

Sales Forecasting

[BENEFITS]

Effectively collaborate between operations and sales

Integrate with the Microsoft Dynamics GP Material Requirements Planning module so sales forecasts are accurately reflected in material requirements plans.

Aggregate demand from multiple sources

Achieve a more comprehensive vision by rolling up multiple forecasts to regional and master plans.

Diminish the impact of unforeseen events

Maintain an unlimited number of forecasts, making it easy for both sales and manufacturing managers to gauge the impact of a variety of economic or environmental forces on production, and anticipate and prepare for possible scenarios ahead of time.

Create precise, forward-looking projections

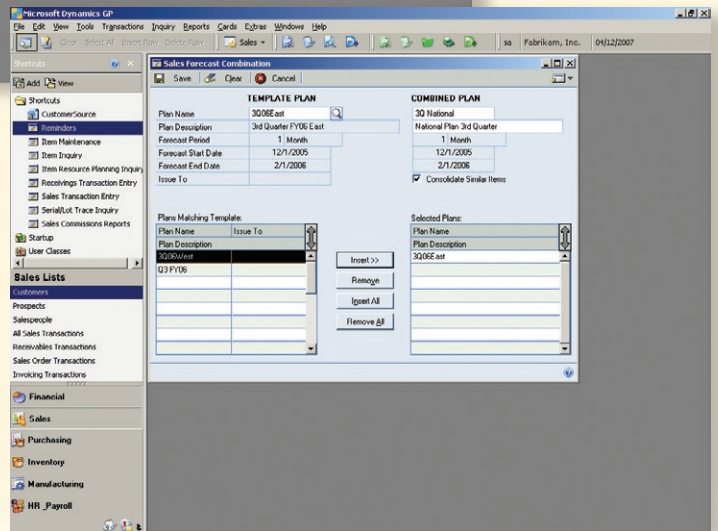
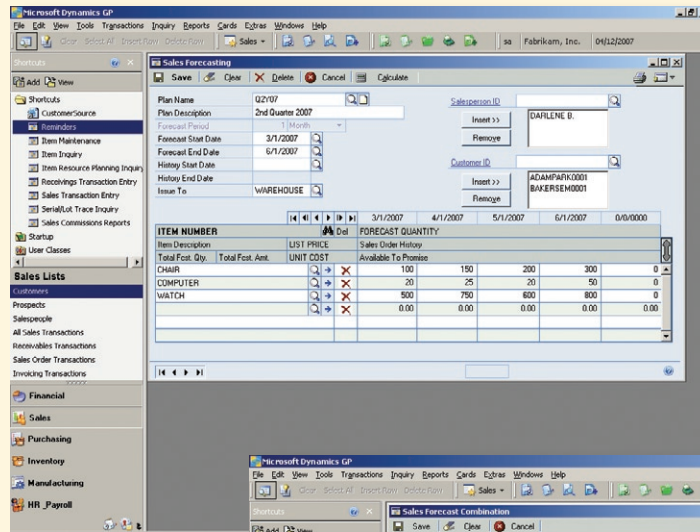
Take demand planning to the next level — integration with the new Demand Planner module provides access to powerful tools to complete statistical forecasting and interactive simulation scenarios.

Leverage historical information for more accurate forecasts

Empower sales managers to review prior years' sales and quickly revise projections based on their knowledge of the customer and the market, and to create new sales forecasts from the old as new events arise that affect the demand for production resources.

Communication challenges are frequent when you bring together groups that have different objectives and backgrounds, such as those found between sales teams and manufacturing managers. Microsoft Dynamics™ GP Sales Forecasting brings these teams closer together by bridging communication gaps and creating a powerful loop that promotes effective, efficient product delivery.

SALES FORECASTING allows you to create forecasts for a range of items or salespeople and to combine these forecasts into a Master Forecast.



[FEATURES OVERVIEW]

Intuitive Data Entry Window

Use an easy-to-use spreadsheet-like window to enter and manipulate forecasted sales numbers.

Use History as a Forecasting Basis

Enable salespersons and/or customers to filter historical sales values to form the basis for forecasted sales amounts.

Track Multiple Sales Forecasts

Define multiple sales forecast plans simultaneously.

Forecast Roll Up

Easily combine multiple sales forecast plans into one master plan.

User-Defined Forecast Periods

Create plan-specific, user-defined forecasting periods with period options ranging from daily to yearly.

Transfer Plans to the Master Schedule

“Activate” any sales plan to become the basis for master production scheduling.

MRP Forecast Consumption

Generate material requirements plans that reflect existing sales forecasts and current sales orders.

Integration to Demand Planner

Create statistical forecasting and interactive simulation scenarios using Demand Planner integration.

Sales Forecasting also requires the Manufacturing Bill of Materials and Manufacturing Order Processing modules to operate.