

Industries

- Manufacturers
- Wholesale Distributors
- Retail/Point-of-Sale
- Business and Personal Services

Required Modules

- Inventory Management (Sage)
- Material Requirements Planning or Inventory Replenishment (Sage)

Integrated Modules

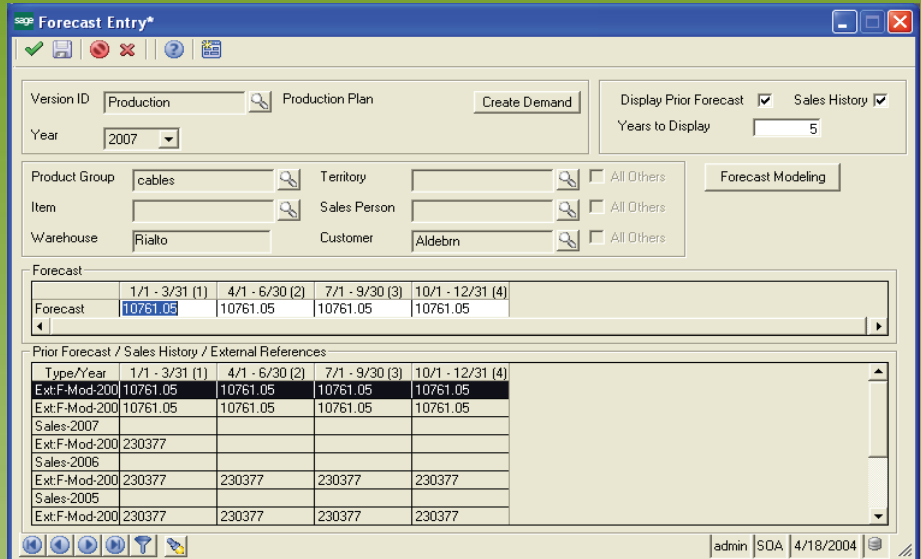
- Inventory Management (Sage)
- Material Requirements Planning or Inventory Replenishment (Sage)
- Light Management (Sage)
- Advanced Management (Sage)
- Enhanced MRP (E2B)
- Forecast Modeling (E2B)

Benefits Overview

- Single Item or Forecast by Group
- What-if Analysis & Audit Trails
- Integrates with Microsoft Excel
- Import forecasts from CRM, EDI, or other external systems
- Drive MRP from sales forecasts
- Optionally calculate statistical forecasts using Sage MAS 500 sales data and Forecast Modeling

ClientCare Plans

- Free Upgrades and Hot Fixes
- Unlimited Product Support
- Installation Assistance & Training



Forecast	1/1 - 3/31 (1)	4/1 - 6/30 (2)	7/1 - 9/30 (3)	10/1 - 12/31 (4)
Forecast	10761.05	10761.05	10761.05	10761.05

Type/Year	1/1 - 3/31 (1)	4/1 - 6/30 (2)	7/1 - 9/30 (3)	10/1 - 12/31 (4)
Ext:F-Mod-200	10761.05	10761.05	10761.05	10761.05
Ext:F-Mod-200	10761.05	10761.05	10761.05	10761.05
Sales-2007				
Ext:F-Mod-200	230377			
Sales-2006				
Ext:F-Mod-200	230377	230377	230377	230377
Sales-2005				
Ext:F-Mod-200	230377	230377	230377	230377

Prepare super-accurate demand forecasts with Sales Forecasting and MPS

Accurate sales forecasts are fundamental for wholesale distributors, discrete manufacturers and other companies who stock and sell products from inventory.

Forecasting helps companies predict what they plan to sell and when they plan to sell it. As such, an accurate sales forecast helps companies maintain adequate stock levels to avoid stockouts, improve customer service, and to determine what raw materials and components are needed to meet current and future demand. Further, accurate forecasts help companies manage extended supply chains.

Forecasts can be maintained within the Sales Forecasting module or imported from built-in Microsoft Excel templates. Forecasting is organized by a forecast group which may contain any number of inventory items independent of purchase product line or buyer.

Forecasts are maintained in daily, weekly, monthly, quarterly, or yearly time periods for single inventory items or groups of items.

