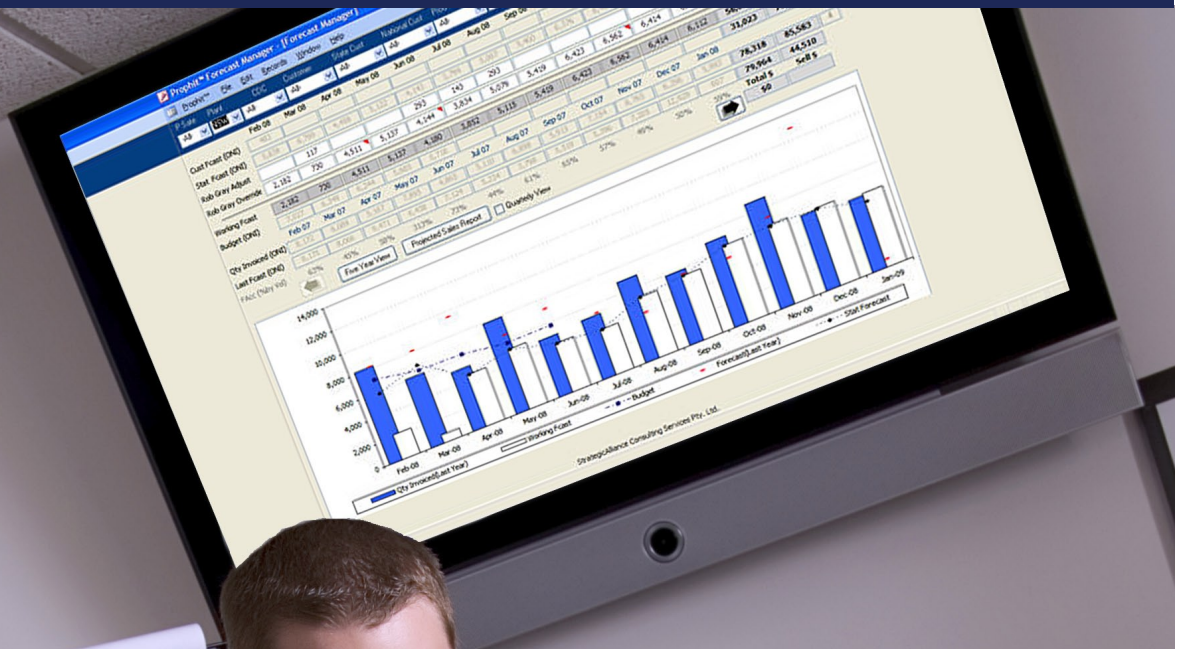


# Prophit<sup>®</sup> Forecast Manager

Forecasting Improvement System



Prophit<sup>®</sup> Forecast Manager = Forecast Accuracy

# Prophit® Forecast Manager = Forecast Accuracy

Demand forecasting in a manufacturing environment presents its unique challenges. The three main reasons for forecasting of manufactured products are; to improve budgetary practices, to improve delivery performance and to plan to reduce the cost of goods sold. Each of these have underlying business processes to achieve the business outcomes desired.

**Prophit® Forecast Manager** has been developed to support these business processes in a time efficient manner and with the most accurate demand forecast possible.

You do not need a degree in statistics. **Prophit® Forecast Manager** makes forecasting so easy its childs play. **Prophit® Forecast Manager** unshackles your sales team and arms them with forecast accuracy.

So what are the challenges in forecasting demand in a manufacturing environment:

- Do you have the option to smooth production demand across multiple sites?
- Do you have the dilemma of forecasting in sales volume or value?
- Do your clients have sales promotions that distort your time based demand picture?
- Does the product mix impact greatly on your profitability?
- Do your sales, marketing, accounting and supply chain staff all have important knowledge about your future demand but no centralized way of bringing that information into a comprehensive format?
- Do you have intermittent export orders clouding your demand picture?
- Do you frequently have new products being introduced?
- Do the new products supersede or cannibalise existing products?
- Do your clients have multiple sites and change their demand requirements between the sites, so that historical demand is no longer reflective of future sales?

