SalesMost

Salesmost Budgeting White Paper

Market Demand Analysis

Pain Points in Corporate Financial Management

In the current economic climate, businesses are facing increasingly fierce market competition and a constantly changing business environment. Effective financial management has become a key factor in the survival and growth of companies. However, many businesses encounter the following pain points in financial management:

● Poor Real-Time Performance: Traditional financial management tools have low update frequencies and cannot provide real-time data, which affects business decision-making.

● Lack of Forecasting Ability: There is a lack of effective tools for financial forecasting and budget management, making it difficult to accurately estimate future financial conditions.

● Difficulty in Cost Control: It is challenging to effectively monitor and control cost expenditures, affecting overall profitability.

Target Customer Groups

This product primarily targets the following customer groups:

● Small, Medium, and Large Enterprises: These businesses often lack comprehensive financial management tools and urgently need an easy-to-use and practical financial management software to enhance management efficiency.

● Nonprofit Organizations: Nonprofits need to strictly manage their fund usage to ensure every penny is spent correctly.

● IT and High-Tech Industries, and Industries Focused on Project Delivery

Small and medium-sized enterprises

These companies often lack comprehensive financial management tools and need easy-to-use, practical software to improve management efficiency.

Large enterprises

Large enterprises need more refined financial management tools to achieve unified management and analysis of financial data in complex business environments.

Non-profit organizations

Non-profits need strict management of fund usage to ensure every dollar is used appropriately.

Start-ups

Start-ups need quickly adaptable financial management tools to establish comprehensive financial management systems during their early stages.

Product Feature Overview

Entity Relationship Diagram (Old)
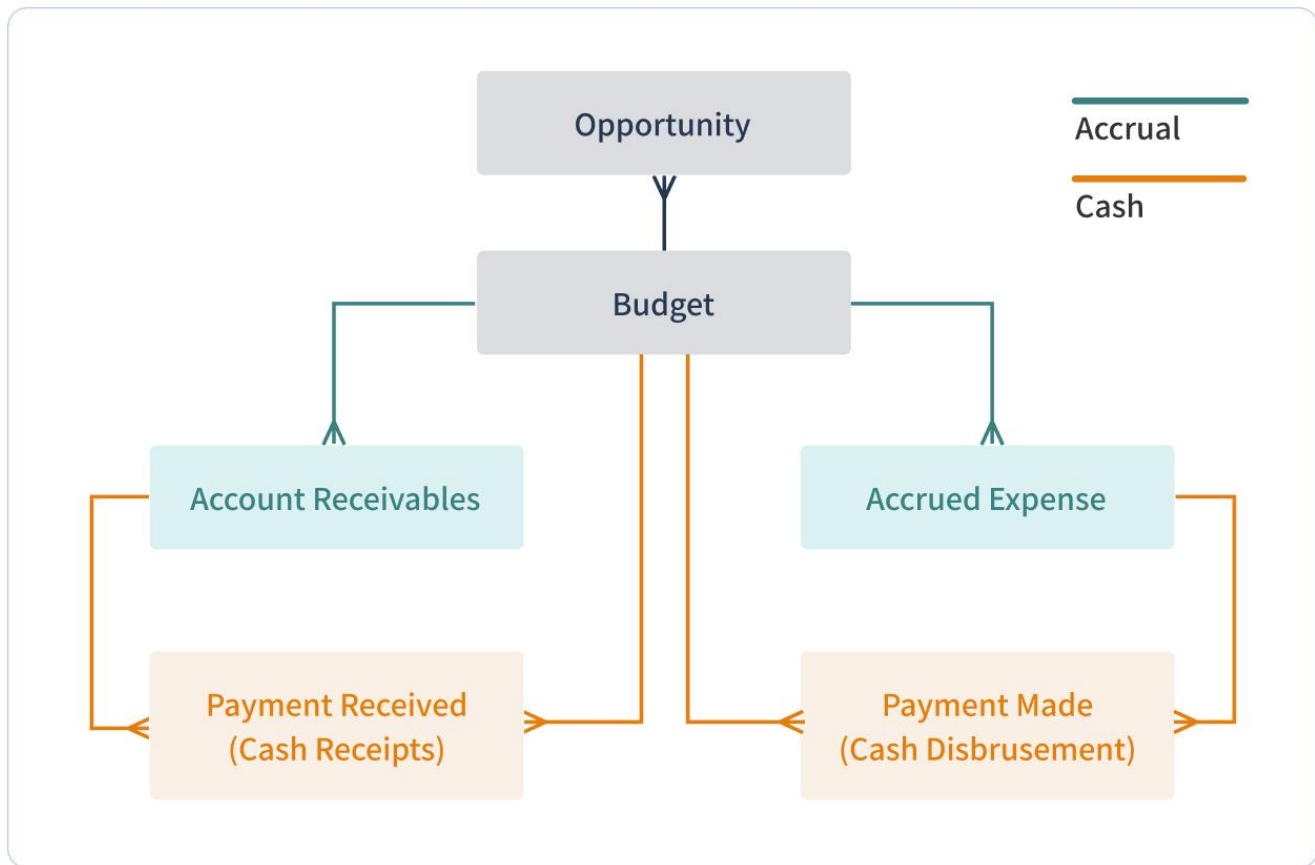
In the new logic, the **Budget** is no longer linked to the **Opportunity**. Instead, it is connected through **AR (Accounts Receivable)**. The **Opportunity** creates **AR** based on the opportunity product. When creating the **AR** object, it is associated with both the **Budget** and **Opportunity** objects.

