

## Inventory Forecasting

SYSPRO's Inventory Forecasting solution enables you to produce automatic or manual forecasts based on sales history as well as provide the tools to measure the quality of your forecasts. It uses a set of mathematical algorithms to predict future sales based on historic demand and enables you to easily identify those products that contribute the most to your business in terms of sales value, gross profit, cost of sales, quantity sold or hits.

### 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

