Advanced Forecast
For **MAX** ™ (Pervasive)
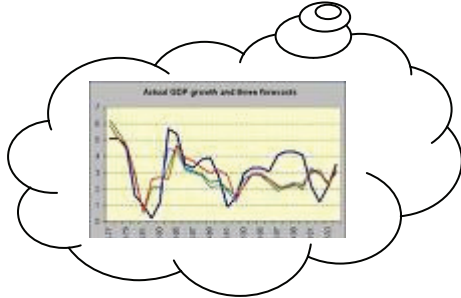
Users Manual

Standard Configuration

Advanced Forecast Module
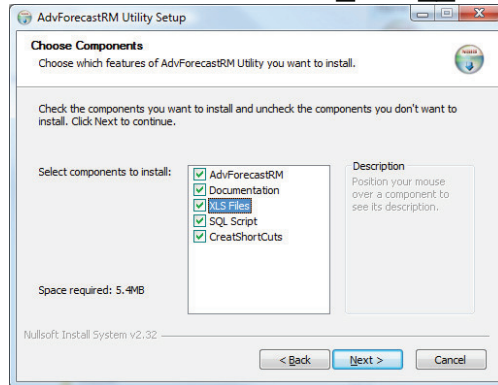
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Installation

1. First time program is run, it will ask for the path to your Forecast Excel sheet must be set, and a company setup in Adv Forecast (only one in Pervasive version of Advanced Forecast)

    Run InstallAdvForecast_PVS__2008.exe

2. Advanced Forecast uses MAXUpdate for processing forecast orders. MAXUpdate is a set of DLL's that provide a library of MAX functions. MAXUpdate is a separate module. Please consult with the MAXUpdate documentation for more information.

    Copy the following MAXUpdate files into the application folder or make them available using a search path(preferred):

MAX DLL'S
MAXEXEC2 DLL
MAXTRAN2 DLL
MAXORDR2.DLL
MAXBTRV2.DLL

These files will be installed by the MAX Client Setup routine in \Exact\MAX\MFW2 and will reside in the server in \Exact\MAX\NET\UPDATES\MFW2. As MAX is updated it is important to also update the files that are used by the application.

Setup

MAX

System Configuration: MAX Switches, set MPS Forecast switch = 'N'

Excel Sheet:

To Update Forecast in database, set cell to 'Y' or 'N'. (Y tells program to read new forecast numbers in from Excel)

List all part numbers with location code (all the same if only one location, per MAX data base). Forecast quantities for all months (uses a 12 month rolling forecast), or 0 or blank. Bucket type for each part (how monthly forecast demand is spread over month, see Bucket Type table), and whether to include the current months forecast as nettable demand (Y) or accumulating demand (snowplow demand S), or not (N).
Current Year and Next Year (Actual) required.

MAX Forecast sheet in Excel is named 'MAXFC', field ESheet in table ForecastGlobal is set to recognize that name. *If not a match an Error 1004 occurs.*

Ensure CY (Cell A1) is set to Current Calendar Year, and NY (Cell A2) is set to Next Calendar Year in the Excel Forecast spreadsheet.
If a new Forecast is to be read in from the Excel spreadsheet, set 'Update Forecast' cell (D) to 'Y', else set to 'N' if the currently loaded forecast is to be used. Setting cell to 'N' will cause Forecast module to skip reading Excel file and use Forecast already stored in table. (This can be overridden from the main form.)

If the part's first month's forecast is to be ignored, set 'Include First Month' to 'N' for each part. This will cause the first month's forecast for that part to be ignored in the demand process. An 'S' or 'Y" in this column will cause the net forecast for the current month to be accumulated across the remaining month splits. (Affected by FC Cut Off Date).

If an alpha factor is to be used (adjusts monthly forecast up or down), set it > 1 to increase, < 1 to decrease (required). (Retains original and modified in history.)

If using Aggregation (see Section below), set Agg Code, else leave blank. If an extension to the Bucket Description/Year is required, fill in Ref Ext, else leave blank.

If using Drill Down, set Drill Down to 'Y' (by Orders Requirements), F (by Feature Option configured order), B (by BoM), else leave blank. Setup by drill down Part Number, requires Drill Down flag in Location to be set on.

If using Customer specific Forecasting, enter Customer ID to net against, or common prefix of Customer ID for groups. Change to Stock ID's if using Stock ID netting.

If using Part Specific Sales Order Cutoff dates, enter in SO Cutoff column in date format.

*Ensure last row in Sheet 'MAXFC' has 'END' in Ax. (instead of part number, directly after last part number row). Do not rename sheet.
*Do not add rows or columns to top or beginning of spreadsheet. Do not delete any columns in sheet. If adding more buckets in sheet, make sure they are added to bucket range table as well.

