

<b>CHANGE REQUEST</b>	
<b>Change Request #CR0254</b>	Sales Forecasting Modification
<b>Description of Change</b>	
<p><b>Description of Need:</b>            ACMECO sells to farmers, so they have a seasonal fluctuation in orders and production, with the peak months being January through March. They schedule production for May through December to build up inventory to be ready for the busy season. Their yearly forecast (May to April) is pretty accurate, although any individual month may be off. The forecast is a key driver for purchasing materials for manufacturing that have a long lead time. When a forecast period passes (i.e. the May period when the current date is in June), the Sales Forecasting module no longer sees those requirements. So, if 100 units were forecast for May but only 90 were sold, those unsold 10 are no longer seen as demand.</p> <p>This causes GP to see an overage in the raw materials on order, so MRP decreases future purchase orders. Since the overall yearly forecast is accurate, the demand tends to be picked up in subsequent months, which causes raw material shortages because MRP backed-off on purchases due to lower sales in the prior period.</p> <p>ACME needs a utility that will move unmet demand in the Sales Forecast from a prior period into the next period. So in the example above, the “unsold” 10 units from May would be moved forward into June, perhaps increasing June from 100 to 110. It would only adjust “under-sold” items. Items that met or exceeded forecast would not be adjusted.</p> <p>The update routine should generate a report showing which items were updated, and the before/after values. The history of updates (an audit trail) should be maintained in the database.</p> <p>An optional additional would be to have a preview window that shows the items to be updated, that allows the user to mark items to update, and which then updates only the selected items.</p> <p><b>Description of Solution:</b>            It is assumed the forecast is in Monthly buckets.</p> <p><b>Option-1 No Preview Window</b>            The Forecast Update utility will be accessed from the Extras Menu (Additional) on the Sales Forecasting window. The user will select the forecast to update on the Sales Forecasting window, select the Extras option, and then be prompted to confirm they are ready to update the forecast.</p> <p>It will look at each forecasted item, calculated the units sold, and calculate the difference between forecast and units sold. If the item was under-sold, the difference will be added to the Current Period.</p> <ul style="list-style-type: none"> <li>• The system will keep track of when it has moved a historical quantity into the Current Period so that the same historical period cannot be moved-forward more than one time.</li> <li>• The Current Period will always be based on the current “system date” (date on the server). So, if the utility is run on June-1, the Current Period is June, and the utility will move forward any unsold quantities from May.</li> <li>• The Unit Sold calculation will look for sales transactions where the Document Date falls in the previous period. It will include unposted and posted orders and invoices, and subtract unposted and posted returns from that same period.</li> </ul>	

As the process is executing, a Progress window will display information about the update activity, including percent complete.

When the update is complete, a report will print showing which items were updated, and the before/after Forecast Quantity for the Current Period.

Any changes will be tracked in an change history table. This table will contain:

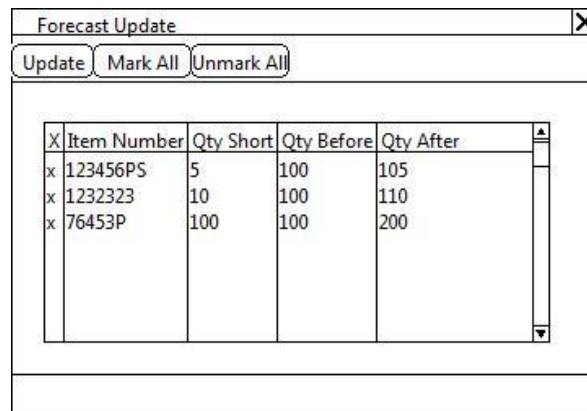
- Forecast ID
- CurrentPeriod (month number when update was run)
- Item Number
- Total Units Sold (A)
- Previous Period Forecast Qty (B)
- Current Period Forecast Qty (C)

B-A = quantity under-sold.

C = snapshot of the forecast quantity before the update

C + (B-A) = updated Forecast Qty for the Current Period (this is the quantity that will show in the Sales Forecast window after the update).

**Option-2 Preview Window**



X	Item Number	Qty Short	Qty Before	Qty After
x	123456PS	5	100	105
x	1232323	10	100	110
x	76453P	100	100	200

When Extras >> Additional >> Update Forecast is selected the window above will open. The user will be able to Mark All/Unmark All, and/or mark individual items to update. The update process is the same as described above in Option-1.