

Manufacturing

BENEFITS

Effectively collaborate between operations and sales. Integrate with the Material Requirements Planning module in Microsoft Dynamics GP so that 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.

Create precise, forward-looking projections. Take demand planning to the next level. Integration with Demand Planner for Microsoft Dynamics GP provides powerful tools for 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 customers and markets. Create new sales forecasts from old ones as new events affect the demand for production resources.

Sales Forecasting in Microsoft Dynamics GP

Communication challenges are frequent when you bring together product groups that have different objectives and backgrounds, such as sales teams and manufacturing managers. Sales Forecasting in Microsoft Dynamics™ GP helps increase collaboration, bridging communication gaps and creating a powerful loop that promotes effective, efficient product delivery.

Being able to maintain an unlimited number of forecasts makes it easy for both sales and manufacturing managers to gauge the impact of a variety of economic or environmental forces on production and prepare for possible scenarios ahead of time.

The image shows two screenshots of the Microsoft Dynamics GP interface. The top screenshot is the 'Sales Forecasting' window, which displays a form for creating a forecast. It includes fields for Plan Name (Q2/07), Plan Description (2nd Quarter 2007), Forecast Period (1 Month), Forecast Start Date (3/1/2007), Forecast End Date (6/1/2007), History Start Date (0/0/0000), History End Date, and Issue To (WAREHOUSE). It also has fields for Salesperson ID (DARLENE B.) and Customer ID (ADAMPARK0001, BAKERSEM0001). Below the form is a table with columns for ITEM NUMBER, Item Description, LIST PRICE, UNIT COST, and FORECAST QUANTITY. The table lists items like CHAIR, COMPUTER, and WATCH with their respective quantities and costs.

The bottom screenshot is the 'Sales Forecast Combination' window, which allows users to combine multiple forecasts into a master forecast. It shows a 'TEMPLATE PLAN' section with fields for Plan Name (3Q06East), Plan Description (3rd Quarter FY06 East), Forecast Period (1 Month), Forecast Start Date (12/1/2005), Forecast End Date (2/1/2006), and Issue To. It also has a 'COMBINED PLAN' section with fields for Plan Name (3Q National), Plan Description (National Plan 3rd Quarter), Forecast Period (1 Month), Forecast Start Date (12/1/2005), Forecast End Date (2/1/2006), and a checked box for 'Consolidate Similar Items'. There are also sections for 'Plans Matching Template' and 'Selected Plans' with lists of plans and buttons for 'Insert >>', 'Remove', 'Insert All', and 'Remove All'.

*CREATE FORECASTS
for a range of items or
salespeople.*

*COMBINE MULTIPLE
CUSTOM FORECASTS into a
master forecast.*

FEATURES

SALES FORECASTING

Intuitive Data Entry Window	Enter and work with forecasted sales numbers in an easy-to-use, spreadsheet-like window.
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 Rollup	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 make it the basis for master production scheduling.
MRP Forecast Consumption	Generate material requirements plans that reflect existing sales forecasts and current sales orders.
Integration with Demand Planner	Create statistical forecasting and interactive simulation scenarios using Demand Planner, which smoothly integrates with Sales Forecasting.

Sales Forecasting requires both the Manufacturing Bill of Materials module and Manufacturing Order Processing module to operate.

For more information about Sales Forecasting in Microsoft Dynamics GP, visit www.microsoft.com/dynamics/gp.