Advance Forecast Module:
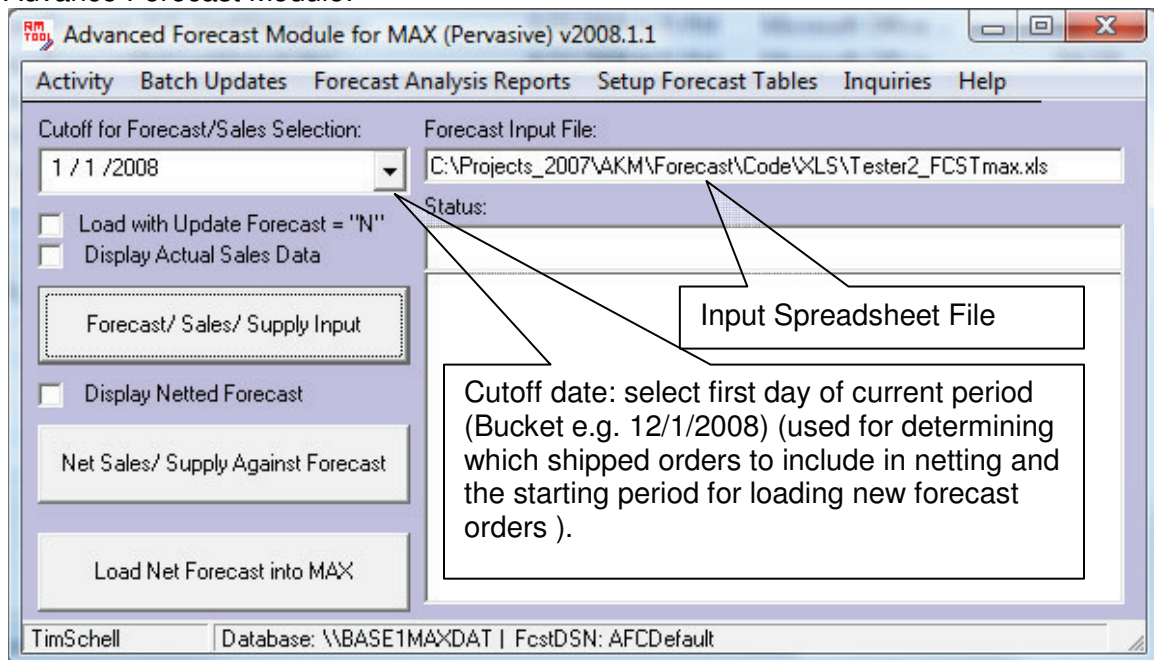
Set Forecast Order Cut Off Date: This will prevent any individual Forecast orders from being loaded that have due dates before the cut off date, and is used for First Month forecast orders in combination with 'Include First Month' = 'S' to tell system to add individual forecast order quantities in the first month for FC orders that are before the cutoff date (will not be loaded) to those in the first month that are at or after the cutoff date (snowplowing demand for month

Setup Forecast Tables:
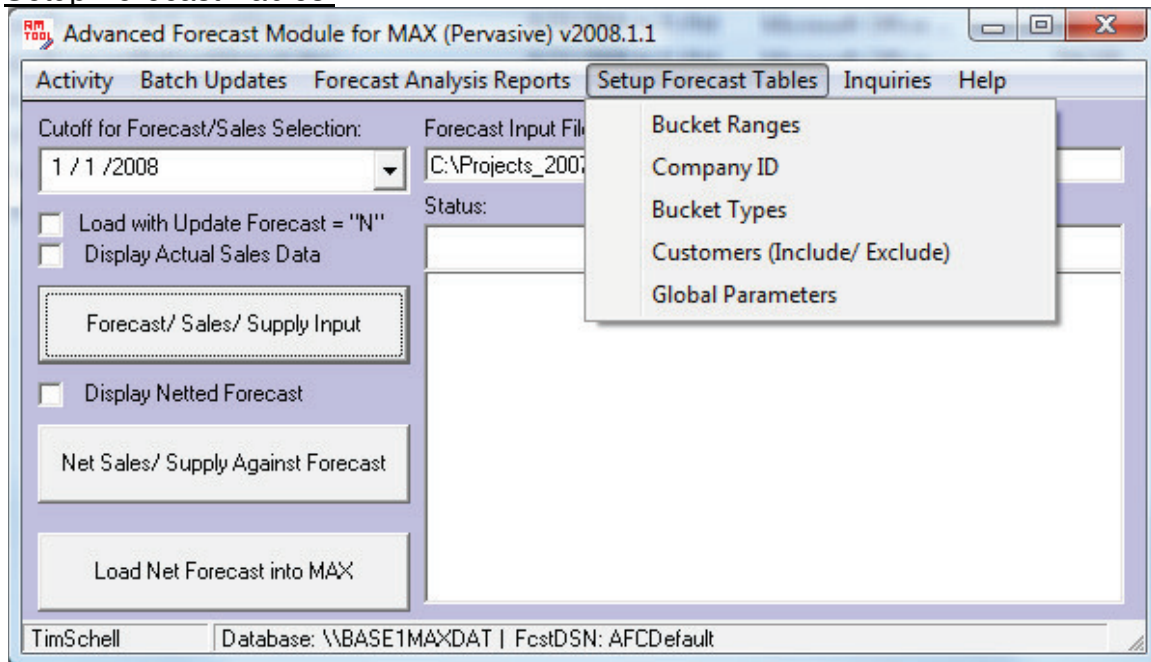
Bucket Ranges:
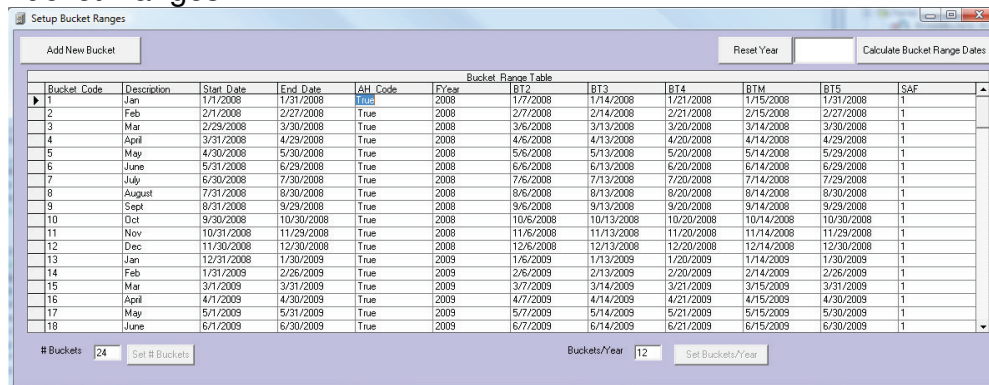
All months or weeks that exist in the Forecast spreadsheet, with start and end dates, bucket codes (1- #periods), description, fiscal year. Set A/H Code to "True" for past months. Bucket Range 1 = First Month in Fiscal Year = First Quantity Column (column3) in Excel template. #Periods must = buckets on excel sheet. Other dates in bucket range can be auto calculated from start and end dates, and then manually adjusted to exact dates. Set # buckets to number in table (must match # in Excel), set # buckets per fiscal year.