Additionally, both **accounts receivable** and **accounts payable** transactions, as well as actual receipts and payments, are categorized using the **Ledger**. The related lists for the **Budget** include both **accounts receivable** and **accounts payable** transactions, where payments are created under accounts payable, and receipts are created under accounts receivable. The **Ledger** is a shared related object for both accounts payable, accounts receivable, actual receipts, and actual payments.
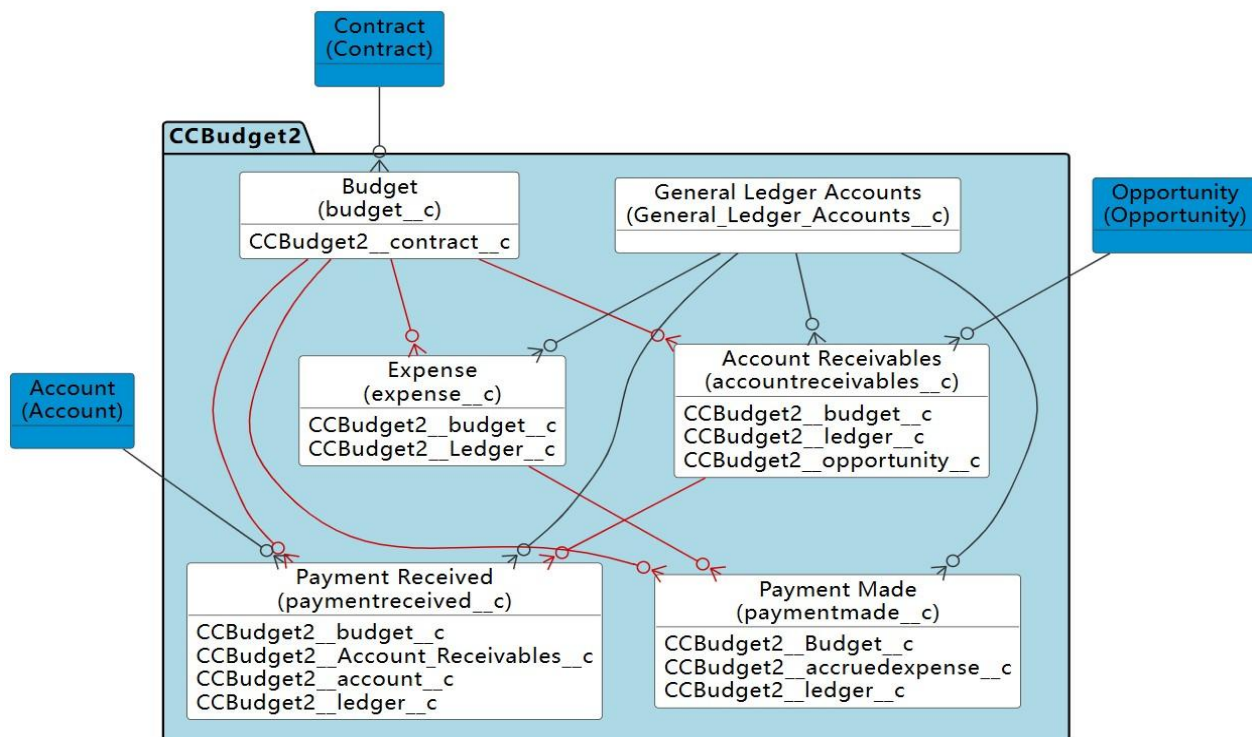
Here are the key features of the product:

Opportunity Management
Nonprofit organizations acquire opportunities through websites, offline channels, etc., and record them. Under each opportunity, business opportunity products can be added to track the related products and total prices for future reference. Detailed reports can also be generated to analyze the performance of different products over specific time periods.

Accounts Receivable (AR) Management
Under the business opportunity, **AR** is created based on the opportunity stage. **AR** is automatically generated through business opportunity products, accumulating the receivables for each project, which in turn helps estimate the company's expected total revenue. This allows the company to forecast future income and plan accordingly.

Expense Control
When expenses occur, if the total amount exceeds the payable amount, an **alert** will be triggered. This ensures that each entry stays within the budget or helps managers make timely adjustments to the budget.

Categorized Monitoring and Statistics
Accounts receivable, accounts payable, actual receipts, and actual payments are all categorized. These categories are divided into income and expenses, with accounts receivable and accounts payable further classified under accommodation expenses, labor expenses, donation income, etc. This allows for easy viewing and financial analysis by category.

Uncollected Receivables
The difference between accounts receivable and the total actual receipts is used to track uncollected receivables. By managing these, the company can improve its revenue situation.

