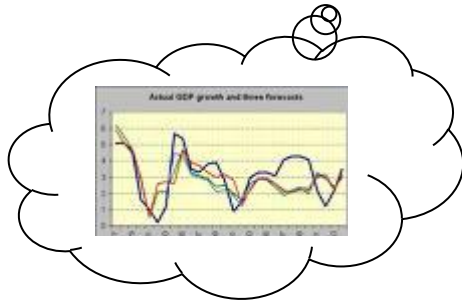


# **Advanced Forecast** version 2016

For MAX™



## **Users Manual**

**Standard  
configuration**

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## Advanced Forecast Module

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## Advanced Forecast Module

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### Purpose:

This application provides the ability to load forecast orders into MAX from spreadsheets or select from an external source such as an [Avercast](#) database.

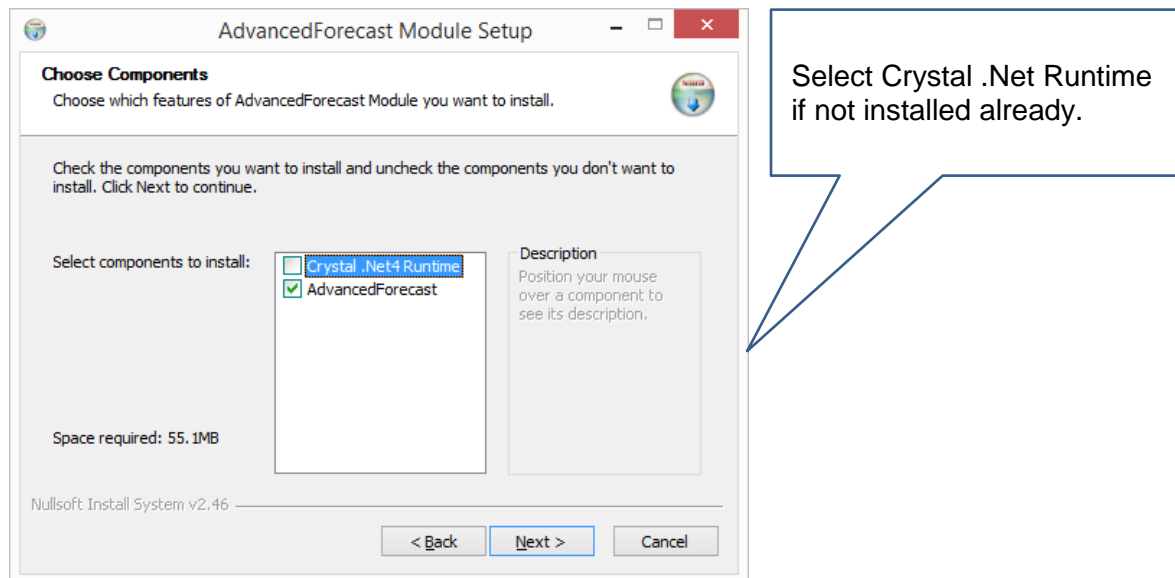
Sales order backlog and shipments can be netted against a Forecast by user defined buckets (commonly a month). This net Forecast is then loaded into MAX to drive demand through MRP for future requirements. Since only a NET forecast is loaded, duplicate demand in MAX is prevented for the specified periods. If Sales exceed the Forecast in the bucket, no forecast orders are loaded for that bucket. The previous forecast can be deleted or closed automatically in MAX when the new forecast is loaded. The cutoff date for the first bucket in the current range is determined by the user when the program is run, net forecast orders will be generated for the requested bucket periods into the future starting from the first bucket.

