

Forecast Dist Scheduling Report

Report Module Guide: Distributor Forecast Scheduling Report

Module Location

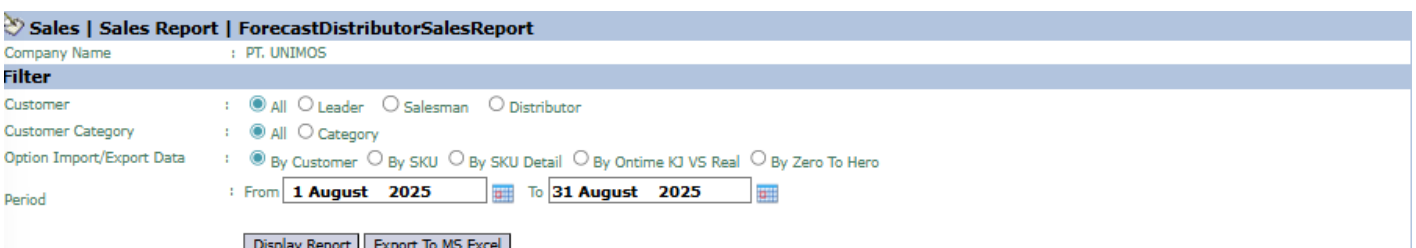
Sales > Reports > Delivery Report > Forecast Dist Scheduling Report

Module Objective

The **Forecast Dist Scheduling Report** (Forecast Distributor Sales Report) is an advanced analysis tool for generating various types of reports that compare actual sales data with the forecast provided by distributors. This module helps in measuring forecast accuracy, sales performance, and shipping efficiency.

1. Report Parameters (Filter)

The main page of this module is a form containing various parameters to customize the type of analysis that will be generated.



The screenshot shows the filter form for the Forecast Distributor Sales Report. The breadcrumb trail is "Sales | Sales Report | ForecastDistributorSalesReport". The "Company Name" is set to "PT. UNIMOS". The "Filter" section includes the following parameters:

- Customer: All, Leader, Salesman, Distributor
- Customer Category: All, Category
- Option Import/Export Data: By Customer, By SKU, By SKU Detail, By Ontime KJ VS Real, By Zero To Hero
- Period: From To

At the bottom of the form, there are two buttons: "Display Report" and "Export To MS Excel".

Here is an explanation for each parameter:

- **Customer / Customer Category:**

- Filter data by the customer scope, whether **All**, by **Leader**, **Salesman**, **Distributor**, or by **Category**.

- **Option Import/Export Data:**

- This is the key filter that determines the type of analysis to be displayed. The options likely include:
 - **By Customer:** Analyzes data per customer.
 - **By SKU / By SKU Detail:** Analyzes data per product (SKU) in summary or detail.
 - **By Ontime KJ VS Real:** Analyzes the on-time performance between commitment/schedule and actual delivery realization.
 - **By Zero To Hero:** Analyzes sales growth from zero.

- **Period:**

- Specify the **From** and **To** date range to define the analysis period (e.g., August 1, 2025, to August 31, 2025).

2. Steps to Generate the Report

Step 1: Set Report Parameters

Select all the parameters you need, especially defining the **Period** range and the type of analysis in the **Option Import/Export Data** field.

Option Import/Export Data : By Customer By SKU By SKU Detail By Ontime KJ VS Real By Zero To Hero

Step 2: Generate the Report

After all parameters are set, click one of the two buttons in the bottom-left section of the page:

- **Display Report:** To preview the analysis report directly on your screen.

Display Report

- **Export To MS Excel:** To download the report data in an Excel file format.

Export To MS Excel

3. Example of the Report View

The appearance of the report will vary depending on the 'Option' you choose. The example below displays a report focused on sales team performance.

Print Close



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ForecastDistributorSalesReport

Periode 01 August 2025 s/d 31 August 2025

Leader Name	Sales Name	Account ID	Account Name	KJ
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Report Explanation: This report can display various metrics. The example shows columns like **Leader Name**, **Sales Name**, and **Account Name**, which focuses on sales performance analysis.

Tips & Important Notes

- This is an **advanced analysis tool**. Use the various **Option Import/Export Data** to get different insights from your sales

and forecast data.

- To get a valid comparison, ensure the **forecast data from the distributor has been uploaded** and the **actual sales data is complete**.
- This report is very useful for the **Sales Analyst and Management teams** for evaluating distributor performance and forecast accuracy.

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