

7.10.2. Projections reports

Reports of this category display what is going to happen in the future based on historical data and your manual overrides. These reports include:

- Demand forecast report
- Forecast overrides report
- Ordering plan
- Confidence limits report
- Planned vs. Actual sales report
- Projected revenue report
- Projected sales price report
- Projected inventory report
- Projected write-offs report
- Projected stockouts report

Below, we describe these reports in detail.

Demand Forecast Report

This report may be represented as a 'Final forecast', 'Statistical forecast', or Forecast version The Final forecast depicts the statistical forecast and any overrides for all the planning items, while in the Statistical forecast, overrides are not displayed.

The Statistical version report shows the statistical forecast of manual overrides if they are specified in the forecast version row in the Demand tab.

Item category	Item code	Description	Model type	Statistical forecast											
				Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	
1 Food/Bever...	056329 PU ...	Bottle water 500 ml ...	Constant le...	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994
2 Food/Bever...	056329 N PW	Bottle water #2 new ...	Seasonal &...	10,045	16,529	9,404	13,944	14,405	17,441	21,712	15,145	14,478	8,854	4,786	
3 Food/Bever...	500461	Milk Chocolate bar 2...	Constant le...	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	
4 Food/Bever...	MB-50046	Muesli box, 500 g	Seasonal &...	7,899	12,545	7,026	10,240	10,720	13,588	16,166	11,253	10,700	6,462	5,710	
5 Consumer g...	B05465-R	Basketball 29.5 (size ...	Constant le...	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	4,994	
6 Consumer g...	H2510	Nails [seasonal mod...	Seasonal &...	7,899	12,545	7,026	10,240	10,720	13,588	16,166	11,253	10,700	6,462	5,710	
7 Pharmacies	05-T48	Cold & Flu Tablets [s...	Seasonal &...	10,045	16,529	9,404	13,944	14,405	17,441	21,712	15,145	14,478	8,854	4,786	

Toolbar

Period drop-down is used to select a past period from the project's archive and view the report content at that time. The default option is the current period.

Aggregate by drop-down allows you to group rows of the active report by one or several columns.

For example:

- Item category

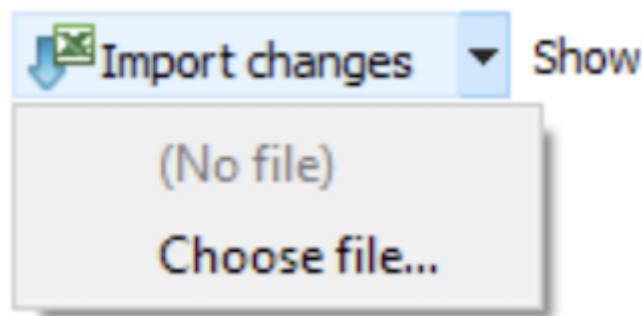
- Item category2
- DC, Supplier
- ABC analysis
- All

* **Sum by** drop-down allows you to aggregate the report data section by Year or Quarter. If an aggregated period is incomplete, Streamline shows its data in gray (see figure below). The actual sales option adds the Actual sales section to the report displaying actual historical sales. Streamline aggregates this section based on the Sum by option.

* **Constrained** option influences the display of the demand by taking into account the expected stockouts, which means that if, for instance, the stockout is expected, then the demand will be decreased by the stockout value.

* **Import changes** button imports the Excel file created using the Export report button. These buttons are usually used together to make your overrides to the currently active report. You can import overrides even for aggregated reports.

If you click the little black arrow on the right-hand side of the button, Streamline shows you a two-line menu. The first option imports the file you have created using the Export Report button. Streamline shows the (No file) label if no file was created previously. The second option, 'Choose file...', allows you to import changes from any other file with a compatible format (see figure below).



Confidence Limits Report

To provide more insights into risks and opportunities, Streamline can show probable forecast variability boundaries called the confidence limits, represented in the report by 'Upper' and 'Lower' for each projected period.