Utilities are provided to allocate a percentage of the forecast to each product when one is forecasting quantities for multiple products. For example, companies may forecast sales of 100 units for their shovel product line and allocate 50% to spade shovels, 30% to snow shovels, and 20% to their specialty shovels. According to APICS, forecasting quantities for groups of products is more accurate than forecasting sales for unique items.

Discrete manufacturers can optionally utilize the Master Production Schedule integration to push Sales Forecasts into the Sage MAS 500 IR/MRP module for top-level material planning.

Product Features

Forecast Group	Forecast to individual items or allocate forecasted quantities to groups of products based on a percentage for all items in the product group.
Forecast Criteria	Create multiple forecasts by item, forecast product group, salesperson, customer or any combination of these data elements. In most businesses, the Pareto principle suggests that 80% of revenue is generated by 20% of a company's customers. As such, companies can use Sales Forecasting to maintain detailed forecasts for the top 20% of their customers but use a general forecast for the lower 80%.
What-If Analysis	Virtually unlimited forecasts are supported providing optimal flexibility to create master and alternative forecasts for "what-if" analysis. For example, a company may want to see what effect a promotion could have on product unit forecasts (and subsequent resources) for a given period.
Excel Integration	Use built-in Microsoft Excel templates to input forecast data offline. Forecasts created or edited in Excel can be imported directly into Sales Forecasting with full data validation.
Import From CRM/EDI	Import forecasts from Excel or ASCII delimited files from CRM systems or Electronic Data Interchange (EDI).
Multi-Site	Forecasts can be maintained by warehouse location per item, forecast product group, salesperson, or customer providing flexible and specific forecasts. Further, forecast versions allow for specific forecast periods for each physical location.
Forecast Modeling	A separate module is available for companies who need to generate statistical forecasts based on prior sales history from Sage MAS 500. The Forecast Modeling product provides several advanced features including the ability to define introduction and retirement dates for item forecasts; replacement item definition, and forecast templates for new items that have no sales history.
MRP Calculations	MAS 500 MRP can optionally use either historical demand from Inventory Replenishment or forecasted demand from MPS. Sales forecasts can be modified and maintained in the MPS module to drive demand for MAS 500 MRP calculations.
Time Periods	Items and forecast product groups may be forecasted daily, weekly, monthly, quarterly, yearly, or a combination of any of these time periods.
Demand Smoothing	Forecast quantities can be smoothed into differing demand periods. For example, the quantity forecast be smoothed into yearly, quarterly, monthly, weekly, or daily periods. This is helpful since many companies may create annual forecasts by item or product group but they want to smooth the yearly forecast into quarterly or monthly periods for planning. In addition, forecast smoothing can be weighted on different periods. For example, a yearly item forecast for 450 units smoothed to quarters would be distributed at 112 units per period with 2 units remaining ($112 \times 4 = 448 + 2 \text{ remaining units} = 450$). The remaining two units would then be allocated to quarters based on the following smoothing methods.
Audit Trail	Original forecasts are saved automatically. In addition, a copy utility is provided to create new forecast revisions each time a major modification to the forecast is made.

Product Features

Historical References

Actual sales history from Sage MAS 500 and previous forecasts are displayed on the forecast maintenance screen as a reference to assist planners when preparing new sales forecasts.

IR Alternative

Unless your product demand is predictable based on previous history, there is no easy way to maintain product forecasts in Sage MAS 500. Standard Sage MAS 500 Inventory Replenishment calculates demand based on prior history. You may make adjustments to demand but this requires an adjustment for each item and each planning period. Further, demand adjustments cannot be made for specific customers, sales reps, or by territory. Sales Forecasting provides a simple tool to manage demand forecasts which may be used by MRP for planning

Distribution or Mfg

Sales Forecasting can be used by distributors to forecast sales quantities which will drive purchase requirements. It is also useful for manufacturers since forecasts may be defined for finished goods so that planners can review how accurate their forecasts were against actual sales history. In addition, historical sales information is useful as a reference to assist planners when preparing new sales forecasts.

Actual vs. Forecast

Actual sales history from Sage MAS 500 and previous forecasts are displayed on the forecast maintenance screen so that planners can review how accurate their forecasts were against actual sales history. In addition, historical sales information is useful as a reference to assist planners when preparing new sales forecasts.

