

Distributor Sales Forecast

Sales Forecasting Process

This section covers the modules used to manage sales forecast data, which is a critical input for production and inventory planning.

Module Guide: Distributor Sales Forecast

Module Location

Sales > Sales Forecasting > Distributor Sales Forecast

Module Objective

The **Distributor Sales Forecast** module serves as a tool to view, search for, and review sales forecast data that has been uploaded into the system. This module is **read-only** or for displaying data only, not for manually inputting new forecasts.

Sales Distributor Sales Forecast Distributor Sales Forecast				
Distributor				
Period 1 2025 Search				
Page : 0 Of 0				
No.	Period	Distributor	Qty	Action
...: No Record ...				

1. Main View (Forecast List)

The main page of this module displays a list of forecasts that have been uploaded, which can be filtered by distributor and period.

View Explanation & Filters

This page is for searching for and viewing existing forecast data.

- **Filters:**

- **Distributor:** Use the dropdown and text field to search for and select a specific distributor.
- **Period:** Select the month and year, then click **Search** to display the forecast for that period.
- **Forecast List:** The table below will display all forecast data that matches the filters, with columns for **Period**, **Distributor**, and **Qty** (Quantity).

2. Workflow & Integrated Business Process

- **Data Source:** Sales forecast data is **not** input manually in this module. The forecast data from the distributor is usually received in a file format (e.g., Excel), then uploaded into the system via another related module, **Upload Data Forecast**.
- **Module Function:** This module is then used to view, search for, and verify the forecast data that has been successfully uploaded.

Tips & Important Notes

- Use this module to review the forecast sent by distributors. This data is a very important input for the **Production Planning (PPIC)** team to plan the production schedule.
- Ensure you select the correct **Distributor** and **Period** to see the relevant data.

- If the data you are looking for is not found, it is likely that the forecast file from that distributor has not yet been uploaded into the system.

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