Monthly: Set A/H Code to True for past bucket.

Reset Year: enter the current year and hit "Reset Year" button to automatically adjust the years in the bucket date fields.
Do next year first, then current year. Change FYear to new current and next. Set AH to False. Run "Recalculate Bucket Range Dates" to calculate new BT2 to BTM dates.

Advanced Forecast Module

Company ID (Location):

1. Company ID - matches spreadsheet location.
2. Description
3. Sales Data Collection Method:
   a. By Part (default)
   b. Aggregate
   c. Drill Down
      i. F=Feature/Option
      ii. Y= Shop Order
      iii. B=Multi-Level BOM
4. Net Sales - determines whether sales backlog is netted against forecast.
5. Net Supply – (Repetitive)
6. Offset Starting Inventory - net starting inventory.
7. Lead Time Offset - offset the due/ship dates from the parent Sales Order for drill down forecasted items using the parent parts critical path value in Part Sales.
8. Delete Forecast – delete existing forecast
9. Replenishment Enabled – allow for replenishment when below Stock ID ROP levels.
10. Sales Order Cut Off – sales order before this date will not be including in netting.

Bucket Types:

Read only, 7 types which determine how to split netted forecast for bucket. 6 – Will split forecast by week, starting on Start Date of Bucket, using the BT dates for weeks 2, 3, 4, 5 (if applicable).

Customers:

Customers: Enter Customers you want to include or exclude in Forecast calculations. See Customers Include/Exclude.

1. Fiscal parameters: Years and month offsets.
2. Days in work week.
3. Number of Features if using Feature/Options
4. Include/ Exclude Options
   - 0 – N/A
   - 1 – Include
   - 2 – Exclude
   - 3 - By Customer
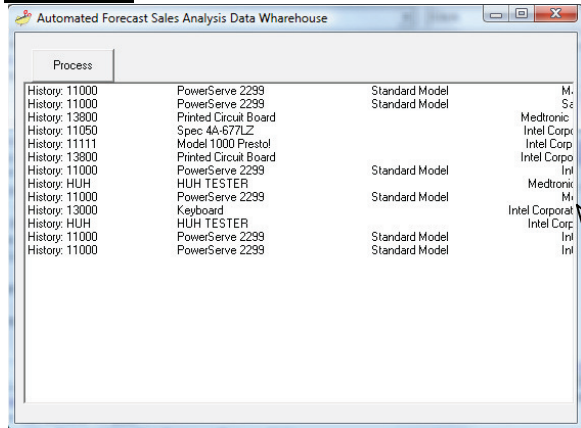   - 4 – By Stock ID
5. Forecast Cut Off

Customers Include/Exclude:

0- Will not use Customer Include/Exclude
1- Include Customers: Only Sales Orders for these customers will be included in Netting
2 – Exclude Customers: Sales Orders for these Customers will NOT be included in Netting
3 – Customer Specific: Only Sales Orders for that Customer or Customer Group will be netted.
4 – Stock ID: Sales Orders will be netted by their Ship From Stock ID on Sales Order.

Global Parameters:

Batch Updates:

AutoFCA

This process loads historical sales data into archive tables by part, commodity code, product line, customer type, and bucket. This history data can then be used for analysis of sales by bucket and forecast accuracy.

This function which will collect Invoice and Open Order data from MAX, sort and code it, and store it the Forecast tables (AutoFCA). This data can then be used to analyze Forecast vs. Actuals, as well as sales trends for different user defined groupings. Custom queries and reports can be written against the data tables. The program is designed to be run nightly through Windows Scheduler.
Available Codes to Group by in MAX :

- Part
- Bucket Code (historical years adjusted to Range 1-12)
- Location
- Forecast Add Date
- Customer Type
- Territory
- Sales Category
- SO Detail or Invoice UDFKey
- Aggregation Code (if Agg Code set to Yes in Location Table)
- Product Line
- Customer
- Customer Master UDFKey
- Sales Order Reason code
- SO Detail or Invoice UDFRef or Reference
- SO Master UDF Key or Reference
- Part Com Code, Planner ID, Buyer ID

