



TRG Talk: **VIRTUAL**

**Topic: How to do  
Budgeting and Forecasting  
in SunSystems**

10:00 - 10:30 (GMT+7) | Wednesday 24th June 2020

**ON ZOOM**



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TRG International

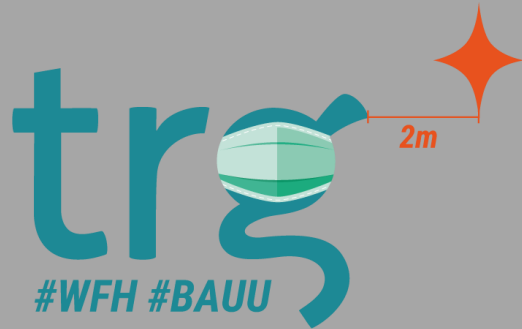


**Event will be conducted in English**

# Who am I?

- Ahmed Hussien – Application Consultant  
[Ahmed.Hussien@trginternational.com](mailto:Ahmed.Hussien@trginternational.com)
- 20 years in SunSystems Projects & Deliveries
- TRG has 100+ TRGers in multiple cities and countries  
(Vietnam / Singapore / USA / UK / Egypt / Malaysia /  
Kenya / Pakistan / Uzbekistan / Philippines / Thailand)

# Agenda



What is a Budget & Forecasting?



Budgeting



Forecasting



SunSystems B&F Best Practice



HoDemo



Q&A

# What is a Budget & Forecasting?

- Budgeting, forecasting is a Two steps done after planning process.
  - *Planning outlines the company's financial direction and creates a model of expectations. Planning is often the first step in setting up a company for determining and detailing an organization's long- and short-term financial goals.*



# Budgeting

- *Budgeting documents how the overall plan will be executed month to month and typically includes estimates of revenue and expenses and expected cash flow and debt reduction.*
- *Companies often set up their budgets at the beginning of a calendar or fiscal year and leave room for adjustment as revenues grow or decline.*
- *Budgets are compared with actual financial statements to calculate the variances or errors between the two.*



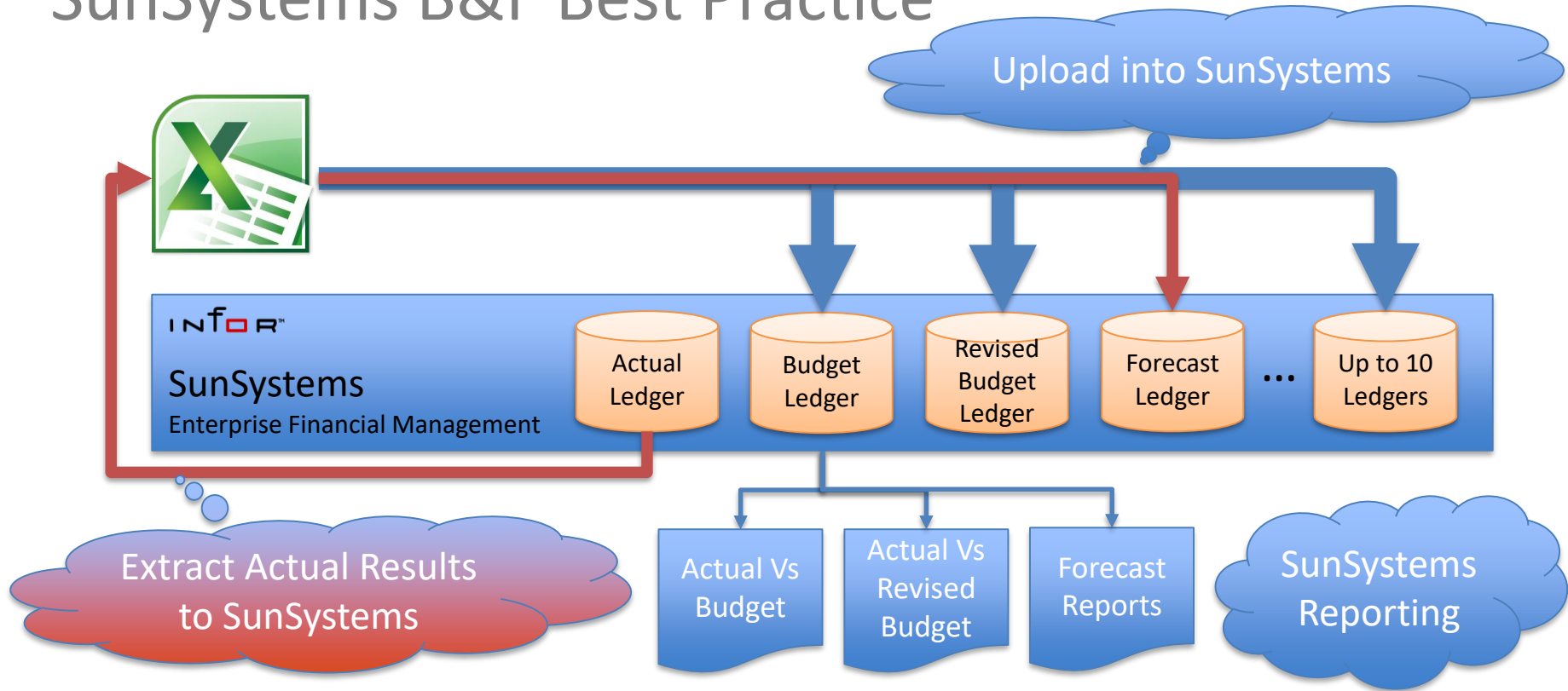
# Forecasting

- *Forecasting uses accumulated historical data and market conditions to predict financial outcomes for future months or years.*
- *Forecasts aim helping management teams anticipate results based on past information.*
- *Forecasts can be adjusted as new information is available.*
- *In contrast to budgeting, financial forecasting does not analyze the variance between forecasts and actual performance.*

FORECASTING  
METHODS



# SunSystems B&F Best Practice



Q&A



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