7.9. Demand Forecasting Tab

The **Demand forecasting** tab designed to:

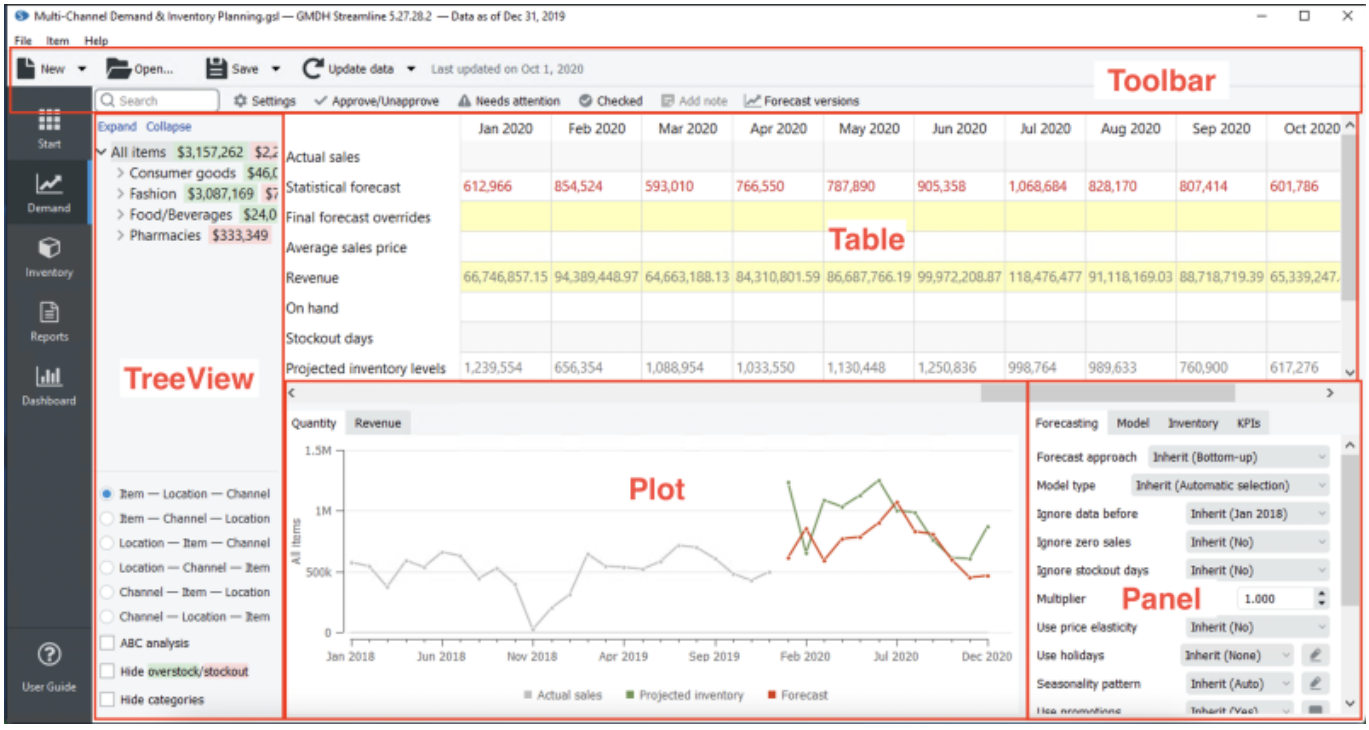
- generate sales forecasts and revenue forecasts;
- view and plan your demand from three viewpoints – item, location, and channel;
- perform a forecast approval process;
- make manual overrides of statistical forecasts at any level of the tree and any view;
- plan your demand based on the given projected revenue;
- fine-tune the forecasting models;

It also allows you to:

- view and modify the imported sales data;
- perform what-if revenue analysis;
- perform ABC analysis;
- collaborate with colleagues by adding notes to overriden items;
- Mark an item that needs attention;
- Change the item status to checked;
- Add new Forecast versions.

The **Demand forecasting** tab consists of:

- Toolbar
- Tree view
- Table
- Plot
- Panel



The **Tree view** on the left shows the imported data hierarchy and is primarily used to browse the items and view their properties using a special icon-coding. Leaf nodes of the tree are planning items

which are forecasted. Tree branches can represent:

- item/location category;
- item code/location/channel (depending on the chosen view);
- ABC classification.

As you select a node in the tree, its information is immediately shown in the **Table**, **Plot**, and the **Panel**.

The **Table** and **Plot** depict actual sales, statistical and overridden forecasts, and projected inventory levels. The **Table** displays additional information depending on the imported data. For example, the items' prices or inventory on hand. Moreover, all the information that is shown in the **Table** and **Plot** can be exported to Excel and a PNG file correspondingly.

Next: Toolbar

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