

RETAIL & COMMERCE

ABUX

Financial Budgeting & Analyzing



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1. STRATEGIC PLANNING & FORECASTING

Retail organizations often manage thousands of products and partners.

ABUX enables effective aggregate-level planning, where the level of aggregation can be flexibly defined based on any dimension — such as product group, region, or customer segment.

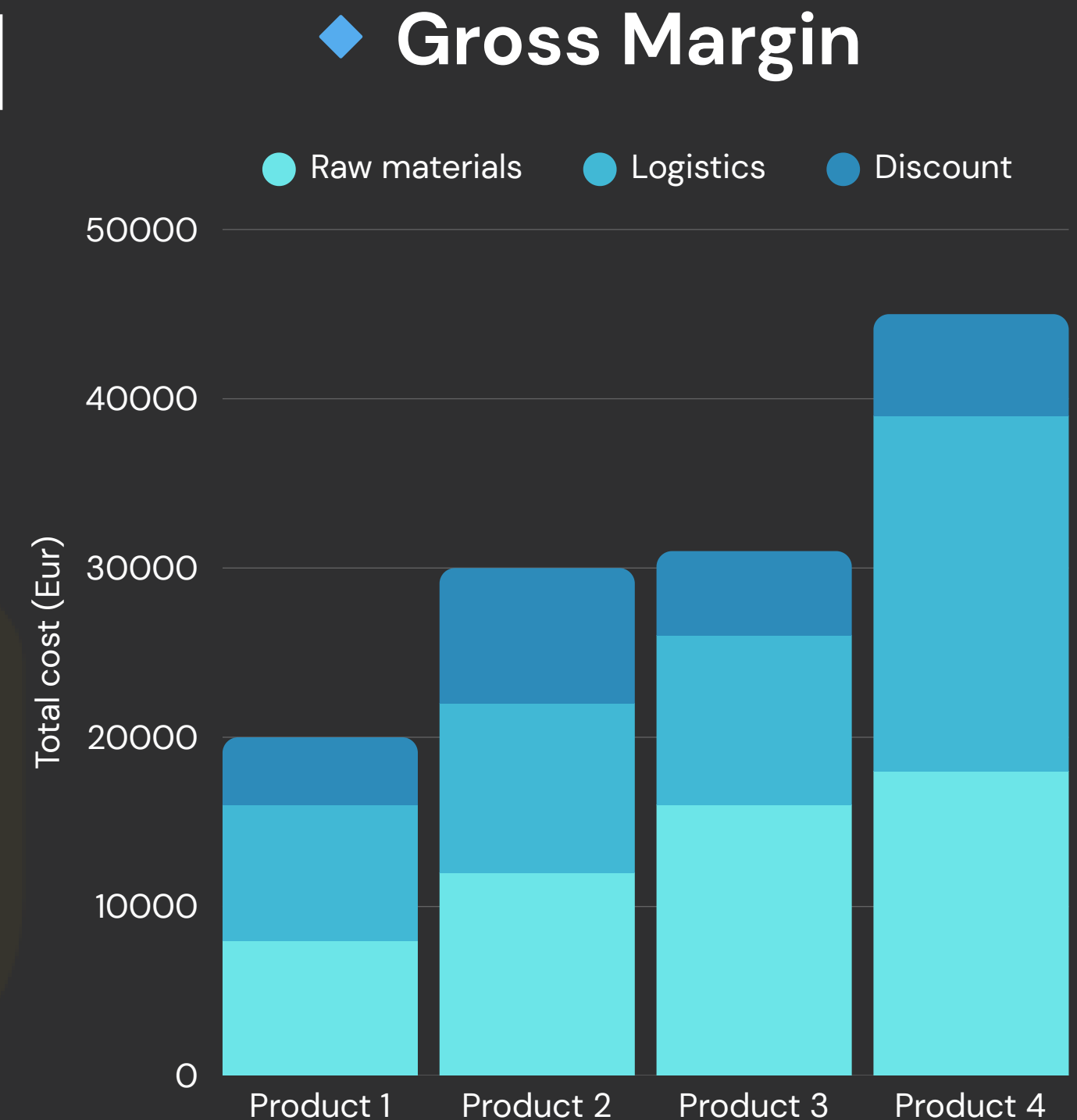


2. COST ALLOCATION & MARGIN CALCULATION

Understanding cost drivers and profitability is essential in commerce.

ABUX helps allocate costs precisely — by product, channel, or partner — supporting accurate margin tracking and product-level profitability analysis.

You can detect underperforming products or categories early and reallocate resources where needed.

