0	0.0	(0.6)	0.0	0.0	0.0	Dipandable Members	Power Query
27	Interest Expense Net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	insert into	
28	Other (Income) Expense Net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	O NewWorkback	mentWarksheet
29									O New/Worksheet	Location: \$4\$1
30	Income Before Income Taxes	283.4	0.0	0.0	(0.6)	0.0	0.0	0.0		
31 32	Income Tax Provision Net Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Dpdata	
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PARIS Technologies has helped top ENR firms across the country to forecast and prepare for the ebbs & flows that all professional service firms deal with.

