# 5.5.4. Historical Data Corrections

Streamline enables making corrections to imported sales, on-hand and stockout days' histories. This is especially useful when the history has some irregular data that should be amended prior to forecasting.

Watch a video tutorial (0:19)

The histories can only be changed at the lowermost level of the **Tree view**. To revert to the original value, just clear the correction. All changes are displayed in blue. To put modifications into effect, reforecast the project by clicking the **Forecast** button.

## **Modifying Sales History**

To modify actual sales:

- 1. Go to the **Demand forecasting** tab.
- 2. Select the node in the Tree view.
- 3. Click the yellow cell in the **Actual sales** row of the **Table view**.
- 4. Enter a new value and press Enter.

Expand Collapse		May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
<ul> <li>All items</li> <li>Consumer goods</li> <li>Fashion</li> <li>Clothing Summer Style</li> <li>004652 Blue — Swimwe</li> <li>004662 Blue — Swimwe</li> <li>Clothing Winter Style</li> <li>T-Shirts</li> <li>Food/Beverages</li> <li>Pharmacies</li> </ul>	Actual sales	154	155	123	113	119	108
	Statistical forecast	147	153	45	112	117	104
	Forecast adjustments						
	Average sales price	23.98	23.98	23.98	23.98	23.98	26.95
	Revenue	3692.92	3716.90	2949.54	2709.74	2853.62	2910.60
	On hand	1431	1276	1073	903	724	562
	Stockout days	0	0	0	0	0	0
	Projected inventory levels						
	Purchase plan						

Once a correction has been made:

- The selected node in the **Tree view** and the correction in the **Table view** will show in blue.
- The **Plot view** is updated.

# **Modifying On-hand History**

To modify historical on-hand:

- 1. Go to the **Demand forecasting** tab.
- 2. Select the node in the **Tree view**.
- 3. Click the yellow cell in the **On hand** row of the **Table view**.
- 4. Enter a new value and press Enter.

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Expand Collapse		May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
✓ All items	Actual sales	154	155	135	113	119	108
<ul> <li>Consumer goods</li> <li>Building materials and equip</li> </ul>	Statistical forecast	153	160	134	116	122	108
<ul> <li>Electronics</li> </ul>	Forecast adjustments						
45645-RP — Radio player	Average sales price	23.98	23.98	23.98	23.98	23.98	26.95
4008942 — Computer [s 89654-T — Toaster [const	Revenue	3692.92	3716.90	3237.30	2709.74	2853.62	2910.60
> Furniture	On hand	1431	1276	1073	900	724	562
<ul> <li>Sporting goods</li> <li>Fashion</li> </ul>	Stockout days	0	0	0	0	0	0
<ul> <li>Clothing Summer Style</li> </ul>	Projected inventory levels						
004652 Blue — Swimwear 004662 Blue — Swimwear	Purchase plan						

## **Modifying Stockout Days' History**

Streamline automatically calculates the *stockout days* parameter when it imports transactions. This indicator tells how many days in the period we had run out of stock. This can be modified manually, allowing Streamline to better evaluate the model when forecasting. In this case, Streamline reviews the demand in this period based on the given number of stockout days and assigns a lower weight to the sales data when the model is built.

To change the stockout days number:

- 1. Go to the **Demand forecasting** tab.
- 2. Select the node in the **Tree view**.
- 3. Click the yellow cell in the **Stockout days** row of the **Table view**.
- 4. Enter a new value and press **Enter**.

Expand Collapse		Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
✓ All items	Actual sales	155	135	113	119	108
<ul> <li>Consumer goods</li> <li>Building materials and equip.</li> </ul>	Statistical forecast	160	134	116	122	108
✓ Electronics	Forecast adjustments					
45645-RP — Radio player 46689-PC — Computer [s 89654-T — Toaster [const > Furniture > Sporting goods ➤ Fashion	Average sales price	23.98	23.98	23.98	23.98	26.95
	Revenue	3716.90	3237.30	2709.74	2853.62	2910.60
	On hand	1276	1073	903	724	562
	Stockout days	0	0	2	0	0
<ul> <li>Clothing Summer Style</li> </ul>	Projected inventory levels					
004652 Blue — Swimwear 004662 Blue — Swimwear	Purchase plan					

#### **Applying Ignore Actual Sales**

**Ignore Actual Sales** feature is designed to omit time periods from the history of sales that for any reason were not representative for the business. For example, when the COVID-19 situation occurred, some businesses faced very unusual demand during the first months of quarantine, which was different from what it normally looks like. To have a more accurate demand forecast, you might want to ignore that time period.

To use the feature, go to the **Demand tab** and find a row **Ignore Actual Sales** in the **Table**. Check the boxes to select needed time periods.

	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Actual sales	2,400	3,596	6,572	4,620	5,890	4,680
Statistical forecast	4,859	4,940	5,021	5,101	5,182	5,263
Final forecast overrides						
Average sales price	29.49	29.49	29.49	29.49	29.49	29.49
Revenue	70,776	106,046.04	193,808.28	136,243.80	173,696.10	138,013.20
On hand						
Stockout days	0	0	0	0	0	0
Projected inventory levels						
Ordering plan						
Ignore actual sales			<b>ک</b>	<b>ک</b>		

Once the feature is used, a tree node to which you applied the changes will be marked with an icon.

All items \$548,388 \$745,824
 Consumer goods \$210,375

Building materials and equipments

C1020 — Concrete block [linear trend model]

Besides the marking in the **Table** and **Tree view**, it will also be marked on the **Plot** with black dots on spikes of chosen time periods. Streamline won't take these time periods into account when generating a forecast for a chosen item code-location pair or category. 5/6



To cancel the **Ignore actual sales** option, you can uncheck chosen boxes in the **Table** or right-click on a needed item/category in the **Tree view**. After, choose the **Clear settings** option > select the **Ignore actual sales** option from the list.

<ul> <li>All items \$715,610 \$697,1</li> <li>Consumer goods \$161</li> </ul>	314 ^ 1,865	Actual sales Statistical foreca	est	16,800	20,212	18,972	16,620
C1020 — Col BH2510 — Clectronics	Expand Collapse Copy ite	m to clipboard		3.29	13.95	17.14	15.84
45645-RP — # 46689-PC V Furniture \$161,1 1866-MB —	Approve/Unapprove Needs attention Checked		F5 F6 F7	23,272	282,009.48	325,124.28	263,32
562156-01 − ✓ Sporting goods 56645 Figure	Find in I	nventory report Reports	14.0.1	_			
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8-5-004662 1 V T-Shirts \$715,61 565405 Beat	Clear ov Clear set	errides ttings able to XI SX		Fore	cast approad	h	
565405 Beatlow 565405 Beatles 565405 Beatles	S — C XL —	studie 10 ALDA		Moc Moc	ore data befo del type del coefficien	re ts	
<ul> <li>Cereals</li> <li>B M8-50046 —</li> <li>Chocolate</li> </ul>	Mues	15k-	$\bigvee$	Use Mul Holi Use	model from tiplier idays promotions		
56213-P — Milk 500461 — Milk V Water 056329 N PW —	Chocc - Bottl	10k	V	Use Mat Igno	price elastici erial procure pre stockout e	ty ment Jays	/
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Next: Accounting for Lost Sales

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