



sales forecasts



Introduction ◆ The Sovman Sales Forecasts module was developed by Economic Data Services (EDS) and integrates with the Sage Line 100 stock control module.

The module provides all the functions to maintain details of product forecasts. Products may be finished items specified using the Sovman Bill of Materials (BOM) module or component items sold, for instance, as spares. Sales forecasts can also analyse component or raw material usage for production.

Sales forecasts can be entered manually or generated automatically from past demand held within the Line 100 stock history. This demand can include invoiced sales, stock adjustments or production usage recorded through the Sovman works orders module.

Parameters determine how many past weeks of demand are used to compute a forecast and how many future weeks to project the forecast.

Sales schedules may also be entered and these can be converted into Sage Line 100 sales orders.

Sovman will generate trendlines using regression analysis to help project future sales.

When run with the Sovman materials planning module, this forecast, together with actual sales, will generate either production plan or purchase orders.

The sales forecasts module can also analyse past usage or demand to calculate stock re-order, minimum and maximum stock levels automatically. This enables stock levels to be automatically tuned in line with usage.

Sales forecasts can also be used with the Sovman materials planning module for distribution companies. Sovman will produce purchase orders, taking into account lead times, re-order levels and re-order quantities using actual sales and product forecasts.

Features ◆ Sales Forecasts has the following features:

- ◆ Graphical display of past sales demand from Sage Line 100 stock history.
- ◆ Drill down to view details of sales demand.
- ◆ Automatic generation of sales forecasts from past sales history.
- ◆ Forecast calculated from average of past weeks demand. The number of past weeks may be varied from item to item.
- ◆ Sales schedules may be entered and converted to Line 100 sales orders.
- ◆ Manual input or over-ride of sales forecasts.



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- ◆ Replicate forecast for a number of weeks.
- ◆ Ability to exclude items from forecasting.
- ◆ Forecast history file to compare actual sales with forecast.
- ◆ Trendlines by product using regression analysis to project sales forecasts.
- ◆ Sales forecasts can be used to generate production and purchase plans through the Sovman Materials Planning module. These may be converted automatically into Sage Line 100 purchase orders or Sovman production plan/works orders.
- ◆ Automatic calculation of stock re-order, minimum and maximum stock levels from past demand or usage.

Features

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| <ul style="list-style-type: none"> ◆ Display of past demand and sales forecast for items ◆ Automatic generation of forecasts from past demand ◆ Sales schedules may be entered and converted to Line 100 sales orders ◆ Trendlines by product using regression analysis to project sales forecasts ◆ Manual input of sales forecasts | <ul style="list-style-type: none"> ◆ Replicate forecast for a number of weeks ◆ Ability to exclude items from forecasting ◆ Forecast history file to compare actual sales with forecast ◆ Sales forecasts can be used to generate purchase orders and production plan through the Sovman Materials Planning module ◆ Automatic calculation of stock re-order, minimum and maximum stock levels from past demand or usage. |
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