Reset Historical Bucket Codes:
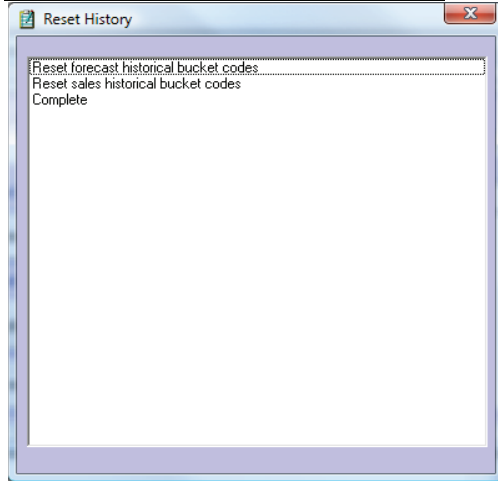
Reset Historical Bucket Codes. This is only required at year end. Make sure that Current and Next years have been updated in Global Parameters before proceeding.

Set Aggregate Codes in Sales Order Details:
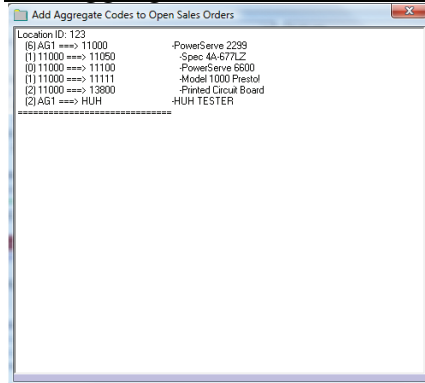
This process will update open Sales Orders and Orders with Ship Dates on or after the entered cutoff date with the Aggregate codes defined in Part Sales UDFKEY_29.

This process is only needed if using the Aggregation.

Operating Procedures:

1. Ensure Excel Forecast file is up to date and is **not open**.
2. Setting Update Forecast cell to 'Y' will tell program to read in new forecast numbers from Excel; to 'N' will use current in Forecast table, skipping Excel sheet.
3. Start MAX NetForecast from Programs/MAX NetForecast
4. Select Cutoff Date for Forecast generation (Start date of first Bucket in currently requested range)
5. Default enabled button is 'Forecast and Sales Input', hit enter or click button. Forecast (Phase 1), and Sales (Phase 2), will be read, sorted, and stored. Optional Report on Actual Sales by bucket may be selected.
6. When complete, hourglass will stop, enabled button will advance to 'Generate Net Forecast'
7. Enter or click current button. Forecast and Sales will be netted, output table for MAX will be generated. Optional Report on Netted Forecast by bucket may be selected.
8. Program will then load netted forecast orders directly into MAX, deleting current Forecast orders in MAX before adding in new ones (depending on Delete Forecast setting for Company).
9. When hourglass stops, program is complete. Message box will appear to tell user process is complete. Any abnormal conditions encountered during runtime will be noted.
10. Multiple databases can be used to accommodate a different set of Bucket Ranges, db can be set through Data Path. Select forecast db to use, then exit program to reset.
11. MRP can be run from command line in Windows scheduler : Setup command line path to NETFC.exe, followed by '/AUTO' , followed by complete network path to the required forecast db. Eg. 'C:\Program Files\NetFC\NetFC.exe /AUTO M:\Exact|max\Forecast\Forecast.mdb'.

Functions

- Program will read from any Excel spreadsheet (include and setup supplied Worksheet template by importing it into your forecasting workbook)
- Buckets can be setup for standard months, fiscal months, or other periods, as user can set start and end period for each bucket.
- User can split monthly net forecast demand over month any of six ways (see Setup)
- Program will consume both booked sales orders and shipped sales order for the bucket periods. If sales exceeds forecast, actual sales will drive production
- Program archives previous forecast records, allowing for historical reporting of sales vs. forecast, forecast accuracy, and the use of forecasting tools to more accurately determine future forecasts, down

to the part level. Parts can also be aggregated by using the UDFKEY field in Part Sales (See Aggregation section)

- Program available which will copy Sales Order Line Delivery and Forecast order numbers automatically to all orders, allowing direct linkage of planned supply orders to the demand which created them thru the reference field. (See Planned Orders by Reference report in MRP module).

Aggregation

Aggregation allows the user to net the sum of sales orders for a group of parts against the Forecast for a single "master" part in MAX (Used for product line or configured parts forecasting).

In order to utilize this functionality, the following must be setup:
- Aggregation flag set by Location (MAX database(s))
- All specific parts to be included in group must have their Agg Code set in Part Sales, UDFKEY field. 'Master' part number must exist in MAX (Part Master and Part Sales).
- Agg Code in Excel sheet must be set for all Forecast 'master' parts
- Run the Batch / Update Aggregate Codes in Sales Orders before processing forecasts. This routine will add Agg Codes to the UDFKEY_28 of Sales Order Details for netting.

