Forecast Settings

Module Guide: Sales Forecast Settings

Module Location

Settings > Production > Sales Forecast Settings

Module Purpose

The **Sales Forecast Settings** module is a simple yet fundamental configuration feature aimed at setting the default time period (time bucket) that the system will use in displaying and managing sales forecast data. This setting determines the time granularity (daily, monthly, or yearly) for all modules related to forecasting.

1. Main View and Functions

This module page is very concise and focused on a single setting.

View Explanation

- **Sales Forecast Period**: This is the only parameter that can be set. Users are presented with three radio button choices:
  - per Day
  - per Month
  - per Year
- **Action Buttons**:

- **Change**: To save the new period selection.
- **Cancel**: To cancel the change and revert to the previous setting.

2. Steps to Set the Period

1. Navigate to **Settings > Production > Sales Forecast Settings**.
2. Choose one of the three available periods (**per Day**, **per Month**, or **per Year**) according to your company's planning needs.
3. Click the **Change** button to save the setting.

3. Integrated Workflow & Business Process

- **Sales Forecast Input**: This setting directly determines how the interface for the **Sales Forecast** input module will be displayed. If set to "per Month," users will enter forecast data in monthly buckets.
- **Long-Term Production Planning (Master Production Schedule, MPS)**: Sales forecast data is a primary input for the MPS. The period chosen here will determine the planning horizon and level of detail.
  - **Daily**: Suitable for short-term planning and industries with highly fluctuating demand (fast-moving consumer goods, FMCG).

    - **Monthly**: Most commonly used for tactical planning (1–18 months), providing a balance between detail and ease of management.

    - **Yearly**: Typically used for strategic and long-term budgeting and planning, not for operational production scheduling.

- **Material Requirements Planning (MRP)**: The MRP module will use MPS data (which is primarily from the forecast) to calculate when raw materials should be ordered. More granular forecast periods (e.g., daily) will result in more precise ordering schedules.

4. Tips & Important Notes

- The choice of period is a strategic decision. Choose the period that best fits your business cycle, market demand characteristics, and company planning horizon.

- Changing this setting in the middle of an ongoing planning period can cause confusion and require readjustment of existing forecast data. Make changes carefully and inform all relevant parties (Sales team, PPIC).

- Access to this module should be highly restricted, ideally only to System Administrators or PPIC Managers, due to its wide impact on the entire planning cycle.

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