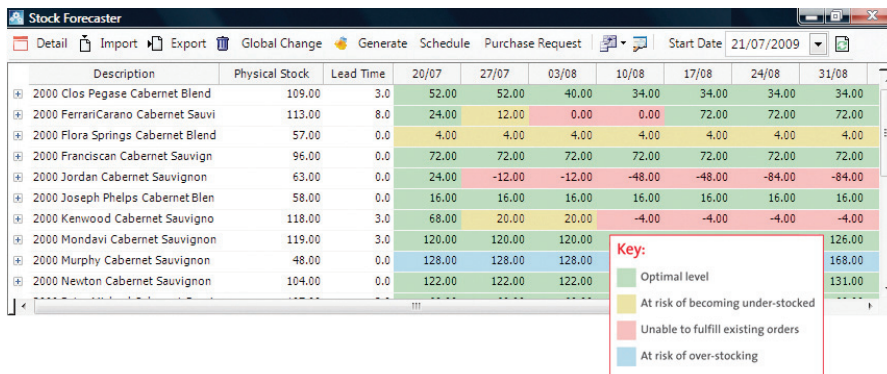


Stock Forecasting

Without accurate information and a robust system, fulfilling your future stock requirements is a real juggling act. Our Stock Forecasting module gives you the visibility you need to identify fast and slow movers, high value items and long lead time units so that you can establish optimum stock levels for every line. Flexible and easy to use, Stock Forecasting will give you the information you need to meet orders, plan for opportunities and improve cash flow.



Description	Physical Stock	Lead Time	20/07	27/07	03/08	10/08	17/08	24/08	31/08
2000 Clos Pegase Cabernet Blend	109.00	3.0	52.00	52.00	40.00	34.00	34.00	34.00	34.00
2000 FerrariCarano Cabernet Sauvi	113.00	8.0	24.00	12.00	0.00	0.00	72.00	72.00	72.00
2000 Flora Springs Cabernet Blend	57.00	0.0	4.00	4.00	4.00	4.00	4.00	4.00	4.00
2000 Franciscan Cabernet Sauvign	96.00	0.0	72.00	72.00	72.00	72.00	72.00	72.00	72.00
2000 Jordan Cabernet Sauvignon	63.00	0.0	24.00	-12.00	-12.00	-48.00	-48.00	-84.00	-84.00
2000 Joseph Phelps Cabernet Blen	58.00	0.0	16.00	16.00	16.00	16.00	16.00	16.00	16.00
2000 Kenwood Cabernet Sauvigno	118.00	3.0	68.00	20.00	20.00	-4.00	-4.00	-4.00	-4.00
2000 Mondavi Cabernet Sauvignon	119.00	3.0	120.00	120.00	120.00				126.00
2000 Murphy Cabernet Sauvignon	48.00	0.0	128.00	128.00	128.00				168.00
2000 Newton Cabernet Sauvignon	104.00	0.0	122.00	122.00	122.00				131.00

Key:
Green: Optimal level
Yellow: At risk of becoming under-stocked
Red: Unable to fulfill existing orders
Blue: At risk of over-stocking

Traffic light colours reveal the impact of your modelling scenarios during your chosen forecast period, enabling you to take action over impending under-stocked or over-stocked lines.

At-a-glance information

Stock Forecasting consolidates inputs from across your business (e.g. purchase orders, sales orders and purchase requests) and displays this information in a visual forecast. By calculating this information from live data held in your Access solution, you can be sure you're the information you're looking at is both timely and accurate.

The colours on the grid represent where stock quantities fall within your pre-defined parameters, showing your entire stock status at-a-glance. You can also filter the grid to highlight those items that are out-of-stock, making it very easy to action problem areas.

The actual colours you use are up to you, but for ease of use, the default settings are based on a traffic light system:

- Green: minimum stock exceeded (optimal level)
- Amber: nearly out of stock
- Red: out of stock
- Blue: maximum stock exceeded

Forecast periods

You can forecast by day, week, month or quarter, up to 26 periods ahead. For simplicity, the default date is set to 'today', but you can easily change the start date to roll your forecasting periods forward and back.

