

Forecasted Sales Dashboard

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Purpose

The Forecasted Sales dashboard provides insights into inventory levels and storage capacity, enabling informed procurement decisions to optimize stock and prevent overstock or stockouts.

This dashboard honors user restrictions based on Product Location.

Details

Filters include *Fiscal Year, Fiscal Month, Transaction Selection, Department ID/Name, Product ID/Name, Location ID/Name, Product Classification Name, Product Manufacturer, Active Ingredient, and Region.*

Choosing the *Fiscal Month* range and *Fiscal Year* will include sales from the selected months in the current fiscal year and forecast values from the selected *Fiscal Year*.

- **Committed to Sell** – Total number of units Customers have committed to purchase but have not yet been fulfilled.
- **Future Forecast** – Difference between total expected sales and sales that have already been booked but not yet invoiced
Total Forecast Sales - Committed to Sell
- **Total Forecast Sales** – Overall expected units for the selected period using sales already completed, orders currently in the pipeline, and expected additional sales (Future Forecast)
Sales within selected period + Committed to Sell + Future Forecast
- **PY Sales** – Total sales achieved during the same period last year.
- **Amount on Hand** – Actual physical inventory or stock currently available in the warehouse or storage, ready to be sold.
- **Qty Ordered** – Number of units a company has already committed to buying from suppliers but not yet fulfilled
- **Required Units** – How many more units need to be produced to meet the total forecasted sales after considering stock already on hand, units sold (sales invoiced), and any outstanding Purchase Orders (quantity ordered)

Total Forecasted Sales - Sales within period selected - Amount on Hand - Quantity Ordered