

ORDER POWER!

Forecasting Product Demand

User Guide



April 17, 2000

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Forecasting

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Forecasting Product Demand

ORDER POWER!'s optional forecasting module is used to predict demand for product replenishment. **ORDER POWER!** recommends which items should be purchased or manufactured, and can also generate **Vendor** purchase orders for the recommended products. **ORDER POWER!** Forecasting can also be referred to as *Forward Buying*, *Suggested Purchase Orders*, or *Product Replenishment Planning*.

Forecasting orders and revenues is standard in **ORDER POWER!** and is part of **Source and Sales Analysis** (refer to the **Response Curve Analysis** report in the **ORDER POWER!** Reporting User Guide).

Forecasting Sales Demand

Sales demand is forecasted based on the following criteria:

- current and anticipated promotions, campaigns, mailings
- the response curves for these **Medias**
- the projected order totals for each promotion, campaign, and/or mailing
- the individual sales rate of **Items** within each promotional program.

First, **ORDER POWER!** examines all current or planned promotional platforms (promotions, campaigns, mass mailings, etc.) to determine which products you will need to purchase to fulfill the expected sales.

Next, the forecasting module uses response curves to define sales. A response curve is a pattern of sales expressed as a cumulative percentage of the total response and defined per period of time over the life of the campaign or over a portion (segment) of the campaign life-cycle. The period of time is variable and defined in number of days.

For example, the cumulative response to a mailing can be described in weekly periods where 16% of all expected orders will be received within the first week, 34% after the second week, 46% after the third week, etc. for a promotion that will run its course in 12 weeks. This response curve can be derived from historical data maintained by **ORDER POWER!**, or from anticipated response to new products.

An anticipated response to the promotion's projected number of orders and a *sales rate* must be defined for each **Item** sold in the promotion. The sales rate is defined in units sold per thousand orders. Again, these figures can be derived and projected from historical data, but are completely modifiable by the operator.

Using these parameters, **ORDER POWER!** will project product demand and adjust the projection based on the actual number of shipments received to date (sales).

Product Planning

Deciding what products to order is determined by the following factors:

- the lead time required for delivery of an **Item** from a **Vendor**, which you enter in either the **Item** or the **Vendor** file
- the economic order quantity of an **Item** or **Items**
- the **Vendor** ordering policies for minimum total dollar amounts, minimum total order volume, minimum total order weight requirements, and order frequency.

Optionally, each **Vendor** can be put on a unique schedule to review his or her reorder requirements.

When **Vendor** reorder requirements are reviewed, the forecasted sales demand is evaluated for each **Item** being considered for replenishment. The current inventory levels, **Item** lead times for receipt, and any outstanding quantities on purchase orders are also assessed.

Should it be concluded that an **Item** will dip below the safety (or minimum) stock level within the designated lead time, **ORDER POWER!** suggests that the **Item** be purchased from that **Vendor**. An economic order quantity, defined in purchasing units of measure, will be recommended that will fulfill the current sales demand.

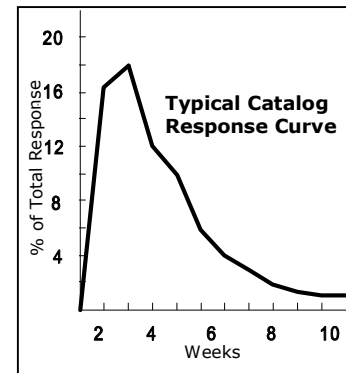
Once a recommendation is issued to purchase an **Item** or product, **ORDER POWER!** attempts to determine whether any additional order requirements must be met to comply with the order policies for the particular **Vendor**. For example, a **Vendor** may have established a policy requiring the minimum dollar amount on all orders to be \$5000 or the minimum order volume must be 10,000 cubes, or the minimum order weight must be 20,000 pounds, etc. These **Vendor** policies and amounts vary by **Vendor** and are identified by you in the **Vendor** file.

Optionally, purchase orders and/or a report can be generated. Purchase orders created via the Forecasting module may be modified before release as required.

Setting up **ORDER POWER!** for Product Demand Reports

Creating a Response Curve

A response curve is a forecasting trend that helps predict order sales and/or product demand for a specific media/media book. For example, CSI *Web Store* Company expects to receive 4.3% of all projected orders from the “Fall 2000” promotion during the first period (defined in days), .7% of the projected orders are expected during the second period, etc.



