Sales Forecast

Report Module Guide: Sales Forecast

Module Location

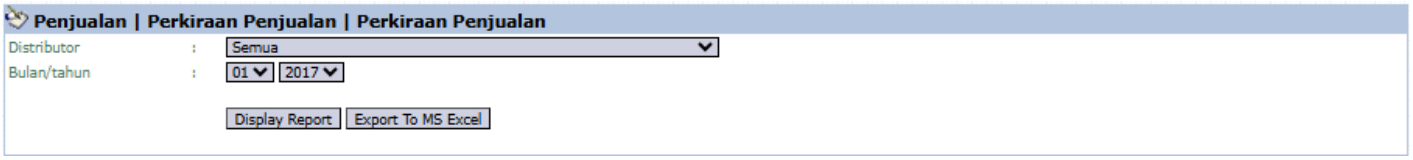
Sales > Sales Forecasting > Sales Forecast

Module Objective

The **Sales Forecast** report module is used to generate a highly detailed sales forecast report in a matrix format. This report presents daily sales forecast data for each product item and can be filtered by distributor and period, making it a critical input for production and inventory planning.

1. Report Parameters

The main page of this module is a simple form containing several parameters to define the report that will be generated.



Here is an explanation for each parameter:

- **Distributor**:
  - Use this dropdown to select the report's scope, whether for **All** distributors or for a specific distributor.
- **Month/Year**:

- Select the month and year of the forecast period you wish to view (e.g., 01 / 2017).

2. Steps to Generate the Report

Step 1: Set Report Parameters

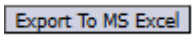
Define the **Distributor** and **Month/Year** parameters according to the data you wish to see.

Step 2: Generate the Report

After the parameters are set, click one of the two buttons at the bottom:

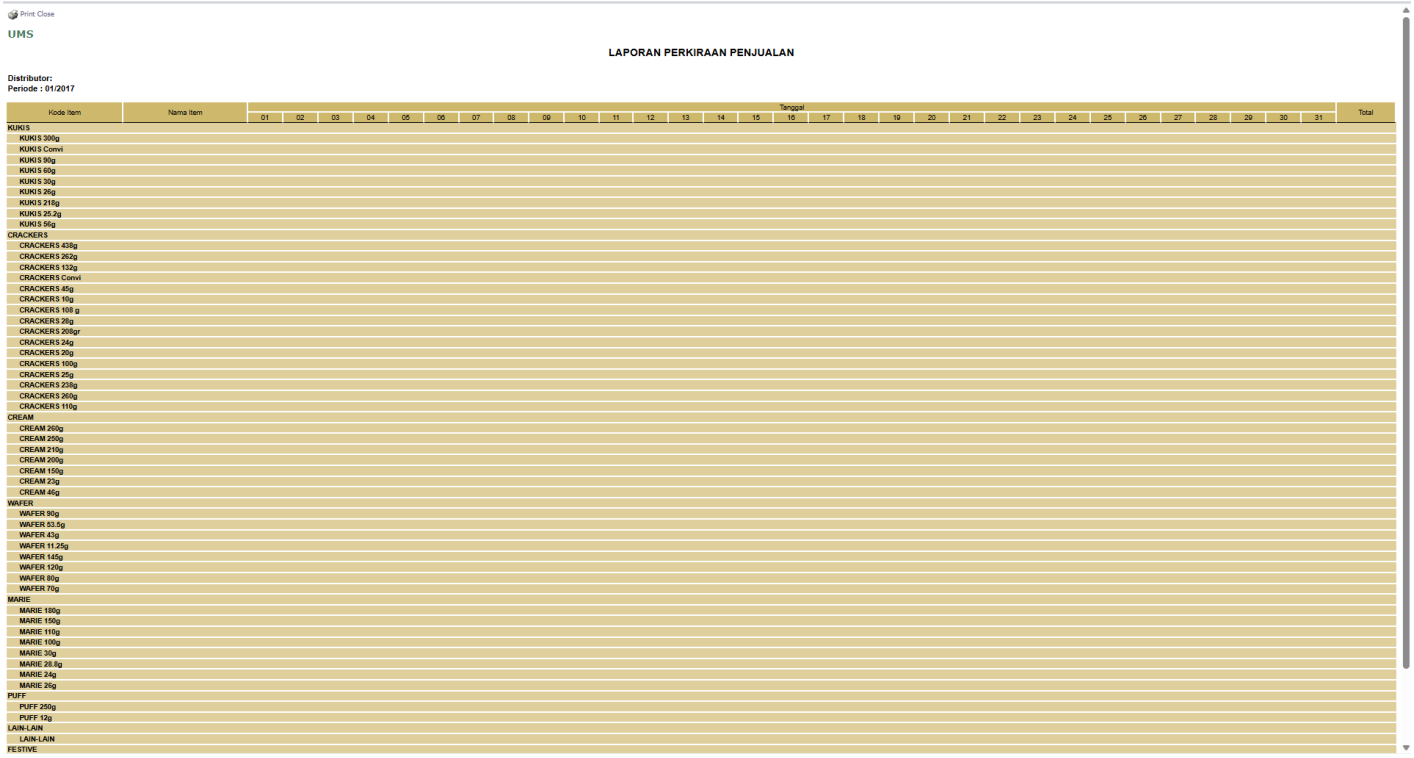
- **Display Report**: To preview the sales forecast report directly on your screen. 

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



3. Example of the Report View

After you click, the system will generate a detailed report in a matrix format as follows:



Print Close

UMS

LAPORAN PERKIRAAN PENJUALAN

Distributor:
Periode : 01/2017

Kode Item	Nama Item	Tanggal																													Total
		01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
KUKIS																																	
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MARIE																																	
MARIE 180g																																	
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- **Report Title**: SALES FORECAST REPORT.
- **Rows**: Show the **Item Code** and **Item Name**, grouped by product category (KUKIS, CRACKERS, CREAM, etc.).
- **Columns**: Show the **Dates** of the month, from the 1st to the 31st, with a **Total** column at the end.
- **Data Cells**: Each cell will contain the forecast sales quantity for a specific item on a specific date.

Tips & Important Notes

- This report provides a very detailed view down to the **daily level**, which is very useful for the **PPIC (Production Planning and Inventory Control)** team to plan the production schedule.

- To ensure the displayed data is accurate, make sure the forecast data from distributors has been uploaded via the **Upload Data Forecast** module before running this report.

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