

Forecasting



To provide the data and tools to produce sales forecasts as well as the means to measure the quality of the forecast.

The Value of SYSPRO Forecasting

- Forecast at item/warehouse level
- Aggregate forecast to higher levels as defined by Groupings and Families
- Variety of forecast algorithms including a competition method
- Ability to handle seasonality
- Manually remove outliers and anomalies
- Facility to edit history
- Utilise monthly or weekly time buckets
- Define multiple calendars
- Determine forecast horizon
- Improve visibility with graphical output
- Override forecast to reflect market intelligence
- Store three or more years of history

Audit trails and reporting

- Complete audit trail of forecasts (create, change and update audit)
- Simple work flow for forecast authorisation
- Reports/query screens for comparing forecasts
- Pareto Analysis by cost, selling value, profit or unit measure

Integration

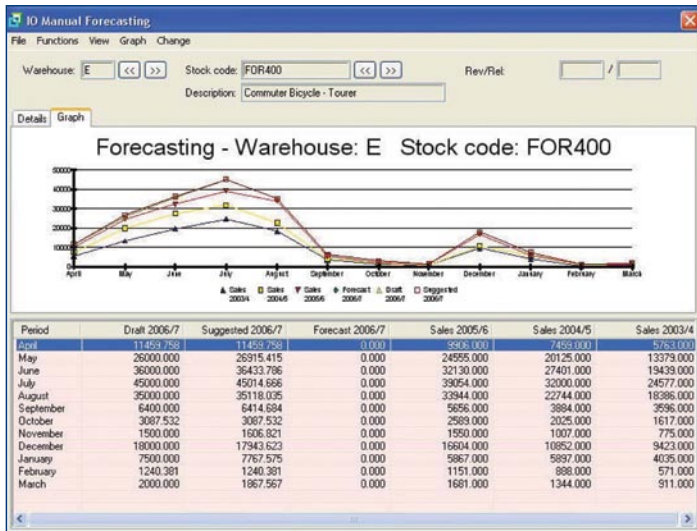
- Integrates with Sales Orders, Inventory and Requirements Planning

K3 Factsheet

Forecasting

Matching SYSPRO to Your Business

- Powerful Pareto (ABC) Analysis enables easy identification of the items that contribute most to the business
- Store parameter analysis sets that can carry through the entire process
- Multi-level analysis (stock code, warehouse, product class, supplier, planner or buyer) allows tracking of product performance at all these levels
- Analyse sales value, gross profit, cost of sales, quantity sold or hits (invoice line occurrences) with Pareto
- Automatically update history in real time
- Forecast in batch or manually - manual forecast
- items typically need market intelligence, or are of critical importance to the business
- Compare the manual forecast with computer recommended forecast
- Control and validate the forecast before it becomes active
- Convert approved forecast to current forecast with Requirements Planning
- Edit history to exclude specific invoices, outliers or make manual adjustments
- Produce forecasts and exclude or include the adjustments to history



About K3

K3 are now the world's largest supplier of SYSPRO ERP systems – one of the most widely installed Enterprise Resource Planning applications. We are SYSPRO's sole UK distributor so our customers benefit from local supply and support backed by SYSPRO's global organisation.

Coupling robust, advanced functionality with first-class service and support, K3's Enterprise Resource Planning (ERP) solutions are designed to address manufacturing, supply-chain, distribution, financial, customer management, human resources and e-commerce needs. Together with our web development and e-commerce team, we are well positioned to deliver fully-scalable, integrated Enterprise Resource Planning and manufacturing solutions to a diversity of markets across the UK and Europe.

K3 is part of the K3 Business Technology Group plc