To create a Response Curve

1. From the **ORDER POWER! Main Menu**, select:
Work with Files **o** **Response Curves** to display the *Response Curve Inquiry panel* (figure 1).

```

** CSI 3.3 Development Co 1 **
Position To :          Response Curve Inquiry          Show Delete : N
2=Change  5=Display

Curve Code  Description          Interval
-   A1      Wall Street Journal          1
-   BELL    BELL TYPE CURVE _TESTING    30
-   FLAT    FLAT CURVE FOR TESTING      7
-   FORE    Seasonal forecasting trend   21
-   HALWN   halloween promotion         4
-   MOTH    Mother's Day Sale           7
-   NRC     National Response           7
-   ONETM   one time response           7
-   VAL     valentine's Day Special     7
-   WWW     World wide web              365
-   XMAS    Christmas/Chanukah Catalog  25
-   XXYY    test

F1=Help  F3=Exit  F6=Create  F7=Bkwd  F8=Fwd  F10=Top  F21=Print List  Bottom
    
```

Response Curve Inquiry panel (figure 1)

2. Press **F6** (Create) to display the *Response Curve Prompt panel* (figure 2).

```

** CSI 3.3 Development Co 1 **
Response Curve Prompt

Response Curve Code
_____

F1=Help  F3=Exit
    
```

Response Curve Prompt panel (figure 2)

2. Complete this field:

Response Curve Code

Type a code to identify a specific forecasting trend, used to forecast sales in orders and dollars and/or demand.

3. Press **Enter** to display the *Response Curve Update panel (figure 3)*.

```

** CSI 3.3 Development Co 1 **
Response Curve Update

Response Curve Code
BELL

Description BELL CURVE Interval in Days 30

Response Percentages:
1. 2. 5.0000 3. 15.0000 4. 30.0000 5. 50.0000
6. 70.0000 7. 85.0000 8. 95.0000 9. 100.0000 10.
11. 12. 13. 14. 15.
16. 17. 18. 19. 20.
21. 22. 23. 24. 25.
26. 27. 28. 29. 30.
31. 32. 33. 34. 35.
36. 37. 38. 39. 40.
41. 42. 43. 44. 45.
46. 47. 48. 49. 50.
51. 52.

Delete _

F1=Help F3=Exit

```

Response Curve Update panel (figure 3)

Description

Type a description for the **Response Curve** you are creating.

Interval in Days

Type the number days that each period represents.

Response Periods 1 through 52

Type the *cumulative* percentage of orders that you expect to receive in that period. Therefore the last period you define, you must enter **100**.



If the **Response Curve** you are creating represents one year, you might define:

- 52 **Response Periods** each one a 7-day **Interval**
- or -
- 12 **Response Periods** each one a 30-day **Interval**

Example: If you expect to receive 5% of your orders in each of the first three periods, you must enter the following:

1. 5.0000 2. 5.0000 3. 15.0000

3. Press **Enter** to update the **Response Curve** record.

Setting up the Media for Product Demand Reports

In order to run the **Product Demand Reports**, you must set up the following:



The procedure that follows is the steps for setting up a **Media Book for Product Demand Reports**. To set up a **Media**, select “**Media**” instead of “**Media Book**” in step one. The steps you follow and panels you will see are the same after that.

To set up the Media

1. From the **ORDER POWER! Main Menu**, select: **Work with Files** **Media Books** to display the *Media Book Inquiry panel* (figure 6).
2. Type **2** (Change) beside the **Media Book** you want to work with, then press **Enter** to display the *Media Book Update panel 1* (figure 4).

```

** CSI 3.3 Development Co 1 **
Media Book Update

Book
WWBOOK

Description World Wide Web Pricing
Type _____ Subtype _____ Classification _____
Starting Date 1/01/00 Ending Date 9/30/00
Circulation Size 500000000 Cost 8000.00
Sq. In. per Page _____ Cost per Sq. In. _____

Ad Description _____
Ad Size _____

Cover Date _____ Commitment Date _____
Mailing Date _____ Funding Date _____
Submittal Date _____

Terms Code 1
S&H _____ First Order Date _____
CND Shipv _____ Last Order Date _____
F1=Help F3=Exit Delete _
    
```

Media Book Update panel 1 (figure 4)

3. Complete these fields:

Starting Date / Ending Date

Type the first and last effective date for this **Media Book**. For purposes of **Forecasting Reports**, this time frame must match (in length) the **Response Curve** you have set up. For example, if your **Response Curve** describes nine 30-day periods, then you must enter an **Ending Date** nine months later than the **Starting Date**.