Status	Item category	Item category 2	Item code	Description	Supplier	Model type	Model quality	Slope	ABC analysis	Jan 2020	Feb 2020		
										Upper	Lower	Upper	Lower
1 Undecided	Pharmacies	Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	75%	1.8%	C 0.715%	13,751	6,339	20,235	12,823
2 Undecided	Consumer g...	Furniture	1866-MB	Desk [linear trend m...	125689	Constant le...	85.2%	0%	B 3.07%	8,246	1,742	8,246	1,742
3 Undecided	Fashion	Clothing Sum...	004652 Blue	Swimwear [seasonal...	5612457	Seasonal &...	74.9%	1.8%	B 5.14%	13,975	6,507	20,256	12,788
4 Undecided	Fashion	Clothing Sum...	004662 Blue	Swimwear #2 new[n...	5612457	Seasonal &...	11.4%	1.8%	C 0.581%	15,459	7,195	22,406	14,142
5 Undecided	Consumer g...	Electronics	45645-RP	Radio player Silver [I...	125689	Constant le...	85.2%	0%	B 4.94%	8,246	1,742	8,246	1,742
6 Undecided	Consumer g...	Electronics	46689-PC	Computer [seasonal...	125689	Seasonal &...	87.6%	0%	A 39%	10,527	4,971	15,328	9,772
7 Undecided	Food/Bever...	Chocolate	56213-P	Milk Chocolate Bar P...	425687	Seasonal &...	74.9%	1.8%	C 1.28%	6,988	3,253	10,128	6,394
8 Undecided	Food/Bever...	Water	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	75%	1.8%	C 0.0839%	13,751	6,339	20,235	12,823

- **Export report** button can be used to make your overrides to this report.

- **Aggregate by** drop-down allows you to group rows of the active report by one or several columns.

Planned vs Actual sales

The report shows the measure of forecast performance based on the comparison between planned and actual sales.

Item category 2	Item code	Description	Supplier	Model type	Model quality	Slope	ABC analysis	Jul 2019				
								Actual	Planned	Deviation	Performance	APE
1 Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	75%	1.8%	C 0.715%	16,616	8,730	7,886	190.3%	47.5%
2 Furniture	1866-MB	Desk [linear trend m...	125689	Constant le...	85.2%	0%	B 3.07%	3,596	4,486	-890	80.2%	24.7%
3 Clothing Sum...	004652 Blue	Swimwear [seasonal...	5612457	Seasonal &...	74.9%	1.8%	B 5.14%	16,616	8,730	7,886	190.3%	47.5%
4 Clothing Sum...	004662 Blue	Swimwear #2 new[n...	5612457	Seasonal &...	11.4%	1.8%	C 0.581%	0	8,730	-8,730	0%	
5 Electronics	45645-RP	Radio player Silver [I...	125689	Constant le...	85.2%	0%	B 4.94%	3,596	4,486	-890	80.2%	24.7%
6 Electronics	46689-PC	Computer [seasonal...	125689	Seasonal &...	87.6%	0%	A 39%	16,616	8,730	7,886	190.3%	47.5%
7 Chocolate	56213-P	Milk Chocolate Bar P...	425687	Seasonal &...	74.9%	1.8%	C 1.28%	8,308	4,365	3,943	190.3%	47.5%
8 Water	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	75%	1.8%	C 0.0839%	16,616	8,730	7,886	190.3%	47.5%

Toolbar

* The report may be represented in **Quantity** or **Value**. The ordering plan is default shown in quantities (the Quantity option). The Value option shows this report in the supplier's currency, accounting for the item purchase price.

* **Aggregate by** drop-down allows you to group rows of the active report by one or several columns.

* **Export report** button can be used to make your overrides to this report.

Forecast Overrides Report

This report shows only your manual overrides to the statistical forecasts (see figure below). It is usually used to export only those to Excel.

