

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:

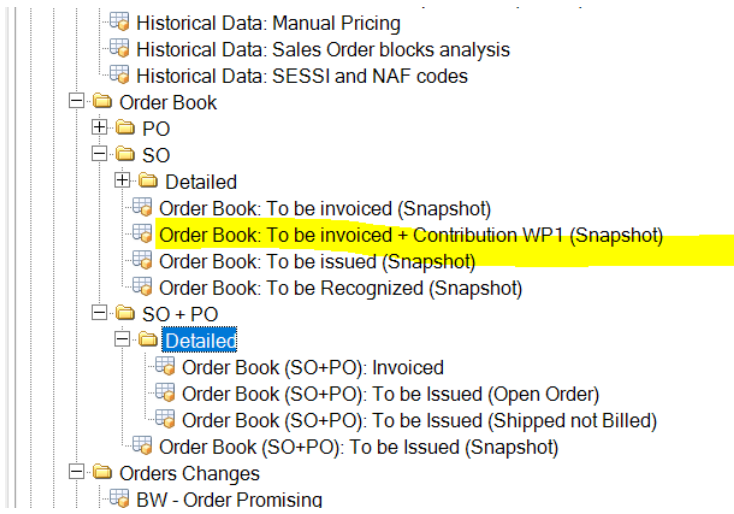
- I load **BFR03** for **YYYYMM** the **BFR** will be shown in all reports for the year **YYYY** and month **MM**
- I load **BFR06** for the same **YYYYMM** the new **BFR06** will replace **BFR03** in all reports for the year **YYYY** and month **MM**
- I do not load any **BFR** for **YYYYMM** **BUDGET** 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: