

## Forecasting

➔ Infor ERP SyteLine Forecasting helps keep inventory levels and expenses low without putting you at risk of material shortages that disrupt your production, order fulfillment, and customer satisfaction.



### Do business better.

For discrete manufacturers, many factors contribute to an efficient operation and healthy bottom line. One important factor that can get overlooked is forecasting—determining the right amounts of raw materials and components needed to meet production requirements. A manual, informal process can result in costly excess inventory or order fulfillment and production efficiency problems. At many companies, forecasting is done using inefficient and error-prone spreadsheets. To compensate, many companies maintain an inventory “fudge factor,” keeping too much inventory on hand. Other times, they maintain too little and consequently lose sales, incur expediting costs, or ship late.

Forward-thinking discrete manufacturers overcome these operational challenges by automating their forecasting processes with a solution integrated with their ERP system to help them quickly calculate more accurate forecasts and optimal safety stock levels.

### Leverage experience.

Infor™ ERP SyteLine Forecasting has been designed to help make-to-order, repetitive, and engineer-to-order manufacturers turn inventory management into a competitive advantage. Designed by forecasting experts—many with 25 or more years experience helping discrete manufacturers improve their operations—Infor ERP SyteLine Forecasting is tightly integrated with Infor ERP SyteLine and offers proven statistical, collaborative, and top-down forecasting approaches.

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## Get business specific.

Infor ERP SyteLine Forecasting automates the calculation of forecasts and other inventory drivers such as safety stock, and alerts you when actual demand varies from the plan. Infor ERP SyteLine Forecasting is easy to use, easy to implement, and automates the following forecasting processes:

*Collect data.* Infor ERP SyteLine Forecasting can collect historical sales of products or usage of components in both units and dollars.

*Calculate forecasts.* The solution can statistically calculate forecasts based on historical demand using various algorithms with what-if analysis. Forecasts also can be generated collaboratively, such as a roll-up of expected demand specified by customer. The solution also supports combined forecasting methods, such as when part of demand is forecast by statistics and part by imported customer data.

*Analyze data.* You can analyze forecasts, sales, bookings, or usage of materials by unit and dollar volume and compare forecasts to historical trends and compare actual demand to what was forecasted. Information is presented graphically by groupings, including product, family, commodity, planner, and user defined.

*Adapt the forecast.* After collecting and analyzing data, you can adjust the forecast for specific market factors such as promotions, competitive situations, and new opportunities. These adjustments can be made at the various group levels or at the item level.

*Calculate optimum inventory levels.* Infor ERP SyteLine Forecasting quickly calculates optimum safety stock, order size, and re-order points, factoring in average usage, variability, lead time, and desired service level.

*Perform top-down forecasting.* For configure-to-order products, the solution uses planning bills that allow you to calculate or specify a single forecast for a group of items and then consume that forecast when members of the group are sold. For companies that have common components but

unlimited end-item possibilities, the solution enables you to forecast the components, rather than the end items, and consume the forecast when the components are used. This allows the forecasts to drive demand for components and for customer orders to drive demand for the top level items.

## See results now.

Infor ERP SyteLine Forecasting can extend the value of your Infor ERP SyteLine solution by helping your company:

- Reduce costs by reducing inventory levels
- Minimize material shortages and stock outs
- Accelerate forecasting time
- Increase forecast accuracy

## About Infor.



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