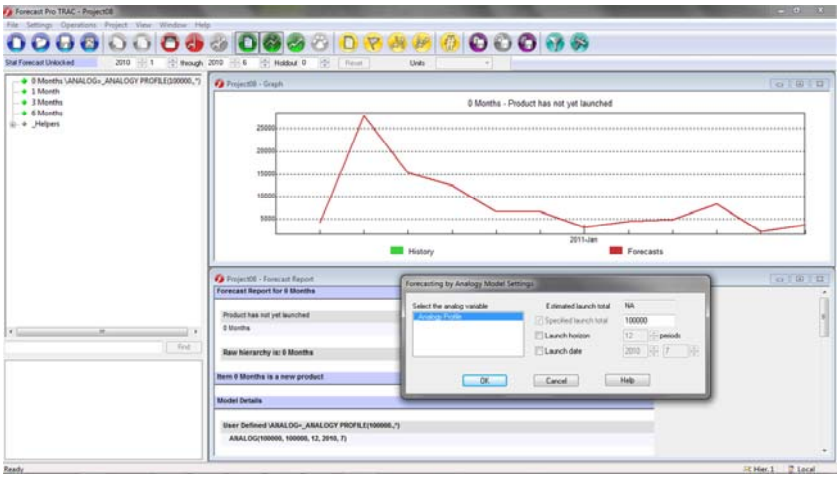
What's New in Forecast Pro TRAC V2?

General

Forecast Pro TRAC V2 is a significant revision of Forecast Pro TRAC V1. It is fully backwards compatible and can read your Forecast Pro TRAC V1 data files and projects without modification.

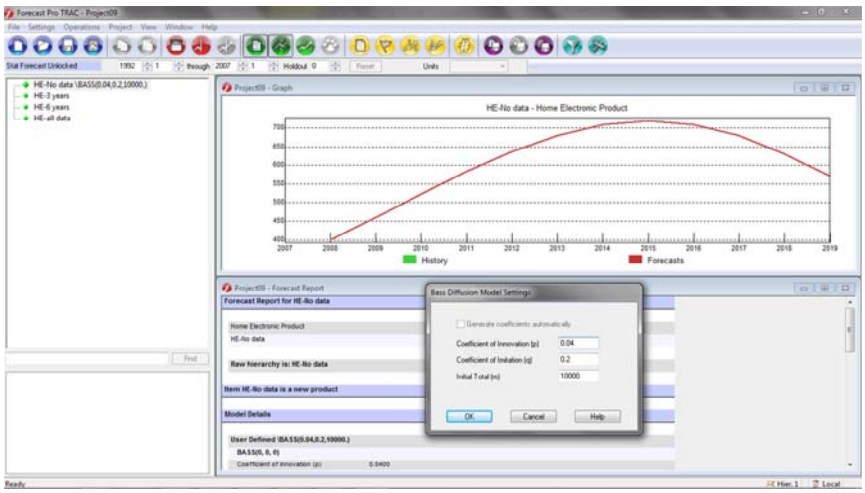
Forecasting by Analogy



Forecasting by Analogy allows you to create a forecast that "looks like" a different products demand pattern or a "launch profile" which you create. The method is most often used for new product forecasting where little or no demand history is available.

You can either specify the expected total sales of the new product over a specified horizon or it can be estimated from the data.

