Focus Item Sales Forecast

Module Guide: Sales Forecast Focus Item

Module Location

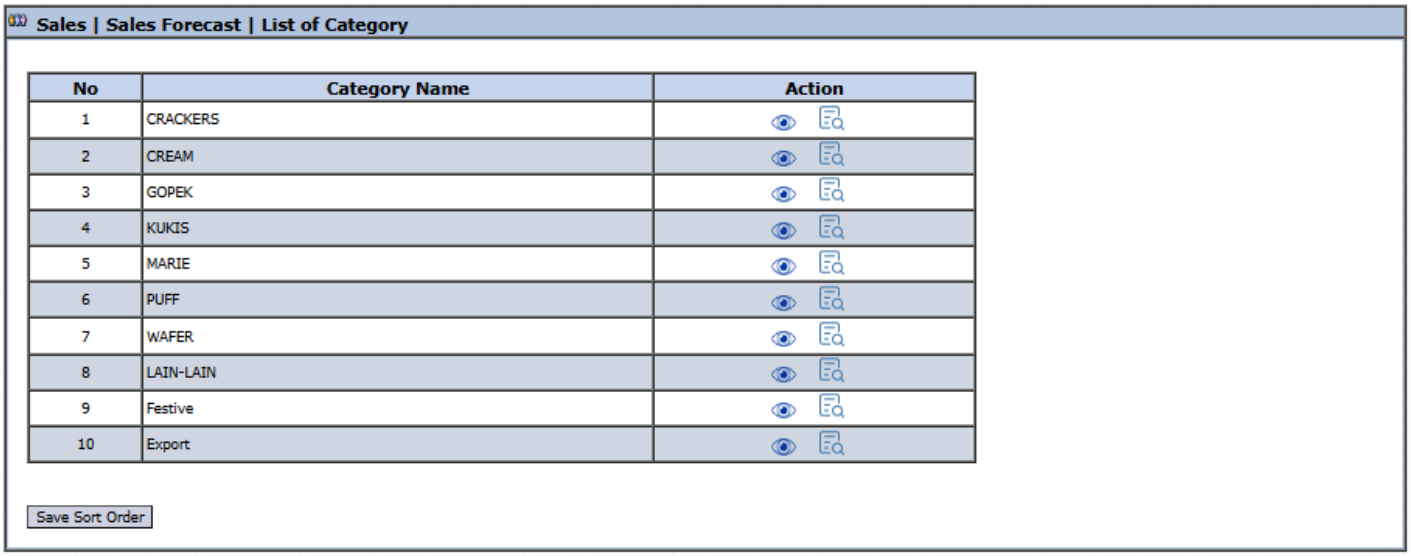
Sales > Sales Forecasting > Sales Forecast Focus Item

Module Objective

The **Sales Forecast Focus Item** module is a tool to set up and manage which products are considered "focus items" in the sales forecasting process. This setup allows the company to give special attention to the planning of key products, including linking them to raw material requirements.

1. Main View (Category List)

The main page of this module displays a list of product categories to facilitate the management of focus items.



View Explanation

- **Category List**: This page displays all main product categories such as CRACKERS, CREAM, KUKIS, and others.

