NorthClark Computing

NorthClark Computing, Inc.

Sales Forecasting

Administrator's Guide

Web and Desktop Applications for Manfact by Epicor

March 17, 2008

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Introduction

The Sales Forecasting Workbench (SFWB) is used to perform a variety of functions required to support the forecast development and review process. SFWB is a Windows desktop application, and was developed using Microsoft's VB .NET programming language. This environment provides an intuitive graphical user interface, with the ability to read and update the Manfact database in real time. The Sales Forecasting Workbench was designed to accomplish the following objectives:

- Maintain Sales Forecast Information by Customer, Part Number, Warehouse, and Country Code

- View Sales History

- Measure Forecast Accuracy

- Project Revenue Based on a Combination of Forecast and Actual Sales Orders

- Automatically update the Manfact Sales Forecast (SFW) and/or Master Production Schedule (MPS)

A key feature of the Sales Forecasting system is its ability to preserve a snapshot of the Forecast as of each fiscal month-end. This gives us the ability to look back and measure the accuracy of our earlier predictions, while we simultaneously modify the current forecast as new information becomes available.

Sales Forecasting System Parameters

General Parameters
The information entered on this tab impacts Sales Forecast reporting, and more importantly, allows you to control updating of your Manfact system.
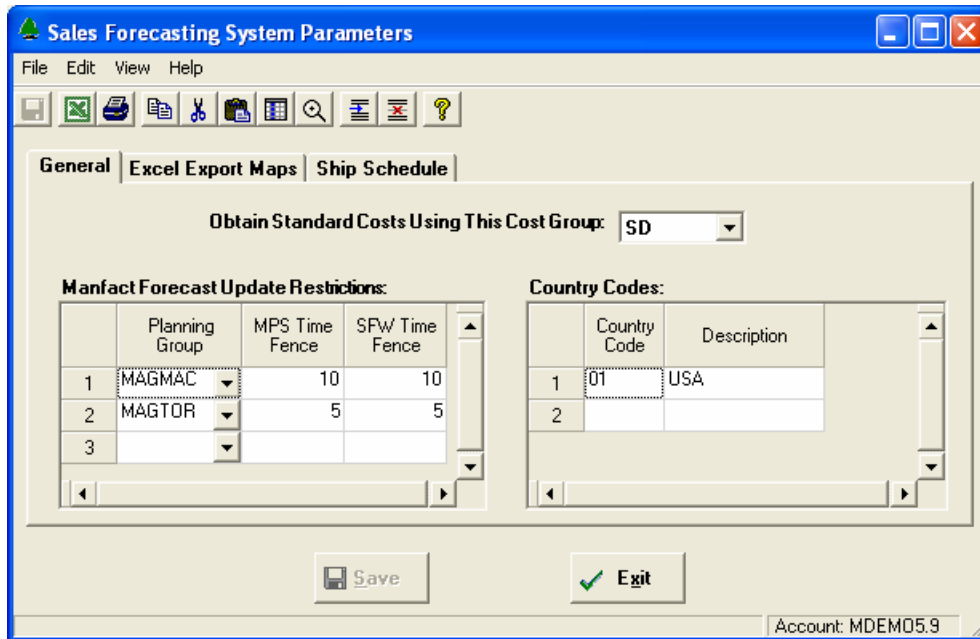
Select a Cost Group Code

You must select a Cost Group Code from the drop-down list at the top of the screen. The Cost Group Code is used when obtaining Standard Cost information from the Manfact PARTSDTL file. The Standard Cost of a part is used to calculate estimated margin based on forecasted sales quantities.

Manfact Forecast Update Restrictions

This table allows you to enter parameters that dictate how the Manfact Sales Forecast (SFW) and Master Production Schedule (MPS) may be updated. The "Time Fence" is a period of time during which the Manfact SFW/MPS file may not be updated from the Sales Forecast Workbench.

For example, assume the time fence is 10 manufacturing days, and the MPS file is updated on February 5, 2003 (Wednesday). The system computes a cut-off date based on the shop calendar of February 19th. Any entries in the MPS file with a date less than or equal to 2/19/03 are left unchanged. All line items with a later date are deleted, and replaced with new forecast dates and quantities from the Sales Forecast file.

Country Codes

Country Codes are assigned to Sales Orders and Forecast records allowing foreign and domestic sales to be analyzed separately.

Excel Export Maps

Export Maps allow sales forecast and history information to be exported to Microsoft Excel in a format prescribed by the user. You may define any number of maps (report formats) that users may access from the Sales Forecasting Workbench to create custom spreadsheets.