4. Press **Enter** to display the display the *Media Book Update panel 2* (figure 5).

```

** CSI 3.3 Development Co 1 **
Media Book Update

Book
WWWBOOK

Description World wide web Pricing
?Shipping/Handling Calculation Method _ Chart Id _
?Alternate Method _ Chart Id _
Add-On Charge _ Amt/Pct _

?Response Curve WWW _ Projected Order $ _
Unattributable Pct _ Projected Orders _
OE Auto Display Items N Y/N Forecast Modification Period _
Up-sell Message _
Purged Order $ _ Purged Cr Memo $
Purged Orders 3 Purged Cr Memos
Purged Names Purged Buyer $
Purged Buyers

F1=Help F3=Exit F4=?List F12=Cancel

```

Media Book Update panel 2 (figure 5)

5. Complete these fields:

?Response Curve

Type a **Response Curve** code. A **Response Curve** is a forecasting trend derived from intuition or historical data that predicts order sales and/or product demand for a specific **Media** or **Media Book**. For detailed instructions on creating a **Response Curve**, see the “Creating a Response Curve” section on page 3.

Projected orders

Type the number of **Projected Orders**. **Projected Orders** are the expected total number of orders for a source or media.

Unattributable Percentage (%)

This is a percentage added to the response to better reflect the actual orders placed from a specific source or media. This considers those orders that could not be identified or were identified incorrectly as coming from the media.

Forecast Modification Period

Type the number of the **Response Period** (see page 4) in which you want **ORDER POWER!** to amend a forecast based on the actual orders received vs. the numbers you anticipated.

6. Press **Enter** to update the **Media Book**.

To define a Sales Rate for an Item

A **Sales Rate** is the number of units that you expect to be sold (in selling units of measure) per thousand orders.

You must define the **Sales Rate** in either the **Media** or **Media Book** before you can run the **Forecasting Reports**.



The procedure that follows is the steps for defining a **Sales Rate** in a **Media Book Item**. To define a **Sales Rate** in a **Media Item**, select “**Media**” instead of “**Media Book**” in step one. The steps you follow and panels you will see are the same after that.

- From the **ORDER POWER! Main Menu**, select: **Work with Files** \rightarrow **Media Books** to display the *Media Book Inquiry panel* (figure 6).

```

--C.S.I. Development 3.3--
Position To : _____ Media Book Inquiry Show Delete : N
2=Change 5=Display 6=Ext Desc 7=Book Item Price 8=Book Item 9=Copy 10=Medias

Book      Description      Del
---      ---
BONBOOK   Bonnie's Test Book
CAT32     catalog 32 issue
CG        Clara's Media Book
C009      Miracles Happen - Revo
DEBBOOK   Debbie's media book
DEC98     Dec 1998
MAC       Mac
MISC      Misc
SPORTS00  Sports apparel 00
GG2000    GG2000
BB2000    BB2000
URI       Uri's media book
WWWBOOK   World wide Web Pricing
WWWBOOK2  World wide web 2000
9705     0705 book

Bottom
F1=Help F3=Exit F6=Create F7=Bkwd F8=Fwd F10=Top F21=Print List

```

Media Book Inquiry panel (figure 6)

- Type **8** (Book Item) beside the **Media Book** you want to work with, then press **Enter** to display the *Media Book Item Inquiry window* (figure 7).

```

** CSI 3.3 Development Co 1 **
Position To : _____ Media Book Inquiry Show Delete : N
2=Change 5=
Book      Sports apparel 99
SEPT98    Pstn:
8 SPORTS  2=Change 5=Display
SPRING    Catalog      Square
TEMP      Item        Page      Inch      Sales Rate  Del
---      ---
TEST      CAP1
TSTBOO    FOOTBALL SHIRT
URI
VERYEX
WACBOO
WMMAX
WWWBOO
WWWBOO
9705
9901

Bottom
F1=Help F3=Exit F6=Create F7=Bkwd F8=Fwd F10=Top F21=Print

```

Media Book Item Inquiry window (figure 7)

- Type **2** (Change) beside the **Item** you want to work with, then press **Enter** to display the *Media Book Item Update panel* (figure 8).

