



focus on essentials

Infor ERP SyteLine Forecasting



Consolidate reports by combining information from multiple organizations, environments and servers

Generate financial reports without the need for database expertise

Stay on top of industry trends with detailed and flexible financial reports

Generate the financial knowledge necessary to comply with regulatory standards and gain a competitive advantage

I discrete manufacturing

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THE CHALLENGE

You cannot wait until your customer places an order to buy the materials and components. So you carry inventory and forecast to know how much. Too much inventory wastes money, too little and you lose sales or ship late. Forecasting with spreadsheets is time consuming, inaccurate, and it is difficult to forecast items with no history or intermittent demand. So, you compensate by carrying more inventory than you need, which is expensive!

THE SOLUTION

Infor ERP SyteLine Forecasting automates the process of calculating and monitoring the “inventory drivers” (Forecasts, Safety Stocks, and Order Size). This allows you to keep your inventory low and prevent shortages. Forecast thousands of items in minutes based on statistical projection or forecast based on customer collaboration.

Create or adjust forecasts by groups and be alerted when actual demand varies from the plan. SyteLine forecasting is a great solution for make-to-order manufacturers since it handles forecasting of sellable items or the components and considers varying demand.

- Create the MRP/APS plan in user defined bucketed periods. Updates the MRP/APS plan based on the time fences with percentage change limitations.
- Monitor forecasts with automatic alerts for (1) unusual demand, (2) actual vs. forecast tracking, (3) review date passed, and reporting on premature forecast consumption.

- Automatically adjust the forecast calculations for past events that are not expected to recur.

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
1996	21	22	23	24	25	26	27	32	34	35	36	41	349	
1997	21	22	23	24	25	26	27	32	34	35	36	41	349	
1998	21	22	23	24	25	26	27	32	34	35	36	41	349	
1999	20	21	22	23	24	25	30	33	34	36	40		330	
2000	21	22	23	24	25	26	27	32	34	35	36	41	349	
2001	21	22	23	24	25	26	27	32	34	35	36	41	349	
2002	21	22	23	24	25	26	27	32	34	35	36	41	349	

Forecast end items, components, & groups

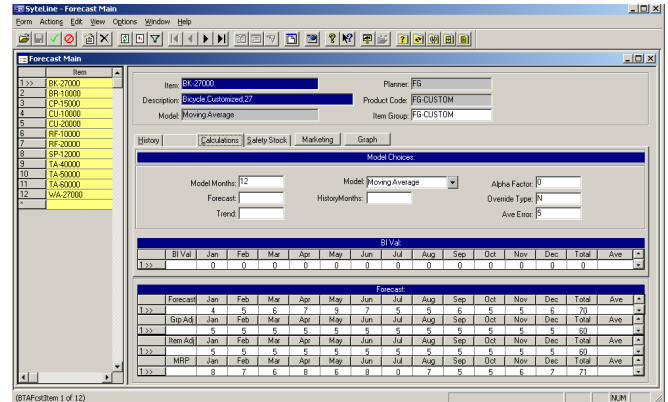
Forecast	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Ave
1333	4	5	6	7	8	7	5	5	6	6	6	6	6	70
1333	5	5	5	5	5	5	5	5	5	5	5	5	5	60
1333	5	5	5	5	5	5	5	5	5	5	5	5	5	60
1333	8	7	6	8	6	8	9	7	5	5	6	7	71	

discrete manufacturing

Infor takes pride in the 20 years of experience we have in the manufacturing industry. Using our deep base of industry knowledge and proven communications and planning applications, we help suppliers and manufacturers achieve their business goals.

We are passionately focused on providing comprehensive solutions that meet the unique challenges of the manufacturing industry on a global scale. Our solutions are comprehensive, open and modular, giving you the optimal choices to meet today's challenges and leverage tomorrow's opportunities.

- Set obsolete/slow moving flags on item master based on usage level.
- Calculate optimum Safety Stock and Order Min/EOQ levels then update the SyteLine item master planning parameters.
- Analyze market trends with period-to-period sales comparisons of items and item groupings.



- Analyze by market trends by Customer, Customer Type, Salesperson, and Territory
- Generate budget reports by item groupings for Revenue, CGS, Material and Labor cost based on the forecast.

Infor ERP SyteLine Forecasting increases the speed and accuracy of your forecasting process. It helps reduce inventory levels and shortages and is tightly integrated with your Infor SyteLine ERP software. It typically takes 2-3 days to implement and is very easy to use.

Features

- Analyze sales, bookings, or usage by unit and dollar volume. Allows analysis and forecast adjustments by groupings... including product, family, commodity, and user defined.
- Select from various statistical models to create forecasts. Suggests "best fit" model determined from the historical trend.
- Forecasts can also be generated by a roll-up of expected demand that can be imported or specified by customer, adjusted by you, and compared to history, current backlog, and historical accuracy.
- Calculate planning bill probability percentages based on history and load into the SyteLine planning bills with a click.
- Create a single forecast for a group of products that creates forecasts for all group members.
- Analyze forecasts with graphs that compare the calculated forecast to historical trend or compare actual demand to what was forecasted.



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