Sales Forecast

Report Module Guide: Sales Forecast

Module Location

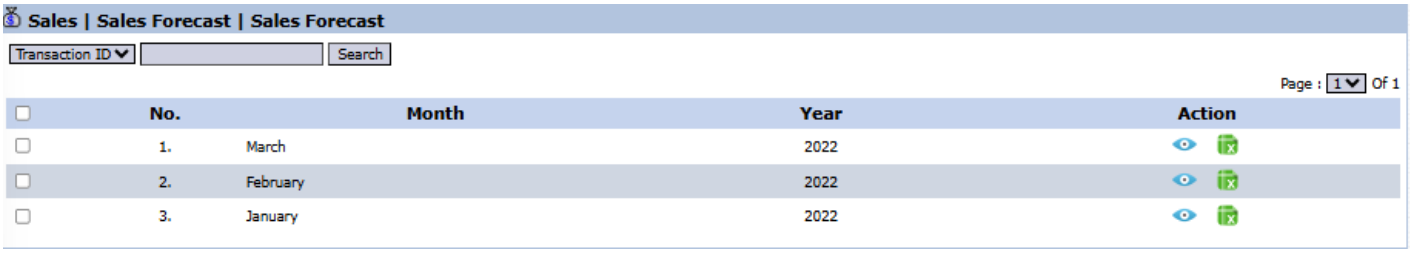
Sales > Sales Forecasting > Sales Forecast

Module Objective

The **Sales Forecast** report module is used to display and export the company's overall sales forecast report in a highly detailed matrix format. This report presents **daily sales forecast data** for each product item and is a crucial input for production planning and raw material purchasing.

1. Main View (Forecast Period List)

The main page of this module displays a list of forecast periods for which data is already available in the system.



View Explanation

This page is the starting point for accessing the detailed forecast report.

- **Filter**: You can search for a specific forecast period using the **Transaction ID** filter.

- **Period List**: The table below displays all available forecast periods, based on **Month** and **Year**.

Action Column

The **Action** column on the right is the key to viewing the report. There are two icons:

- **Eye Icon (View)**: Click this icon to see the detailed Sales Forecast Report directly on your screen.
- **Excel Icon (Export)**: Click this icon to download the detailed report in an Excel file format.

2. Steps to View the Report

Step 1: Select a Period

In the Main View, find and locate the period (**Month** and **Year**) whose data you wish to see.