### Requirements:

- 1) The SQL server name has to be the same name used to create the license hash.
- 2) We need to have 2 DLL's copied from MAX client folder into the application folder. The application tries to copy them if missing or old but sometimes is prevented and they will need to be manually copied:
  - a. C:\exact\rmclient\efw\ERMRemCl.dll
  - b. C:\exact\rmclient\efw\ EXACTRMEnc.dll
- 3) Make sure the MAX client runs on same PC. If MAX has an issue the application will also.
- 4) Sometimes 2 MAX DLL's need to be registered:
  - a. C:\exact\rmclient\efw\EXACTRMDEV.DLL
  - b. C:\exact\rmclient\efw\MAXUPDATEXML.DLL
- 5) The user referenced in the Data Settings needs read access to the EXACTMAX database
- 6) DotNet Framework version 4(Full) or newer

### Installation:

Run InstallAdvForecast.exe and follow the prompts:



# Advanced Forecast Module

## MAX Data:

MAX Database Settings

MAX Server Name: TIMSLAPTOP2013

Use Windows Authentication

SQL Server Authentication

User: \_\_\_\_\_

Password: \_\_\_\_\_

Company: Exact MAX Sample Company

DataBase: ExactMAXSAM

MAX LIC Path: c:\exactfirmserver\lic

MAX Client Folder (EFW): C:\EXACTRMCLIENT\FW

Test

Enter the MAX server, credentials, license path and MAX client path.

The user needs access to the "EXACTMAX" database for read rights only.

## Register:

Name and key provided

Please Register your Module

Company Name: SPT

Key: \_\_\_\_\_

Register

**Login:** Use MAX User and Password and select company

MAX Advanced Forecast

Company: MAXSam2

User Name: MANAGER

Password: \*\*\*\*\*

## External Forecast:

External Forecast data. Note: using External forecast data may require working with Balance Point to map the data.

Exaternal Forecast Data

External Forecast Name: AverCast

SQL Server: TIMSLAPTOP2013

Windows Login

SQL Server Login

User ID: \_\_\_\_\_

Password: \_\_\_\_\_

Database: AverStage

Table: SKUWdyForecast

1st Forecast Bucket Field Name: SKUForecast1

Part Number Field: SKU

Test

# Advanced Forecast Module

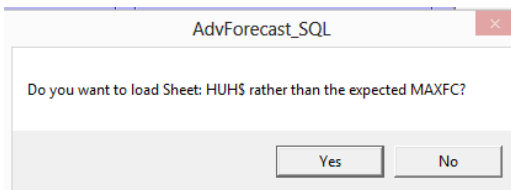
## Spreadsheet Format:

To Update Forecast in database, set cell to 'Y' or 1 (if the column is defined in Excel as numeric) or 'N'. (Y or 1 tells program to read new forecast numbers in from Excel, otherwise new forecasts are ignored)

Part No.	Description	Loc	J	F	M	A	M	J	J	A	S	O	N	D	BUCKET TYPE	IncludeFirstMonth	AlphaFactor	AccumulationCode	PartLoc	DrillDownFile	Custom												
HUH5	Comp	023	100	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000						
HUH6	Part	023	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000							
HUH7	Part	023	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000							
HUH8	Part	023	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000							
HUH9	Part	023	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000							
HUH0	Part	023	100	800	45	36	23	12	14	24	45	48	55	44	44	77	88	99	110	122	133	144	155	166	4	0.00000							
END			100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100

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 month's forecast as nettable demand (Y) or accumulating demand (snowplow demand S), or not (N). Current Year and Next Year (Actual) required.

The application looks for a worksheet named 'MAXFC' and if not found will display a confirming message to use the first sheet name found:



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).

The application will 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. If using Aggregation set Agg Code = group used in Part Sales UDFKey, else leave blank.

## Advanced Forecast Module

If an extension to the Bucket Description/Year is required as a reference in MAX, 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 Forecast ID 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.