Item category	Item code	Description	Supplier	Model type	Final forecast									
					Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020
1 Food/Bever...	056329 PU ...	Bottle water 500 ml ...	425687	Constant le...	21,073	22,714	191,163	19,446	24,061	1,478	26,476	210,002	1,609	29,496
2 Food/Bever...	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	42,388	75,177	359,971	54,296	69,405	5,163	115,109	636,860	4,665	52,296
3 Food/Bever...	500461	Milk Chocolate bar 2...	425687	Constant le...	21,073	22,714	191,163	19,446	24,061	1,478	26,476	210,002	1,609	29,496
4 Food/Bever...	MB-50046	Muesli box, 500 g	425687	Seasonal &...	33,333	57,057	268,945	39,873	51,650	4,022	85,706	473,199	3,447	38,167
5 Consumer g...	B05465-R	Basketball 29.5 (size ...	125689	Constant le...	21,073	22,714	191,163	19,446	24,061	1,478	26,476	210,002	1,609	29,496
6 Consumer g...	H2510	Nails [seasonal mod...	125689	Seasonal &...	33,333	57,057	268,945	39,873	51,650	4,022	85,706	473,199	3,447	38,167
7 Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	42,388	75,177	359,971	54,296	69,405	5,163	115,109	636,860	4,665	52,296
8 Pharmacies	VB2166 150	Vital Blue 150 g Vita...	56892-P	Seasonal &...	42,388	75,177	359,971	54,296	69,405	5,163	115,109	636,860	4,665	52,296

Toolbar

- **Period** drop-down is used to select a past period from the project's archive and view the report content at that time. It shows the current period by default.
- **Import changes** button imports the Excel file created using the **Export report** button. These buttons are usually used together to make your own overrides to the currently active report.

Ordering Plan

This report shows the **ordering plan** for your inventory. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). By default, the ordering plan is shown in quantities (the **Quantity** option). The **Value** option shows this report in the supplier's currency, accounting for the **item purchase price**.

		Ordering plan, quantity											
Item category	Item code	Description	Supplier	Model type	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020
1 Food/Bever...	056329 PU ...	Bottle water 500 ml ...	425687	Constant le...	31,530	178,764	25,680	23,250	2,286	25,590	204,114	8,382	28,512
2 Food/Bever...	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	92,106	336,618	66,036	67,104	7,464	111,336	620,088	25,212	50,544
3 Food/Bever...	500461	Milk Chocolate bar 2...	425687	Constant le...	31,536	178,764	25,680	23,244	2,292	25,584	204,120	8,376	28,512
4 Food/Bever...	MB-50046	Muesli box, 500 g	425687	Seasonal &...	68,509	251,537	48,605	49,956	5,716	82,913	460,728	18,711	36,908
5 Consumer g...	B05465-R	Basketball 29.5 (size ...	125689	Constant le...	31,527	178,764	25,678	23,253	2,286	25,590	204,114	8,383	28,513
6 Consumer g...	H2510	Nails [seasonal mod...	125689	Seasonal &...	68,600	251,500	48,600	50,000	5,700	82,900	460,700	18,700	36,900
7 Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	92,110	336,620	66,030	67,110	7,460	111,330	620,100	25,210	50,540

Projected Revenue Report

This report indicates the revenues based on the current selling prices and their projected manual overrides (see figure below).