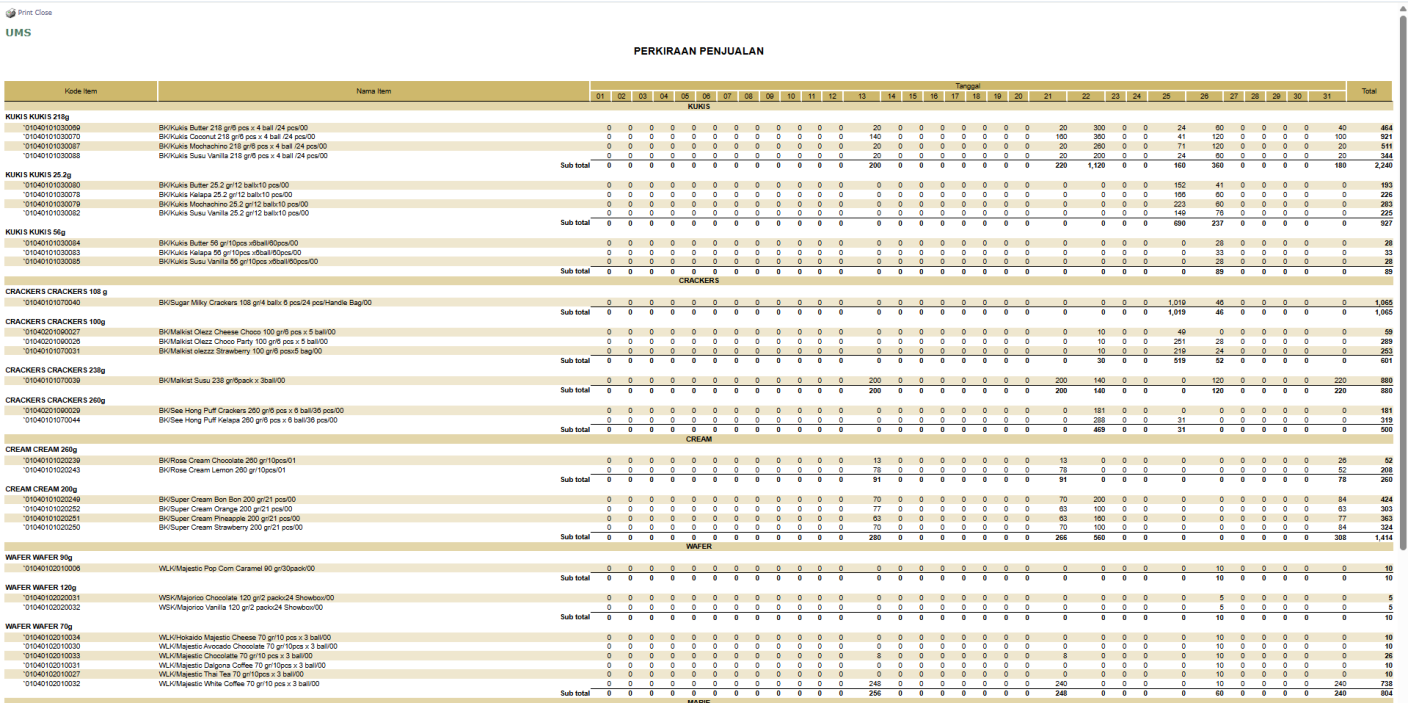
Step 2: Display or Export the Report

In the row for your selected period, click one of the icons in the **Action** column:

- Click the **eye icon** to display the report on the screen.
- Click the **Excel icon** to download the report.