### Setup Forecast Tables:

#### Bucket Ranges:

Setup Bucket Ranges

Add New Bucket

BucketRange ID: DEFAULT

Reset Year: 2015

# Buckets: 24

Set # Buckets

Set Buckets/Year

Buckets/Year: 12

Set Buckets/Year

Bucket Label

Bucket Range Start Date: Thursday, January 1, 2015

Delete Bucket Range

Calculate Bucket Range Dates

Create New Buckets

Bucket_Code	Description	Start_Date	End_Date	AH_Code	FYear
1	M-001	1/1/2015	1/31/2015	<input type="checkbox"/>	2015
2	M-002	2/1/2015	2/28/2015	<input type="checkbox"/>	2015
3	M-003	3/1/2015	3/31/2015	<input type="checkbox"/>	2015
4	M-004	4/1/2015	4/30/2015	<input type="checkbox"/>	2015
5	M-005	5/1/2015	5/31/2015	<input type="checkbox"/>	2015
6	M-006	6/1/2015	6/30/2015	<input type="checkbox"/>	2015
7	M-007	7/1/2015	7/31/2015	<input type="checkbox"/>	2015
8	M-008	8/1/2015	8/31/2015	<input type="checkbox"/>	2015
9	M-009	9/1/2015	9/30/2015	<input type="checkbox"/>	2015
10	M-010	10/1/2015	10/31/2015	<input type="checkbox"/>	2015
11	M-011	11/1/2015	11/30/2015	<input type="checkbox"/>	2015
12	M-012	12/1/2015	12/31/2015	<input type="checkbox"/>	2015
13	M-013	1/1/2016	1/31/2016	<input type="checkbox"/>	2016
14	M-014	2/1/2016	2/29/2016	<input type="checkbox"/>	2016
15	M-015	3/1/2016	3/31/2016	<input type="checkbox"/>	2016
16	M-016	4/1/2016	4/30/2016	<input type="checkbox"/>	2016
17	M-017	5/1/2016	5/31/2016	<input type="checkbox"/>	2016
18	M-018	6/1/2016	6/30/2016	<input type="checkbox"/>	2016
19	M-019	7/1/2016	7/31/2016	<input type="checkbox"/>	2016
20	M-020	8/1/2016	8/31/2016	<input type="checkbox"/>	2016
21	M-021	9/1/2016	9/30/2016	<input type="checkbox"/>	2016
22	M-022	10/1/2016	10/31/2016	<input type="checkbox"/>	2016
23	M-023	11/1/2016	11/30/2016	<input type="checkbox"/>	2016
24	M-024	12/1/2016	12/31/2016	<input type="checkbox"/>	2016

Forecast ID's Using this Bucket Range

ID	Description
BPT	BPT DEFAULT
BPT2	BY CUSTOMER 24 BUCKETS
BPT...	24 BUCKETS
BTX	WEEKLY FAST MOVERS
CETA	CETA TEST
DD 24	DD TEST AT 24
NS	C-Mac

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

## Advanced Forecast Module

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: A/H Code is Checked 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 Year to new current and next. Set AH to False. Run “Recalculate Bucket Range Dates” to calculate new dates.

### Forecast ID:

1. Forecast ID - matches spreadsheet location.
2. Description
3. Bucket Range for this ID
4. 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
  - d. Net Level
    - i. Top
    - ii. Component
5. Net Sales - determines whether sales backlog is netted against forecast.
6. Close forecast orders which are due prior to selected cut-off date.
7. Net Shipments – Nets shipments against forecast
8. Net Supply – (Repetitive)
9. Offset Starting Inventory - net starting inventory.
10. 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.
11. Delete Forecast – delete existing forecast
  - a. Delete by Part based on input
12. Replenishment Enabled – allow for replenishment when below Stock ID ROP levels.
13. Sales Order Cut Off – sales order before this date will not be including in netting.

### Bucket Types:

Type	Description
1	First of Bucket
2	End of Bucket
3	1st, 3rd Week of Month
4	2nd, 4th Week of Month
5	Middle of Month
6	Weekly Split of Month
7	Daily Split over Bucket

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).



