

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, re-forecast 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**.

		May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
Expand Collapse All items > Consumer goods > Fashion > Clothing Summer Style > 004652 Blue — Swimwe... > 004662 Blue — Swimwe... > Clothing Winter Style > T-Shirts > Food/Beverages > Pharmacies	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**.

		May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
Expand Collapse All items Consumer goods > Building materials and equip... Electronics 45645-RP — Radio player ... 46689-PC — Computer [s... 89654-T — Toaster [const... > Furniture > Sporting goods Fashion Clothing Summer Style 004652 Blue — Swimwear ... 004662 Blue — Swimwear ...	Actual sales	154	155	135	113	119	108
	Statistical forecast	153	160	134	116	122	108
	Forecast adjustments						
	Average sales price	23.98	23.98	23.98	23.98	23.98	26.95
	Revenue	3692.92	3716.90	3237.30	2709.74	2853.62	2910.60
	On hand	1431	1276	1073	900	724	562
	Stockout days	0	0	0	0	0	0
	Projected inventory levels						
	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**.

		Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016
Expand Collapse All items Consumer goods > Building materials and equip... Electronics 45645-RP — Radio player ... 46689-PC — Computer [s... 89654-T — Toaster [const... > Furniture > Sporting goods Fashion Clothing Summer Style 004652 Blue — Swimwear ... 004662 Blue — Swimwear ...	Actual sales	155	135	113	119	108
	Statistical forecast	160	134	116	122	108
	Forecast adjustments					
	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
	Projected inventory levels					
	Purchase plan					

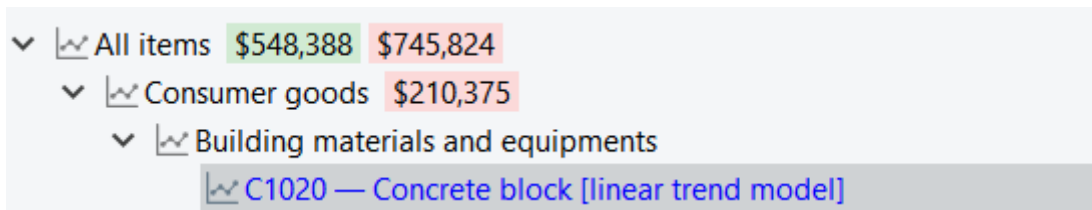
Applying Ignore Actual Sales

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.

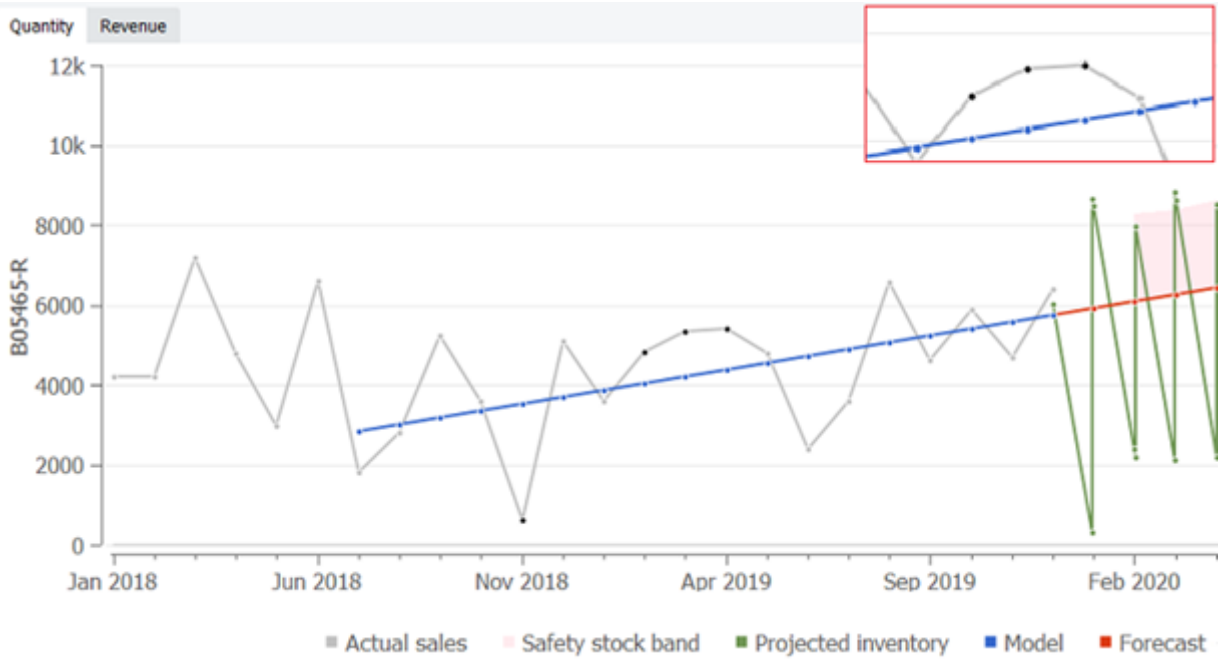
To use the feature, go to the **Demand tab** and find a row **Ignore Actual Sales** in the **Table**. Check the boxes to select needed time periods.

	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	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> ↶	<input checked="" type="checkbox"/> ↷	<input type="checkbox"/>	<input type="checkbox"/>

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



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.



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.

The screenshot shows a software interface with a tree view on the left, a data table on the right, and a context menu open over the tree view. The tree view shows a hierarchy of items, including 'All Items', 'Consumer goods', 'Building materials', 'Electronics', 'Furniture', 'Sporting goods', 'Fashion', 'Clothing', 'T-Shirts', 'Food/Beverages', and 'Pharmacies'. The data table shows columns for 'Actual sales' and 'Statistical forecast' with values like 16,800, 20,212, 18,972, and 16,620. The context menu is open over the 'Building materials and equipments' item, and the 'Clear settings' option is selected. The sub-menu for 'Clear settings' is open, showing options like 'Forecast approach', 'Ignore zero sales', 'Ignore data before', 'Model type', 'Model coefficients', 'Use model from', 'Multiplier', 'Holidays', 'Use promotions', 'Use price elasticity', 'Material procurement', 'Ignore stockout days', 'Ordering availability', 'Ignore actual sales', and 'Clear approval horizon'. The 'Ignore actual sales' option is highlighted in blue.

Next: Accounting for Lost Sales

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