



LAMAR SOFTWARE, INC.
SPECIALISTS IN MANUFACTURING AND DISTRIBUTION

Automatic Sales Forecast Updating

A part number level forecast can be automatically updated through sales order entries. If a match is made on the entity, part number and customer code (if a customer code is available); the current forecast quantity due would be updated. The program will attempt to find the closest forecast date to update and if necessary, the update will drive the forecast quantity negative, which will indicate that the original forecast for a particular date (and possibly a particular customer) has been exceeded.

The system will maintain the original forecast as a benchmark and has the ability to reconstruct the activity against the forecast.