## Advanced Forecast Module

### Customers: Include / Exclude

	CustID	Description
▶	100	Intel Corporation
	200	Medtronic Corporation ...
	300	Saturn Automotive
	400	Magna Corporation
	500	Hewlett Packard
*		

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

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

### Global Parameters:

Global Parameters	
Days in Work Week:	<input type="text" value="5"/>
Feature Count (Features/Options):	<input type="text" value="40"/>
Include / Exclude Option:	<input type="text" value="0 - N/A"/>
Decimal Places in Forecast Rounding:	<input type="text" value="0"/>
Defaults	
Bucket Type:	<input type="text" value="1-First of Bucket"/>
Include 1st Month:	<input type="text" value="Y - Include First Month"/>
Alpha Factor:	<input type="text" value="1"/>
Drill Down:	<input type="text"/>
<input type="button" value="Apply"/>	

1. Days in work week.
  2. Number of Features if using Feature/Options
- Customers Include/Exclude:**
- 0-No Include/Exclude
  - 1-Include Customers: Only Sales Orders for these customers will be netted
  - 2-Exclude Customers: Sales Orders for these Customers will NOT be netted
  - 3-Customer Specific: Customer or Customer Group will be netted.
  - 4-Stock ID: Sales Orders will be netted by their Ship From Stock ID on Sales Order.

- Defaults:**
- 1) Bucket Type
  - 2) Include First Month
  - 3) Alpha Factor
  - 4) Drill Down code

---

## Advanced Forecast Module

---

### Startup:

User can run program interactively by clicking on command button, 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).

### Procedures:

If loading from a spreadsheet:

- 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, 'N' will use data already in Forecast table, skipping spreadsheet data. You can also select (Load with Update Forecast = "N") to ignore the setting in the spreadsheet.

If loading from external forecast database:

1. Ensure that the data settings are correct.
  2. And the data is current
- 
- 3) Select Cutoff Date for Forecast generation (Start date of first Bucket in currently requested range)
  - 4) Select in sequence:
    - a) **Import From Spreadsheet or External Forecast** – this step will bring the data into the database and will not have any effect on MAX.
    - b) **Net Sales / Forecast Against Forecast and Assign Bucket Dates** - this step will do the netting if requested and will match the bucket dates to the forecast and will not have any effect on MAX.
    - c) **Load Net Forecast into MAX** – this step will load the Forecast Orders into MAX. Depending on setting the current forecast will be deleted in total or based on the parts being forecasted.
  - 5) To run from command line in Windows Scheduler: Setup command line path to AdvForecast\_SQL.exe, followed by /AUTO with optional parameters: Forecast ID, Spreadsheet file or External Name, and cut-off date (separated by a space.)

#### **No optional parameters, defaults will be used:**

C:\Program Files\AdvanceForecastSQL\AdvForecast\_SQL.exe /AUTO

#### **With optional parameters:**

##### Using Spreadsheet:

C:\Program Files\AdvanceForecast\_SQL\AdvanceForecast\_SQL.exe \AUTO BPT  
C:\Projects\AdvForecast\_SQL\Tester2\_FCSTmax.xls 1/20/2014

##### Using External:

C:\Program Files\AdvanceForecast\_SQL\AdvForecast\_SQL.exe \AUTO BPT **Avercast**  
1/20/2014

The date parameter can also use the following defaults:

Asterisk = current date, "FOM" = first of current month, "FOP" = first of current period in Buckets

# Advanced Forecast Module

## Processing:

Input Spreadsheet File  
Or  
Import from External Source

Cutoff date: select first day of current period (Bucket e.g. 4/1/2010) (used for determining which shipped orders to include in netting and the starting period for loading new forecast orders).

Forecast options.