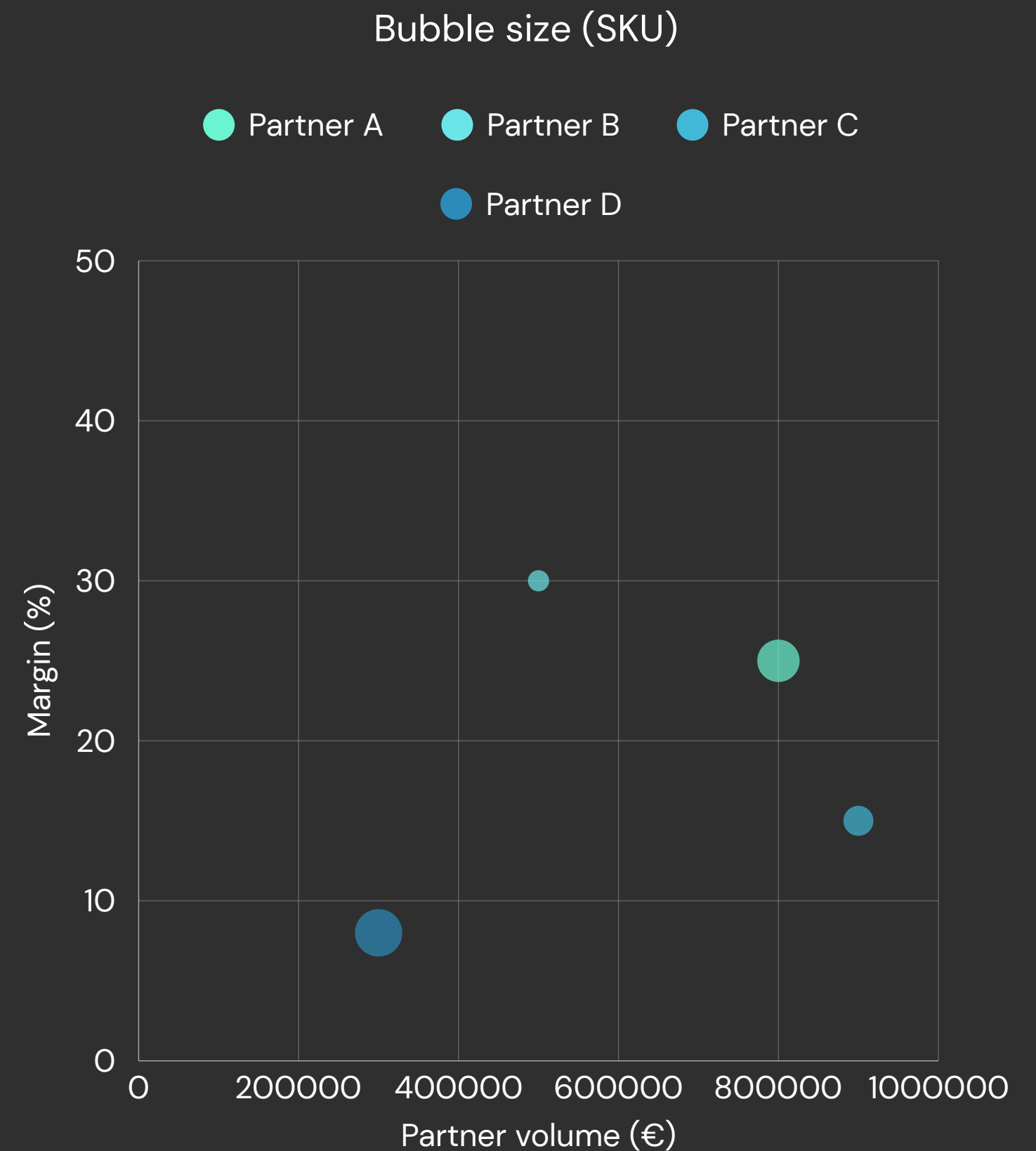


3. MULTIDIMENSIONAL ANALYSIS OF ACTUALS

ABUX empowers commerce teams with multi-angle insights into sales and performance data. Analyze:

- 🌍 Geographical differences (e.g. region-level performance)
- 👤 Partner & Product relationships (e.g. which products sell best per partner)
- 🕒 Time-based trends (e.g. seasonal demand or promotion periods)

With this visibility, decision-making becomes smarter and more proactive.



4. INTEGRATED REPORTING & FINANCE ALIGNMENT

All planning and actual data integrate directly into your financial system, ensuring that commercial decisions align with overall profitability and company goals.

ABUX bridges the gap between commercial planning and financial reporting — so everyone works from the same source of truth.

 Planning Version: Q4 Forecast

 Revenue Plan vs Actual: Aligned

 Finance Approval: Confirmed

 Single Source of Truth:  Enabled

5. COMMERCIAL REPORTING & PARTNER ANALYSIS

Track performance at partner level: sales volume, margin, product mix, return rates.

ABUX enables partner-specific profitability analysis and supports bonus calculations or contract evaluations.