The Bass Diffusion Model



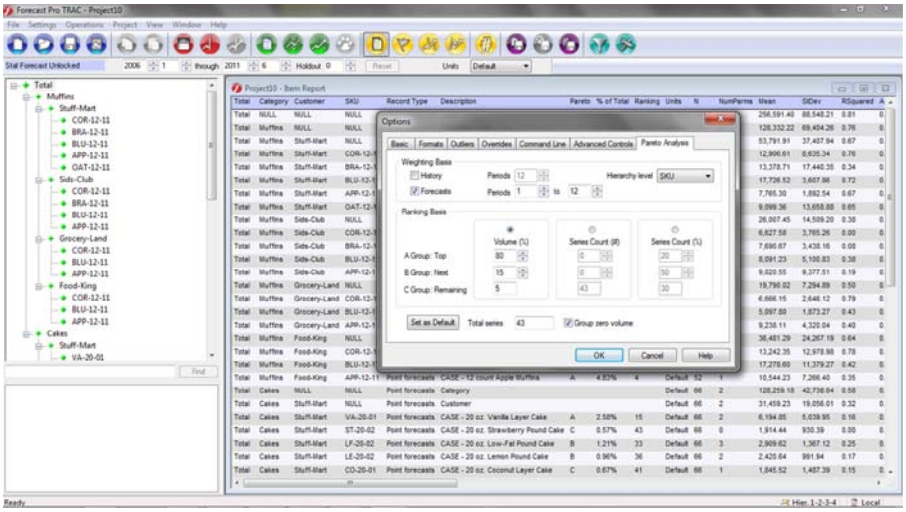
The Bass diffusion model is a well known new product forecasting technique. The Bass model forecasts the spread of a new technology, product or method based on the adoption rates of two types of users—

The Bass Diffusion Model (continued)

innovators who are driven by their desire to try new products and imitators who are primarily influenced by the behavior of their peers.

The Bass model can be used with or without historic demand data. You can either specify the model coefficients they can be estimated from the data.

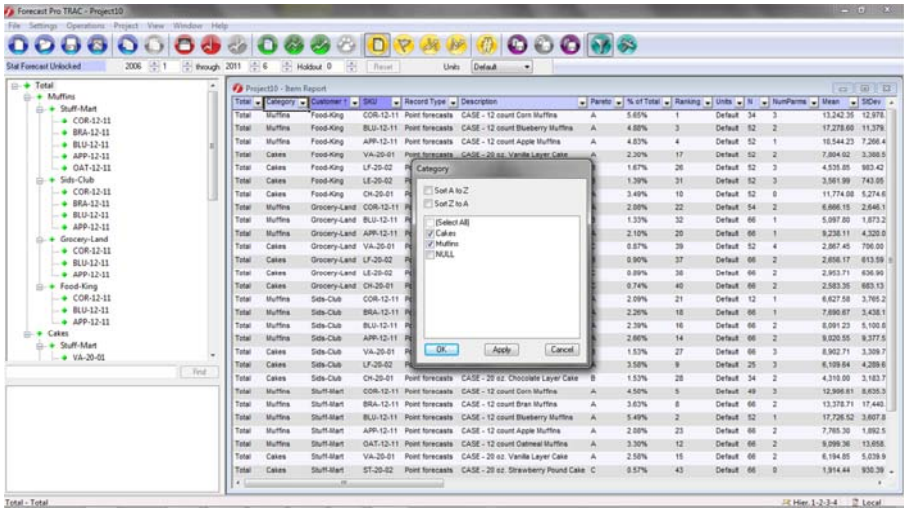
Pareto Analysis (ABC Categorization)



Forecast Pro TRAC now supports automated Pareto analysis allowing you to assign ABC classifications to your forecast items.