- 1) **Cutoff for Forecast/Sales Selection:** 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.)
- 2) **Forecast ID:** the ID has to match the "Loc" column in the incoming spreadsheet and represents a profile of defaults for processing the forecast. Selecting the ID will set the switch values on the form, which can be changed if needed.
- 3) **Bucket Range ID:** is the set of time buckets associated with the Forecast ID. This can be changed.
- 4) **Sales Data Collection Method:**
  - a. **Part ID** - specific parts
  - b. **Aggregate** - forecast similar parts together (e.g. different colors but same basic part)
  - c. **Drill Down** - forecast the components of a part
- 5) **Drill Down Method:**
  - a. **Feature Option** - prior 3-month average quantity per of configured order components
  - b. **Shop Order** - prior 3-month average quantity per of required components
  - c. **Multi-level BOM** - exploded components

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
- 1<sup>st</sup>, 3<sup>rd</sup> week of bucket
- 2<sup>nd</sup>, 4<sup>th</sup> week of bucket
- Quarterly over the bucket
- Weekly buckets, evenly split over work days

Hit Process button after selecting individual steps (1, 2, 3) or all three at once:

# Advanced Forecast Module

## Process Display:

**Process Forecast**

Forecast Input File: C:\Projects\AdvForecast\SQLVLS\Tester3\_FCSTmax.xlsx

Status:

```

=====
===Started: 2016-10-25 14:17:07
=====
Forecast Cleared
Importing C:\Projects\AdvForecast\SQLVLS\Tester3_FCSTmax.xlsx
Imported C:\Projects\AdvForecast\SQLVLS\Tester3_FCSTmax.xlsx
Reading Forecast Spreadsheet for Loc ID:BPT
** Total Input: 10
C:\Projects\AdvForecast\SQLVLS\Tester3_FCSTmax.xlsx saved.
Forecast Sales Cleared
Forecast Supply Cleared
Sales Order Load Complete
=====
Loading ASIS Table
Netting Sales ID:BPT
**Total Input: 238
**Total Netted: 60
Netting Forecast Sales Complete
=====
Forecast Net Complete
=====
Loading Forecast into MAX ID:BPT
** 0 FC Orders deleted
** 0 FC Requirements deleted
**Total Input: 149
**Total Inserted: 366
**Total Skipped: 0
Forecast Load Complete.
=====
===Finished: 2016-10-25 14:17:20
=====
    
```

**Last Forecast Load**

Last Run: 2016-10-25 141720  
Run By: MANAGER  
FC Orders: 366

Buckets Loaded = 25

Process

## Show Data:

Reveals the input as it is read into the database

**Show Data**

Forecast Input File: C:\Projects\AdvForecast\SQLVLS\Tester3\_FCSTmax.xlsx

Status:

2016	Column2	CY	Update Forecast	N	Column6	Color
2016	Column2	CY	Update Forecast	N	Column6	Color
2017		NY	**** CURRENT FL			
Part No.	Description	Loc	J	F	M	A
11000	Cust:100	BPT	1000	3000	600	400
11000	Cust:200	BPT	1000	3000	600	400
11000	Cust:20649	BPT	1000	3000	600	400
11000	Cust:ton000002	BPT	1000	3000	600	400
11150	666	BPT	300	500	900	600
L1	L10	BPT	200	200	600	100
12250	12250	BPT	200	200	600	100
12300	12300	BPT	200	200	600	100
12350	12100	BPT	200	200	600	100
12100	12100	BPT	200	200	600	100
END						
			5300	13500	6300	2700