Main Function Modules

Opportunity and Opportunity Product Management
Nonprofit organizations acquire opportunities through websites, offline channels, etc., and record them. Business opportunity products can be added under each opportunity, allowing for tracking of related products and their total prices for easy reference. Detailed reports can also be generated to analyze the performance of different products over specific time periods.

When creating an opportunity, the following fields are primarily involved:
- **Opportunity Name:** The name of the opportunity is described with elements such as campaign project, company name, time, etc.

- **Associated Account:** The account linked to the opportunity, such as a company, family, organization, team, etc.

- **Opportunity Amount:** The total amount of the opportunity.

- **Opportunity Source:** The source of the opportunity, such as website links, offline promotion, etc.

- **Opportunity Status:** The current status of the opportunity, such as "Needs Analysis," "Decision Making," or "Paid."

When creating opportunity products, the following fields are primarily involved:

- **Opportunity Product Name:** The name of the product, such as "Golf 4-Person Ticket."

- **Associated Opportunity:** The opportunity to which the product is linked.

- **Opportunity Product Amount:** The amount associated with the opportunity product.

- **Opportunity Product Category:** Such as ticket revenue, donation income.
- **Opportunity Product ID:** The unique identifier for the opportunity product.

Budget Information Display.

Profit and Loss Details Page of Business Opportunity

Accounts Receivable (AR) Management

Accrued Revenue (AR) refers to the products or services that a business has provided but has not yet received payment for from the customer. This represents the business's accounts receivable, one of the sources of future cash inflows for the company.

Under a business opportunity, accounts receivable and actual receipts are created based on the defined stages of the opportunity. By generating accounts receivable from the business opportunity products, the accrued revenue for each project is accumulated, which allows the company to generate its projected total revenue. This helps predict the company's future income for planning purposes.

When creating an accounts receivable record, the following fields are involved:

- **Name**:
- **Opportunity Name**: The associated business opportunity.
- **Associated Budget**: The associated budget.
- **Receivable Amount**: The total amount the customer is expected to pay.
- **Due Date**: The date when the accounts receivable is due for payment.

- **Ledger's Target Time**: The time specified by the ledger, typically accurate to the month.
- **Ledger Category**: The category of the accounts receivable, imported from the business opportunity product, such as ticket revenue, donation revenue.

Accrued Expenses

Accrued expenses are costs that the company has incurred but has not yet paid, including supplier invoices, rent, interest, basic salaries, etc.

Accrued expenses include the following:

- **Payable Name**:
- **Opportunity Name**: The associated business opportunity of the payable.
- **Associated Budget**: The associated budget of the payable.
- **Payable Amount**: The total amount to be paid.
- **Due Date**: The due date for the payable.
- **Ledger's Target Time**: The time specified by the ledger, usually accurate to the month.
- **Ledger Category**: The category of the payable, imported from the business opportunity product, such as marketing expenses, labor costs.

Cost Control

By establishing a budget, the system tracks the actual occurrence of each expense, generating budget variances. These variances can be controlled to manage the expenses. When an expense occurs, if the total amount exceeds the payable amount, an automatic alert is generated. This helps to effectively control each expense item from exceeding the budget or allows managers to adjust the budget in a timely manner.

The **Expenses** in the budget include supplier payments, sales expenses, marketing expenses, technical service fees, and other expense items associated with opportunities. It can also include basic costs such as rent, interest, and salaries.

Expense Classification is distinguished by expense types, which are provided by Ledger records, such as:

- **AP (Accounts Payable)**: Payments due for goods or services purchased, typically including supplier payments, service fees, etc.
- **Sales Expenses**
- **Marketing Expenses**

- **Technical Expenses**
- **Compensation Costs**

Actual Income (Payment Received)

Actual income refers to the cash received by the company, including customer payments, sales revenue, and service revenue. After receiving the actual payment from the customer, the following information can be recorded in the system:

- **Customer Account**: Record the customer from whom the payment was received.
- **Income Category**: The source category of the income, such as product sales, service income, etc.
- **Receipt Date**: The date the payment was actually received.
- **Receipt Amount**: The actual amount received.
- **Associated Budget**: The budget item associated with the recorded actual income.
- **Association**: Linked to the relevant account, with all actual receipts created based on receivables.
- **Notes**: Any additional information regarding the payment received.

Actual Expense (Payment Made)

Actual expense refers to the cash payments made by the company, including supplier payments, employee wages, and operational expenses, which are necessary for the company to maintain normal operations. In actual expense management, the system provides the following details:

- **Expense Name**
- **Expense Category**: The source category of the expense, such as product sales, service income, etc.
- **Payment Date**: The date the payment was actually made.
- **Payment Amount**: The actual amount paid.
- **Associated Budget**: The budget item associated with the recorded actual expense.
- **Association**: Linked to the relevant payable, with all actual payments created based on payables.
- **Notes**: Any additional information regarding the payment made.