SPORTS99 Sports apparel 99		Computer Solutions, Inc. Media Book Item Update	
		Item FOOTBALL SHIRT	
Catalog Page	Square Inch	Sales Rate	?Override Response Curve
_____	_____	_____	_____
F1=Help F3=Exit F4=Prompt F9=Retrieve			Delete _

Media Book Item Update panel (figure 8)

- Complete these fields:

Sales Rate (required)

Type the number of units you expect to sell (in the **Item's** specified unit of measure) per 1000 orders from this **Media**. Example: Type **5.5** if expected sales are 5.5 units for each 1000 orders.

?Override Response Curve (optional)

Type a **Response Curve** code to override the **Media Response Curve** code for this **Item** only. A **Response Curve** code identifies a specific forecasting trend used to forecast sales related to a specific **Media** and/or **Media Book**.

- Press **Enter** to update the **Media Book**.

Forecasting menu

Use the options on *ORDER POWER! Forecasting menu* to produce **Vendor** purchase orders and standard forecast reports. The forecast reports are based on **Response Curves**, **Sales Rates**, and **Vendor** ordering requirements such as **Lead Times** for merchandise receipt.

The two options reflect two different methods of forecasting. This document focuses on the *Forecast of Product Demand* method. The forecast can also be generated using the *Time Series Analysis* taking into consideration factors such as historical order information and seasonal trends.

From the **ORDER POWER! Main Menu**, select **Forecasting** to display the *ORDER POWER! Forecasting menu* (figure 9).

FOR01	Computer Solutions, Inc.	12/01/99
ANDREA	ORDER POWER! Forecasting	DSP108S1
Select one of the following :		
1. Forecast of Product Demand		
2. Forecasting Using Time Series Analysis		
		More...
Selection		
==>		
F1=Help F3=Exit F9=Command Line F12=Cancel		
Copyright 2000 Computer Solutions, Inc. Version 3.3		

ORDER POWER! Forecasting menu (figure 9)

Forecast of Product Demand Reports

The Forecast of Product Demand model projects sales the demand for product replenishment for a maximum of one year. This report will show which products should be purchased to fulfill predicted sales demand. This report forecasts product replenishment for all companies that *share inventory*.

Sales demand is based on **Media Response Curves, Sales Rates for Items by Media**, and lead times required to receive the merchandise for suppliers or **Vendors**. The following reports can be produced:

Forecast Procedure Selections Report *see page 14*

This report lists all the selection you entered to generate the reports. This is especially useful for troubleshooting unexpected results.

Media Analysis Report *see page 15*

This report lists the number actual orders shipped vs. projections for the requested **Medias** in the reporting periods defined. It lists variances and the adjustment to projections that you have specified.

Sales Demand Report *see page 16*

This report is similar to the **Media Analysis Report** (see above), however it breaks out the results by **Item** within each **Media**.

Forecasting Report *see page 18*

This report displays columns of forecasted values. One detail line is printed for each **Item** and a separate heading is printed for each new **Vendor**.

To run the Forecast of Product Demand Reports

1. From the **ORDER POWER! Main Menu**, select: **Forecasting**
Forecast of Product Demand to display the *Forecast of Product Demand panel* (figure 10).

** CSI 3.3 Development Co 1 **			
Forecast Selection			
Buyer Code.....	<u>1</u>	1=All	2=Select
Primary Vendor.....	<u>1</u>	1=All	2=Select
Order Frequency Codes.....	<u>1</u>	1=All	2=Select
*Drop Ships.....	<u>1</u>	1=Include	2=Omit 3=Only
Manufactured Items.....	<u>1</u>	1=Include	2=Omit 3=Only
Print Sales Demand Report.....	<u>1</u>	1=Include	2=Omit 3=Only
Create Purchase Order Batch.....	<u>N</u>	Y/N	
?Company To Issue Purchase Order.	<u>1</u>		
Clear Previous PO batches.....	<u>Y</u>	Y/N	
Use Current Printer Defaults....	<u>Y</u>	Y/N	
Submit to Batch.....	<u>N</u>	Y/N	
Save Changes.....	<u>Y</u>	Y/N	
*Please note: drop ship items appear on demand reports only.			
F1=Help F3=Exit F12=Cancel			

Forecast of Product Demand panel (figure 10)

2. Complete these fields:

Buyer Code

Type **1**(All) or **2**(Select) to indicate whether you want to run this report for all or selected buyers. If you enter **2**(Select), you will be prompted to select a buyer or buyers. The **Buyer Code** identifies indicating the person or group responsible for ordering the merchandise from a **Vendor**. This code can assigned to each **Item** in the **Item Master** record.