**Last Forecast Load**

Last Run: 2016-10-25 141720  
Run By: MANAGER  
FC Orders: 366

Buckets Loaded = 25

Process

# Advanced Forecast Module

## Inquiries:

### Forecast Summary:

Shows the forecast before it is loaded into MAX by Part

FCYear	DueDate	FFCQnt	FCQnt	Qnt1	Qnt2	Qnt3	Qnt4
2015	6/1/2015	23.00	23.00	23.00	0.00	0.00	
2015	7/1/2015	12.00	12.00	12.00	0.00	0.00	
2015	8/1/2015	11.00	11.00	11.00	0.00	0.00	
2015	9/1/2015	33.00	33.00	33.00	0.00	0.00	
2015	10/1/2015	100.00	100.00	100.00	0.00	0.00	
2015	11/1/2015	45.00	45.00	45.00	0.00	0.00	
2015	12/1/2015	44.00	44.00	44.00	0.00	0.00	
2016	1/1/2016	55.00	55.00	55.00	0.00	0.00	
2016	2/1/2016	66.00	66.00	66.00	0.00	0.00	
2016	3/1/2016	66.00	66.00	66.00	0.00	0.00	
2016	4/1/2016	77.00	77.00	77.00	0.00	0.00	
2016	5/1/2016	88.00	88.00	88.00	0.00	0.00	
2016	6/1/2016	99.00	99.00	99.00	0.00	0.00	
2016	7/1/2016	111.00	111.00	111.00	0.00	0.00	
2016	8/1/2016	122.00	122.00	122.00	0.00	0.00	
2016	9/1/2016	133.00	133.00	133.00	0.00	0.00	

## MRP Detail and Summary:

### Details:

Reference	Order	Type	ST	Qty	Available	ATP	ATF	Date	Qty	Type	ST	Order	Firm	Reference
					225,164.00	225.16	225.76...	4/30/2015	197,653.00	MF	3	50000196	<input checked="" type="checkbox"/>	
	20000876...	CU	3	188.00	224,976.00	224.97...	225.76...	5/1/2015	0.00				<input type="checkbox"/>	
	20000915...	CU	3	55.00	224,921.00	224.92...	225.76...	5/5/2015	0.00				<input type="checkbox"/>	
	2015M-006-REF1	FC	3	23.00	224,898.00	224.92...	225.73...	6/1/2015	0.00				<input type="checkbox"/>	
	2015M-007-REF1	FC	3	12.00	224,886.00	224.92...	225.72...	7/1/2015	0.00				<input type="checkbox"/>	
	>LEAD TIME 49 Days													
	2015M-008-REF1	FC	3	11.00	224,875.00	224.92...	225.71...	7/31/2015	0.00				<input type="checkbox"/>	
	2015M-009-REF1	FC	3	33.00	224,842.00	224.92...	225.68...	9/1/2015	0.00				<input type="checkbox"/>	
	2015M-010-REF1	FC	3	100.00	224,742.00	224.92...	225.58...	10/1/2015	0.00				<input type="checkbox"/>	
	2015M-011-REF1	FC	3	45.00	224,697.00	224.92...	225.53...	10/30/2015	0.00				<input type="checkbox"/>	
	2015M-012-REF1	FC	3	44.00	224,653.00	224.92...	225.49...	12/1/2015	0.00				<input type="checkbox"/>	
	2016M-013-REF1	FC	3	55.00	224,598.00	224.92...	225.43...	1/1/2016	0.00				<input type="checkbox"/>	
	2016M-014-REF1	FC	3	66.00	224,532.00	224.92...	225.37...	2/1/2016	0.00				<input type="checkbox"/>	



# Advanced Forecast Module

## Summary:

The screenshot shows the SAP Crystal Reports interface for an MRP Inquiry. The main report displays the following data:

REQUIREMENTS				SUPPLY	
DueDate	RunningTotal	NetByDate	RunningTotal		
01/29/2015	0	16,584	15,692		
03/02/2015	0	17,849	16,957		
03/20/2015	18,527	-577	17,058		
03/23/2015	23,377	-5,357	17,128		
04/01/2015	43,844	-15,824	27,128		

## Batch Updates:

### Set Aggregate Codes in Sales Order Details:

The dialog box shows the following mapping of aggregate codes to sales order details:

(8) AG1 ==> 11000	-PowerServe 2299
(1) 11000 ==> 11050	-Spec 44-67/L2
(0) 11000 ==> 11100	-PowerServe 6600
(1) 11000 ==> 11111	-Model 1000 Prestol
(2) 11000 ==> 13800	-Printed Circuit Board
(2) AGT ==> HUH	HUH TESTER

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.