Drill Down

Drill Down allows the user to net sales of component parts (sales of parent item are searched for specified components), for Forecasting at below Top level items.
In order to utilize this functionality, the following must be setup :
- Drill Down flag selected by Location
- Drill Method selected by Location

Processing:

The MAX Forecasting module allows the user to net outstanding sales and shipments in MAX against a Forecast, by user defined buckets (commonly a month). This net Forecast is then loaded into MAX to drive demand through MRP for future requirements. Since only a NET forecast is loaded, this eliminates duplicate demand in MAX for the specified periods. If Sales exceed the Forecast in the bucket, no forecast orders are loaded for that bucket. Program will also not net sales on same day as Forecast orders are scheduled, as MRP function in MAX will net demand orders scheduled on the same day. This prevents double netting.
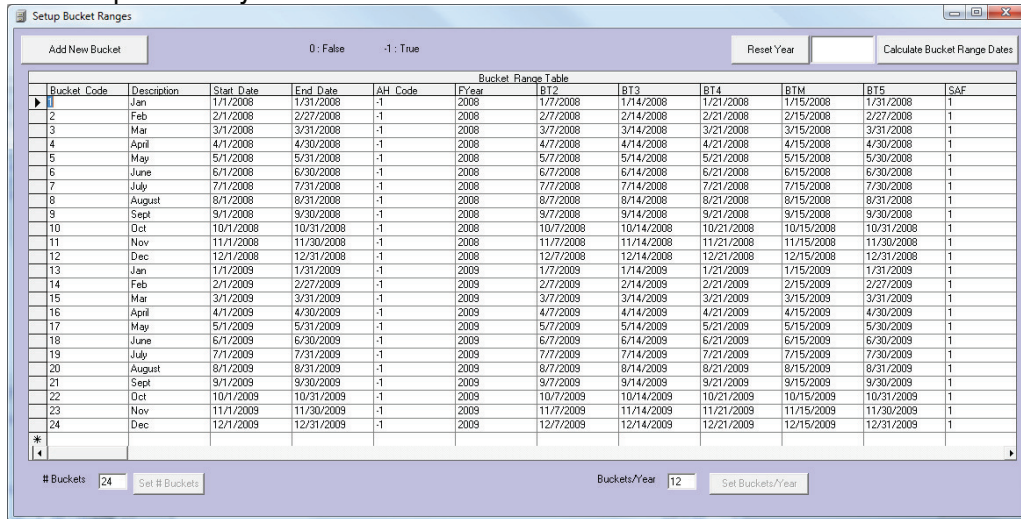
The previous forecast is deleted automatically in MAX when the new forecast is loaded, meaning only the current forecast contributes to the demand in MRP. The cutoff date for the first bucket in the current range is determined by the user when the program is run, and the program will net and generate forecast orders 12 bucket periods out from the first bucket. Historical data for forecasts and sales is archived in separate tables for later analysis.

- Forecast numbers are entered in Excel. (See Forecast template worksheet) Data can be imported into current Excel forecasting workbook using link cells or entered directly.

- Forecasting buckets are user defined, with a start and end date. (Comes with default of calendar months, this year and next). This allows user definition of months and bucket size (recommend monthly buckets, as smaller increments are less accurate). The first month of the year can is defined by setting monthly offsets in global table. User sets how many buckets are used, and how many buckets per fiscal year.

Setup Bucket Ranges

Add New Bucket   0 : False   -1 : True   Reset Year [   ]   Calculate Bucket Range Dates

Bucket Range Table

Bucket_Code	Description	Start_Date	End_Date	AH_Code	FYear	BT2	BT3	BT4	BTM	BT5	SAF
1	Jan	1/1/2008	1/31/2008	-1	2008	1/7/2008	1/14/2008	1/21/2008	1/15/2008	1/31/2008	1
2	Feb	2/1/2008	2/27/2008	-1	2008	2/7/2008	2/14/2008	2/21/2008	2/15/2008	2/27/2008	1
3	Mar	3/1/2008	3/31/2008	-1	2008	3/7/2008	3/14/2008	3/21/2008	3/15/2008	3/31/2008	1
4	April	4/1/2008	4/30/2008	-1	2008	4/7/2008	4/14/2008	4/21/2008	4/15/2008	4/30/2008	1
5	May	5/1/2008	5/31/2008	-1	2008	5/7/2008	5/14/2008	5/21/2008	5/15/2008	5/30/2008	1
6	June	6/1/2008	6/30/2008	-1	2008	6/7/2008	6/14/2008	6/21/2008	6/15/2008	6/30/2008	1
7	July	7/1/2008	7/31/2008	-1	2008	7/7/2008	7/14/2008	7/21/2008	7/15/2008	7/30/2008	1
8	August	8/1/2008	8/31/2008	-1	2008	8/7/2008	8/14/2008	8/21/2008	8/15/2008	8/31/2008	1
9	Sept	9/1/2008	9/30/2008	-1	2008	9/7/2008	9/14/2008	9/21/2008	9/15/2008	9/30/2008	1
10	Oct	10/1/2008	10/31/2008	-1	2008	10/7/2008	10/14/2008	10/21/2008	10/15/2008	10/31/2008	1
11	Nov	11/1/2008	11/30/2008	-1	2008	11/7/2008	11/14/2008	11/21/2008	11/15/2008	11/30/2008	1
12	Dec	12/1/2008	12/31/2008	-1	2008	12/7/2008	12/14/2008	12/21/2008	12/15/2008	12/31/2008	1
13	Jan	1/1/2009	1/31/2009	-1	2009	1/7/2009	1/14/2009	1/21/2009	1/15/2009	1/31/2009	1
14	Feb	2/1/2009	2/27/2009	-1	2009	2/7/2009	2/14/2009	2/21/2009	2/15/2009	2/27/2009	1
15	Mar	3/1/2009	3/31/2009	-1	2009	3/7/2009	3/14/2009	3/21/2009	3/15/2009	3/31/2009	1
16	April	4/1/2009	4/30/2009	-1	2009	4/7/2009	4/14/2009	4/21/2009	4/15/2009	4/30/2009	1
17	May	5/1/2009	5/31/2009	-1	2009	5/7/2009	5/14/2009	5/21/2009	5/15/2009	5/30/2009	1
18	June	6/1/2009	6/30/2009	-1	2009	6/7/2009	6/14/2009	6/21/2009	6/15/2009	6/30/2009	1
19	July	7/1/2009	7/31/2009	-1	2009	7/7/2009	7/14/2009	7/21/2009	7/15/2009	7/30/2009	1
20	August	8/1/2009	8/31/2009	-1	2009	8/7/2009	8/14/2009	8/21/2009	8/15/2009	8/31/2009	1
21	Sept	9/1/2009	9/30/2009	-1	2009	9/7/2009	9/14/2009	9/21/2009	9/15/2009	9/30/2009	1
22	Oct	10/1/2009	10/31/2009	-1	2009	10/7/2009	10/14/2009	10/21/2009	10/15/2009	10/31/2009	1
23	Nov	11/1/2009	11/30/2009	-1	2009	11/7/2009	11/14/2009	11/21/2009	11/15/2009	11/30/2009	1
24	Dec	12/1/2009	12/31/2009	-1	2009	12/7/2009	12/14/2009	12/21/2009	12/15/2009	12/31/2009	1

