

# Forecast in Global Sales

Forecasts loaded in **BW** (Budget & BFR) are named **FINANCIAL FORECASTS**. In the Global-Sales solution, they will be integrated in the Order Book **TO BE INVOICED**.

Forecasts coming from **Dynasys/APO/Logility** are named **COMMERCIAL FORECASTS**. They are dedicated to the supply-chain. In the Global-Sales solution, they will be integrated in the Order Book **TO BE ISSUED**.

For **BUDGET**, it's always the **last BUDGET loaded** that is shown in reporting :

- I load BUDGET for YYYYMM the BUDGET will be shown in all reports for the year YYYY and month MM
- I do not load any BUDGET for YYYYMM no amount will be shown in all reports for the year YYYY and month MM

For **BFR**, it's always the **corresponding BFRxx** that is shown in reporting, **by default, the BUDGET** is shown:

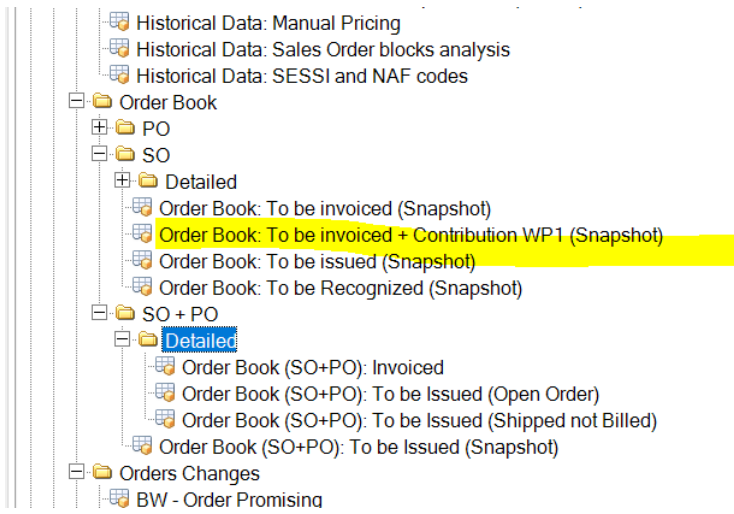
- I load BFR03 for YYYYMM the BFR will be shown in all reports for the year YYYY and month MM
- I load BFR06 for the same YYYYMM the new BFR06 will replace BFR03 in all reports for the year YYYY and month MM
- I do not load any BFR for YYYYMM BUDGET will be shown by default in all reports for the year YYYY and month MM
- I do not load nor BFR, nor BUDGET for YYYYMM no value will be shown in all reports for the year YYYY and month MM

## FORECASTS in CRM-Analytics

In the CRM-Analytics dashboard, forecasts are shown with the Order-Book and in the Sales-Performance tab:



To Clarify below (merge of sales and forecast in orderbook)



Source: