5.5.3. What-if Revenue Analysis

Streamline allows conducting what-if revenue analysis by changing expected sales prices. This enables you to play out different situations and see the corresponding revenue forecast.

Expected prices changes can only be made at the lowermost level of the **Tree view**.

To change an expected price:

1. Go to the **Demand forecasting** tab.
2. Select the node in the **Tree view**.
3. Click the yellow cell in the **Average sales price** row of the **Table view**.
4. Enter a new price.
5. Press **Enter**.

The cells can only be modified for future periods, and they do not support formulas. Streamline automatically propagates any price changes across all cells to the right. The corresponding revenue forecast is shown in the **Revenue** row of the **Table view**, and is immediately updated as each edit is made.

Example

Let's add two adjustments in January and April.

	Dec 2016	Jan 2017	Feb 2017	Mar 2017	Apr 2017	May 2017
Actual sales	94					
Statistical forecast	94	59	58	63	64	72
Forecast adjustments						
Average sales price	779.26	800.00	800.00	800.00	850.00	850.00
Revenue	73250.44	47200.00	46400.00	50400.00	54400.00	61200.00
On hand	141					
Projected inventory levels		82	66	69	77	71
Purchase plan		0	42	66	72	66

The rest of the future periods in the **Average sales price** row were filled out by Streamline automatically.

A summary of all expected sales prices (including the adjustments made) can be accessed in the Projected sales prices report on the **Reports** tab.

Next: Historical Data Corrections

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