Please refer to the topic *Exporting to Excel Using Data Mapping* in the *Sales Forecasting Workbench User Guide* for more information about user options that may be chosen at time of report creation.
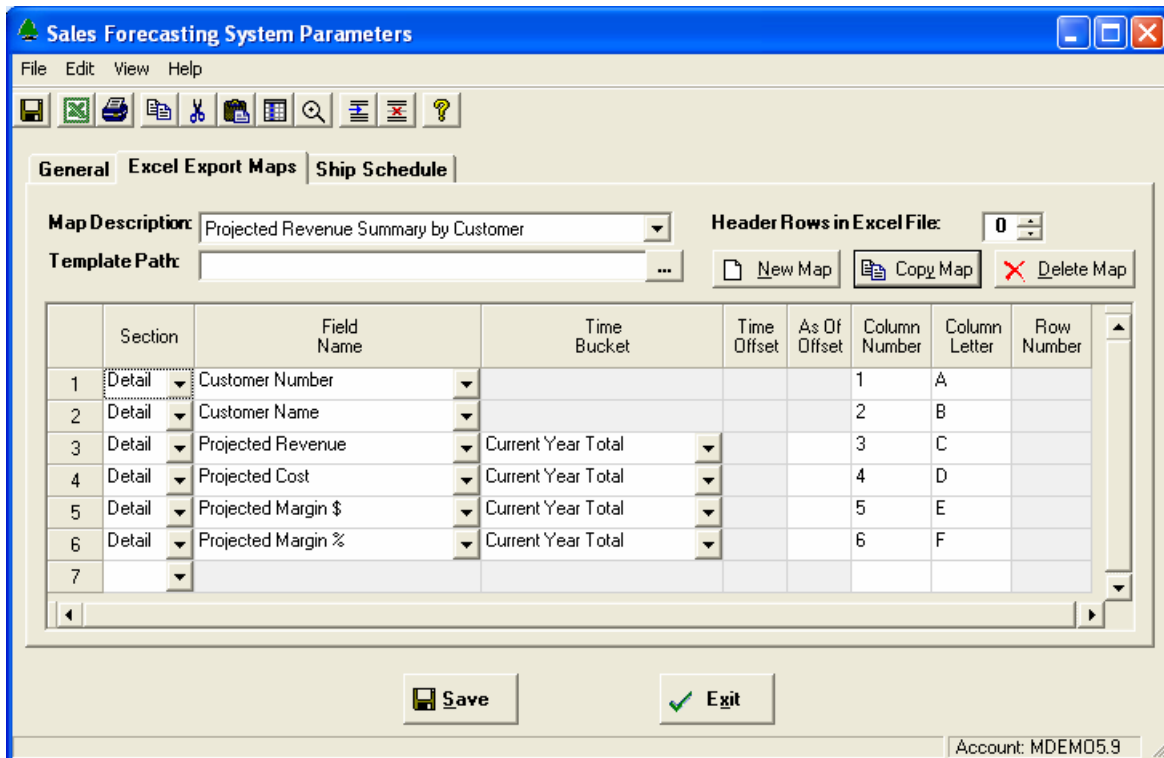
Map Description

To view or update an existing map, select a name from the drop-down list.

New Map

Choose the [New Map] command to clear the screen and begin entering parameters for a new export map. You must assign a unique name to each map you create.

Copy Map

To copy and modify an existing map, first select the map you wish to copy from the "Map Description" list. When you choose [Copy Map], the system prompts for the name of the new map.

Delete Map

To delete an existing map, first select the map you wish to delete from the "Map Description" list. When you choose [Delete Map], the system confirms you request.

Header Rows in File

The first few rows in a report (spreadsheet) may be reserved for header information. The system will begin exporting detail lines to the first row after the end of the header section.

Mapping Instructions

The grid in the center of the screen is used to enter the actual mapping instructions. These entries tell the program which fields to export, and where to place the data on the spreadsheet. Create one row for each data element you wish to export.

Mapping Instructions – Section

The entry in the first column identifies the data element as a Header, Footer, or Detail field. Note, placing a field in the Header section means that you want the report to sort and page break on that field. For example, if the Customer Name is included in the Header, a separate page will be produced for each customer.

Mapping Instructions – Field Name

Select a Field Name from the drop-down list. Please refer to the table called *Export Map Field Names* at the end of this section for a complete list of data elements available for export.

Mapping Instructions – Time Bucket

If applicable, select the time period for this data element. Please refer to the table called *Export Map Time Buckets* at the end of this section for a complete list of time periods available for export.

Mapping Instructions – Spread Column Number or Letter

Specify the column where the data is to be placed in the spreadsheet by entering either the Column Number or the Column Letter. If you enter a number, the system updates the corresponding letter column automatically, and vice versa.

Mapping Instructions – Spread Row Number

For Header fields, specify the Row Number on the spreadsheet where you want the data to be placed. For Detail fields, the system begins exporting to the first row after the specified *Number of Header Rows*.

Report Sorting

The fields available for sorting are Warehouse, Country Code, Customer Number, Customer Name, and Part Number. The report will be sorted in the order these fields appear on the Export Map.