Partner	Volume (€)	Margin %	SKUs	Return %
Partner A	1 200 000	25%	85	2%
Partner B	750 000	18%	60	1,5%

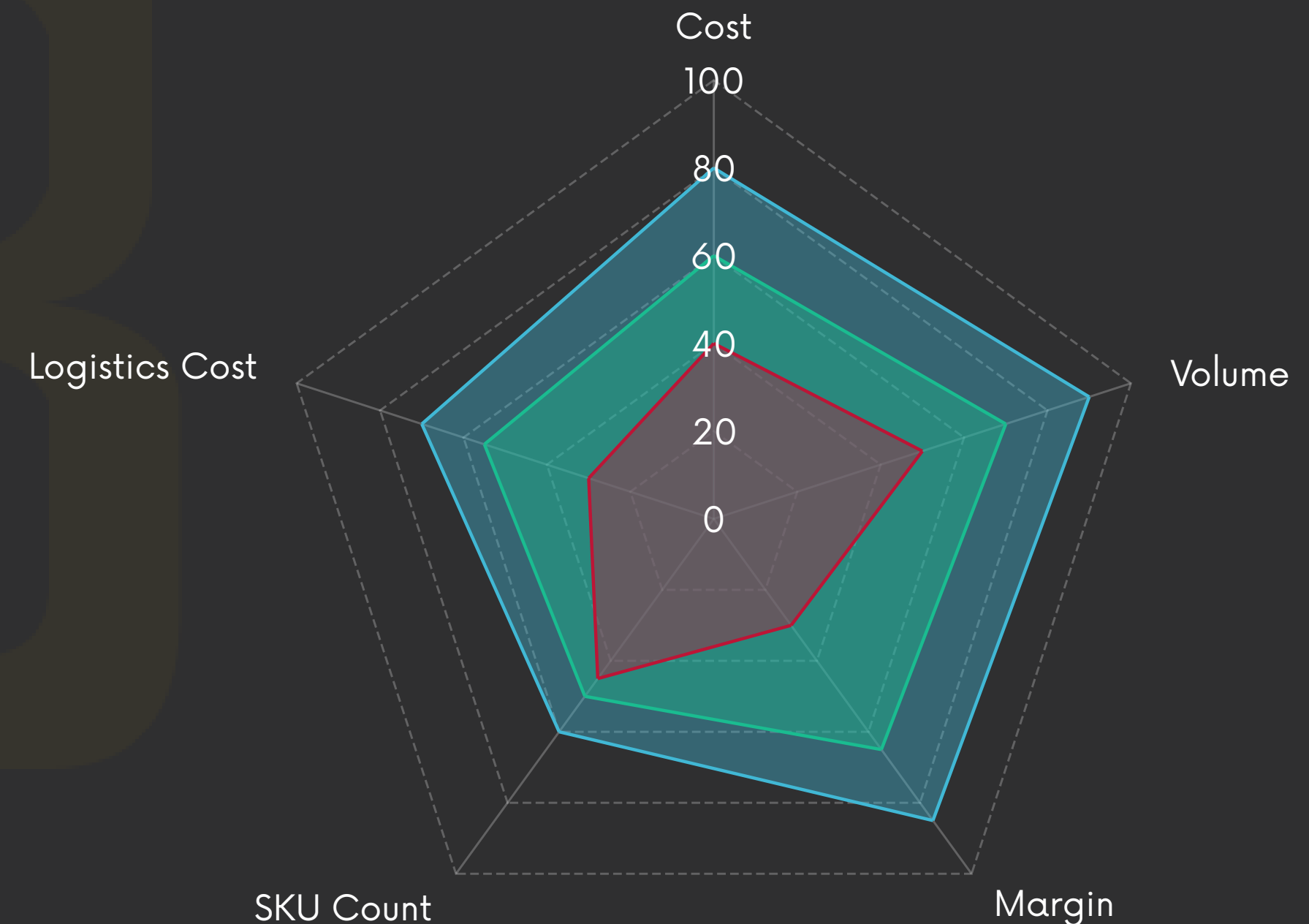
6. SMART DECISIONS WITH SCENARIO MANAGEMENT

Compare strategic plans with different assumptions:

- 💡 What happens if prices drop?
- 💡 How does margin shift if logistics costs increase?

Run “what-if” simulations and decide with confidence.

● Realistic ● Optimistic ● Worst-case



7. AUTOMATED PLANNING & REPORTING

No more spreadsheet chaos.

ABUX automates planning updates and reporting — including:

- Weekly forecast versions
- Channel performance reports
- Partner sales snapshots

All updates are tracked and distributed to stakeholders.

 Report Type	 Sent to	 Time	 Format
Weekly Forecast	Planning Team	Mon 08:00	PDF
Channel Report	Sales & Ops	Wed 08:00	Excel
Partner Snapshot	Commercial	Fri 08:00	PDF

8. SMARTER, STRONGER, SIMPLER: THE ABUX ADVANTAGE

With ABUX, your commercial organization gains:

- ✓ Smarter planning at the right level
- ✓ Transparent cost & margin tracking
- ✓ Scenario simulations
- ✓ Automated reporting
- ✓ Aligned financials and decisions

➔ Get in touch for a live demo and see ABUX in action!

