

# Management StartUP

Compare the sales you had predicted with actual sales

## Budget and Sales Comparison

TOOL MANUAL  
**SL02**

# ABOUT US



The staff of Online Management Solutions Ltd is trained on providing services for establishing and developing new entrepreneurial activities, as well as providing online services for businesses, and especially the media.

## Our Vision

The website [managementstartup.com](http://managementstartup.com) was created by Online Management Solutions Ltd.

It stands as one of our first creations and it focuses on developing and providing research tools that can help people who are close to their entrepreneurial startup.

Management Startup was created by people with a high educational level and vast experience in the field of research and development of new tools for entrepreneurship.



# GENERAL DESCRIPTION



The tool "Budget and Sales Comparison" helps the entrepreneur compare the actual sales of the company with the budgeted sales, on a monthly basis but also cumulatively. The deviation (positive or negative) between these items will show the performance of the company in terms of sales but also if the deviation is negative, the possible actions that should be developed by the entrepreneur in order to reduce the deviation (sales agent recruitment, differentiation, pricing etc.).

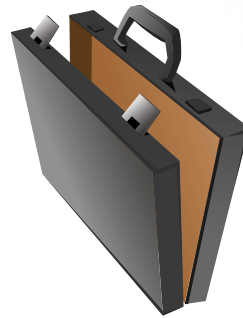
In combination with the tool "Sales Agent Estimate" one can export useful conclusions as to the performance of the company in terms of sales.

# TOOL USAGE

The tool can be used either by the entrepreneur himself, or by the sales manager of the company.

## Type of business

Startups  
New Ventures  
Existing Companies  
Consultans  
Training Organisations



## Size of business

Micro  
SMEs  
Corporations

## Field of business

Services  
Manufacturing  
Trade



TYPE OF TOOL: Calculator

YEAR: 2012

TIME NEEDED: 5'-10'

FREQUENCY: Monthly



Online Management Solutions Ltd

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