## Forecast Purge:

### Used to delete forecast orders from MAX.

The 'Purge MAX Forecast Orders' dialog box includes the following options:

- Include Closed Forecast Orders
- If checked, purge Forecast prior to:

A confirmation dialog box asks: "Are you sure you want to purge Forecast Orders prior to 12/31/2014?" with Yes and No buttons.

The purge function can also be run in command mode by passing the following parameters:

`/PURGEFC 365 Y`

355 = days to go back from current date and Y/N to indicate whether closed forecast are to be purged. If the 2<sup>nd</sup> and 3<sup>rd</sup> parameters are missing 0 and "N" will be used.

# Advanced Forecast Module

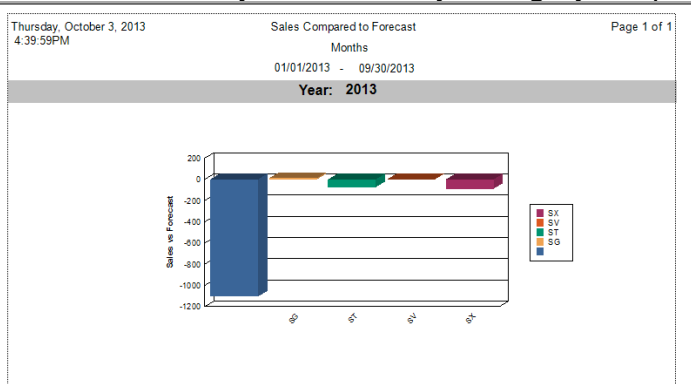
## Forecast Analysis Reports:

**Assign Buckets:** sorts and summarizes the sales and forecast data into buckets defined by a selected Bucket Range. The summarized data is stored in a MAX table called: **CUSTOM\_BPT\_ADVFCST\_SUMMARY**

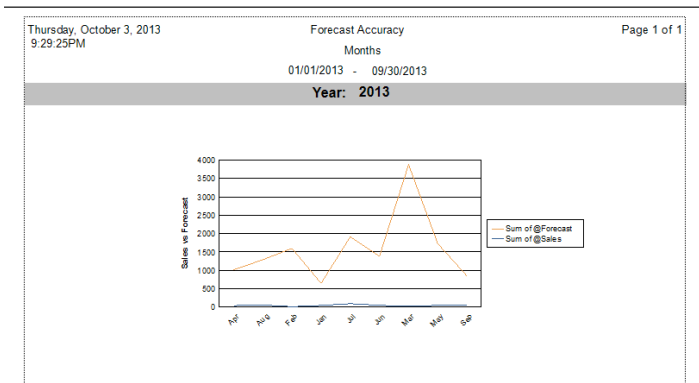
```

dbo.Custom_BPT_ADVFCST_Summary
Columns
  RECID (int, not null)
  UserName (nvarchar(100), null)
  Part (nvarchar(30), null)
  Due_Date (smalldatetime, null)
  BucketLabel (nvarchar(20), null)
  SalesQty (float, null)
  FcstQty (float, null)
  CustID (varchar(30), null)
  StkID (varchar(30), null)
    
```

## Forecast Accuracy Difference by Category Graph



## Forecast Accuracy Sales versus Forecast Line Graph





# Advanced Forecast Module

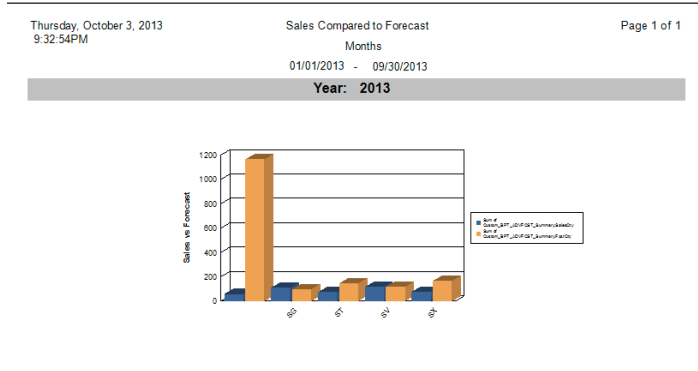
## Forecast Accuracy By Period and Part Report