Payment Received
PM-20240705000006

New Contact | Edit | New Opportunity | ▼

Related | **Details**

∨ New Section

Item Number
PM-20240705000006

Item Name

Account

Budget
Byron Epp Inc

Account Receivables
AR-20240705000010

Ledger
Service Revenue

Payment Date
6/24/2024

Payment Amount
$10,000.00

Related Invoice Number

Note

Created By
🕒 Alan Gong, 7/5/2024, 2:46 AM

Last Modified By
🕒 Alan Gong, 7/5/2024, 2:46 AM

Activity

📅 ▼ | ✅ ▼ | ☎ ▼ | ✉ ▼

Filters: All time • All activities • All types ⚙

Refresh • Expand All • View All

∨ Upcoming & Overdue

No activities to show.
Get started by sending an email, scheduling a task, and more.

No past activity. Past meetings and tasks marked as done show up here.

Payment Made
PR-20240705000008

New Contact | Edit | New Opportunity | ▼

Related | **Details**

Item Number
PR-20240705000008

Item Name

Budget
Commonwealth Construction

Accrued Expense
AE-20240705000009

Payment Amount
$2,000.00

Payment Date
10/17/2024

Ledger
Sales Expense

Related Bill Number

Note

Created By
🕒 Alan Gong, 7/5/2024, 2:36 AM

Last Modified By
🕒 Alan Gong, 7/5/2024, 2:36 AM

Activity

📅 ▼ | ✅ ▼ | ☎ ▼ | ✉ ▼

Filters: All time • All activities • All types ⚙

Refresh • Expand All • View All

∨ Upcoming & Overdue

No activities to show.
Get started by sending an email, scheduling a task, and more.

No past activity. Past meetings and tasks marked as done show up here.

Outstanding Balance

Outstanding balances refer to the portion of the receivables that has not yet been received by the company, after part of the payment has been collected. The difference between receivables and the actual amounts received represents the outstanding balance, which is used to track payments that are due but not yet received.

The lower the outstanding balance, the better the company's financial health. By managing outstanding balances effectively, a company can improve its revenue situation. Every **Budget** or **Accounts Receivable (AR)** will have associated outstanding balances.

Budgeted Profit & Actual Profit

Budget: Owner Role ↑	Sum of Budgeted Profit	Sum of Actual Profit	Sum of Profit Difference	Sum of % of budgeted Profit
-	$12,342,700.00	$12,183,600.00	-$159,100.00	-31.45%
Total	$12,342,700.00	$12,183,600.00	-$159,100.00	-31.45%

View Report (All Budgets)

Revenue Total
$13M
View Report (All Budgets)

Expenses Total
$197K
View Report (All Budgets)

Budgeted Profit Total
$12M
Show quick filters
View Report (All Budgets)

Actual Revenue Total
$12M
View Report (All Budgets)

Actual Expenses Total
$170K
View Report (All Budgets)

Actual Profit Total
$12M
View Report (All Budgets)

Budgeted Revenue&Expenses
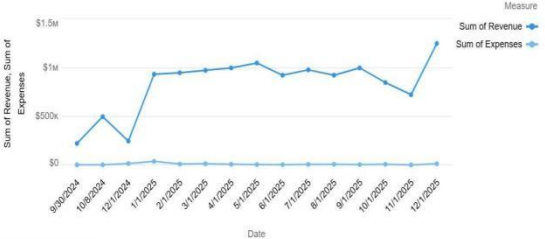
View Report (All Budgets)

Actual Revenue&Expenses
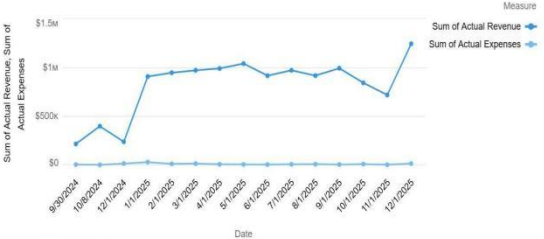
View Report (All Budgets)

Budgeted Profit

View Report (All Budgets)

Actual Profit

View Report (All Budgets)

Account Receivables By Ledger
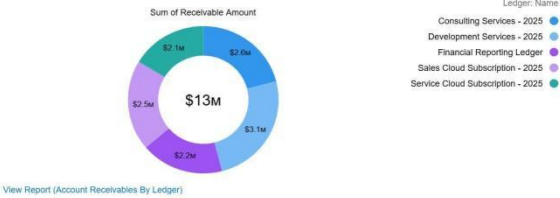
View Report (Account Receivables By Ledger)

Payment Received By Ledger

View Report (Payment Received By Ledger)

Expense By Ledger

View Report (Expense By Ledger)

Payment Made By Ledger

View Report (Payment Made By Ledger)

Ledger Type of Cash Inflows

Sum of Outstanding Receivable

General Ledger Accounts: Name
- Consulting Services - 2025 ●
- Development Services - 2025 ●
- Financial Reporting Ledger ●
- Sales Cloud Subscription - 2025 ●
- Service Cloud Subscription - 2025 ●

$80K

- $8.5k (10.66%)
- $13k (16.56%)
- $16k (20.08%)
- $20k (24.47%)
- $23k (29.23%)

View Report (Cash Flow - Inflows Part)
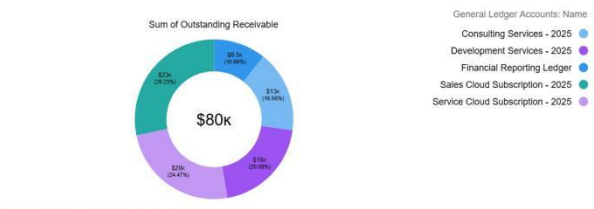
Ledger Type of Cash Outflows