		Projected revenue												
Item category	Item code	Description	Supplier	Model type	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020
1 Food/Bever...	056329 PU ...	Bottle water 500 ml ...	425687	Constant le...	22,969.57	24,758.26	208,367...	21,196.14	26,226.49	1,611.02	28,858.84	228,902...	1,753.81	32,150.64
2 Food/Bever...	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	54,680.52	96,978.33	464,362...	70,041.84	89,532.45	6,660.27	148,490...	821,549...	6,017.85	67,461.84
3 Food/Bever...	500461	Milk Chocolate bar 2...	425687	Constant le...	84,081.27	90,628.86	762,740...	77,589.54	96,003.39	5,897.22	105,639...	837,907...	6,419.91	117,689...
4 Food/Bever...	MB-50046	Muesli box, 500 g	425687	Seasonal &...	142,998...	244,774...	1,153,77...	171,055...	221,578...	17,254.38	367,678...	2,030,02...	14,787.63	163,736...
5 Consumer g...	B05465-R	Basketball 29.5 (size ...	125689	Constant le...	210,519...	226,912...	1,909,71...	194,265...	240,369...	14,765.22	264,495...	2,097,91...	16,073.91	294,665...
6 Consumer g...	H2510	Nails [seasonal mod...	125689	Seasonal &...	352,996...	604,233...	2,848,12...	422,255...	546,973...	42,592.98	907,626...	5,011,17...	36,503.73	404,188...
7 Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	465,844...	826,195...	3,956,08...	596,713...	762,760...	56,741.37	1,265,04...	6,999,09...	51,268.35	574,733...
8 Pharmacies	VB2166 150	Vital Blue 150 g Vita...	56892-P	Seasonal &...	677,784...	1,202,08...	5,755,93...	868,193...	1,109,78...	82,556.37	1,840,59...	10,183,3...	74,593.35	836,213...

In the case of **seasonal price forecasting**, it shows the generated price forecasts.

Toolbar

- **Period** drop-down is used to select a past period from the project's archive and view the report content at that time. It shows the current period by default.
- **Import changes** button imports the Excel file created using the **Export report** button. You

can use these buttons to make your own overrides to this report.

Projected Sales Prices Report

By default, this report propagates current sales prices into the future. If you have manual overrides to those, they are also included in this report. They are indicated with a blue color. If [seasonal price forecasting](#) is enabled, this report shows the generated sales price forecasts.

	Item category	Item code	Description	Supplier	Model type	Projected sales prices							
						Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020
1	Food/Bever...	056329 PU ...	Bottle water 500 ml ...	425687	Constant le...	1.09	1.09	1.09	1.09	1.09	1.09	1.09	1.09
2	Food/Bever...	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	1.29	1.29	1.29	1.29	1.29	1.29	1.29	1.29
3	Food/Bever...	500461	Milk Chocolate bar 2...	425687	Constant le...	3.99	3.99	3.99	3.99	3.99	3.99	3.99	3.99
4	Food/Bever...	MB-50046	Muesli box, 500 g	425687	Seasonal &...	4.29	4.29	4.29	4.29	4.29	4.29	4.29	4.29
5	Consumer g...	B05465-R	Basketball 29.5 (size ...	125689	Constant le...	9.99	9.99	9.99	9.99	9.99	9.99	9.99	9.99
6	Consumer g...	H2510	Nails [seasonal mod...	125689	Seasonal &...	10.59	10.59	10.59	10.59	10.59	10.59	10.59	10.59
7	Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	10.99	10.99	10.99	10.99	10.99	10.99	10.99	10.99
8	Pharmacies	VB2166 150	Vital Blue 150 g Vita...	56892-P	Seasonal &...	15.99	15.99	15.99	15.99	15.99	15.99	15.99	15.99

The **Import changes** button of the toolbar allows you to import the Excel file created using the **Export report** button. You can use these two buttons to make your own overrides to this report.

Projected Inventory Report

This report shows the [projected inventory levels](#) at the end of each period. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). By default, levels are shown in quantities (the **Quantity** option is active). The **Value** option shows this report in the [base currency](#), accounting for the [item value](#).

