

Microsoft® Business Solutions Manufacturing—Great Plains®



Sales Forecasting

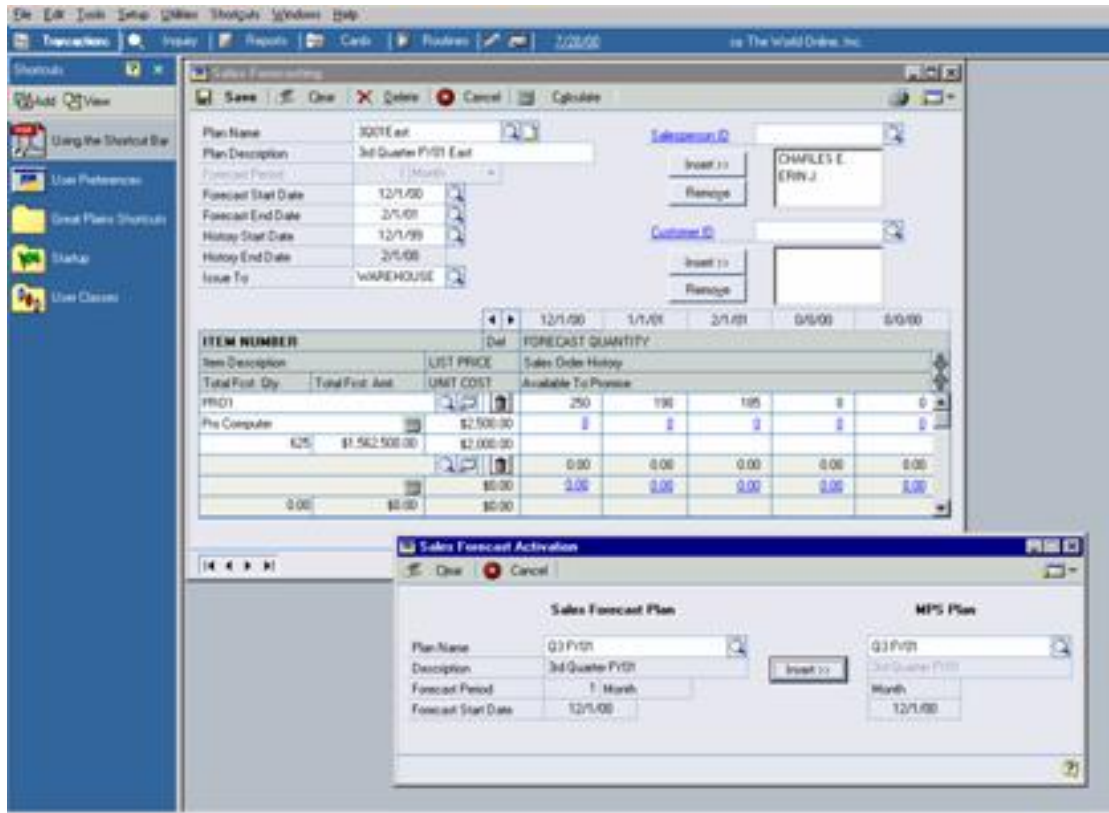
Whenever you bring together people to accomplish a task, communication challenges may arise—especially when those people have different objectives and backgrounds. Your sales teams and manufacturing managers probably face these challenges—yet effective communication between these divergent groups is the first step to ensuring product delivery that's both efficient and effective.

Sales Forecasting brings these two teams closer together. With Sales Forecasting, sales managers can review prior years' sales and quickly revise projections based on their knowledge of customer needs. Forecasts can be easily changed, reflecting an upward or downward sales trend, and they can be tweaked to account for seasonal influences or promotional activities.

From these forecasts, a Master Production Schedule (MPS) can be easily created and reviewed by the manufacturing managers, eliminating any tedious rekeying of information. From this MPS, Manufacturing Orders are easily created, again without rekeying information.

As new events arise that affect the demand for production resources, new sales forecasts can be created from the old. Managers can maintain an unlimited number of forecasts, making it easier for them to gauge the impact of a variety of economic or environmental forces on production. With Sales Forecasting, both sales and manufacturing managers can anticipate and

prepare for virtually any outcome.



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

Key Features

- Forecasted sales numbers can be entered and manipulated using an easy-to-use spreadsheet-like window.
- Historical sales values can be filtered by salespersons and/or customers to form the basis for forecasted sales amounts.
- The flexible plan-oriented structure allows for definition of multiple sales forecast plans simultaneously.
- Different sales forecast plans can be easily combined into one master plan.
- The forecasting periods are user-defined per plan and the period options range from daily to yearly.

- Any sales plan can be "activated" to become the basis for master production scheduling.
- Forecast Consumption leverages the Sales Forecasting and Material Requirements Planning components to enable sales demand to be reflected in material requirements plans. That is, you can create different sales forecasts, and when you regenerate MRP information, these forecasts along with current sales orders can be taken into consideration.

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

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