Sum of Outstanding Payable

General Ledger Accounts: Name
- Marketing Expenses - 2025 ●
- Others - 2025 ●
- Payroll - 2025 ●
- Sales Expenses - 2025 ●

$26K

- $2k (11.75%)
- $2.6k (26.47%)
- $2.9k (22.63%)
- $5.2k (40.94%)

View Report (Cash FLow - Outflows Part)
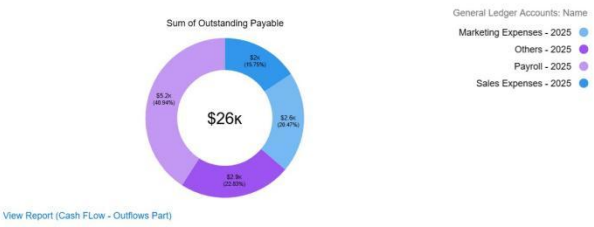
Outstanding Balance Percent by Company

Sum of Balanced Revenue

Budget: Budget Name
- Annual Grant from World Art Associate - 2024 ●
- Cross-Cultural Marketing Strategies - 2025 ●
- Dreamforce one opportunity - 2024 ●
- E-Commerce Market Expansion Initiative - 2025 ●
- Export-Import Business Management - 2025 ●
- Other ●

$187K

- $7k (5.64%)
- $100k (80.52%)

View Report (Outstanding Balance by Company)
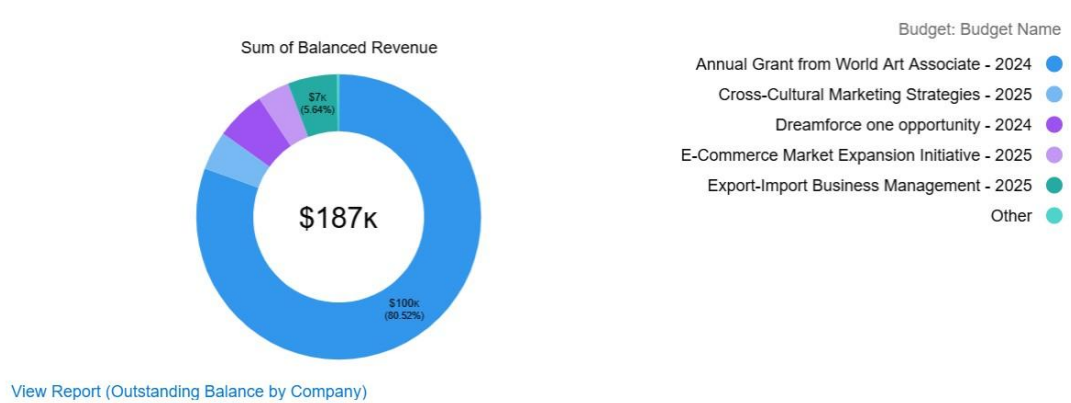
Case Study: How "Opportunity-Based Profit Budgeting and Cash Flow Forecasting" Achieved Business Transformation

Background
Victor Terry, CEO of a mid-sized tech company with over 200 employees, is dedicated to providing high-quality software solutions. However, his company has faced significant financial management challenges that have hindered its business expansion and long-term growth.

Current Situation and Challenges

Lack of Transparency and Accuracy

- **Problem**: Victor noticed that the company's tracking and analysis of input and output for each customer project were fragmented and lacked transparency, making it difficult to assess the profitability of each project accurately.
- **Impact**: This led to resource waste and inefficient resource allocation, affecting the company's overall profitability.

Lack of Predictive Capability

- **Problem**: Despite signing numerous contracts, customer payment delays resulted in unstable cash flow.
- **Impact**: The company faced the risk of cash flow shortages, which affected day-to-day operations and long-term planning.

Significant Budget vs. Actual Variance

- **Problem**: The company couldn't quickly identify variances between budgeted and actual expenses, leading to accumulated financial issues.
- **Impact**: This made it difficult to adjust budgets promptly, increasing management complexity.

Overall Poor Financial Health

- **Problem**: Victor lacked a comprehensive understanding of the financial health of all projects and departments, which hindered strategic decision-making.
- **Impact**: This affected the company's ability to expand and meet cost-saving objectives.

Solution Implementation
Victor decided to implement the "Opportunity-Based Profit Budgeting and Cash Flow Forecasting" solution, which helped address the following dimensions:

Step 1: Enhance Project Transparency and Accuracy
By leveraging the system's detailed project profit and loss tracking, Victor gained a comprehensive

understanding of each project's profitability, enabling optimized resource allocation and increased financial transparency.

Step 2: Real-Time Cash Flow Monitoring
Victor utilized the system's automated payment tracking and real-time monitoring features to ensure timely collection and recording of each receivable.

Step 3: Dynamic Budget Adjustment
With automated reporting and predictive analytics, Victor ensured that the budget execution aligned with actual expenditures, reducing financial management complexity and risks.