Primary Vendor

Type **1**(All) or **2**(Select) to indicate whether you want to run this report for all or selected **Primary Vendors**. If you enter **2**(Select), you will be prompted to select a **Vendor** or **Vendors**. A **Primary Vendor** can be assigned to each **Item** in the **Item Master** record. The **Primary Vendors** refers to the vendor most likely to be used for reordering the **Item**.

Order Frequency Codes

Type **1**(All) or **2**(Select) to indicate whether you want to run this report for all or selected **Frequency Codes**. If you enter **2**(Select), you will be prompted to select a **Frequency Code** or **Frequency Codes**. A frequency code indicates how often the inventory supplied by a particular **Vendor** should be analyzed for reordering purposes and stock replenishment.

Drop Ships

Type a code to specify whether you want to include **Drop Ship Items**.

- 1 include **Drop Ship Items**
- 2 omit **Drop Ship Items**
- 3 only **Drop Ship Items**

Manufactured Items

Type a code to specify whether you want to include **Manufactured Items**.

- 1 include **Manufactured Items**
- 2 omit **Manufactured Items**
- 3 only **Manufactured Items**

Print Sales Demand Report

Type a code to specify whether you want to print the **Sales Demand Report**.

- 1 include - print the **Sales Demand Report**
- 2 omit - do not print the **Sales Demand Report**
- 3 only - print the **Sales Demand Report** only

Create Purchase Order Batch

Type **Y**(es) or **N**(o) to indicate whether or not you want to create a **Purchase Order Batch**.

?Company To Issue Purchase Order

If you typed **Y**(es) in the **Create Purchase Order Batch** field above, type the number of the **ORDER POWER! Company** that you want to issue the purchase orders.

Clear Previous PO batches

Type **Y**(es) or **N**(o) to indicate whether or not you want to remove **Purchase Order** batches previously created by **Forecasting**.

Use Current Printer Defaults

Type **Y**(es) or **N**(o) to indicate whether to change the existing printer defaults for the current report.

Submit to Batch

Type **Y**(es) or **N**(o) to indicate whether the report should be submitted to a job queue to process behind the scenes in batch mode and immediately free up your terminal or run the report interactively which locks the terminal until the report has completed.

Save Changes

Type **Y** or **N** to indicate whether any changes made to the defaults for the current report should be applied to all subsequent printings of *that report*. This eliminates redundant data entry.

- 3. Press **Enter** to display the *Forecast Selection panel (figure 11)*. This panel allows you to define the period represented by each column in the report, up to a total period of one year. The **Period Ends** dates are not initially displayed.

** CSI 3.3 Development Co 1 **						
Forecast Selection						
For Product Demand Method						
Number of weeks to Print in Report Columns	(Cannot be zero)					Total
Columns:	1	2	3	4	5	6
Forecast # of Weeks	<u> 1 </u>	<u> 1 </u>	<u> 1 </u>	<u> 1 </u>	<u> 1 </u>	<u> 1 </u>
Period Ends:	03/13/00	03/20/00	03/27/00	04/03/00	04/10/00	04/17/00
Estimate of Lost Sales						
Canceled orders.....			<u> 1 </u>		1=Include	2=Omit
Out of stock file items.....			<u> 1 </u>		1=Include	2=Omit
Print Media Analysis report.....			<u> 1 </u>		1=Include	2=Omit
F1=Help F3=Exit F12=Cancel						

Forecast Selection panel (figure 11)

- 4. Complete these fields:

of Weeks

For each field, type the number of weeks you want reported in the corresponding column on the **Forecasting Report**.

Canceled orders

Type a code to specify whether you want to include or omit **Items** in canceled orders in the reporting.

- 1 include canceled orders
- 2 omit canceled orders

Out of stock file items

Type a code to specify whether you want to include or omit **Items** counted in the “Out of stock file.” This file counts **Items** that would have been ordered, but were not because the **Item** was not available.

- 1 include of stock file items
- 2 omit of stock file items

Print Media Analysis report

Type **Y**(es) or **N**(o) to indicate whether or not you want to print the **Media Analysis** report.

5. Press **Enter** to display the **Period Ends** dates, which are calculated based on the information you entered in the **# of Weeks** fields. If the dates are as you expected, press **Enter** to create the reports.