MRP Integration

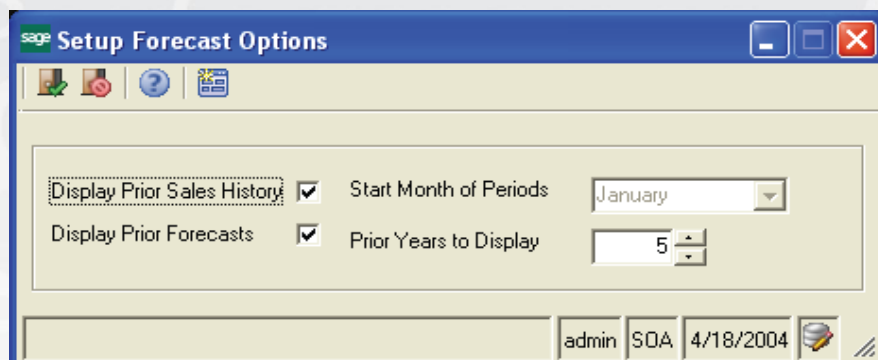
Sales Forecasting is integrated with either the Sage MAS 500 MRP module or the E2B Enhanced MRP module.

Roll Forward

You can optionally roll forward unconsumed, forecasted demand to future MRP periods. For example, if you forecast 100 units of an item in January but only receive sales orders for 80 units, you can roll forward the unconsumed forecast of 20 units to February (or the next MRP period) so that the next MRP period includes the unconsumed demand and the existing period demand.

Forecast API

An API is available to automate sales forecast input from external systems such as EDI where forecasts are received on a regular basis from customers or other sources.



Product Features

The image displays three overlapping screenshots of Sage software windows related to sales forecasting and MRP.

Setup Forecast Product Groups window shows configuration for a product group named 'cables' with the description 'Cable Items'. The warehouse is set to 'Rialto' and the forecast type is 'Cust. Item'. The selection cycle is blank, and the forecast period type is 'Quarterly'. The smoothing method is 'True Smoothing Front' with a roll of 11 and demand periods forward in MRP. The 'Item Allocations' table is as follows:

Item ID	Item Desc	Allocation %
Cable/FT	1000FT Cat5 UTP Cable Bulk	10.00
Cable100	100' Standard Cable	13.00
Cable200	200' Standard Cable	9.00

Demand Forecast Maintenance window shows a 'Production' version ID for the year 2007. The revision number is 0 and the comment is 'System Generated'. The 'Demand' table lists various items with their forecast data:

Item	Whse	Sales Prod	Dec?	Per. Type	Total	Per. 1	Per. 2	Per. 3	Per. 4
Cable/FT	Rialto	Peri	<input checked="" type="checkbox"/>	Monthly (12)	6080	440.0000	440.0000	440.0000	473.3330
Cable100	Rialto	Peri	<input type="checkbox"/>	Monthly (12)	7904	572.0000	572.0000	572.0000	616.0000
Cable200	Rialto	Peri	<input type="checkbox"/>	Monthly (12)	5472	396.0000	396.0000	396.0000	426.0000
Cable300	Rialto	Peri	<input type="checkbox"/>	Monthly (12)	6080	440.0000	440.0000	440.0000	474.0000
Cable400	Rialto	Peri	<input checked="" type="checkbox"/>	Monthly (12)	4864	352.0000	352.0000	352.0000	378.6670
Cable50	Rialto	Peri	<input type="checkbox"/>	Monthly (12)	6688	484.0000	484.0000	484.0000	521.0000
Cable500	Rialto	Peri	<input type="checkbox"/>						
Cat5 Cable	Rialto	Peri	<input type="checkbox"/>						
Cold Beer	Tampa								
NB-0100-010	Tampa								
NB-0300-010	Tampa								
NB-0400-010	Tampa								
Shovel-A100	Tampa								
Shovel-A200	Tampa								
Shovel-P100	Tampa								

Copy/Import/Export Forecasts window shows the 'Import' action selected for the year 2008. The version is 'Production'. The 'Action when Forecast exists' is set to 'Add together'. The user is 'admin' and the date is 4/18/2004.

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