Export Map Field Names

|	
Customer Number	May be designated as either a Header or Detail field
Customer Name	May be designated as either a Header or Detail field
Warehouse	May be designated as either a Header or Detail field
Country Code	May be designated as either a Header or Detail field
Part Number	May be designated as either a Header or Detail field
Description	May be designated as either a Header or Detail field
Normal Build Cycle	Weekly, Bi-Monthly, or Monthly
Forecast Date Detail	Un-bucketed forecast detail dates within the specified time period
Forecast Qty Detail	Un-bucketed forecast detail quantities within the specified time period
Forecast Qty	Total Forecast Quantity for Time Period
Backlog Qty	Total Backlog Quantity for Time Period
Shipped Qty	Total Shipped Quantity for Time Period
Unit Price	Effective Selling Price as of last date in Time Period
Unit Cost	Frozen Standard Cost as of last date in Time Period
Projected Qty	As calculated in Ship Schedule (*See NCC_SFSHIPyyyy*)
Projected Revenue	Projected Qty * Unit Price
Projected Cost	Projected Qty * Unit Cost
Projected Margin$	Projected Revenue – Projected Cost
Projected Margin%	Projected Margin / Projected Revenue
Budget Sales	Entered using Ncc_SfAdmin.exe
Warranty%	Entered using Ncc_SfAdmin.exe
Actual Warranty	Entered using Ncc_SfAdmin.exe

Export Map Time Buckets

Current Month	Specified by user when report is executed.
Current Month +/- *n*	*n* is an integer between -11 and 11, but not zero
Current Quarter	
Current Quarter +/- *n*	*n* is an integer between -3 and 3, but not zero
Current Year Total	
Current Year, Month *n*	*n* is an integer between 1 and 12
Current Year, Qtr *n*	*n* is an integer between 1 and 4
Last Yr, This Month	
Last Yr, This Month +/- *n*	*n* is an integer between -11 and 11, but not zero
Last Yr, This Qtr	
Last Yr, This Qtr +/- *n*	*n* is an integer between 1 and 3
Last Year Total	
Last Year, Month *n*	*n* is an integer between 1 and 12
Last Year, Qtr *n*	*n* is an integer between 1 and 4
Next Yr, This Month	
Next Yr, This Month +/- *n*	*n* is an integer between -11 and 11, but not zero
Next Yr, This Qtr	
Next Yr, This Qtr +/- *n*	*n* is an integer between 1 and 3
Next Year Total	
Next Year, Month *n*	*n* is an integer between 1 and 12
Next Year, Qtr *n*	*n* is an integer between 1 and 4

Ship Schedule Parameters

This information is used for reporting purposes when the *Ship Schedule* is exported to Microsoft Excel. Entry of this information is optional.
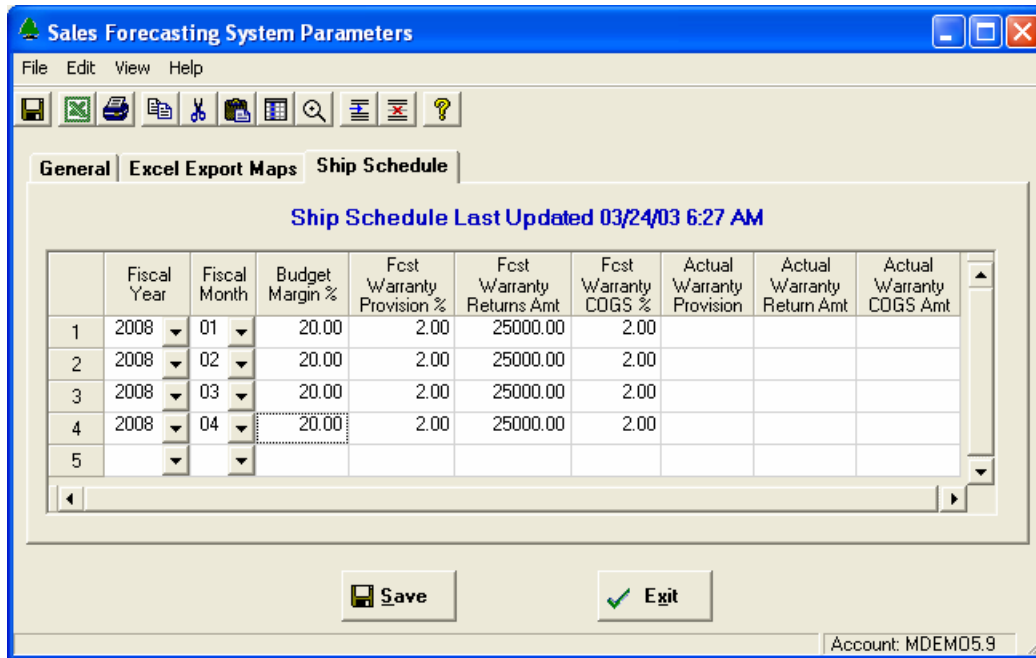
Security

Access to NorthClark applications is governed by the Manfact security system. The System Administrator must add the appropriate commands to each user's security table. Please refer to the Manfact documentation for more information on setting up security tables.

The following NorthClark procedures may be added to the Manfact security tables:

Procedure Name	Enables This Feature
NCC_SFADMIN	Access System Administration Utility
NCC_SFWBQ	Start the Workbench, use inquiry and reporting functions only.
NCC_SFWB	Start the Workbench, use all functions except where otherwise noted.
SFW.N	Update Manfact's Sales Forecast (SFW) file
MPS.N	Update Manfact's Master Schedule (MPS) file

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