Step 4: Comprehensive Financial Health Monitoring
Using the system's multi-dimensional analysis and visualization tools, Victor could track cash flow, income, and expenses from various perspectives (e.g., client, project, department).

Final Results
After one year of use, Victor's company achieved significant financial management improvements:

1. **Stabilized Cash Flow**: Automated payment tracking and real-time monitoring improved the timeliness and stability of cash inflows, ensuring the company's daily operations.
2. **Achieved Cost Efficiency**: Dynamic budget adjustments and variance analysis helped the company adjust its financial strategies on time, reducing resource waste and enhancing profitability.
3. **Enhanced Market Competitiveness**: Multi-dimensional analysis and visual reports gave Victor comprehensive insights into the company's financial health, enabling scientifically-backed decision-making and sustainable growth.

Why Choose Us?

Comprehensive Financial Management
Salesmost Budget offers a complete suite of financial management tools, covering everything from budget management to cash flow analysis. With intuitive charts and detailed reports, managers can gain real-time insights into the company's financial situation and make informed decisions.

Precise Budget Control
The budget management feature helps businesses track and compare actual expenditures against budgets, identify overspending and underperformance, and optimize resource allocation, ensuring financial discipline and adherence to budget execution.

Efficient Cash Flow Management
By analyzing cash inflows and outflows, predicting future cash flow trends, and ensuring businesses have sufficient funds for operational needs, precise cash flow management enhances liquidity and prevents the risk of funding shortages, safeguarding business continuity.

Powerful Data Analytics
The system's data analytics and chart display modules offer a variety of analysis tools and visual charts,

such as budget execution analysis reports and cash flow charts, helping managers understand the financial data in-depth, identify issues and opportunities, and devise effective corrective actions.

Flexible Client Cost-Benefit Analysis
Through the actual income and expense modules, businesses can track and record every client's revenue and expenditures in detail, performing accurate cost-benefit analysis, optimizing resource allocation, and increasing profitability.

Appendix I: Function List

Budget Management	Budget creation
	Budget Tracking
	Budget Adjustment
Accrued income	Income classification
	Receivables Analysis
Accrued expenses	Expenditure classification
	Coping Analysis
Actual income	Actual collection statistics
	Uncollected Summary
Actual expenditure	Actual payment statistics
	Actual cost control

Financial Report	Multi-dimensional data analysis of customers, projects, departments, etc.
	Automatically generate financial statements, provide detailed financial analysis and trend forecasts
	Various chart formats such as bar chart, line chart, pie chart, waterfall chart, etc.
	Chart data export

Appendix II: Object Information

Object	Budget
API Name	CCBudget2__budget__c

NO	Field Label	API Name	Data Type	Length	Field Type	Requi	Picklist Values	Formula
1	Record ID	Id	id		Standard	Requi		
2	Owner ID	OwnerId	Lookup (Group,User)		Standard	Requi		
3	Deleted	IsDeleted	Checkbox		Standard			
4	Budget Name	Name	Text	80	Standard			
5	Currency ISO Code	CurrencyIsoCode	Picklist		Standard			
6	Created Date	CreatedDate	Date/Time		Standard	Requi		
7	Created By ID	CreatedById	Lookup (User)		Standard	Requi		
8	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi		
9	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi		
10	System Modstamp	SystemModstamp	Date/Time		Standard	Requi		
11	Last Activity Date	LastActivityDate	Date		Standard			
12	Last Viewed Date	LastViewedDate	Date/Time		Standard			
13	Last Referenced Date	LastReferencedDate	Date/Time		Standard			
14	Approval Status	CCBudget2__approvalstatus_	Picklist		Custom		Draft;Pending Approval;Appr	
15	Budget Stage	CCBudget2__budgetstage__c	Picklist		Custom		Estimate;Budget	
16	Contract	CCBudget2__contract__c	Lookup (Contract)		Custom			
17	Date	CCBudget2__date__c	Date		Custom			
18	Estimate Revenue	CCBudget2__estimate_revenue	Currency		Custom			
19	Estimate Profit	CCBudget2__estimateprofit_	Currency		Custom			
20	Estimate Profit Rate	CCBudget2__estimateprofitra	Percent		Custom			
21	Actual Profit	CCBudget2__actualprofit__c	Formula (Currency)		Custom			CCBudget2__actualreceivable
22	Actual Profit Rate	CCBudget2__actualprofitrate	Formula (Percent)		Custom			(CCBudget2__actualreceivs
23	Balanced Expenses	CCBudget2__balancedexpenses	Formula (Currency)		Custom			CCBudget2__budgetexpenses_
24	Balanced Revenue	CCBudget2__balancedreceivab	Formula (Currency)		Custom			CCBudget2__accountreceivabl
25	Budgeted Profit	CCBudget2__budgetedprofit_	Formula (Currency)		Custom			CCBudget2__accountreceivabl
26	Budgeted Profit Rate	CCBudget2__budgetedprofitra	Formula (Percent)		Custom			(CCBudget2__accountreceivab
27	Profit Difference	CCBudget2__difference__c	Formula (Currency)		Custom			CCBudget2__actualprofit__c
28	% of budgeted Profit	CCBudget2__percentofbudget	Formula (Percent)		Custom			(CCBudget2__actualprofit__d
29	Revenue	CCBudget2__accountreceivabl	Roll-Up Summary		Custom			
30	Actual Expenses	CCBudget2__actualexpenses_	Roll-Up Summary		Custom			
31	Actual Revenue	CCBudget2__actualreceivable	Roll-Up Summary		Custom			
32	Expenses	CCBudget2__budgetexpenses	Roll-Up Summary		Custom			

