

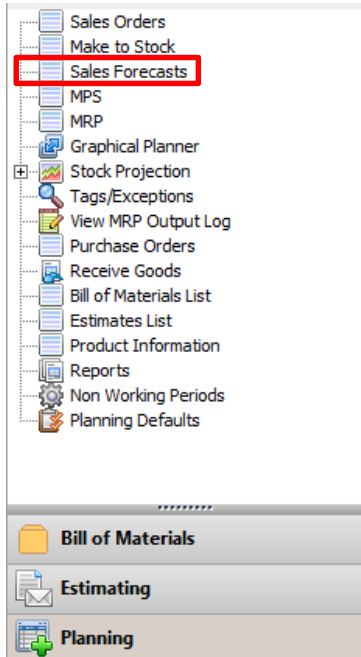
Sage 50 Manufacturing

Sales Forecasts



How do I access the Sales Forecast module?

- Sales forecasts can be found under the Planning module in the links page:



- Learn how to access the Sales forecast Module
- Learn how to create a sales forecast



- Alternatively from the top menu go to Modules-> Planning-> Sales Forecasts
- To create a new Sales Forecast click the "New" button:



- Enter a reference name for the forecast

A screenshot of the "Forecast Details" form in Sage 50 Manufacturing. The form has the following fields:

- Reference: A dropdown menu.
- Year: A dropdown menu set to "2005" and a checked checkbox for "Financial".
- Start Date: A date field set to "01/04/2005".
- End Date: A date field set to "31/03/2006".
- Entered By: A text field set to "MANAGER".
- Status: A dropdown menu set to "Entered".

- Note: The reference name must be unique, you cannot have two open sales forecasts with the same reference.

- Next select the year you would like the forecast to run for

Reference: TEST

Year: 2015 Financial

Start Date: 01/01/2015

End Date: 31/12/2015

Entered By: MANAGER

Status: Entered

- Tick the "Financial year" box if you would like the forecast to use the assigned financial year instead of the standard calendar year (01/01-31/12)

Reference: TEST

Year: 2015 Financial

Start Date: 01/04/2015

End Date: 31/03/2016

Entered By: MANAGER

Status: Entered

- Click the space below product code, and then press the down arrow

Product Code

- Select the product you would like to add to the forecast, you can either scroll down and find the product or use the search function at the top

Products

Field: Product Code

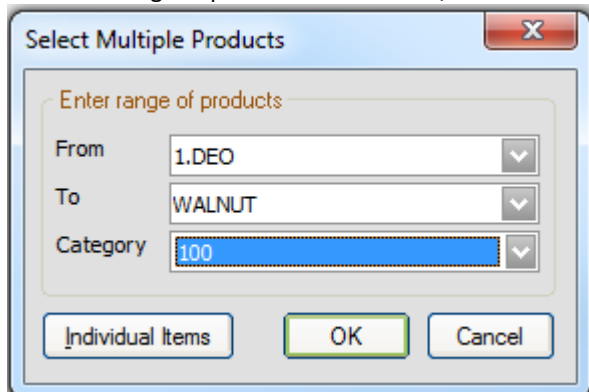
Product Code	Description
1.DEO	test
2.DEO	tester
AD2	Industrial Adhesive - Bulk Issue
CUPB	Cupboard
DRAW/M	Drawset - Mahogany
DRAW/O	Drawset - Oak
DRAW/P	Drawset - Pine
DRAW/T	Drawset - Teak
DRAW/W	Drawset - Walnut
DRAWB	Universal Plywood Drawer Base

- Once you have selected the product click ok, then enter the selling price if not done automatically and the estimated annual total.

Product Code	Description	Selling Price	Annual Total
WALNUT	Office Desk - Walnut	79.99	1500.01

- If you would like to add multiple products at a time click "Select Multiple Products"

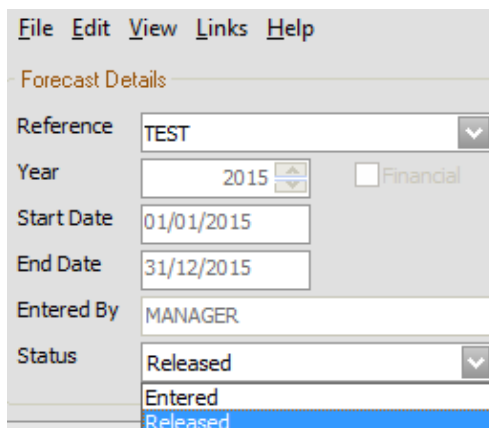
- Enter the range of products to add from/to and the category if applicable



- Alternatively select "Individual Items" to go back and add a single item
- Save the Sales Forecast and it will appear in the list

Reference	Forecast Start	Forecast End	Status
EAST	01/01/2005	31/12/2005	Released
NORTHWEST	01/04/2015	31/03/2016	Released
TEST	01/01/2015	31/12/2015	Entered
WEST	01/01/2005	31/12/2005	Entered
SOUTH	01/01/2005	31/12/2005	Entered

- To release the sales forecast into the MPS change the status of the sales forecast to released
- To do this open the sales forecast and change the status to "Released", then click "Save"



- The weekly forecast will then appear in the MPS as type "SF"

Master Production Schedule - List

Read Demand Link Unlink Reports

Select Search ALL RECORDS New Edit Delete 6 of 6 records matched

Quick Filter Show Fields In List Show All Fields Look in Product Code for Find Now Cle

(Last Run on 11/06/2015 16:30 by MANAGER, Read demand up to 30/06/2015)

Due Date	Quantity	Product Code	Description	Type	Reference
06/02/2015	10.000	CUPB	Cupboard	S/O	25
07/03/2015	25.000	MAH	Office Desk - Mahogany	S/O	21
14/03/2015	50.000	TEAK	Office Desk - Teak	S/O	20
04/03/2015	1.000	WALNUT	Office Desk - Walnut	S/O	16
22/06/2015	28.302	WALNUT	Office Desk - Walnut	SF	TEST
29/06/2015	28.302	WALNUT	Office Desk - Walnut	SF	TEST

For further information or a demonstration please contact Red Business Systems
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