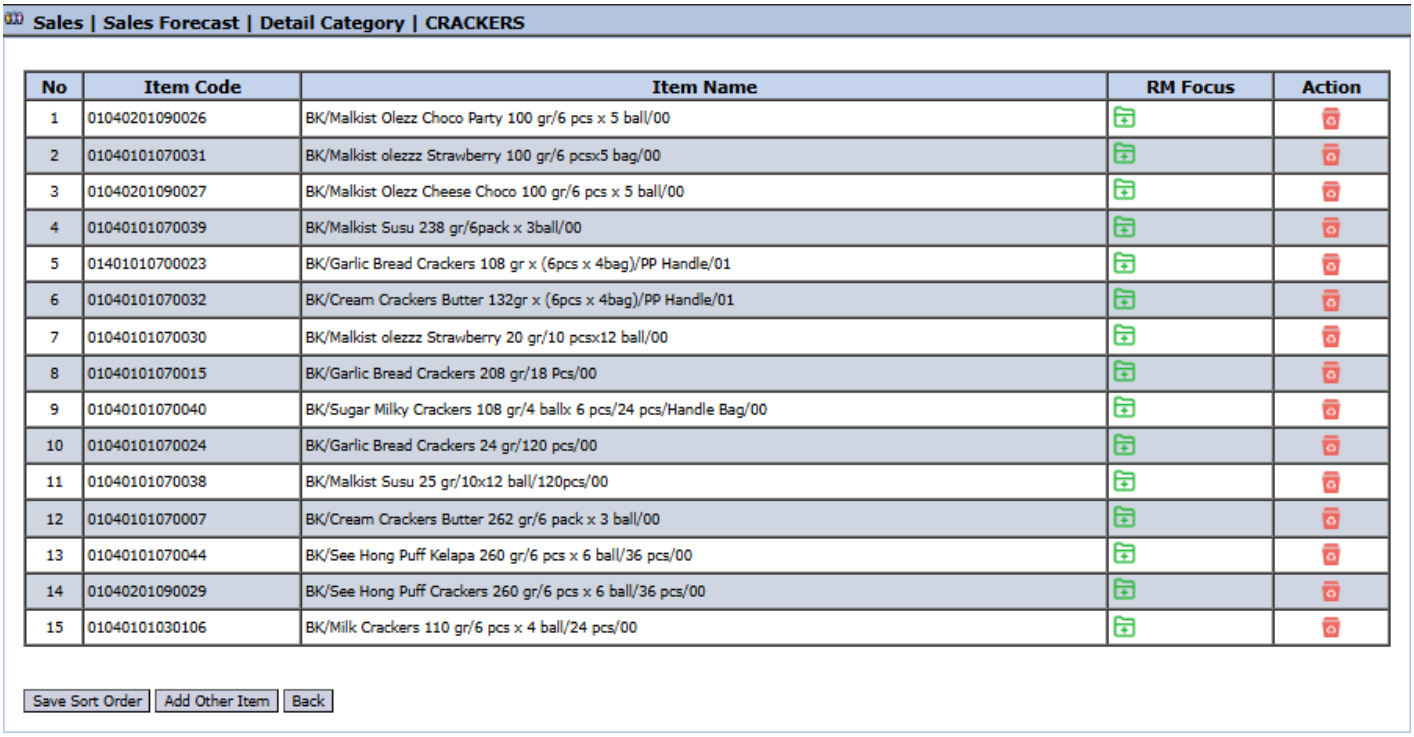
- **Action Column**: To the right of each category name, there are action icons:

  - **Eye Icon (View)**: Click to see the list of items within that category.

  - **List Icon (Detail)**: Likely has the same function as the view icon or is for a report.

2. Category Detail Page

After you click on one of the categories from the main page (e.g., CRACKERS), you will be directed to a detail page that displays all the product items included in that category.



Sales | Sales Forecast | Detail Category | CRACKERS

No	Item Code	Item Name	RM Focus	Action
1	01040201090026	BK/Malkist Olezz Choco Party 100 gr/6 pcs x 5 ball/00		
2	01040101070031	BK/Malkist olezzz Strawberry 100 gr/6 pcsx5 bag/00		
3	01040201090027	BK/Malkist Olezz Cheese Choco 100 gr/6 pcs x 5 ball/00		
4	01040101070039	BK/Malkist Susu 238 gr/6pack x 3ball/00		
5	01401010700023	BK/Garlic Bread Crackers 108 gr x (6pcs x 4bag)/PP Handle/01		
6	01040101070032	BK/Cream Crackers Butter 132gr x (6pcs x 4bag)/PP Handle/01		
7	01040101070030	BK/Malkist olezzz Strawberry 20 gr/10 pcsx12 ball/00		
8	01040101070015	BK/Garlic Bread Crackers 208 gr/18 Pcs/00		
9	01040101070040	BK/Sugar Milky Crackers 108 gr/4 ballx 6 pcs/24 pcs/Handle Bag/00		
10	01040101070024	BK/Garlic Bread Crackers 24 gr/120 pcs/00		
11	01040101070038	BK/Malkist Susu 25 gr/10x12 ball/120pcs/00		
12	01040101070007	BK/Cream Crackers Butter 262 gr/6 pack x 3 ball/00		
13	01040101070044	BK/See Hong Puff Kelapa 260 gr/6 pcs x 6 ball/36 pcs/00		
14	01040201090029	BK/See Hong Puff Crackers 260 gr/6 pcs x 6 ball/36 pcs/00		
15	01040101030106	BK/Milk Crackers 110 gr/6 pcs x 4 ball/24 pcs/00		

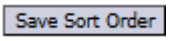
Save Sort Order | Add Other Item | Back

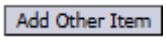
View Explanation

This page is where you manage the items within a category.

- **Item List**: This table displays all products in the selected category, along with their **Item Code** and **Item Name**.
- **RM Focus Column**: This column, along with the **Add item formula** button, most likely functions to mark a product as a "focus item" and link it to its formula or primary **Raw Material**.
- **Action Column**: Contains an icon to delete an item from the list.

Button Functions

- **Save Sort Order**: To save the display order of items after it has been changed. 

- **Add Other Item**: To add another product to this category list. 

- **Back**: To return to the Category List page. 

Tips & Important Notes

- This module is used to highlight key products that require special attention in the planning process.
- By marking an item as a 'focus' and linking it to raw materials via the **RM Focus** feature, the **PPIC (Production Planning and Inventory Control)** team can be more proactive in planning material requirements based on the forecast for that finished good.

- This is an important master data setup and is typically managed by the **Sales Admin** or **PPIC** team.

Revision #1
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