

Forecasting Launches

Forecasting launches requires that you have already created at least one new launch. Read the Quick guide: Creating launches to learn how to do this.

Introduction

This Quick guide will show you how to forecast launches. The data that needs to be filled in is; pipe forecast and month forecast for the products included in the launch. In the end you need to approve the different products within the launch.

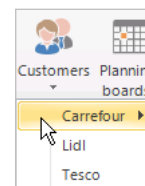
Quick guide concept

Through a number of easy steps you learn how to use the software.

Each step is numbered and defines a phase. Each phase contains a short description and an illustration to show how to navigate or operate in the software.

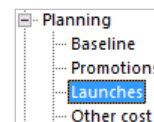
1 Open customer

Click Customers in ribbon and choose the customer you want to work with in the drop-down list.



2 Find launches

When the customer has opened in a tab, in the menu to the left, find Launches under Planning.



3 Open specific launch

Double-click in the launch ID for the launch you want to forecast.

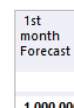
Launch ID	Launch name	Launch description	First Delivery Date
25	Chocolate new flavor	New flavor, cherry, chocolate sticks.	01-11-2017

4 Enter 1st month forecast

If the launch is imported from Excel, the predicted and forecasted columns are filled out. You can edit the forecasted columns if you need to.

If the launch is not imported, you can fill out the forecasted columns manually.

In 1st month forecast enter the forecasted launch units.



5 Enter month forecast

Enter the forecasted consumer units for a six month period in M+1, M+2, M+3, M+4 and M+5, if these are not already imported from Excel.

M+1 Prediction	M+1 Forecast	M+2 Prediction	M+2 Forecast	M+3 Prediction	M+3 Forecast	M+4 Prediction	M+4 Forecast	M+5 Prediction	M+5 Forecast
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6 Approve launch

When you are done entering the forecasted numbers, check the approve box to the left.

It is important that you remember to approve. Otherwise the launch will not be included in the P&L.



Other options

Value

When you click on one of the different launch products for the specific customer (the bottom columns), you can see the value for each of these.

If the launch is not approved, the value will not display any figures to that.

Value	Forecast	
	Total launch	Selected products
Units	3.000	2.000
Gross sales	27.540	18.360
Invoiced sales	27.540	18.360
Launch Cost	15.000	15.000
Net sales	12.540	3.360
Avg Invoiced sales	9,18	6,12
Avg Launch Cost	5,00	5,00
Avg Net sales	4,18	1,12
Approved lines selected		1



You will only be able to see the launches for the customers, you have access to. If you are super user you will have access to all customers, but if you have a limited access to customers, you will not be able to see these in the value.



The guide *may* contain important general notices. These will be marked with an exclamation icon.



Tips and tricks are marked with an Info-icon.



Questions & Answers note relevant to the topic at hand.

Forecasting Launches

Questions & Answers



What is prediction?

Predictions are roughly estimation of how much you sell. They are imported from Excel. Forecasts are more exact estimations made by the KAM when they forecast the launches.

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Can I assign a cost?

Yes, you can assign a launch cost for each product.

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