Buckets [24] Set # Buckets   Buckets/Year [12] Set Buckets/Year

- Forecast orders can be loaded one of seven ways (set by user in Excel) :
  - First day of bucket
  - Last day of bucket
  - Middle of bucket
  - 1st, 3rd week of bucket
  - 2nd, 4th week of bucket
  - Quarterly over the bucket
  - Weekly buckets, evenly split over work days
- Set Forecast Order Cut Off Date : Date can be set each time the forecast netting is run. This will prevent any individual Forecast orders from being loaded that have due dates before the cut off date (See Bucket Type). It is also used for First Month forecast orders in combination with 'Include First Month' = 'S' to tell system to add individual forecast order quantities in the first month for FC orders that are before the cutoff date (will not be loaded) to those in the first month that are at or after the cutoff date (snowplowing demand for month, for weekly or bi-weekly).
- Sales Orders can be excluded from the netting process by entry date, by location or by part.
- Forecast and sales orders can be included or excluded by Customer. For Include logic the user enters forecasts by parts only for selected customers, and only sales from those customers are netted. Exclude logic is used when MAX contains forecast records from another source (such as EDI), and Advanced Forecast will not include sales from these customers. Forecast orders for these customers (as identified in the UDFKEY field on the order) will not be cleared. Customer specific logic uses the Customer ID in the Cust ID column from excel to only net sales for that customer

- The program will load multiple MAX databases based on a location code for each part, allowing the user to forecast for multiple MAX companies or locations.

	Excelpath	wsname	CFY	NFY	cymoffset	nymoffset
	C:\Projects_2007\AKM\Forecast\Code\XLS\Tester_FCSTmax.xls	MAXFC	2008	2009	2	14
▶*	*NULL*	*NULL*	*NULL*	*NULL*	*NULL*	*NULL*

- The user can select to include the current months forecast or not (set in Excel, by part), in order to prevent over ordering for months which are underselling. Not including current month removes current months forecast from demand equation.
- User can enter Alpha code in Excel, allowing the user to adjust the forecast numbers by part up or down from the official forecast. A Beta code can also be setup by month in the bucket range table, allowing the user to adjust the numbers by month. This allows for a net forecast number to be modified by part and by month. (Useful for forecast variances caused by promotional activity, seasonality, etc.)
- User can select (in Excel), whether to load a new forecast from Excel or simply net the current forecast (in Forecast table), against sales. This allows for forecast records to be added only when a significant change takes place in the forecast, but a netted forecast to be generated as often as required as daily sales accumulate throughout the periods(s). Forecast records are coded with an Add date and time. Program sets sheet to 'N' (use current Forecast) automatically after each read.

Part	Due_Date	FC_Year	Loc	FFCQnt	FCQnt	Qnt1	Qnt2	Qnt3
11100	5/1/2008 12:00:00 AM	2008	1	56	49	0	0	49
11100	6/1/2008 12:00:00 AM	2008	1	23	20	0	0	20
11100	7/1/2008 12:00:00 AM	2008	1	12	11	0	0	11
11100	8/1/2008 12:00:00 AM	2008	1	11	10	0	0	10
11100	9/1/2008 12:00:00 AM	2008	1	33	29	0	0	29
11100	10/1/2008 12:00:00 AM	2008	1	24	21	0	0	21
11100	11/1/2008 12:00:00 AM	2008	1	45	40	0	0	40
11100	12/1/2008 12:00:00 AM	2008	1	44	39	0	0	39
11100	1/1/2009 12:00:00 AM	2009	1	55	48	0	0	48
12100	1/1/2008 12:00:00 AM	2008	1	50	38	38	0	0
12100	2/1/2008 12:00:00 AM	2008	1	60	45	45	0	0
12100	3/1/2008 12:00:00 AM	2008	1	50	38	38	0	0
12100	4/1/2008 12:00:00 AM	2008	1	50	38	38	0	0