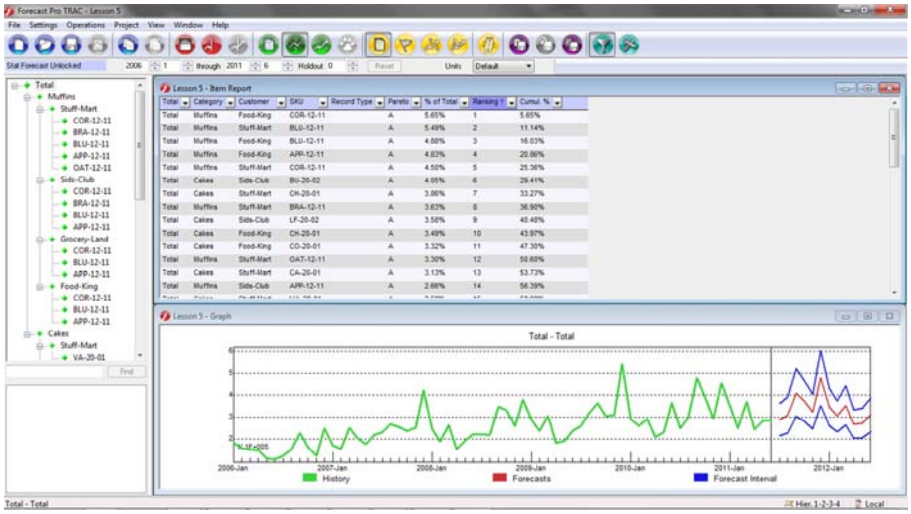
You can specify which level of the hierarchy and which periods to analyze, and then specify the classification thresholds for each group either by percent volume or series count. Optionally, zero volume items can classified as type D. Fields for the Pareto code, % of total, cumulative total and rank can be included in all reports and can be used to filter (see below) and/or sort allowing you to more efficiently manage and review your forecast projects.

Report Filtering



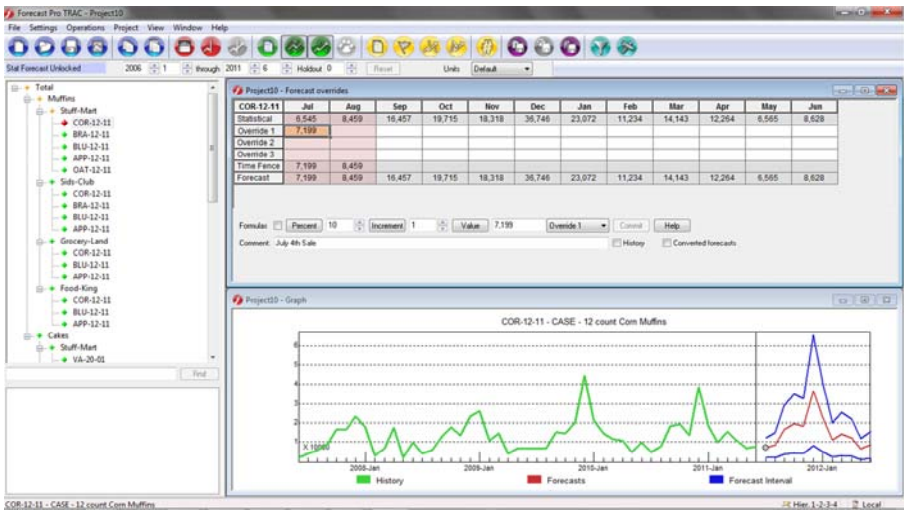
Forecast Pro TRAC now has custom filtering functionality for all reports. The filtering operates in a similar fashion to the filtering found in Excel, and allows you to sort and/or filter by column. Filtered and sorted columns are marked to let you know where filters are in place. You can turn filtering on or off using the new Filter icon on the toolbar.

Item Report



A new Item Report view is now available providing you with a global fully customizable grid display of any information available on the individual formatted forecast reports. This extremely useful display allows you to define the specific information you want to view and/or save out to Excel. Because the report can also be sorted, filtered and used to Navigate, the Item report can serve as a convenient way to define and review subsets of your items.

Time Fences



You can now set a time fence, which prevents a user from changing forecasts during the specified "fenced" periods. When you update a forecast project with next period's data and create new forecasts, the fenced values from the previous forecast period remain locked in. The number of fenced periods can be set globally or locally.

Miscellaneous

Safety Stock lead times can now be set to decimal values. For example, when forecasting monthly data a value of "1.5" would specify a lead time of 1 ½ months.

Two new statistics have been added —the sMAPE and the MAD/Mean ratio. These statistics are both alternatives to the standard MAPE statistic that are designed to reduce scale sensitivity. They can be included in both the within-sample and out-of-sample statistics displays.

Minor improvements have been made to the expert selection logic.

The documentation and help system have been revised and improved.

Numerous small changes have been made throughout the program to make it easier to use and more intuitive.