

ForecastPRO®

Forecast Pro XE Version 6

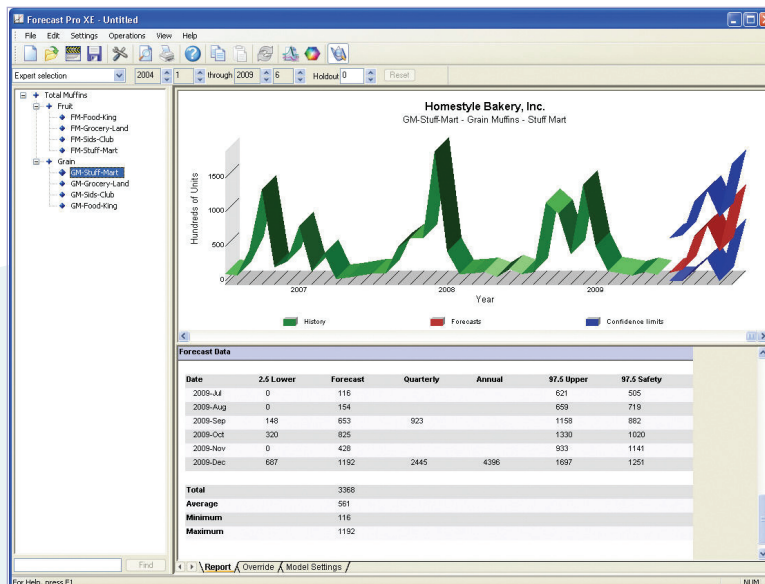
Create accurate forecasts—and more!

For more than two decades, thousands of users have relied on Forecast Pro XE for creating **accurate statistically-based forecasts**. The cornerstone of the software's success lies in its powerful combination of proven methods for creating accurate forecasts coupled with an **easy-to-use, intuitive interface**. Forecast Pro XE is designed to be flexible—whether you want to create accurate forecasts in minutes using the product's Expert Selection mode or build and analyze custom models, Forecast Pro provides you with a comprehensive set of tools to get the job done.

If you need to:

- add business knowledge
- create presentation quality reports and graphics
- detect and correct outliers
- work with multiple-level hierarchies
- diagnose your models
- evaluate alternative models, and/or
- work easily with your existing data

then you need Forecast Pro XE. The software is packed with all of these capabilities and more to address even the trickiest forecasting challenges.



The best keeps getting better

We've packed numerous enhancements in Forecast Pro XE Version 6 including: a portfolio of forecasting methods to address new products; the ability to create, view and retain overrides with ease; and comprehensive safety stock reports.

The right tool for the job

With Forecast Pro XE, you can create accurate forecasts quickly and easily using proven statistical forecasting methods. Research has shown that no single method works best for all data, which is why Forecast Pro XE provides a complete range of forecasting approaches to address all types of business needs. Details about the proven statistical methodologies available in Forecast Pro XE are provided on the reverse side.

"Forecast Pro XE is very easy to use. Setting up the data is a breeze and I lean heavily on the product's Expert Selection mode to choose the best forecasting models. What's nice is that if I'm uncomfortable with the algorithm chosen for a particular item or group, it's easy to modify the forecasting method. Overriding the forecast is equally important as we take the statistical forecast and add judgment to arrive at a final demand plan. With Forecast Pro XE, making overrides and documenting the changes is simple."

—JOHN KEBISEK, ASSOCIATE DIRECTOR OF S&OP, COOPER INDUSTRIES



Forecast Pro XE Version 6

Add your business knowledge

We know how important adding judgment to “baseline” statistical forecasts can be for increasing forecast accuracy, so we’ve designed Forecast Pro XE to enable you to easily create, view, document and retain overrides. Forecast Pro XE lets you adjust your forecasts on a graph or in a spreadsheet-like display—in either view, you see both the historical data and forecasted values, allowing you to easily compare patterns within the data. You can adjust single points, ranges or totals, using percentages, increments or by simply entering new values.

