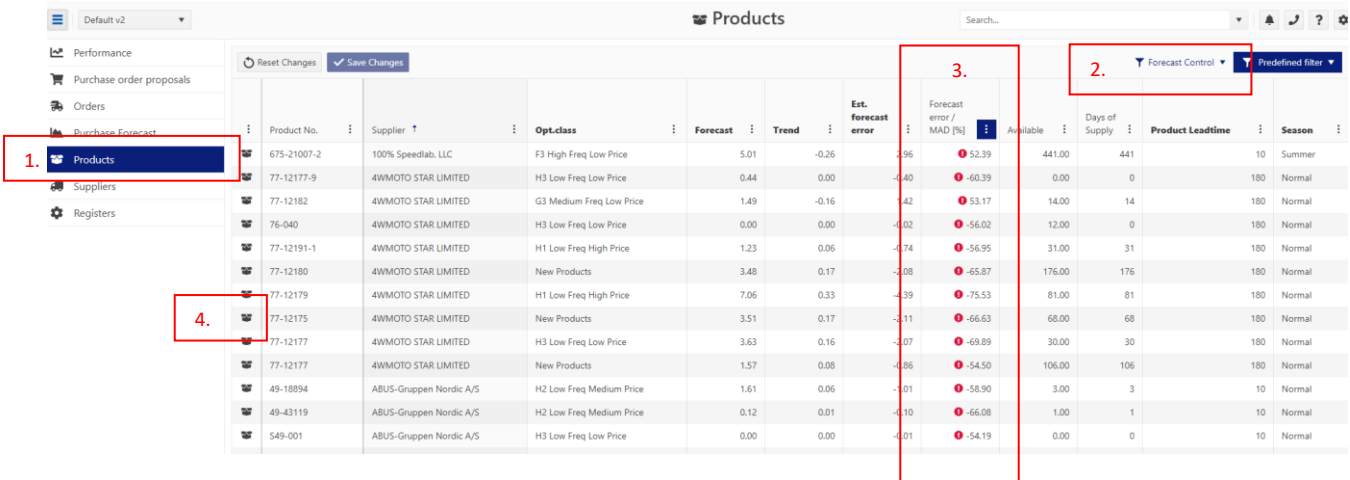


How-To Guide Forecast Control

Recommended routine – Once every period
SOLO Web

If the demand on an article increases or decreases rapidly between periods, SOLO will generate as a heads up and give you a chance to act on them.

1. Menu: **Products**
2. Click on **Forecast Control – Persistent Forecast Error**
3. Sort the column **Forecast Error / MAD (%)** by clicking on its title to sort the articles biggest to smallest, or vice versa.
4. Click the **package** on the article you wish to analyze.



Product No.	Supplier	Opt.class	Forecast	Trend	Est. forecast error	Forecast error / MAD [%]	Available	Days of Supply	Product Leadtime	Season
675-21007-2	100% Speedlab. LLC	F3 High Freq Low Price	5.01	-0.26	2.96	52.39	441.00	441	10	Summer
77-12177-9	4WMOTO STAR LIMITED	H3 Low Freq Low Price	0.44	0.00	-0.40	-60.39	0.00	0	180	Normal
77-12182	4WMOTO STAR LIMITED	G3 Medium Freq Low Price	1.49	-0.16	-0.42	53.17	14.00	14	180	Normal
76-040	4WMOTO STAR LIMITED	H3 Low Freq Low Price	0.00	0.00	-0.02	-56.02	12.00	0	180	Normal
77-12191-1	4WMOTO STAR LIMITED	H1 Low Freq High Price	1.23	0.06	-0.74	56.95	31.00	31	180	Normal
77-12180	4WMOTO STAR LIMITED	New Products	3.48	0.17	-2.08	-65.87	176.00	176	180	Normal
77-12179	4WMOTO STAR LIMITED	H1 Low Freq High Price	7.06	0.33	-4.39	-75.53	81.00	81	180	Normal
77-12175	4WMOTO STAR LIMITED	New Products	3.51	0.17	-2.11	-66.63	68.00	68	180	Normal
77-12177	4WMOTO STAR LIMITED	H3 Low Freq Low Price	3.63	0.16	-2.07	-69.89	30.00	30	180	Normal
77-12177	4WMOTO STAR LIMITED	New Products	1.57	0.08	-0.86	-54.50	106.00	106	180	Normal
49-18894	ABUS-Gruppen Nordic A/S	H2 Low Freq Medium Price	1.61	0.06	-1.01	-58.90	3.00	3	10	Normal
49-43119	ABUS-Gruppen Nordic A/S	H2 Low Freq Medium Price	0.12	0.01	-0.10	-66.08	1.00	1	10	Normal
S49-001	ABUS-Gruppen Nordic A/S	H3 Low Freq Low Price	0.00	0.00	-0.01	-54.19	0.00	0	10	Normal

5. Judge the prognosis by evaluating the historical **demand**. Evaluate **MAD**, **Trend** and **Forecast** – are the numbers realistic? Note that MAD is directly affecting your safety stock and therefore also your Reordering Level and Reorder Quantity. Adjust the numbers if necessary – and remember that if you choose to, as an example, lower the forecast - make sure you also decrease the Trend and MAD values.
6. When you have made the sufficient changes to you articles prognosis, and/or you no longer wish for SOLO to see it as an error, make sure you remove the error by deleting the **Estimated Forecast error** and replacing it with a zero (0).
7. **Save!**

