



Demand Forecaster

The most simple, reliable and user friendly Forecasting and Demand planning solution for Microsoft Dynamics® AX in the world. Written within Microsoft Dynamics AX using the X++ development toolkit, Demand Forecaster is able to access all Microsoft Dynamics AX sales data, item master records and reporting hierarchies, and update directly the Sales Forecast required to drive Microsoft Dynamics AX MRP.

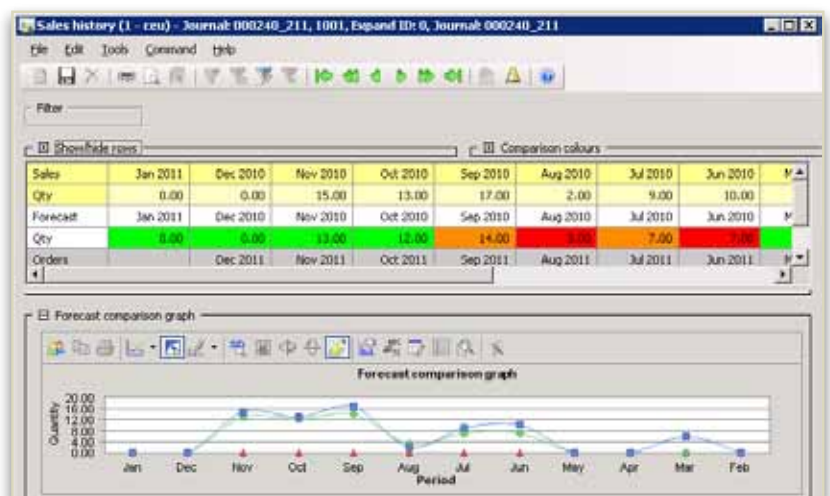
Demand Forecaster bridges the gap between sales data and sales forecasting. It's a simple demand planning tool that is perfect for small to medium-sized organizations. Easy to implement and simple to use, Demand Forecaster has the flexibility and power to create your own algorithms. Loaded with advanced features, enabling demand analysis to be forecast on existing inventory items, Demand Forecaster can be configured to eliminate promotional data and automate existing manual processes. The payoff is a faster return on investment than can be achieved by integrating a third-party solution.

“ We needed a solution to bring the purchasing and sales departments together, reduce inventory, and is simple to operate without long implementation lead times. It's a bonus that we found a solution that was written in Microsoft Dynamics AX. ”

P.S. Director, REM SYSTEMS

Features

- Algorithm Creation
- Configurable Groupings
- Workflow Capability
- Forecast by Wks/Mths/Qtrs
- Forecast by SKU/RGNL/CUST
- POS Data
- Sales Demand History
- Graphical Invoice History
- Forecast by Sales Person
- Pre-built Algorithms



Change the view to show the data by other periods, view different forecast models.

Built in analytics. View sales history, current and previous forecasts, current and future sales orders.

Review the accuracy of a previous forecast compared to the actual.

The screenshot shows the 'Sales history (1 - ceu)' application window. At the top is a menu bar (File, Edit, Tools, Command, Help) and a toolbar with various icons. Below the toolbar is a 'Filter' input field. The main area contains a table with columns for months from Jan 2011 to Jun 2011. The table has rows for Sales, Qty, Forecast, and Orders. A 'Forecast comparison graph' is displayed below the table, showing quantity over time with data points and trend lines. A callout box points to the graph with the text 'View the data graphically.' At the bottom, there is a 'Filter by Sales History grouping field.' section with 'USD ceu us' and other options.

Sales	Jan 2011	Dec 2010	Nov 2010	Oct 2010	Sep 2010	Aug 2010	Jul 2010	Jun 2010	M
Qty	0.00	0.00	15.00	13.00	17.00	2.00	9.00	10.00	
Forecast	Jan 2011	Dec 2010	Nov 2010	Oct 2010	Sep 2010	Aug 2010	Jul 2010	Jun 2010	M
Qty	0.00	0.00	13.00	12.00	14.00	3.00	7.00	7.00	
Orders		Dec 2011	Nov 2011	Oct 2011	Sep 2011	Aug 2011	Jul 2011	Jun 2011	M

▼ Definable Workflow to send sales forecasts to store managers and sales teams for review and sign off.

