

# 5.11. Revenue Forecasting

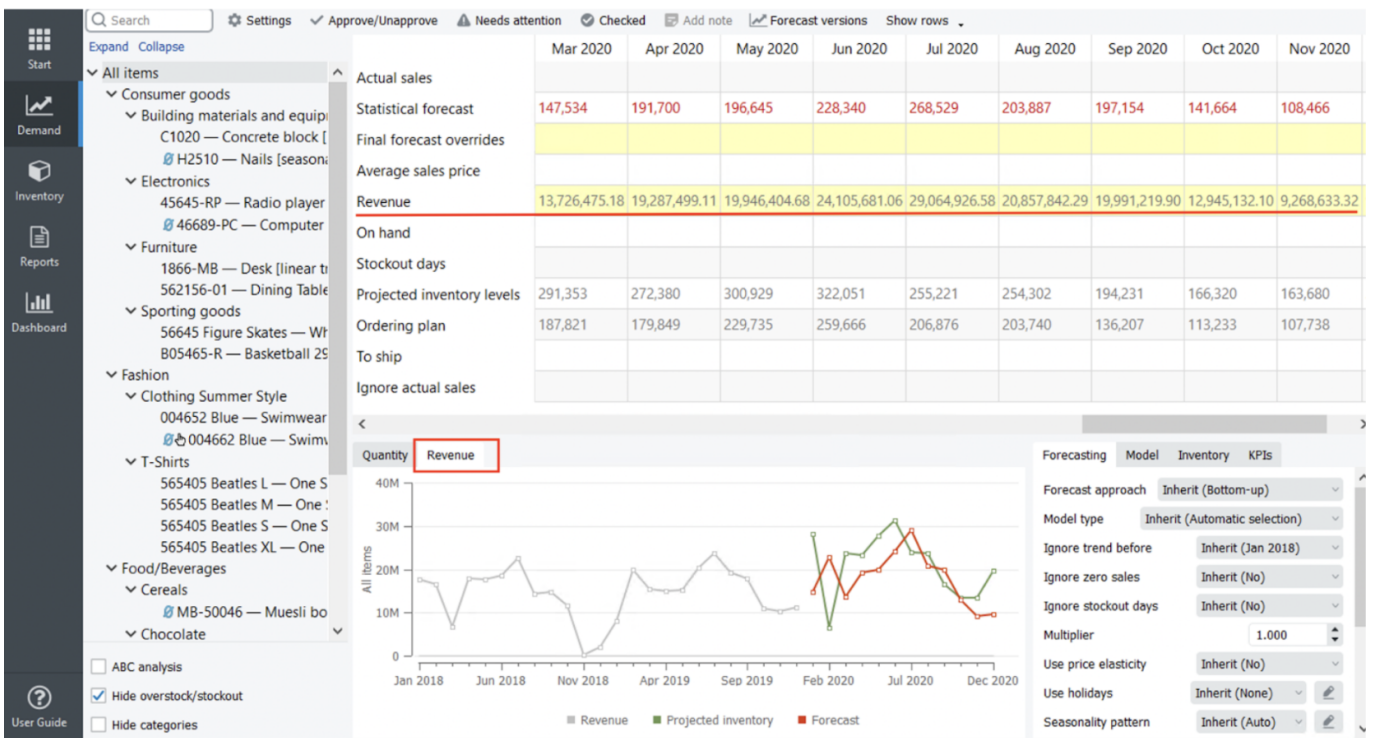
Projecting future revenue is an essential part of business income planning.

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.



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.

Approval	Status	Item category	Item category 2	Item code	Description	Supplier	Model type	Model quality	Slope	ABC analysis	Jan 2020	Feb 2020	
1	Unapproved	Undecided	Pharmacies	Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	75%	1.8%	C 0.715%	110,394...	181,653...
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
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
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
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...
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

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Last update: **2023/10/05 19:56**