	Item category	Item code	Description	Supplier	Model type	Projected inventory, quantity								
						Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020
1	Food/Bever...	056329 PU ...	Bottle water 500 ml ...	425687	Constant le...	30,850	8,136	21,417	25,221	3,446	27,558	205,196	3,576	30,479
2	Food/Bever...	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	90,739	15,562	58,245	71,053	9,112	115,285	620,264	8,616	54,495
3	Food/Bever...	500461	Milk Chocolate bar 2...	425687	Constant le...	30,856	8,142	21,423	25,221	3,452	27,558	205,202	3,576	30,479
4	Food/Bever...	MB-50046	Muesli box, 500 g	425687	Seasonal &...	67,434	10,377	41,574	51,657	5,723	84,614	459,636	5,148	38,609
5	Consumer g...	B05465-R	Basketball 29.5 (size ...	125689	Constant le...	30,847	8,133	21,412	25,219	3,444	27,556	205,194	3,575	30,479
6	Consumer g...	H2510	Nails [seasonal mod...	125689	Seasonal &...	67,525	10,468	41,623	51,750	5,800	84,678	459,672	5,173	38,626
7	Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	90,743	15,566	58,245	71,059	9,114	115,281	620,272	8,622	54,497
8	Pharmacies	VB2166 150	Vital Blue 150 g Vita...	56892-P	Seasonal &...	90,743	15,566	58,245	71,059	9,114	115,281	620,272	8,622	54,497

Empty cells in this report mean zero on-hand.

Projected Write-offs Report

This report shows the expected write-off amounts for each period based on the imported [information](#)

about batches. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). There are two options:

- **Quantity** - shows the write-off amounts.
- **Value** - shows the write-off value in the [base currency](#) based on the [item value](#).

								Expected write-off, quantity							
Item category	Item code	Description	Location	Supplier	Model type	Model quality	Slope	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020
1 Pharmacies	05-T48	Cold & Flu Tablets [s...	WH-002	56892-P	Seasonal &...	75%	1.8%			36,286					
2 Pharmacies	VB2166 ...	Vital Blue 150 g Vita...	WH-002	56892-P	Seasonal &...	75%	1.8%					25,311			
3 Pharmacies	VR2156 ...	Vital Reds 200g Vita...	WH-002	56892-P	Constant le...	85.2%	0%					70,927			
4 Pharmacies	VR2156 ...	Vital Reds 200g Vita...	WH-003	56892-P	Constant le...	85.2%	0%					55,297			
5 Pharmacies	VR2156 ...	Vital Reds 200g Vita...	WH-004	56892-P	Constant le...	85.2%	0%			54,070					

Projected Stockouts Report

This report shows how many units will not be sold because of the lack of inventory in stock for each period. These are expected quantities determined based on the forecasts, current on-hand quantity, future deliveries and shipments, and expected write-offs (see figure below).

							Projected stockouts						
Item category	Item code	Description	Location	Supplier	Model type		Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020
1 Fashion	004662 ...	Swimwear #2 new[n...	DC	5612457	Preorder		22,996	38,340	61,537				
2 Consumer g...	H2510	Nails [seasonal mod...	DC	125689	Preorder		58,025	34,400	55,742				
3 Consumer g...	46689-PC	Computer [seasonal...	DC	125689	Preorder		57,612	34,676	55,649				
4 Consumer g...	562156-01	Dining Table Moder...	DC	125689	Preorder		57,945	34,664	55,634				
5 Consumer g...	56645 Fi...	White Women Figur...	DC	125689	Preorder				52,949				
6 Pharmacies	VB2166 ...	Vital Blue 150 g Vita...	DC	56892-P	Preorder				39,399				
7 Fashion	016543 P...	Winter Coat #2 [con...	DC	5612457	Preorder		14,475	21,980	24,546				
8 Pharmacies	05-T48	Cold & Flu Tablets [s...	DC	56892-P	Preorder				20,739				
9 Consumer g...	B05465-R	Basketball 29.5 (size ...	DC	125689	Preorder		11,667	18,428	20,206				
10 Fashion	565405 ...	One Style XL [linear ...	DC	568947	Preorder		13,272	13,821	15,155				

Streamline shows a sum of these quantities for each item in the [Stockout column](#) of the **Inventory planning** tab.

[Next: KPIs Report](#)

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