- The program will store previous forecast records in a history table (automatically), allowing the user to analyze and report on historical forecast data. This includes the official forecast and actual forecast (after Alpha and Beta codes applied). This allows for the offline analysis of MAX Sales data and Forecasts through ad-hoc queries and reports in Access, thereby eliminating the extra load on the MAX system during daytime operations. Available Codes to Group by in MAX :
    1. Part
    2. Bucket Code (historical years adjusted to Range 1-12)
    3. Location
    4. Forecast Add Date
    5. Customer Type
    6. Territory
    7. Sales Category
    8. SO Detail or Invoice UDFKey
    9. Aggregation Code
    10. Product Line
    11. Customer Master UDFKey
    12. Sales Order Reason code
    13. SO Detail or Invoice UDFRef or Reference
    14. SO Header or Invoice Header UDF Key or Reference
    15. Part Commodity Code, Planner ID, Buyer ID

- The program will also aggregate part sales against a forecast, allowing for the netting of sales against a product group or planning bill forecast. This is especially useful for forecasting demand by product group (more accurate than individual parts), or for configured items (actual sales can be netted against family planning bill). This requires running the batch process, "Update Aggregate Codes in sales Orders" and requires linking parts to family or group through Part Sales UDFKey.
- Forecasts put Bucket Description/Year into reference field for traceability. Excel column Ref Ext can hold an additional 10 characters to refine reference field grouping.
- Program has Drill Down capability: the ability to forecast and net sales for parts one level down from the main part on the sales order (for make to order and configured orders, requires link from Sales Order to Mfg Order through Make to Order ExactRM functionality). Can be selected by part in spreadsheet, mutually exclusive with Aggregation. If using Drill Down, set Drill Down to 'Y' (by Orders Requirements), F (by Feature Option configured order), B (by BoM), else leave blank. By Part Number, requires Drill Down flag in Location to be set.

At the start of each year, Historical Update routine must be run to update historical years bucket coding for Forecast and Sales History.

Reports:

Sales Quantities by Part and Bucket:
Run as an option when initially reading the forecast spreadsheet:

Sales Quantities by Part vs. Bucket Code

Part	1	2	3	Total
11000	16.00	200.00	200.00	416.00
HUH	0.00	200.00	0.00	200.00
Total	16.00	400.00	200.00	616.00

2/19/2008

Netted Forecast Quantities by Part and Bucket:
Run as an option when netting the forecast.

Netted Forecast Quantities by Part vs. Bucket

| Part	1/1/1980	1/1/2008	2/1/2008	3/1/2008	4/1/2008	5/1/2008	6/1/2008	7/1/2008	8/1/2008
11000	0.00	0.00	3,000.00	600.00	400.00	56.00	23.00	12.00	11.00
11150	0.00	264.00	440.00	792.00	0.00	0.00	0.00	499.00	0.00
13000	0.00	150.00	300.00	600.00	0.00	0.00	0.00	0.00	0.00
HUH	0.00	0.00	20.00	30.00	40.00	50.00	40.00	12.00	10.00
L1	0.00	200.00	200.00	600.00	100.00	190.00	200.00	300.00	100.00
Total	0.00	614.00	3,960.00	2,622.00	540.00	296.00	263.00	823.00	121.00

2/19/2008

<u>On Demand Reports:</u>
Current Year Forecast vs. Last 3 Years Sales, by Bucket
They can be run by part or aggregation code grouping, using either the Fiscal Forecast number or the actual, adjusted forecast number. They can be modified to group sales by Available Grouping Codes (see above)

Forecast Accuracy by Part:
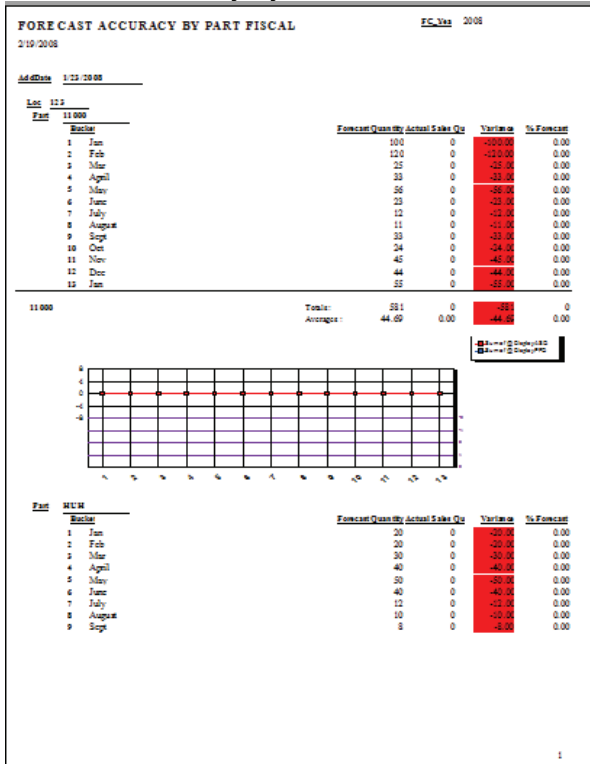
1. Forecast Historical by Part:

FORECAST HISTORICAL BY PART FISCAL FC_Yea 2008

2/19/2008

AddDate 1/23/2008

Loc 123

Part: 11000

Bucket		Forecast Quantity	2008 Sales	2007 Sales	2006 Sales
1	Jan	100			
2	Feb	120			
3	Mar	25			
4	April	33			
5	May	56			
6	June	23			
7	July	12			
8	August	11			
9	Sept	33			
10	Oct	24			
11	Nov	45			
12	Dec	44			
13	Jan	55			

