5.11. Revenue Forecasting

Projecting future revenue is an essential part of business income planning.

Streamline helps project future revenue based on demand forecasts and planned prices. The default behavior of the system is for **revenue forecast** to be generated automatically after clicking the **Forecast** button if the sales prices are loaded into the program.

Still, there is an option to forecast demand based on the revenue, which has been formed in the external data source. Users can import it and Streamline will take it into account while generating the forecasts.

The revenue forecast can be viewed in the **Table** in the **Item view** and the **Plot** on Revenue tab.

Streamline tracks revenue for the intermittent model, which doesn't have any forecasts. In such case, the revenue calculation is based on sales price and transaction probability.

		Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 202	
✓ All items ^	Actual sales										
 Consumer goods Building materials and equip 	Statistical forecast	147,534	191,700	196,645	228,340	268,529	203,887	197,154	141,664	108,466	
C1020 — Concrete block [Final forecast overrides										
Ø H2510 — Nails [seasona											
✓ Electronics	Average sales price										
45645-RP — Radio player	Revenue	13,726,475.18	19,287,499.11	19,946,404.68	24,105,681.06	29,064,926.58	20,857,842.29	19,991,219.90	12,945,132.10	9,268,633	
Ø 46689-PC — Computer ✓ Furniture	On hand										
1866-MB — Desk [linear tr	Stockout days										
562156-01 — Dining Table	Projected inventory levels	291.353	272,380	300.929	322.051	255.221	254,302	194,231	166.320	163,680	
✓ Sporting goods			179,849	229.735	259,666	206.876	203,740	136.207	113,233	107,738	
56645 Figure Skates — Wr	Ordering plan	107,021	179,049	229,155	239,000	200,070	205,740	150,207	115,255	107,750	
B05465-R — Basketball 29 V Fashion	To ship										
 ✓ Clothing Summer Style 	Ignore actual sales										
004652 Blue — Swimwear	<										
夕 巻 004662 Blue — Swimv											
							Forecast	ing Model I	nventory KPIs		
✓ T-Shirts					40M]						
✓ T-Shirts 565405 Beatles L — One S							Forecas	approach Inhe	erit (Bottom-up)	`	
✓ T-Shirts 565405 Beatles L — One S 565405 Beatles M — One :	40M -				A		Forecas Model ty		(Automatic selec	tion)	
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 ▼ T-Shirts 565405 Beatles L — One S 565405 Beatles M — One ' 565405 Beatles S — One S 565405 Beatles XL — One ¥ Food/Beverages > Cereals Ø M8-50046 — Muesli bo > Chocolate 	40M 30M 20M 10M	Nov 2018	Apr 2019	Sep 2019 F	eb 2020 Jul	2020 Dec 2	Model ty Ignore tr Ignore z Ignore s Multiplie Use prio	pe Inherit rend before ero sales tockout days r e elasticity	(Automatic select Inherit (Jan 20 Inherit (No) Inherit (No) 1.00	018) ~	

A summary of all revenue forecasts can be accessed in the **Projected Revenue** report in the **Reports** tab. In addition, the report can be exported to Excel by using the **Export report** button.

	1	₹+ New filter	All items											
	Q Search		Settings Report Projected reven		ed revenue \sim	revenue Veriod Dec 2019 V Aggregate by None			Constrained B Export report Import changes Show columns .					
Start		Approval	Status	Item category	Item category 2	Item code	Description	Supplier	Model type	Model quality	Slope	ABC analysis	Jan 2020	Feb 2020
Demand	1	Unapproved	Undecided	Pharmacies	Pharmacies	05-T48	Cold & Flu Tablets [s	56892-P	Seasonal &	75%	1.8%	C 0.715%	110,394	181,653
Î	2	Unapproved	Undecided	Consumer g	Furniture	1866-MB	Desk [linear trend m	125689	Constant le	85.2%	0%	B 3.07%	494,406	494,406
Inventory	3	Unapproved	Undecided	Fashion	Clothing Sum	004652 Blue	Swimwear [seasonal	5612457	Seasonal &	74.9%	1.8%	B 5.14%	809,039	1,305,238
	4	Unapproved	Undecided	Fashion	Clothing Sum	004662 Blue	Swimwear #2 new[n	5612457	Seasonal &	11.4%	1.8%	C 0.581%	668,293	1,078,166
E Reports	5	Unapproved	Undecided	Consumer g	Electronics	45645-RP	Radio player Silver [l	125689	Constant le	85.2%	0%	B 4.94%	794,046	794,046
	6	Unapproved	Undecided	Consumer g	Electronics	46689-PC	Computer [seasonal	125689	Seasonal &	87.6%	0%	A 39%	4,641,651	7,517,450
Dashboard	7	Unapproved	Undecided	Food/Bever	Chocolate	56213-P	Milk Chocolate Bar P	425687	Seasonal &	74.9%	1.8%	C 1.28%	202,228	326,226
bumboard	8	Unapproved	Undecided	Food/Bever	Water	056329 N PW	Bottle water #2 new	425687	Seasonal &	75%	1.8%	C 0.0839%	12,958.05	21,322.41

Next: Creating Custom Reports

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