Forecast Procedure Selections Report

Page: 1
 Date: 4/22/00
 Time: 10:54:50

** Computer Solutions, Inc. **

```

User: CSIUSER
Wsid: DSP108S1
Prog: F001002 Forecast Procedure Selections
Companies ..... 1
Buyer Code ..... 1 1-All 2=Select
Select:
Primary Vendor ..... 1 1-All 2=Select
Order Frequency codes ..... 1 1-All 2=Select
Select:
Drop Ships ..... 1 1=Include 2=Omit 3=Only
Manufactured Items ..... 1 1=Include 2=Omit 3=Only
Sales Demand Report ..... 1 1=Include 2=Omit 3=Only
Create Purchase Order Batch. Y Y/N
Company to Issue P. O. .... 001
Clear Previous PO batches .. Y Y/N
Warehouse used on P. O. .... MIA
PRODUCT DEMAND MODEL
Estimate of lost sales
Canceled orders ..... 1 1=Include 2=Omit
Out of stock file items... 1 1=Include 2=Omit
Media Demand Report ..... 1 1=Include 2=Omit
    
```

Media Analysis Report

Page: 1
Date: 4/22/00
Time: 10:54:52

Computer Solutions, Inc.

User: CSIUSER
Wsid: DSP108S1
Prog: F0010022 Media Analysis Report
Media: WEB00
Modification Period: 4
Response Curve: FLAT
Interval in days: 28

Media Start Date: 2000-01-01

Unattributable %: 5.00

Period Ending	Forecast Orders	Actual Orders	Unattributable Orders	Actual Total	Percent Variance	Cumulative Variance	Adjusted Forecast
2000-01-29	5000	4500	225	4725	5.5-	5.5-	4725
2000-02-26	5000	4800	240	5040	.8	.8	5040
2000-03-25	5000	5200	260	5460	9.2	1.5	5460
2000-04-22	5000	5500	275	5775	15.5	5.0	5775
2000-05-20	5000						5250
2000-06-17	5000						5250
2000-07-15	5000						5250
2000-08-12	5000						5250
2000-09-09	5000						5250
2000-10-07	5000						5250
2000-11-04	5000						5250
2000-12-02	5000						5250
2000-12-30	5000						5250
Totals:	65000	20000		21000			68250

Sales Demand Report

User: CSIUSER
 Wsid: DSP108S1
 Prog: FO01012
 Media: WEB00

Computer Solutions, Inc.

Sales Demand Report

Item	Item Descripton	Sales UOM	Sales Rate/1000	Adjusted Sales Rate	Forecast	Units/Actual	Sales/	% Var
A-KK	The music man	EA	100.00	88.10	2100	1850	11.9-	
A-LL	Little Mermaid	EA	50.00	71.43	1050	1500	42.86	
A1	Mrs. Doubtfire	EA	3.00	3.57	63	75	19.05	
ITEM	Items	EA	250.00	250.00	5250	5250	0.00	

Page: 0001
Date: 4/22/00
Time: 10:54:53

```
//----- FORECAST SALES AMOUNTS -----//  
05/20/2000 06/17/2000 08/12/2000 10/07/2000 11/04/2000 12/30/2000 TOTAL  
131 131 131 131 131 4061 6566  
94 94 94 94 94 1974 3944  
5 5 5 5 5 155 255  
328 328 328 328 328 10168 17058
```

Forecasting Report

User: CSIUSER
 Wsid: DSP108S1
 Prog: FO01003
 Vendor:

Forecasting
 1 Kreidman

Computer Solutions, Inc.

Item	Sales U/M	/-----		Forecast 5/13/00	Sales Quantities	
		4/29/00	5/06/00		5/20/00	5/20/00
A-KK	The music man	EA	131	131	131	131
A-LL	Little Mermaid	EA	94	94	94	94
A1	Mrs. Doubtfire	EA	5	5	5	5
ITEM	Items	EA	328	328	328	328

-----\ /----- Actual Quantities -----\				-----\			/----- Forecast -----\		
5/27/00	12/30/00	On PO	On Customer Order	On Hand	Min Level	Lead Time	Run Out Initial	(Days) Final	Amt to Buy Purchas U/M
131	4061	0	213	214	100	14	0	14	163 EA
94	1974	100	95	500	20	21	26	26	0 EA
5	155	0	3	10	5	28	3	28	18 EA
328	10168	0	150	250	200	7	0	7	36 CS