



# EnterpriseIQ Forecaster

## Plan For The Future And Increase Profitability

### Make Informed Business Decisions About The Future

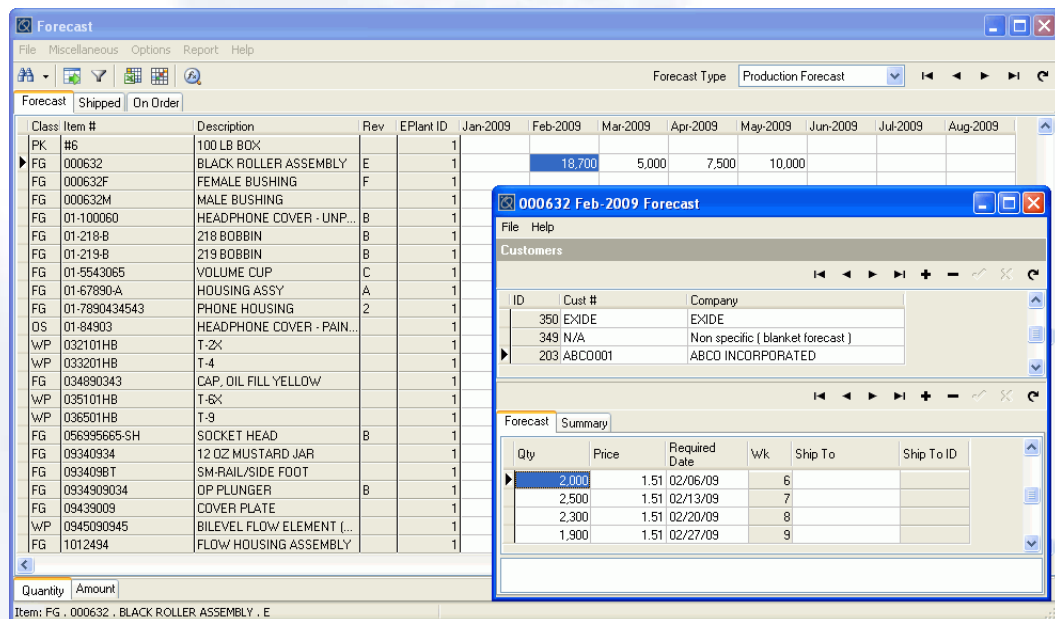
Accurate forecasting and timely planning are critical tools in projecting plant throughput and resource requirements. EnterpriseIQ Forecaster provides a snapshot of current and projected orders, as well as the impact on annual sales - past, present and future. Forecaster is a powerful tool to analyze sales trends. It can also be used to populate budgets or capacity planning with forecast demand orders. Forecaster makes projections quick and easy and enables users to make informed business decisions.

EnterpriseIQ Forecaster uses actual order or shipment history with corresponding sales revenue. Multiple formulas can be applied to the historical data to determine the most accurate forecast method. Once determined, forecasts can be generated based on the appropriate model. Data can be viewed in a spreadsheet or graphical format. Forecasts can be sorted by customer, part or grouped by inventory items. Make adjustments on the fly while comparing actual to forecast numbers by period or month. Forecasted quantities can be manipulated manually for maximum control. "What if" capabilities support instant analysis of various scenarios.

### BENEFITS

- Reduce time and effort with quick access to system orders and shipments
- Feed forecast data directly into live demand
- Improve business decision making with more accurate data
- Increase visibility to forecast data for better scheduling and resource planning
- Simplify budgeting
- Provide advanced tools for analysis of forecast effects on capacity planning
- Minimize data entry via automatic loading of forecast data
- Optimize flexibility by supporting multiple forecasts

Forecast by part, product group, by week or by month. Base forecasts on recent historical activity from sales and shipping information, applying multiple formulas to match historical trends.



Class	Item #	Description	Rev	EPlant ID	Jan-2009	Feb-2009	Mar-2009	Apr-2009	May-2009	Jun-2009	Jul-2009	Aug-2009
PK	#6	100 LB BOX		1								
FG	000632	BLACK ROLLER ASSEMBLY	E	1		18,700	5,000	7,500	10,000			
FG	000632F	FEMALE BUSHING	F	1								
FG	000632M	MALE BUSHING	F	1								
FG	01-100060	HEADPHONE COVER - UNP...	B	1								
FG	01-218-B	218 BOBBIN	B	1								
FG	01-219-B	219 BOBBIN	B	1								
FG	01-5543065	VOLUME CUP	C	1								
FG	01-67890-A	HOUSING ASSY	A	1								
FG	01-7890434543	PHONE HOUSING	2	1								
OS	01-84903	HEADPHONE COVER - PAIN...		1								
WP	032101HB	T-2X		1								
WP	033201HB	T-4		1								
FG	034890343	CAP. OIL FILL YELLOW		1								
WP	035101HB	T-6X		1								
WP	036501HB	T-9		1								
FG	056995665-SH	SOCKET HEAD	B	1								
FG	09340934	12 OZ MUSTARD JAR		1								
FG	0934098T	SM-RAIL/SIDE FOOT		1								
FG	0934909034	OP PLUNGER	B	1								
FG	09439009	COVER PLATE		1								
WP	0945090945	BILEVEL FLOW ELEMENT (...)		1								
FG	1012494	FLOW HOUSING ASSEMBLY		1								

000632 Feb-2009 Forecast						
Customers						
ID	Cust #	Company				
350	EX1DE	EX1DE				
349	N/A	Non specific (blanket forecast)				
203	ABC001	ABCO INCORPORATED				

Forecast Summary						
Qty	Price	Required Date	Wk	Ship To	Ship To ID	
2,000	1.51	02/06/09	6			
2,500	1.51	02/13/09	7			
2,300	1.51	02/20/09	8			
1,900	1.51	02/27/09	9			

# EnterpriseIQ Forecaster

## Key Features

**Forecast by Group, Item or Customer** – Multiple methods of selecting or entering forecast demand allow users to pick the more representative data for evaluation.

**Flexible Forecast Generation** – Forecast tools allow the best method for driving projections; use historical data across shipments or actual orders, increase or decrease quantities generating the most accurate forecast possible.

**Generate Capacity Plans with Forecast Data** – Generate forecast production orders and see the effect of the forecast on machine, material and labor capacity. Forecast demand is highlighted by color code for fast identification.

**Automatic Forecast Consumption** – Consume weekly or monthly forecast buckets with firm orders and releases.

**Automatically Populate the Budget** – View the effect of forecast information on future budgets automatically.

**Analyze Forecast Data** – Compare actual sales to the forecast via Excel® Pivot Tables and graph order values for forecast, shipped, and sales order values of an individual inventory item.

**Forecast Import/Export Tools** – Tools are available to electronically receive and import forecasts, whether they are received from Excel® or via EDI/XML.

**Multiple Forecasts**– Production forecasts drive capacity planning while sales analysis forecasts drive budgeting. Automatically pull current or future pricing from the inventory master table to provide accurate sales forecast numbers.

Graphing tools help illustrate shipments, orders and forecasts over various time frames.

