7.10.2. Projections reports

Reports of this category display what is going to happen in the future based on historical data and your manual overrides. These reports include:

- [Demand forecast report](#)
- [Forecast overrides report](#)
- [Ordering plan](#)
- Confidence limits report
- Planned vs. Actual sales report
- [Projected revenue report](#)
- [Projected sales price report](#)
- [Projected inventory report](#)
- [Projected write-offs report](#)
- [Projected stockouts report](#)

Below, we describe these reports in detail.

Demand Forecast Report

This report may be represented as a 'Final forecast', 'Statistical forecast', or Forecast version The Final forecast depicts the statistical forecast and any overrides for all the planning items, while in the Statistical forecast, overrides are not displayed.

The Statistical version report shows the statistical forecast of manual overrides if they are specified in the forecast version row in the Demand tab.

Toolbar

Period drop-down is used to select a past period from the project's archive and view the report content at that time. The default option is the current period.

Aggregate by drop-down allows you to group rows of the active report by one or several columns.

For example:

- Item category

- Item category2
- DC, Supplier
- ABC analysis
- All

* **Sum by** drop-down allows you to aggregate the report data section by Year or Quarter. If an aggregated period is incomplete, Streamline shows its data in gray (see figure below). The actual sales option adds the Actual sales section to the report displaying actual historical sales. Streamline aggregates this section based on the Sum by option.

* **Constrained** option influences the display of the demand by taking into account the expected stockouts, which means that if, for instance, the stockout is expected, then the demand will be decreased by the stockout value.

* **Import changes** button imports the Excel file created using the Export report button. These buttons are usually used together to make your overrides to the currently active report. You can import overrides even for aggregated reports.

If you click the little black arrow on the right-hand side of the button, Streamline shows you a two-line menu. The first option imports the file you have created using the Export Report button. Streamline shows the (No file) label if no file was created previously. The second option, 'Choose file…', allows you to import changes from any other file with a compatible format (see figure below).
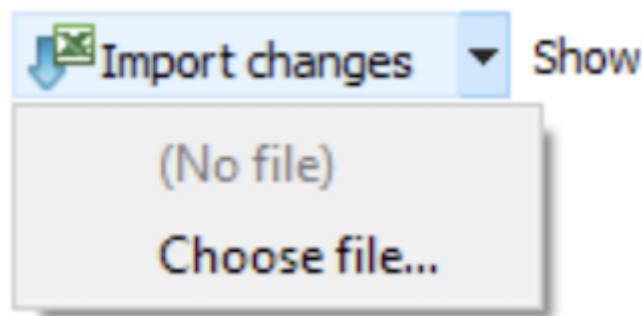
Confidence Limits Report

To provide more insights into risks and opportunities, Streamline can show probable forecast variability boundaries called the confidence limits, represented in the report by 'Upper' and 'Lower' for each projected period.

	Status	Item category	Item category 2	Item code	Description	Supplier	Model type	Model quality	Slope	ABC analysis	Jan 2020		Feb 2020	
											Upper	Lower	Upper	Lower
1	Undecided	Pharmacies	Pharmacies	05-T48	Cold & Flu Tablets [s...	56892-P	Seasonal &...	75%	1.8%	C 0.715%	13,751	6,339	20,235	12,823
2	Undecided	Consumer g...	Furniture	1866-MB	Desk [linear trend m...	125689	Constant le...	85.2%	0%	B 3.07%	8,246	1,742	8,246	1,742
3	Undecided	Fashion	Clothing Sum...	004652 Blue	Swimwear [seasonal...	5612457	Seasonal &...	74.9%	1.8%	B 5.14%	13,975	6,507	20,256	12,788
4	Undecided	Fashion	Clothing Sum...	004662 Blue	Swimwear #2 new[n...	5612457	Seasonal &...	11.4%	1.8%	C 0.581%	15,459	7,195	22,406	14,142
5	Undecided	Consumer g...	Electronics	45645-RP	Radio player Silver [l...	125689	Constant le...	85.2%	0%	B 4.94%	8,246	1,742	8,246	1,742
6	Undecided	Consumer g...	Electronics	46689-PC	Computer [seasonal...	125689	Seasonal &...	87.6%	0%	A 39%	10,527	4,971	15,328	9,772
7	Undecided	Food/Bever...	Chocolate	56213-P	Milk Chocolate Bar P...	425687	Seasonal &...	74.9%	1.8%	C 1.28%	6,988	3,253	10,128	6,394
8	Undecided	Food/Bever...	Water	056329 N PW	Bottle water #2 new ...	425687	Seasonal &...	75%	1.8%	C 0.0839%	13,751	6,339	20,235	12,823

- **Export report** button can be used to make your overrides to this report.

- **Aggregate by** drop-down allows you to group rows of the active report by one or several columns.

Planned vs Actual sales

The report shows the measure of forecast performance based on the comparison between planned and actual sales.

Toolbar

* The report may be represented in **Quantity** or **Value**. The ordering plan is default shown in quantities (the Quantity option). The Value option shows this report in the supplier's currency, accounting for the item purchase price.

* **Aggregate by** drop-down allows you to group rows of the active report by one or several columns.

* **Export report** button can be used to make your overrides to this report.

Forecast Overrides Report

This report shows only your manual overrides to the statistical forecasts (see figure below). It is usually used to export only those to Excel.

Toolbar

- **Period** drop-down is used to select a past period from the project's archive and view the report content at that time. It shows the current period by default.

- **Import changes** button imports the Excel file created using the **Export report** button. These buttons are usually used together to make your own overrides to the currently active report.

Ordering Plan

This report shows the ordering plan for your inventory. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). By default, the ordering plan is shown in quantities (the **Quantity** option). The **Value** option shows this report in the supplier's currency, accounting for the item purchase price.

Projected Revenue Report

This report indicates the revenues based on the current selling prices and their projected manual overrides (see figure below).

In the case of seasonal price forecasting, it shows the generated price forecasts.

Toolbar

- **Period** drop-down is used to select a past period from the project's archive and view the report content at that time. It shows the current period by default.

- **Import changes** button imports the Excel file created using the **Export report** button. You

can use these buttons to make your own overrides to this report.

Projected Sales Prices Report

By default, this report propagates current sales prices into the future. If you have manual overrides to those, they are also included in this report. They are indicated with a blue color. If seasonal price forecasting is enabled, this report shows the generated sales price forecasts.

The **Import changes** button of the toolbar allows you to import the Excel file created using the **Export report** button. You can use these two buttons to make your own overrides to this report.

Projected Inventory Report

This report shows the projected inventory levels at the end of each period. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). By default, levels are shown in quantities (the **Quantity** option is active). The **Value** option shows this report in the base currency, accounting for the item value.

Empty cells in this report mean zero on-hand.

Projected Write-offs Report

This report shows the expected write-off amounts for each period based on the imported information

about batches. The drop-down at the right of the **Reports** control sets the representation units for this report (see figure below). There are two options:

- **Quantity** – shows the write-off amounts.
- **Value** – shows the write-off value in the base currency based on the item value.

Projected Stockouts Report

This report shows how many units will not be sold because of the lack of inventory in stock for each period. These are expected quantities determined based on the forecasts, current on-hand quantity, future deliveries and shipments, and expected write-offs (see figure below).

Streamline shows a sum of these quantities for each item in the Stockout column of the **Inventory planning** tab.

Next: KPIs Report

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