Part: 11000 Totals : 581
Averages : 44.7

Part: HUH

Bucket		Forecast Quantity	2008 Sales	2007 Sales	2006 Sales
1	Jan	20			
2	Feb	20			
3	Mar	30			
4	April	40			
5	May	50			
6	June	40			
7	July	12			
8	August	10			
9	Sept	8			

Part: HUH Totals : 230
Averages : 25.6

AddDate 2/5/2008

Loc 123

Part: 11000

Bucket		Forecast Quantity	2008 Sales	2007 Sales	2006 Sales
1	Jan	100			
2	Feb	340			
3	Mar	600			
4	April	33			
5	May	56			
6	June	23			
7	July	12			
8	August	11			
9	Sept	33			
10	Oct	24			
11	Nov	45			
12	Dec	44			
13	Jan	55			

1

Startup :

Forecast tables are supplied and default loaded with 2 years bucket range, by calendar month, by calendar year. As well, Excel template is included (program requires the spreadsheet conform to certain rules) for easy inclusion into current Forecast workbook. Crystal reports supplied: Forecast Accuracy and Historical Sales by bucket.
First enter the database settings and register the application with the keys provided for your site.
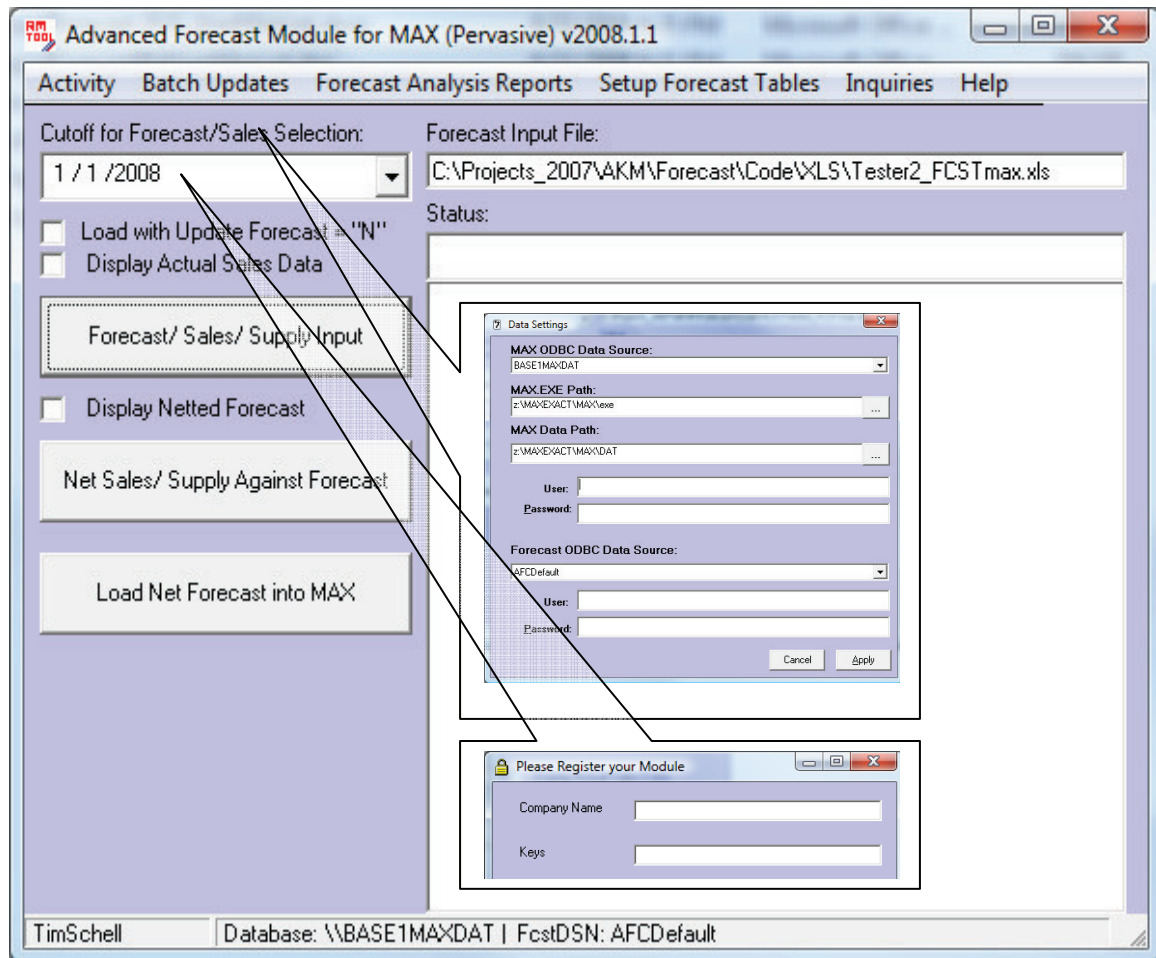
User can run program interactively by clicking on command buttons, or program can be setup to run automatically as a Windows Scheduler event (parameters set through Excel sheet, cutoff date defaults to start date of current bucket as determined from system clock).

At the start of each year, Historical Update routine must be run to update historical years bucket coding for Forecast and Sales History.