



## Inventory Forecasting

### Objective

To provide the data and tools to produce sales forecasts as well as the means to measure the quality of the forecast.

### The Value of Inventory Forecasting

- Forecast at item/warehouse level
- Variety of forecast algorithms including a competition method
- Set default algorithms at company or stock code levels
- Ability to handle seasonality
- Manually or automatically remove outliers and anomalies
- Facility to edit history
- Utilize monthly or weekly time buckets
- Define multiple calendars
- Determine forecast horizon up to 24 months
- Improve visibility with graphical output
- Edit suggested forecast to reflect market intelligence
- Store three or more years of history
- Use of proxy to forecast items with no history
- Batch updating of forecast parameters

### Matching Inventory Forecasting to your business

- Powerful Pareto (ABC) Analysis enables easy identification of the items that contribute most to the business
- Store parameter analysis sets that can carry through the entire process
- Analyze product performance at stock code, warehouse, product class, supplier, planner or buyer levels
- Analyze sales value, gross profit, cost of sales, quantity sold or hits (invoice line occurrences) with Pareto
- Automatically update history in real time
- Forecast in batch or manually - manual forecast items typically need market intelligence, or are of critical importance to the business
- Compare the manual forecast with computer recommended forecast

- Control and validate the forecast before it becomes active
- Convert approved forecast to current forecast with Requirements Planning
- Edit history to exclude specific invoices, outliers or make manual adjustments

### Integration

- Integrates with the following modules:
  - Families and Groupings
  - Inventory
  - Requirements Planning
  - Sales Orders

### Audit trails and reporting

- Complete audit trail of forecasts (create, change and update audit)
- Simple workflow for forecast authorization
- Reports/query screens for comparing forecasts
- Pareto Analysis by cost, selling value, profit or unit measure

