

# Inventory Optimization - Forecasting Module

## Objective

The Forecasting module provides inventory controllers, product managers, sales and marketing with an easy-to-use interface from which to perform sales forecasting. It is completely integrated with the business applications that comprise the SYSPRO ERP.

Application of the SYSPRO Forecasting module should be the application of choice for businesses to further improve their ability to determine future demand levels. The Forecasting module accounts for any trends, seasonal or cyclic patterns that may occur in their industry. This impacts both planning and customer service.

## The Value of SYSPRO Forecasting

- Estimate future expected sales (demand).
- Reduce uncertainty and help prepare for the future in the short, medium and long term.
- Improves forecasting capabilities and reliability
- Positively impacts the intelligence on which all parts of a business base their value decisions, facilitating optimum inventory levels and improved customer service.
- Increases profits by reducing the number of lost sales due to poor demand forecasting practices.
- Realize significant savings both in inventory and operational costs using SYSPRO Forecasting with Family & Groupings and Inventory Optimization.

## Matching SYSPRO to Your Business

- User defined calendars
- Monthly or weekly time buckets
- Storage of 3 or more years of history
- Ability to edit history
- Powerful Pareto (ABC) Analysis capability
- Forecasting at item/warehouse level
- Graphical output
- Variety of forecast algorithms including a competition method
- User forecast override to deal with market intelligence
- Ability to remove outliers (unusual demand) and anomalies



- Ability to handle seasonality
- Aggregation of forecast to higher levels as defined by Groupings and Families
- User definable forecast horizon
- Ability to tune Algorithms

## Audit Trails and Reporting

- Complete audit trail of forecasts (create, change and update audit)
- Simple Workflow for forecast authorization
- Reports/Query screens for comparing forecasts
- Pareto Analysis by cost, selling value, profit or unit measure

## Integration

- Integrates with Sales Orders, Inventory and Requirements Planning
- E-mail reports with the Office Automation module