

Session starts at 1:30pm Eastern (10:30am Pacific)



Management Reporter
Forecaster
FRx
Prospero

User Group Spring Forums 2017

- Forecaster User Group Forum (Tuesday 3/14/17)
- Management Reporter User Group Forum (Wednesday 3/15/17)
- MSX Group Prospero User Group Forum (Thursday 3/16/17)

Register at www.msxgroup.com/2017-Spring-forums



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Forecaster Users Forum

- Session 1: 11:00-12:00 Product Overview
- Session 2: 12:15-1:15 Beginner Training Session 1
- Session 3: 1:30-2:30 Intermediate Session 1
- Session 4: 2:45-3:45 Intermediate Session 2
- Session 5: 4:00-5:00 Additional Topics and Closing



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Forecaster for Microsoft Dynamics ERP

Forecaster Users Forum

- Log In and Log Out at anytime throughout the day.
- Attendees will be muted but may submit text questions using GoToWebinar Question section.



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Forecaster for Microsoft Dynamics ERP

User Group Spring Forums 2017

Forecaster for Microsoft Dynamics® ERP

SESSION 3: HR, Capital & Revenue Details

Session starts at 1:30pm Eastern (10:30am Pacific)



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This session presented by Nick Sercer

Forecaster Users Forum Agenda

1:30pm-2:30pm ET (10:30am-11:30am PT)

During this session, we will see how to setup Forecaster's detail templates:

- **Human Resources**
- **Capital**
- **Revenue**



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Forecaster for Microsoft Dynamics ERP

Human Resource Budgeting Setup

Forecaster's Human Resource Detail Budgeting Module has several items to setup:

- Pay Types (Regular, Overtime, etc.)
- Salary Grades (Hourly, Salaried, etc.)
- Benefits (FICA, State Taxes, Medical Benefits, etc.)
- Hours per Periods
- HR Detail Reports

The screenshot displays the Microsoft Forecaster application window, showing a detailed budgeting table for Human Resources. The table is organized into columns for months (Jan to Dec) and rows for various accounts. The accounts are categorized into UNITS SOLD, REVENUE, COSTS, and OPERATING EXPENSES. The table shows data for the current year and the next year, with a total row at the bottom.

ACCOUNT	Label	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
UNITS SOLD														
UNITS	Sales Units - Prod A	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
UNITS	Sales Units - Prod B	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
UNITS	Sales Units - Prod C	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
REVENUE														
4100	Sales	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
4110	Sales Discounts	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)
4120	Sales Returns	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)
4130	Net Revenue	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890
COSTS														
4500	Raw Materials	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500
4510	Manufacturing Overhead	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400
4520	Operating Expenses	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
4530	Other Expenses	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154
4540	Travel Expense	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
4550	Summary Gross Margin	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240
OPERATING EXPENSES														
5200	Office Expense	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
5210	Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
5220	Postage	0	0	0	0	0	0	0	0	0	0	0	0	0
5230	Utilities Expense - Service	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154
5240	Maintenance Expense - Service	550	550	550	550	550	550	550	550	550	550	550	550	550
5250	Other Expense	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
5260	Travel Expense	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
5270	Summary Operating Profit	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00



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Forecaster for Microsoft Dynamics ERP

Capital Budgeting Setup

Forecaster's Capital Detail Budgeting Module setup includes:

- Capital Types
- Temporary Accounts
- Calculations to combine temporary account balances
- Capital Detail Reports

ACCOUNT	Label	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
UNITS SOLD											
SALES											
SALES UNITS - Prod A		7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
SALES UNITS - Prod B		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
SALES UNITS - Prod C		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
REVENUE											
SALES		235,000	235,000	235,000	235,000	235,000	235,000	235,000	235,000	235,000	235,000
SALES DISCOUNTS		(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)
SALES RETURNS		(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)
NET REVENUE		220,890	220,890	220,890	220,890	220,890	220,890	220,890	220,890	220,890	220,890
COSTS											
RAW MATERIALS		127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500
SUMMARY GROSS MARGIN		93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400	93,400
OPERATING EXPENSES											
OFFICE EXPENSE		1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
RENT EXPENSE		0	0	0	0	0	0	0	0	0	0
POSTAGE		10,192	9,295	10,192	9,295	10,192	9,295	10,192	9,295	10,192	9,295
TRAVEL EXPENSE - SERVICE		1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154
MAINTENANCE EXPENSE - SERVICE		550	550	550	550	550	550	550	550	550	550
OTHER EXPENSE		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
TRADE SHOWS		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
TRAVEL EXPENSE		6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00



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Forecaster for Microsoft Dynamics ERP

Revenue Budgeting Setup

Forecaster's Revenue Detail Budgeting Module setup includes:

- Markets
- Products
- Product Input Sets (Line, Column, Calculations)
- Rates
- Revenue Detail Reports

The screenshot displays the Microsoft Forecaster application window. The main window shows a detailed budgeting table for 'Current Year Budget - 2100000.00 Sales - West Area (not project related)'. The table is organized by account, with columns for months (Jan to Dec) and a total column. It includes sections for UNITS SOLD, REVENUE, COSTS, and OPERATING EXPENSES. The table is filtered to show 'Multi Row' data. The 'UNITS SOLD' section shows sales units for three products (Prod A, Prod B, Prod C) across the months. The 'REVENUE' section shows sales revenue, discounts, and net revenue. The 'COSTS' section shows raw materials and a summary gross margin. The 'OPERATING EXPENSES' section shows various expenses like office expense, rent, postage, and travel. The bottom of the window shows a progress bar and a status bar.

ACCOUNT	Label	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
UNITS SOLD														
UNITS	Sales Units - Prod A	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
UNITS	Sales Units - Prod B	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
UNITS	Sales Units - Prod C	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
REVENUE														
4100	Sales	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
4250	Sales Discounts	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)	(11,750)
4110	Sales Returns	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)	(2,360)
4110	Net Revenue	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890	210,890
COSTS														
4500	Raw Materials	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800
4500	Summary Gross Margin	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500	127,500
OPERATING EXPENSES														
5200	Office Expense	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
5250	Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
5115	Postage	10,192	9,295	10,192	10,192	10,192	10,192	10,192	10,192	10,192	10,192	10,192	10,192	10,192
5225	Travel Expense	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154	1,154
5200	Utilities Expense - Service	550	550	550	550	550	550	550	550	550	550	550	550	550
5200	Maintenance Expense - Service	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
5120	Other Expense	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
5200	Trade Shows	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00
5200	Travel Expense	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00



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Fall User Forums

- **September 19, 2017** Forecaster Users Forum
- **September 20, 2017** Management Reporter Users Forum
- **September 21, 2017** Prospero Users Forum



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Thank you!

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Forecaster for Microsoft Dynamics® ERP

Up Next SESSION 4: Advanced Topics for PL, BS, CF...

Session starts at 2:45pm Eastern (11:45am Pacific)



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