



Budget Process

Profitability is a company-wide responsibility. Teach your employees to use annual, quarterly and monthly goals to manage revenue generation and expenses. Jacquard's Budget Process Profit Project® guides you through the elements of budgeting, and enables each manager to reach profitability for their department by knowing what is essential to staying on target.

Experiences

- *Managers learn the financial impact of activities and how to manage their departments*
- *Involving managers in achieving the goal improves the actual result*
- *Reaching the goal becomes a daily focus and not just a once-a-year event*

Principles

- Place ownership, accountability, and responsibility with the right people at the right level
- Formalized goals create accountability
- Review financials monthly to track against budget
- Knowing your numbers improves speed to action

Goals

- Establish annual, quarterly and monthly targets for spending
- Develop a process in which managers are held accountable for forecast and performance
- Align all departments with the same goal

Subprojects

- Financial Overview
- Forecast of P/L & Cash
- Expense Analysis
- Communication Systems
- Customer and Supplier Analysis

Measurements

- Monthly profitability & cash generation
- Revenue
- Gross margin %
- Department spending

Deliverables

A formal standard repeatable process that provides ...

- Increased understanding of cash and profit
- Reduced expenses
- Managers that are accountable
- Fewer surprises

"Jacquard worked with our staff to help them understand how what they did had an impact on the business as a whole. Just a simple thing like following up on quotes ... we didn't do. Who knows how much revenue we lost. Jacquard's process assures us that will never happen again!"

—Owner
Clothing Manufacturer

Jacquard's Profit Projects®

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Take only 16 weeks to complete

What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals