

# Functional Document - Forecast

## 1.0 Overview

### Business Context and Application Overview

The Financial Forecast folder in the Global Sales Business Warehouse (BW) provides self-service functionality to users for loading financial forecast data into the BW cube, for reporting purposes. It represents a functionality in itself, rather than a report. The financial forecast includes data determining how much we aim to sell for each product to which customer, specifying **quantity, value, and contribution margin**. The primary objective of the financial forecast data is to compare the budgeted figures with the achieved results, identifying gaps in terms of products and customers.

### Application User Profile

Finance team

#### Target Users:

financial controller

VERSION	DATE	MODIFIED BY	DESCRIPTION
0.01	27.11/2023	Azadeh Nasiri	Initial draft

### Application Type

#### Data Product Type

- Dashboard
- Report
- Advanced analytics
- AI
- Others <specify which one>

#### Technologies

- BW
- Tableau
- QlikSense
- Talend
- Dataiku
- Others <specify which one>

#### Data Sources

*Note: list of all applications and various environment*

- SAP PF1 (Production environment)
- SAP WP1
- SAP PI1
- BW (versions)
- iCare CRM
- CORE CRM
- Others <specify the name of the source>

## 2.0 Business Process

GBUs define the annual budget at the end of the year, and this budget is considered fixed and not open to alterations. Nevertheless, every quarter, modifications and changes to the budget are made through a separate process and maintained in distinct files. (Note: it's worth mentioning that currently, majority of GBUs rely on Dynasys as their source for budgeting, while in the past, this was a manual process.)

GBUs are expected to **load their budgets into the BW reporting system**, making it visible to reports and dashboards. Access to this process is limited to specific users. Forecast part of the Global sales folder in BW has been developed to support these processes. This application allows to load **FINANCIAL FORECAST** in BW : **BUDGET** and **BFR** (Business Forecast Review).

## 3.0 Application Feature Overview

### Loading Forecast Data to BW

This application allows to load financial forecast in BW:

- BUDGET,
- BFR (Business Forecast Review) & MTP

The loading is done using an Excel file.

The BW transaction to be used is ZBW\_SD\_PC

## **Forecast in Global Sales**

Forecasts are used after and combined with sales in **global sales reporting solutions including orderbook.**

### **Note about Forecast in Dynasys**

- GBUs in DYNASYS will have the choice to work with BW transaction or with Dynasys-Forecasts
- GBUs not in DYNASYS should only use the BW transaction.

# **4.0 Functional Specification**

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## **4.1 General Data/Calculations**

*This section will approach the concepts/definitions that will be used in all the reports and required to understand the data from the reports.*

*Could be specific fields, closing activities, additional information to work and understand the reports.*

## **4.2 Process Detail**

### **4.2.1. Report/Process Definition**

*This section represents the process with detail information for the application. Can include specific or special cases, complex logics , calculations, flows, among others.*

# **5.0 Non-functional Descriptions**

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*Please populate the relevant section and delete those that are not applicable.*

## **5.1 Usability**

## **5.2 Regulatory Compliance**

## **5.3 Security**

## **5.4 Performance**

## **5.5 Reliability**

## **5.6 Scalability**

## **5.7 Compatibility**

## **5.9 Refresh of the Data**