FULL CIRCLE BUDGET

“Perk up” your Excel budgets
Presenter

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Principal, Technology Consulting
Objectives

When you leave here today you will be able to:

✔ Understand the challenges being faced by Dynamics users using Excel in the budgeting process
✔ Understand why we budget and important rules to consider
✔ Understand how Full Circle Budget can improve operational efficiencies in the budget process utilizing Excel
✔ Identify examples of other budgeting options available for Dynamics users
Session agenda

✓ Budgeting overview and why Excel
✓ Challenges of using Excel
✓ Opportunities for addressing these challenges
✓ Overview of Full Circle Budget capabilities
✓ Solution presentation
Why do we budget?

✓ Manage performance
✓ Financial predictability
✓ Understand business drivers
✓ Because we have to
Why do we budget with Excel?

Excel is the world’s most popular budgeting and forecasting tool. Research suggests that over 85% of organizations use Excel for Budgeting, Planning and Forecasting.

**Why Companies Love Excel**

1. Flexible & Easy to Use
2. Powerful Formulas & Calculations
3. Quick Modeling
4. Extensive Format & Chart Capabilities

**Common Challenges of Excel**

- Lack of Control and Data Integrity
- No Central Database
- Lack of Audit Trail and Security
- No Data Validation

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According to this spreadsheet, our total budget is #REF!, which is #VALUE! over last year’s budget of #NAME!
Frequent pain points experienced by Dynamics users

Manually Format Budget Entry Templates in Excel

Link Multiple Workbooks

Copy and Paste Data to Import into Dynamics

Spend Hours Reconciling
The answer -

- Formats Excel workbooks for budget entry
- Saves budget data directly to Microsoft Dynamics
- What if there was a “cost effective” solution that leveraged the BEST of Excel for budgeting and minimized the challenges?
Budget software?

Full Circle Budget is not a budgeting software. It is an ETL budgeting tool.

**Extract**
- FCB extracts budget data from the budget entry template

**Transform**
- FCB transforms the budget data to the format required by the accounting system

**Load**
- FCB loads the budget data into the accounting system

FCB does not create budget entry templates but includes many features that minimize Excel headaches
What is budgeting software?

- A single solution that provides various interfaces for user input and collaboration
- Contains a central database for storing the information for analysis and reporting
- Provides embedded reporting and analytics capabilities for planning, business intelligence and predictive insight

- New term - Corporate Performance Management (CPM)
Budgeting solutions for Dynamics users

Corporate Performance Management (CPM) Solutions

(Previously known as BI360)
BUDGETING OVERVIEW AND KEYS TO SUCCESSFUL PROCESS
Elements of a budget

**People**
- Involvement
- Accountability
- Time

**Data**
- Detail
- Drivers
- External
- Timeliness

**Process**
- Accessibility
- Security
- Visibility
- Confidence
- Duration
- Frequency

**ACCURACY**
Typical vs. ideal budget cycle using Excel

- **Typical Budget Cycle**
  - 120 Days: Create
  - 90 Days: Input
  - 60 Days: Analyze & Strategize
  - 30 Days: Modify
  - Final Budget: Present

- **Ideal Budget Cycle**
  - 120 Days: Create
  - 90 Days: Input
  - 60 Days: Review
  - 30 Days: Finalize
Keys to successful budget process

- Remember the Golden Rule
  - NO ONE LIKES BUDGETING
- Give Guidance
  - Include clear instructions
- Keep it Simple
  - Don’t overload the user
- Tailor the Templates
  - Breakup key data points
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FULL CIRCLE BUDGET CAPABILITIES
Full Circle Budget integrations

Direct Integration with Microsoft Dynamics accounting software.

"I want to let you know how much I LOVE Full Circle Budget! Importing and reconciling the budget with Full Circle Budget took over 70% less time compared to previous years. Full Circle Budget is a fantastic tool!"

Project Controller
Full Circle Budget delivered a positive return on investment and unprecedented budgeting efficiency for Goodwill. It is a rock solid Excel budgeting tool and has helped us tremendously.
Customer case

**Problem:** Budgets for 26 departments in Excel were taking too long to copy, paste, verify, import and tie out numbers in GP. Process used to take a week.

**Result:** After implementing Full Circle Budget, they can now update fiscal year budgets and forecasts for all 26 departments in 15 minutes.

“Full Circle Budget has had an enormous, positive impact for our company. It has enabled us to quickly and accurately automate our Excel budgets to GP. It is a wonderful product and I can’t say enough positive things about it!”
Full Circle Budget makes the budget process much more efficient. It allows department managers to enter budgets and comments, and quickly make changes after a round of reviews. It is easy for Finance to monitor changes without having to cross check and validate at each step of the budget process.

Key features

**Flexibility**
Budget in a format designed by YOUR company

**Multiple Budgets**
Support multiple budgets in same worksheet and detail line item budgeting.

**Saving Budgets**
Save budget amounts in real time or in batch mode

**Audit Log**
Full audit trail of all budget updates and errors.
Key features

1. Color code cells for budget entry
2. Password protect and lock non budget cells
3. Specify page layout for printing and freeze frames
4. Create sum formulas or variance calculations
How it works

Full Circle Budget

Management Reporter

Excel Budgeting

Full Circle Budget

Database

Full Circle Budget

Database
How it works

Management Reporter

Excel Budgeting

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Contact information

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INSTEAD OF BUDGETING TO OUR STRATEGY, LET’S SPEND OUR TIME DETERMINING WHICH SPREADSHEET CELL IS NOT LINKING CORRECTLY.