If you answer yes to some or all of these issues then **Prophit® Forecast Manager** can help your forecasting process.

The **Prophit® Software Suite** can be stand alone modules or a fully integrated sales and operation planning system, Forecast Manager is accompanied by the following modules:

**Prophit®** Progress

**Prophit®** Manufacturing Execution System

**Prophit®** E-Planner

**Prophit®** MasterView

**Prophit®** Rough Cut Capacity Planning

**Prophit®** Master Production Scheduling



## PROPHIT® Forecast Manager

- Is designed to save time and make forecasting easy at any level of detail.
- Facilitates making the collaborative forecasting process dynamic, simple and timely.
- Is implemented to support the processes that are right for your business.
- Provides the right information to manage and continuously improve the forecasting process.

## PROPHIT® Forecast Manager Successful Forecasting

- Quick & Simple to create complete SKU demand profile.
- Easy to translate market information to SKU demand.
- Collaborative and Multiple data entry.
- Full transparency for adjustments.
- Equipped with feedback information to facilitate managing the process.

## PROPHIT® Forecast Manager Intelligent Design

- Designed to utilise the 3 information pillars of forecasting:
  - Qualitative (sales/marketing/commercial info)
  - Quantitative (history/statistical analysis)
  - Firm Orders (forward orders)
- Hierarchy is designed to facilitate the forecasting & decision making processes.

## PROPHIT® Forecast Manager Process Support

- Data entry can be made at the client by sales directly into forecast manager. Single point data entry.
- Marketing information can easily be added at product family or market segment level and disaggregated down to SKU level.
- Facilitates collaborative forecasting as users can work concurrently – online or remotely offline.
- Entries of data and comment functionality are date and time stamped for traceability.
- Reporting can assist managing the forecasting process. For example, exception reporting.
- Reporting can assist improving the forecast process. For example, forecast accuracy.

## PROPHIT® Forecast Manager Accurate Demand Profiling

- Simple, visual forecasting tool enables sales customers to collaboratively agree on true demand.
- A demand profile can be built for all customers on all active SKUs.
- A complete demand profile enables production to be optimized while meeting client requirements.

## PROPHIT® Forecast Manager SKU Level Forecasting

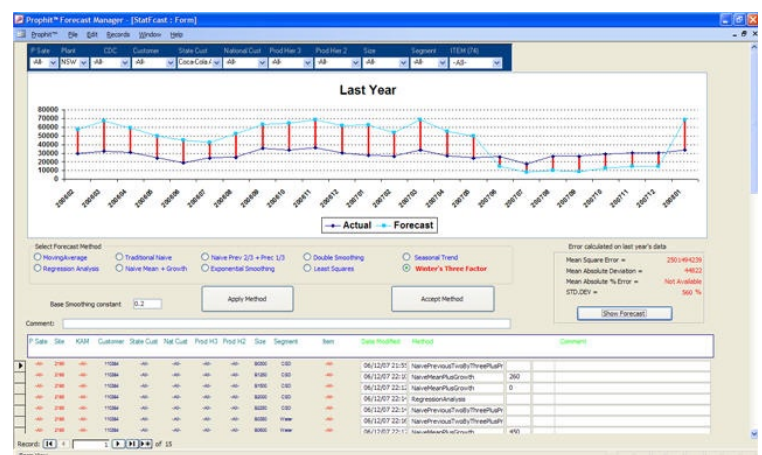
- Business systems require SKU level forecasts.
- Market knowledge such as, customer trends, market segment growth/decline & market share. effect many SKUs.
- To manually map these market trends to SKU detail is time consuming and error prone.

## PROPHIT® Forecast Manager Customization

- Can be customized at implementation to suit your needs.
- The system can continue to be developed to suit your changing business requirements.