Make convincing presentations

With Forecast Pro XE, you can create dazzling, presentation-quality reports in seconds. Four professionally-designed standardized report formats are included as well as a custom reporting option for maximum flexibility. You can graph your results on a time series or year-over-year basis, choose from several eye-catching formats including 3-D lines and 3-D columns and save your reports directly to Excel.

Build custom models with ease

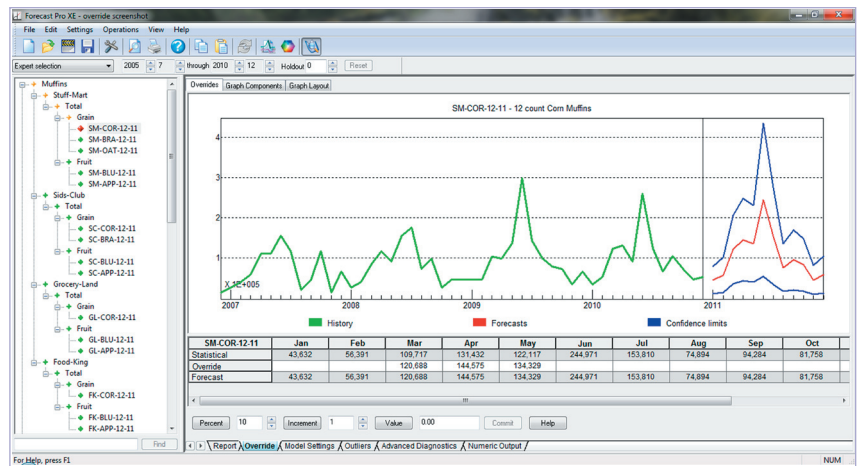
Forecast Pro XE provides a standardized set of diagnostic screens to help you compare and evaluate models. You get a comprehensive set of numeric statistics as well as graphs of the residuals and the error autocorrelation function, and grid displays of the correlation matrix and covariance matrix.

Evaluate alternative forecasts

If you define a holdout sample, Forecast Pro XE will automatically generate out-of-sample MAPE, MAD and GMRAE statistics to measure forecast performance. This handy feature allows you to quickly evaluate different models and answer questions like “How accurate would my forecasts have been had I used Forecast Pro XE last year?”

Work with your existing data

Forecast Pro XE imports data in a variety of flexible, easy-to-create formats including Excel, text files and ODBC. These flexible formats allow you to easily import and export data from virtually any source. There is also a built-in editor to enter your data directly, or to modify and amend files.



Forecast Pro XE's Methodologies

Expert Selection – Expert Selection takes the guesswork out of forecasting. The built-in expert system analyzes your data, selects the appropriate forecasting technique, builds the model and calculates the forecasts—it even explains its reasoning in ordinary English!

Exponential Smoothing – Forecast Pro XE includes twelve Holt-Winters exponential smoothing models to accommodate data with different forms of trends and seasonal patterns.

Box-Jenkins – For stable data sets, Forecast Pro XE supports a multiplicative seasonal Box-Jenkins model.

Dynamic Regression – Dynamic regression is used when there are important leading indicators or other causal variables. You can include independent variables, lagged or transformed variables and build generalized Cochrane-Orcutt models.

Event Models – This extension of exponential smoothing provides adjustments for special events like promotions, strikes, moveable holidays or other irregular occurrences.

Multiple-Level Models – Multiple-level models allow you to aggregate data into groups and reconcile them using top-down or bottom-up approaches to produce consistent forecasts at all levels of aggregation.

New Product Forecasting – Forecast Pro XE includes several methods for forecasting new products, including forecast by analogy, item supersession and the Bass diffusion model. **New in Version 6!**

Seasonal Simplification – This extension of exponential smoothing reduces the number of seasonal indexes used to model the data, often substantially improving forecast accuracy if you are forecasting data with more than 12 observations per year.

Low Volume Models – Croston's intermittent demand model and discrete data models are provided to accommodate low volume and “sparse” data (i.e., data where the demand is often zero).

Curve Fitting – Curve fitting provides a quick and easy way to identify the general form of the curve which your data are following.

Simple Methods – The set of “simple” models in Forecast Pro XE can be extremely useful. Moving average, “same as last year,” percentage growth and fixed forecast value models are among the models included.