



Softland ERP Commercial Area//



Sales Forecasting Module

The Sales Forecasting module of Softland ERP's Commercial Area allows forecasting sales in a fast and reliable way, by using inventory transactions and/or sales as a data source.

Features:

- Sales Forecasting is integrated with other modules in the system, such as Inventory, Invoicing and Production Master Plan.
- Recalculation of forecasts with timeframe window scrolling.
- Cleaning forecasts option.
- Performs sales forecasts of the company for any period of time with real time transactions.
- Calculate forecasts by item and/or by different criteria, such as country and customers, among others, to group information.
- Allows generating forecasts according to data filter parameters defined by users and performs multiple forecasts by defined period.
- The user can choose the presentation order of forecasted data, either increasing or decreasing.
- The module uses various formulas to calculate the forecasts depending on the requirements of the company, in terms of sales projections or inventories movements.
- According to the characteristics of your historical data, the system will determine which formulas should be used to calculate each forecast.
- Each forecast shows the historical and forecasted information of the combinations derived from selected items and grouping criteria.
- Approved forecasts may not be changed as they control the safety of calculated data.
- It is possible to define rights for users that have access to the system by means of a privileges option.
- Load historical data and compare forecasted data to real data.
- Forecasts are calculated in local and report currency.
- The system is integrated with Microsoft® Office Excel for creating reports.
- The electronic spreadsheet generated by the system in Microsoft® Office Excel has different levels, which are linked with the grouping criteria that was specified for the forecast.
- It is possible to deploy multiple levels of detail for forecasts recorded in the electronic spreadsheet. You can even deploy a daily detail report of calculated forecasts.