## PROPHIT® Forecast Manager Implementation

- Fully customized on site.
- Full mentoring on site, in situation.
- Fast Implementation. Operational within one month. Optimised within three.



## Statistical Difference ^

You can apply a whole range of statistical methods; Moving Average, Exponential Smoothing, Regression Analysis, Double Smoothing, Traditional Naive, Least Squares, Season Trend, Winter's Three Factor and more. By exposing the forecast graphically, you don't require a statistics degree to cut a great forecast.

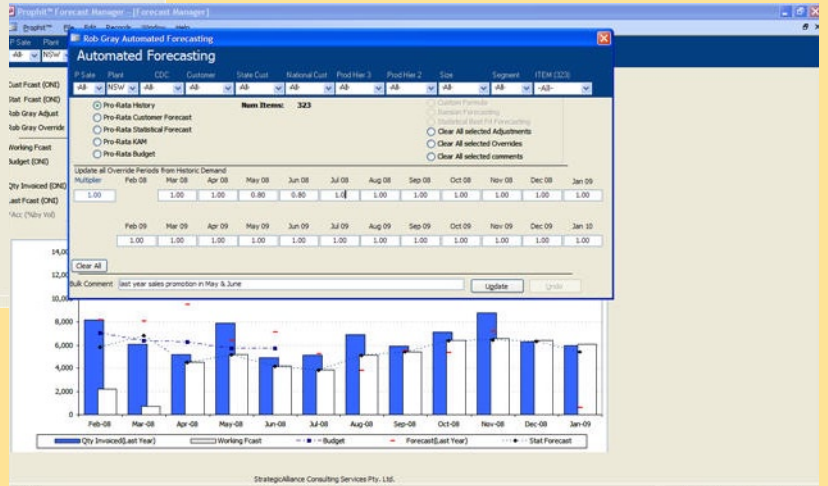
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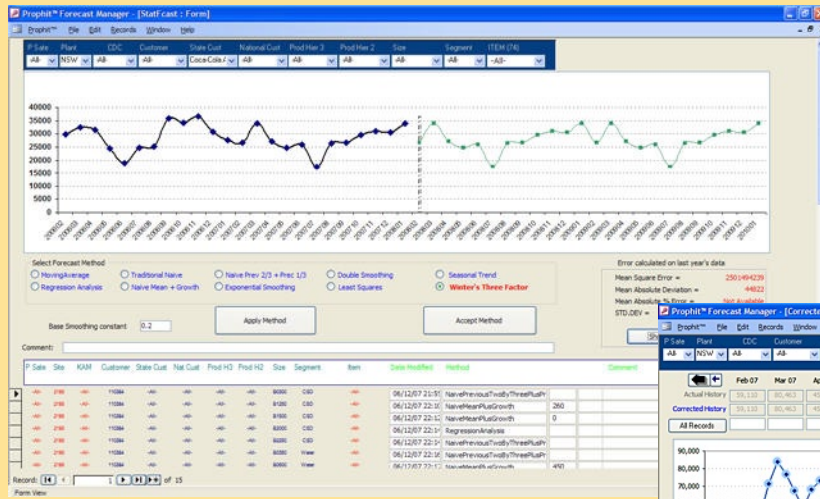
## < Main Forecasting Screen

The Forecast Review interface displays a complete overview of your forecast process giving you at a glance evaluation of your data and displaying that information in an easy to understand graph format.



## Automated Updates >

The Drop Down Filters enable you to breakdown product information, month by month, for each consecutive year up to a 5 year period. This aids product planning and highlights scope for performance improvements.



## < Statistical Forecasting Screen

Data can be viewed across different dimensions by drilling down various hierarchies (ie Plant, Customer, Size, Segment etc) and filtering by specific elements within the hierarchies.

## Corrected History >

The Corrected History graph allows you to take into account one off product events, ie A never to be repeated promotion or super cession of a product; Partial or full cannibalisation; A claim being settled by credit requiring the appropriate adjustment to generate an accurate forecast.