Reviewing stock

Intuitive drag and drop tools make it easy to see forecasts in many different ways; for example, you could group by column to view stock by supplier, colour or brand, or all stock from a particular country. You could also view all items by colour e.g. those selling fast, or those running low.

Key benefits

Easy-to-use planning tool

View out of stock items at-a-glance

Eliminate data re-keying

Reduce cash tied in unwanted stock

Avoid stock write-offs

Lose fewer sales due to shortfalls

Meet orders more consistently

Predict purchases for seasonal stock

The ease by which you can 'slice and dice' your information give you far greater visibility and early warning of issues before they pose a threat to your sales activity or cashflow.

Purchase forecasts

Having run some forecasts, you'll soon see low/out of stock items start to appear on the grid. It's time to do some purchasing!

All you have to do is type quantities in the grid until the free stock indicates green or amber. With seasonal stock you may aim to 'go amber' towards the end of the season and may even accept red at the close if it's more profitable to sacrifice a small number of orders in favour of keeping out-of-date stock.

Once you're happy with the forecast, simply click the required cell (or cells) to create single (or multiple) purchase requests. The forecasting screen is refreshed to show you a request has been made and the corresponding requests generated in your Access system where they can be consolidated.

Importing purchase order forecasts

Purchase orders created in Excel can also be imported into your forecast, allowing you to upload large volumes of data without re-keying.

Sales predictions

When it comes to sales forecasts, you have several flexible options. You can enter sales forecasts manually, inputting the number of new customer orders you expect to receive, week by week, taking account of the season, promotional events, sales force predictions and any other factors. You can also choose to use the forecast detail; simply double-click a line and enter the forecasts.

If you're building forecasts by customer and want to see the overall impact, you can import from Excel, which is useful when you're using spreadsheets.

For more sophisticated forecasts, we provide several wizards to guide you through the process of generating and scheduling:

Generating sales forecasts

This wizard allows you to create named forecasts (by customer, for example) and for you to set a range of values such as: date range to use for the historic data capture, the start date for the forecast and whether you want to apply a 'moving average'. This option averages the sales for the last 'n' months and creates a single forecast for each part. Sales force information about buying trends for example can be factored in using the % growth/decline option.

Finally, you can also choose to include another product's profile, making it easy to factor in the historic sales performance of similar items. Each one of these forecasts can be saved, retrieved and edited each time you run them, refreshed with the very latest information.

Schedule forecasts

This option enables you to set a specific quantity for the selected stock item, either in total or by forecast. For total forecasts, you set the amount you want to forecast and choose the frequency (e.g. forecast 50 over 10 weeks = 10 forecasts of 5). When using the 'per forecast' option, you set the amount and how long it will last for.

Global change

This function will save you significant time and effort when you want to roll entire forecasts forward and back. A wizard will guide you through the process of making bulk changes to forecast records, utilising sort keys so you can filter records by any combination of date, stock and/or MRP code.

Export to Excel

All forecasts can be exported to Excel, allowing you to share the very latest information with non-system users.

Key features

Customisable colour-coded indicators

Flexible forecast periods

Real-time data from Access system

Easy-to-use forecast filters

One-click purchase requests

Sales forecast generation wizards

Import purchase orders from Excel

Roll forecasts forward/back

Export to Excel for non-system users

Drill-down to forecast detail

Simple & low-risk

Stock forecasting provides a constantly up-to-date and visual roadmap, presenting top-level information in a manner that's quick to review and easy to understand. It simultaneously de-skills complex yet necessary buying decisions and eliminates reliance on spreadsheet models – which go out of date as soon as a further sales or purchase order is placed on the system.

Who we are

Access UK is a specialist software developer and consultancy business. Developed here in the UK and supported locally, our aim is to cut through complexity and increase efficiency for your business. Multi-award-winning, Access offers solutions for accounting and finance, manufacturing and distribution, professional services automation, HR, payroll, service management and CRM.

Further information

For further information on the Access software portfolio, please telephone us on **01206 322575**, email **info@theaccessgroup.com** or, alternatively, visit our website at **www.theaccessgroup.com**