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Pegasus Opera3: Managing Change in your budgets

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**“If you are not budgeting,
you are reacting – not
managing”.**

The current Reality

How many businesses are actively comparing actual vs Budget every month?

“Budgeting is only Powerful if it’s used regularly - and Easily.”



Why is this a problem?

Costs are volatile, Margins Tighter and Cash flow matters more then ever
Most SME's are still making decisions based on Last years numbers, not where the are heading.



What is the impact?

- Static Excel spreadsheets
- Outdated within 2–3 months
- Decision making is hindered and performance has no measure



What is the ideal outcome?

- Predictable cash pressure before it hits
- Spot overspending early (not at year-end)
- Set clear targets for teams
- Make confident decisions (hiring, pricing, investment)

Agenda

How to Manage and Maintain budgets

- What does good budget management look like?
- Budget creation in Opera3
- Monitoring budgets within XRL
- Budget writeback and updates
- Our recommendations



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What does good Look Like

- Review actual vs budgets
- Identify key variances
- Adjust forecasts if needed
- Take action

“This should take 30-60 minutes a month – not days”

Key Takeaway's



You can't control what you don't measure



Budgets are not static, they are management tools



Small monthly adjustment beat only big annual guess

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What are budgeting methods?

When it comes to crafting your budget, the method you choose is like selecting the right tool for the job. Each approach has its strengths and weaknesses, so understanding them is key to making an informed decision.



Incremental Budgeting



Zero-Based Budgeting



Flexible Budgeting

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Tip: A mix of Incremental and Zero Based can work well.



Incremental Budgeting



Zero-Based Budgeting



Flexible Budgeting



Budget Creation in Opera3: What are the benefits?

Enter budgets directly into the Nominal (General) Ledger

Assign values to: Individual accounts and cost centres

Set budgets by financial periods

Allows: Full control and flexibility easy adjustments and fine-tuning



Creating Budgets in Opera

Manual Creation via General Ledger

Enter budgets directly into the Nominal (General) Ledger.

Assign values to:

- Individual accounts
- Cost centres / departments

Import budget data using XRL

- Upload budgets from:
- Spreadsheets (e.g., Excel)
- External systems

Benefits:

- Saves time on large datasets
- Reduces manual entry errors
- Enables bulk updates quickly

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Let's budget



Our Recommendations.

Go-live is not the finish line; it's the start of real adoption. No matter how well a system has been planned, the first weeks of real use will surface issues, and that is normal.

Ditch the Fantasy Budget

Be clear that there may be a short-term dip in productivity.





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Don't set it and Forget it

People look to their manager for reassurance during go-live.





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Everyone who impacts the bottom line should be involved.





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Embrace the unexpected

Flexibility is your friend.





Recommended Reports



P&L for the last 24 months

- Identify trends, seasonality and cost creep

Trend & Variance Insight

- Monthly P&L by period (Month by Month)
- YoY Comparison reports for growth and decline areas

Revenue & Margin Drivers

- Sales Analysis by Customer
- Gross Margin Report

- Balance sheet Contact (Often Missed)
- Aged Debtor / Creditors
- Cash / Bank Trend

Variance Report

- Detailed Variance by GL Code

Cost Deep Dive

- Top Expense Accounts
- Departmental or Cost Centre Reports (If Used)

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