	Object	Account Receivables						
	API Name	CCBudget2__accountreceivables__c						

NO	Field Label	API Name	Data Type	Length	Field Type	Requi	Picklist Values	Formula
1	Record ID	Id	id		Standard	Requi		
2	Deleted	IsDeleted	Checkbox		Standard			
3	Item Number	Name	Auto Number	80	Standard	Requi		
4	Currency ISO Code	CurrencyIsoCode	Picklist		Standard			
5	Created Date	CreatedDate	Date/Time		Standard	Requi		
6	Created By ID	CreatedById	Lookup (User)		Standard	Requi		
7	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi		
8	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi		
9	System Modstamp	SystemModstamp	Date/Time		Standard	Requi		
10	Last Activity Date	LastActivityDate	Date		Standard			
11	Last Viewed Date	LastViewedDate	Date/Time		Standard			
12	Last Referenced Date	LastReferencedDate	Date/Time		Standard			
13	Budget	CCBudget2__budget__c	Master-Detail (Budget)		Custom	Requi		
14	Ledger Month	CCBudget2__Ledger_Month__c	Picklist		Custom		2024-05;2024-06;2024-07;2024	
15	CreatedDate	CCBudget2__CreatedDate__c	Date/Time		Custom			
16	Initial Commitment Date	CCBudget2__First_Dates__c	Date		Custom			
17	Commitment Date	CCBudget2__date__c	Date		Custom			
18	Item Name	CCBudget2__itemname__c	Text	255	Custom			
19	Ledger	CCBudget2__ledger__c	Lookup (General Ledger Accou		Custom			
20	Note	CCBudget2__note__c	Text Area	255	Custom			
21	Opportunity	CCBudget2__opportunity__c	Lookup (Opportunity)		Custom	Requi		
22	Receivable Amount	CCBudget2__receiveamount__c	Currency		Custom			
23	Outstanding Balance	CCBudget2__balance__c	Formula (Currency)		Custom			CCBudget2__receiveamount__
24	Difference	CCBudget2__difference__c	Formula (Currency)		Custom			CCBudget2__paymentreceives_
25	Overdue Date	CCBudget2__overduedate__c	Formula (Number)	18	Custom			IF(TODAY() - CCBudget2__Fi
26	% of Budget	CCBudget2__percentofbudget_	Formula (Percent)		Custom			(CCBudget2__paymentreceives_
27	Amount Received	CCBudget2_paymentreceives	Roll-Up Summary		Custom			

	Object	Expense									
	API Name	CCBudget2__expense__c									

NO	Field Label	API Name	Data Type	Length	Field Type	Requi	Picklist Values	Formula	Extend ID	Track Hist	Description	Help Text
1	Record ID	Id	id		Standard	Requi						
2	Deleted	IsDeleted	Checkbox		Standard							
3	Item Number	Name	Auto Number	80	Standard	Requi						
4	Currency ISO Code	CurrencyIsoCode	Picklist		Standard							
5	Created Date	CreatedDate	Date/Time		Standard	Requi						
6	Created By ID	CreatedById	Lookup (User)		Standard	Requi						
7	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi						
8	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi						
9	System Modstamp	SystemModstamp	Date/Time		Standard	Requi						
10	Last Activity Date	LastActivityDate	Date		Standard							
11	Last Viewed Date	LastViewedDate	Date/Time		Standard							
12	Last Referenced Date	LastReferencedDate	Date/Time		Standard							
13	Budget	CCBudget2__budget__c	Master-Detail (Budget)		Custom	Requi						
14	Ledger Month	CCBudget2__Ledger_Month__c	Picklist		Custom		2024-05;2024-06;2024-07;202					
15	Initial Expected Date	CCBudget2__First_Committed	Date		Custom							
16	Ledger	CCBudget2__Ledger__c	Lookup (General Ledger Acco		Custom						Time overdue for calculatio	
17	Payable Amount	CCBudget2__accruedexpenses	Currency		Custom							
18	Expected Payment Date	CCBudget2__date__c	Date		Custom							
19	Item Name	CCBudget2__itemname__c	Text	255	Custom							
20	Note	CCBudget2__note__c	Text Area	255	Custom							
21	Outstanding Payable	CCBudget2__balance__c	Formula (Currency)		Custom			CCBudget2__accruedexpenses				
22	Difference	CCBudget2__difference__c	Formula (Currency)		Custom			CCBudget2__paymentsadeasou				
23	Overdue Date	CCBudget2__overduedate__c	Formula (Number)	18	Custom			IF(TODAY() - CCBudget2_				
24	% of Budget	CCBudget2__percentofbudget	Formula (Percent)		Custom			(CCBudget2__paymentsadeasou				
25	Amount Paid	CCBudget2__paymentsadeasou	Roll-Up Summary		Custom							