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Months  
01/01/2013 - 09/30/2013

Part	Description	2013 Bucket	SalesQty	FcstQty	Delta
11000	PowerServe 2299	Feb	0	25	-25
		Mar	0	30	-30
		Apr	0	20	-20
		May	1	71	-70
		Jun	16	0	16
		Jul	23	0	23
		Aug	33	0	33
		11000-A10	PowerServe 2299	Jan	48
		Feb	12	0	12
		Mar	0	10	-10
		Apr	22	0	22
		May	0	27	-27
		Jul	34	20	14
		Aug	0	60	-60
11000-A20	PowerServe 2299	Feb	0	10	-10
		Mar	0	11	-11
		Apr	0	15	-15
		May	20	42	-22
		Jul	34	20	14
		Sep	56	0	56

## Sales vs. Forecast by Category Bar Chart



## Audit Reports:

### Sales Quantities by Part and Bucket:

Run as an option when initially reading the forecast spreadsheet:

**Sales Quantities by Part v.s. 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

# Advanced Forecast Module

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

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
HCH	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

## Generate Forecast:

Generate a forecast from sales history.

Select date range, periods, planner, commodity code, account type and/or part ID range.

- 1) Select Parts – remove any un-wanted parts by deleting from the grid
- 2) Get History – extracts the sales history by period based on the selection criteria
- 3) Create Spreadsheet – loads the data into a spreadsheet that is ready to be loaded into MAX

## Select Parts:

# Advanced Forecast Module

## Get History:

Parts Selected		History			
PartID	NumBucket	Bucket	Sold	Used	
12100	8	August	0.00	9.00	
12100	9	September	0.00	0.00	
12200	8	August	0.00	5.00	
12300	8	August	0.00	3.00	
13000	8	August	0.00	40.00	
13000	9	September	0.00	8.00	
13210	8	August	0.00	5.00	
13400	8	August	0.00	0.00	
13990	8	August	0.00	4.00	
13990	9	September	0.00	0.00	
HD-1	8	August	24.00	0.00	

## Create Spreadsheet:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
2	2014		CY															
3	2015		NY															
4	Part No.	Description	LOC	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
5																		
6	12100	System UH	BPT-24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7	12200	Cabinet	BPT-24	0	0	0	0	0	0	0	5	0	0	0	0	0	0	0
8	12300	Mother Bo	BPT-24	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
9	13000	Keyboard	BPT-24	0	0	0	0	0	0	0	42	0	0	0	0	0	0	0
10	13210	Hard Drive	BPT-24	0	0	0	0	0	0	0	5	0	0	0	0	0	0	0
11	13400	Microproc	BPT-24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	13990	Box, Card	BPT-24	0	0	0	0	0	0	0	4	0	0	0	0	0	0	0
13	HD-1	SOLID ST.	BPT-24	0	0	0	0	0	0	0	25	0	0	0	0	0	0	0
14	L2	LOT TEST	BPT-24	0	0	0	0	0	0	0	1	26	0	0	0	0	0	0
15	L5	LOT TEST	BPT-24	0	0	0	0	0	0	0	5	6	0	0	0	0	0	0
16	LS1	LOT SERI	BPT-24	0	0	0	0	0	0	0	0	2	0	0	0	0	0	0
17	PANEL1	PCB 1	BPT-24	0	0	0	0	0	0	0	40	18	0	0	0	0	0	0
18	REEL1	REEL CON	BPT-24	0	0	0	0	0	0	0	557	183	0	0	0	0	0	0
19	REEL2	REEL CON	BPT-24	0	0	0	0	0	0	0	493	237	0	0	0	0	0	0
20	REEL3	REEL CON	BPT-24	0	0	0	0	0	0	0	152	79	0	0	0	0	0	0