

4.12. Seasonal Price Forecasting

Streamline allows you to forecast sales prices separately from demand in order to calculate the revenue more accurately. The forecast for sales prices uses the same set of models available for the demand forecasting including the seasonal model. The forecasting only requires you to import the history of sales prices in Streamline.

To forecast sales prices, go to the menu **File > Setting**, and in the **Project** tab enable the option **Forecast prices separately from demand**. This creates an additional tree named **All prices** that can be used to manage the selling price forecasts. The **Forecast** button creates the forecasts for the **All prices** tree just like the **All items** one.

Streamline automatically multiplies imported prices by one hundred. This allows you to generate forecasts accurately to cents if you import prices in dollars.

The screenshot shows the Streamline software interface. At the top, there is a menu bar (File, Item, Process, Help) and a toolbar with buttons for New, Open, Save, Update data, and Forecast. Below the toolbar is a search bar and a navigation pane on the left with a tree view. The tree view shows categories like 'All items', '1. Food/Beverages', '2. Fashion', '3. Consumer goods', '4. Pharmacies', and 'All prices' (highlighted with a red box). The 'All prices' category is expanded to show sub-categories: '1. Food/Beverages', '2. Fashion', '3. Consumer goods', and '4. Pharmacies'. The main area displays a data table with columns for months from Jul 2016 to Oct 2017. The table includes rows for 'Actual sales', 'Statistical forecast', 'Forecast adjustments', 'Average sales price', 'Revenue', 'On hand', 'Projected inventory levels', and 'Purchase plan'. The 'Revenue' row shows values of 0.00 for all months. Below the table is a line chart titled 'All prices' showing 'Quantity' and 'Revenue' from Jan 2015 to Dec 2017. The chart shows 'Actual sales' as a grey line and 'Forecast' as a red line. The forecast starts in Feb 2017. To the right of the chart is a settings panel with tabs for 'Forecasting', 'Model', 'Inventory', and 'KPIs'. The 'Forecasting' tab is active, showing settings for 'Forecast approach', 'Zeros are lost sales', 'Ignore data before', 'Model', 'Use model from', 'Multiplier' (set to 1.00), 'Holidays', and 'Approval status'.

Next: [Creating Custom Reports](#)

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