Example of the Sales Forecast Report View

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



Print Close

UMS

PERKIRAAN PENJUALAN

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	
KOKIS																																	
KUKIS KUKIS 218g																																	
'01040101030099	BK/Kukis Butter 218 gr/6 pcs x 4 ball /24 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0	0	0	0	0	20	300	0	0	24	60	0	0	0	0	40	464
'01040101030070	BK/Kukis Coconut 218 gr/6 pcs x 4 ball /24 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	140	0	0	0	0	0	0	0	180	360	0	0	41	120	0	0	0	0	100	921
'01040101030087	BK/Kukis Mochachino 218 gr/6 pcs x 4 ball /24 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0	0	0	0	0	20	280	0	0	71	120	0	0	0	0	20	511
'01040101030088	BK/Kukis Susu Vanilla 218 gr/6 pcs x 4 ball /24 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0	0	0	0	0	20	200	0	0	24	60	0	0	0	0	20	344
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**220**	**1,120**	**0**	**0**	**160**	**360**	**0**	**0**	**0**	**0**	**180**	**2,240**
KUKIS KUKIS 25.2g																																	
'01040101030080	BK/Kukis Butter 25.2 gr/12 ballx10 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	152	41	0	0	0	0	0	193
'01040101030078	BK/Kukis Kelapa 25.2 gr/12 ballx10 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	166	60	0	0	0	0	0	226
'01040101030079	BK/Kukis Mochachino 25.2 gr/12 ballx10 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	223	60	0	0	0	0	0	283
'01040101030082	BK/Kukis Susu Vanilla 25.2 gr/12 ballx10 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	149	76	0	0	0	0	0	225
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**690**	**237**	**0**	**0**	**0**	**0**	**0**	**927**
KUKIS KUKIS 56g																																	
'01040101030084	BK/Kukis Butter 56 gr/10pcs x6ball/60pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	28	0	0	0	0	0	28
'01040101030083	BK/Kukis Kelapa 56 gr/10pcs x6ball/60pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	33	0	0	0	0	0	33
'01040101030085	BK/Kukis Susu Vanilla 56 gr/10pcs x6ball/60pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	28	0	0	0	0	0	28
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**89**	**0**	**0**	**0**	**0**	**0**	**89**
CRACKERS																																	
CRACKERS CRACKERS 108 g																																	
'01040101070040	BK/Sugar Milky Crackers 108 gr/4 ballx 6 pcs/24 pcs/Handle Bag/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,019	46	0	0	0	0	0	1,065
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**1,019**	**46**	**0**	**0**	**0**	**0**	**0**	**1,065**
CRACKERS CRACKERS 100g																																	
'01040201090027	BK/Malkist Olezz Cheese Choco 100 gr/6 pcs x 5 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	49	0	0	0	0	0	0	59
'01040201090026	BK/Malkist Olezz Choco Party 100 gr/6 pcs x 5 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	251	28	0	0	0	0	0	289
'01040101070031	BK/Malkist olezzz Strawberry 100 gr/6 pcsx5 bag/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	219	24	0	0	0	0	0	253
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**30**	**0**	**0**	**519**	**52**	**0**	**0**	**0**	**0**	**0**	**601**
CRACKERS CRACKERS 238g																																	
'01040101070039	BK/Malkist Susu 238 gr/6pack x 3ball/00	0	0	0	0	0	0	0	0	0	0	0	0	200	0	0	0	0	0	0	0	200	140	0	0	0	120	0	0	0	0	220	880
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**200**	**140**	**0**	**0**	**0**	**120**	**0**	**0**	**0**	**0**	**220**	**880**
CRACKERS CRACKERS 260g																																	
'01040201090029	BK/See Hong Puff Crackers 260 gr/6 pcs x 6 ball/36 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	181	0	0	0	0	0	0	0	0	0	181
'01040101070044	BK/See Hong Puff Kelapa 260 gr/6 pcs x 6 ball/36 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	288	0	0	31	0	0	0	0	0	0	319
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**469**	**0**	**0**	**31**	**0**	**0**	**0**	**0**	**0**	**0**	**500**
CREAM																																	
CREAM CREAM 260g																																	
'01040101020239	BK/Rose Cream Chocolate 260 gr/10pcs/01	0	0	0	0	0	0	0	0	0	0	0	0	13	0	0	0	0	0	0	0	13	0	0	0	0	0	0	0	0	0	26	52
'01040101020243	BK/Rose Cream Lemon 260 gr/10pcs/01	0	0	0	0	0	0	0	0	0	0	0	0	78	0	0	0	0	0	0	0	78	0	0	0	0	0	0	0	0	0	52	208
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**91**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**91**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**78**	**260**
CREAM CREAM 200g																																	
'01040101020249	BK/Super Cream Bon Bon 200 gr/21 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	70	0	0	0	0	0	0	0	70	200	0	0	0	0	0	0	0	0	84	424
'01040101020252	BK/Super Cream Orange 200 gr/21 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	77	0	0	0	0	0	0	0	63	100	0	0	0	0	0	0	0	0	63	303
'01040101020251	BK/Super Cream Pineapple 200 gr/21 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	63	0	0	0	0	0	0	0	63	160	0	0	0	0	0	0	0	0	77	363
'01040101020250	BK/Super Cream Strawberry 200 gr/21 pcs/00	0	0	0	0	0	0	0	0	0	0	0	0	70	0	0	0	0	0	0	0	70	100	0	0	0	0	0	0	0	0	84	324
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**280**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**266**	**560**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**308**	**1,414**
WAFER																																	
WAFER WAFER 90g																																	
'01040102010006	WLK/Majestic Pop Corn Caramel 90 gr/30pack/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	10
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**10**	**0**	**0**	**0**	**0**	**0**	**10**
WAFER WAFER 120g																																	
'01040102020031	WSK/Majorico Chocolate 120 gr/2 packx24 Showbox/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	0	0	0	0	0	5
'01040102020032	WSK/Majorico Vanilla 120 gr/2 packx24 Showbox/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	0	0	0	0	0	5
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**10**	**0**	**0**	**0**	**0**	**0**	**10**
WAFER WAFER 70g																																	
'01040102010034	WLK/Hokaido Majestic Cheese 70 gr/10 pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	10
'01040102010030	WLK/Majestic Avocado Chocolate 70 gr/10pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	10
'01040102010033	WLK/Majestic Chocolatte 70 gr/10 pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	8	0	0	0	0	0	0	0	8	0	0	0	0	10	0	0	0	0	0	26
'01040102010031	WLK/Majestic Dalgona Coffee 70 gr/10pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	10
'01040102010027	WLK/Majestic Thai Tea 70 gr/10pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	10
'01040102010032	WLK/Majestic White Coffee 70 gr/10 pcs x 3 ball/00	0	0	0	0	0	0	0	0	0	0	0	0	248	0	0	0	0	0	0	0	240	0	0	0	0	10	0	0	0	0	240	738
	Sub total	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**256**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**248**	**0**	**0**	**0**	**0**	**60**	**0**	**0**	**0**	**0**	**240**	**804**
MARIE																																	

- **Rows**: Show the **Item Code** and **Item Name**, grouped by product category (e.g., KOKIS, CRACKERS, CREAM).
- **Columns**: Show the **Dates** of the month, from the 1st to the 31st, with a **Total** column at the end.
- **Data Cells**: Each cell contains the forecast sales quantity for a specific item on a specific date.

Tips & Important Notes

- The forecast data displayed here is most likely input via a separate module such as **Upload Data Forecast**. This module is specifically for viewing the results.
- 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 for short-term production planning.

- Use the export to Excel feature to further process the forecast data if needed.

Revision #1
Created 6 August 2025 10:56:22 by Sayu
Updated 6 August 2025 11:02:11 by Sayu