	Object	General Ledger Accounts						
	API Name	CCBudget2__General_Ledger_Accounts__c						

NO	Field Label	API Name	Data Type	Length	Field Type	Requi	Picklist Values
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3	Deleted	IsDeleted	Checkbox		Standard		
4	Name	Name	Text	80	Standard		
5	Currency ISO Code	CurrencyIsoCode	Picklist		Standard		
6	Created Date	CreatedDate	Date/Time		Standard	Requi	
7	Created By ID	CreatedById	Lookup (User)		Standard	Requi	
8	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi	
9	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi	
10	System Modstamp	SystemModstamp	Date/Time		Standard	Requi	
11	Last Activity Date	LastActivityDate	Date		Standard		
12	Last Viewed Date	LastViewedDate	Date/Time		Standard		
13	Last Referenced Date	LastReferencedDate	Date/Time		Standard		
14	Category	CCBudget2__Category__c	Picklist		Custom		Revenue;Expense
15	Month	CCBudget2__month__c	Picklist		Custom		2024-06;2024-07;2024-08;2024-
16	Active	CCBudget2__Active__c	Checkbox		Custom		
17	Actual Expenses	CCBudget2__actual_expenses__c	Currency		Custom		
18	Actual Revenue	CCBudget2__actual_revenue__c	Currency		Custom		
19	Expenses	CCBudget2__expenses__c	Currency		Custom		
20	Revenue	CCBudget2__revenue__c	Currency		Custom		
21	Sub Type	CCBudget2__subtype__c	Picklist		Custom		Sales Cloud Subscription;Serv

	Object	Payment Made				
	API Name	CCBudget2__paymentmade__c				

NO	Field Label	API Name	Data Type	Length	Field Type	Requi
1	Record ID	Id	id		Standard	Requi
2	Deleted	IsDeleted	Checkbox		Standard	
3	Item Number	Name	Auto Number	80	Standard	Requi
4	Currency ISO Code	CurrencyIsoCode	Picklist		Standard	
5	Created Date	CreatedDate	Date/Time		Standard	Requi
6	Created By ID	CreatedById	Lookup (User)		Standard	Requi
7	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi
8	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi
9	System Modstamp	SystemModstamp	Date/Time		Standard	Requi
10	Last Activity Date	LastActivityDate	Date		Standard	
11	Last Viewed Date	LastViewedDate	Date/Time		Standard	
12	Last Referenced Date	LastReferencedDate	Date/Time		Standard	
13	Budget	CCBudget2__Budget__c	Master-Detail (Budget)		Custom	Requi
14	Accrued Expense	CCBudget2__accruedexpense__c	Master-Detail (Expense)		Custom	Requi
15	Item Name	CCBudget2__itemname__c	Text	255	Custom	
16	Ledger	CCBudget2__ledger__c	Lookup (General Ledger Account		Custom	
17	Note	CCBudget2__note__c	Text Area	255	Custom	
18	Payment Amount	CCBudget2__paymentamount__c	Currency		Custom	
19	Payment Date	CCBudget2__paymentdate__c	Date		Custom	
20	Related Bill Number	CCBudget2__relatedbillnumber	Text	255	Custom	

	Object	Payment Received				
	API Name	CCBudget2__paymentreceived__c				

NO	Field Label	API Name	Data Type	Length	Field Type	Requi
1	Record ID	Id	id		Standard	Requi
2	Deleted	IsDeleted	Checkbox		Standard	
3	Item Number	Name	Auto Number	80	Standard	Requi
4	Currency ISO Code	CurrencyIsoCode	Picklist		Standard	
5	Created Date	CreatedDate	Date/Time		Standard	Requi
6	Created By ID	CreatedById	Lookup (User)		Standard	Requi
7	Last Modified Date	LastModifiedDate	Date/Time		Standard	Requi
8	Last Modified By ID	LastModifiedById	Lookup (User)		Standard	Requi
9	System Modstamp	SystemModstamp	Date/Time		Standard	Requi
10	Last Activity Date	LastActivityDate	Date		Standard	
11	Last Viewed Date	LastViewedDate	Date/Time		Standard	
12	Last Referenced Date	LastReferencedDate	Date/Time		Standard	
13	Budget	CCBudget2__budget__c	Master-Detail (Budget)		Custom	Requi
14	Account Receivables	CCBudget2__Account_Receivables	Master-Detail (Account Receiva		Custom	Requi
15	Account	CCBudget2__account__c	Lookup (Account)		Custom	
16	Item Name	CCBudget2__itemname__c	Text	255	Custom	
17	Ledger	CCBudget2__ledger__c	Lookup (General Ledger Account		Custom	
18	Note	CCBudget2__note__c	Text Area	255	Custom	
19	Payment Amount	CCBudget2__paymentamount__c	Currency		Custom	
20	Payment Date	CCBudget2__paymentdate__c	Date		Custom	
21	Related Invoice Number	CCBudget2__relatedinvoicenumb	Text	255	Custom	