This screenshot shows a more detailed view of the 'Sales history' data. It includes a 'Forecast' section with 'Forecast %' and 'Forecast' columns, and a 'Sales' section with 'Sales %' and 'Sales' columns. The data is organized in a grid format with columns for months from Nov 2009 to Dec 2009. The interface also shows various filters and comparison options.

The screenshot shows the 'Snapshot split rules (1 - ceu)' configuration window. It has a menu bar (File, Edit, Tools, Command, Help) and a toolbar. The main area is titled 'User-defined' and contains an 'Edit condition:' section. There are two conditions defined: 'Where Item characteristics.Characteristic value contains value LG' and 'Where Item characteristics.Characteristic value contains value SONY'. The window also shows a status bar at the bottom with 'USD ceu usr 28/03/2011 08:48 pm'.

▲ Sales History
Filter the data by a group i.e. State/Region, Customer group etc. for further analytics.

Benefits

With Demand Forecaster's built-in analytics and flexible business processes, your sales team can comment on or adjust figures, then return to the planner. Users can endorse comparisons and conclusions more simply using a configurable process that's fast and comprehensive.

- Make sense of demand in real time
- Reduce inventory
- Improve the accuracy of the forecast
- Faster Return-on-Investment than solutions requiring integration to Microsoft Dynamics AX
- Reduce reliance on skills and experience
- Get buy in and sign off from sales personnel
- Improve stock availability resulting in a higher customer satisfaction
- Reduce administration with the removal of costly spreadsheets
- Accurately predict the effect of a forecasted campaign or promotion
- Rapid response to changing market conditions

Item	Con.	Size	C.	S.	W.	Item name	Proposed fo...	Month 10/2008	Month 11/2008	Month 12/2008	Exporen...	Supply - Demand	D.
1201	02				2 21	Home Theater System 2.1 ...	290.71	172.00	46.00	73.00	86.70	66.00	
1206					2 21	Home Theater System 2.1 ...	294.00	176.00	111.00	14.00	40.00	10.00	
1201	02				2 21	Home Theater System 2.1 ...	190.74	25.00	72.00	119.00	57.60	24.00	
1001	HD	42	01		2 21	LCD Television Model 01	181.50	0.00	0.00	0.00	58.00	0.00	
1101	HD	51	01		2 21	LCD Television Model 01	190.00	13.00	0.00	0.00	50.00	0.00	
1203	01				2 21	Home Theater System 2.1 ...	142.23	0.00	45.00	93.00	43.10	0.00	
1206	HD	36	01		2 21	LCD Television Model 01	166.60	3.00	0.00	0.00	31.00	0.00	
1209	01				2 01	Home Theater System S.1 ...	96.99	82.00	13.00	36.00	30.30	19.00	
1208	01				2 01	Home Theater System S.1 ...	81.04	36.00	16.00	37.00	14.00	177.00	
1001	HD	50	02		2 21	LCD Television Model 01	79.87	0.00	0.00	0.00	23.90	0.00	
1206	02				2 21	Home Theater System 2.1 ...	78.54	24.00	25.00	37.00	23.90	13.00	
1001	HD	42	01		2 21	LCD Television Model 01	74.91	0.00	0.00	0.00	23.70	0.00	
1001	HD	42	01		2 21	LCD Television Model 01	35.44	0.00	0.00	0.00	18.60	0.00	
1206	01				2 21	Home Theater System 2.1 ...	52.47	7.00	11.00	36.00	18.90	2.00	

▲ Demand Forecaster
Create a snapshot and use as a collaborative tool. Identify where values have been amended by your sales team and store managers using a configurable color coded system.

About Collins Computing

Founded in 1986 and located in Orange County, California, Collins Computing is the largest Southern California Gold Certified Microsoft Dynamics partner. Collins Computing is the only Microsoft Dynamics partner to be named to the prestigious Microsoft Inner Circle for 14 years. Exclusively delivering Microsoft Dynamics ERP and Microsoft Dynamics CRM applications, we've implemented solutions for some of the largest and fastest-growing businesses.

Collins Computing is a reseller and implementer of Microsoft Dynamics GP, Microsoft Dynamics AX and Microsoft Dynamics CRM for companies worldwide with a focus in Orange County, San Diego, Los Angeles, Ventura and Riverside.

We invite you to find out more about our company, Microsoft Dynamics, and our implementation services for ERP and CRM. Then give us a call and discover how Collins Computing can help you realize your greatest business potential.



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