

Forecasting

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 SYSPRO Forecasting

- Forecast at item/warehouse level
- Aggregate forecast to higher levels as defined by Groupings and Families
- Variety of forecast algorithms including a competition method
- Ability to handle seasonality
- Manually remove outliers and anomalies
- Facility to edit history
- Utilize monthly or weekly time buckets
- Define multiple calendars
- Determine forecast horizon
- Improve visibility with graphical output
- Override forecast to reflect market intelligence
- Store three or more years of history

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

Integration

- Integrates with Sales Orders, Inventory and Requirements Planning

Matching SYSPRO 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
- Multi-level analysis (stock code, warehouse, product class, supplier, planner or buyer) allows tracking of product performance at all these 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
- Produce forecasts and exclude or include the adjustments to history

