

Cheat Sheet – Cashflow Forecasting

SYSTRONICS Addons For Sage 300

Sales Proposition

Upset your Bank! Push your cash management efficiency to the limit.

Overview

SYSTRONICS Cashflow Forecasting™ for Sage 300 forecasts daily bank balances up to a user specified date, spotting liquidity issues or excess cash. Cash inflows and outflows are projected based on the following Sage 300 documents:

- A/R Invoices
- A/P Invoices
- Purchase Orders
- Sales Orders
- G/L Budgets

Users can enter their own projected transactions to run “what if” scenarios.

Qualification Questions

- Do you often delay payments to vendors or use overdraft excessively because of poor cash flow planning?
- Do you spend too much time on exporting information from Sage 300 to your cash flow forecasting spreadsheet model?

Why SYSTRONICS Cashflow Forecasting?

- Prepares cash forecasts based on Sage 300 transactions and data automatically.
- Processes cash flow forecasts inside Sage 300 without the use of spreadsheets or external applications.
- Makes the forecasting process flexible, so that users can add new transactions to forecasts or modify projected ones.
- Allows converting projected transactions to actual Sage 300 transactions upon maturity.
- Defines bank overdraft limits to facilitate spotting transactions that take the account balance above the overdraft limit.

Business Problems Solved

- Cash treasurers have all the necessary data in place to optimize cash balances, so that obligations are met timely and cash is not frozen in the bank unnecessarily.
- Time is saved by having transaction details readily available for analysis, rather than importing them into spreadsheet models to project forecasts.

Customer Stories

Profile 1: Large Retailer.

Business Problem: The existing cash flow forecasting spreadsheet model harvested the data only from Invoices. Meanwhile, the CFO has asked the accounting team to include Purchases and Sales Orders in the cash forecast as well, to make it more precise. This was a challenging task for the accounting team, since none of them was proficient in SQL and they did not know the ins and outs of Sage 300 tables.

Solution: SYSTRONICS Cashflow Forecasting for Sage 300 took care of all complexities, as it retrieved data from Sage 300 transparently.

Results: The accounting team obtains detailed and perpetual cash flow forecasts based on invoices and orders, without executing a single query or opening spreadsheets.

Profile 2: Furniture Manufacturer.

Business Problem: Company's supply chain policy was purchasing frequently in small quantities, rather than buying in bulk. This strategy resulted in a large number of invoices that complicated cash flow forecasting and cash management, as payments were first entered in Excel to forecast cash flow and re-entered in Sage 300 to pay vendors.

Solution: SYSTRONICS Cashflow Forecasting with its ability to convert projected payments into actual Sage 300 payments was an ideal solution.

Results: In addition to streamlining cash flow forecasting, the accounting team does not have to re-enter invoice payments when documents become due. They simply convert projected payments that are auto-generated by Cashflow Forecasting into actual ones.