



SCM – SALES FORECASTING AND PREDICTION

FORECASTING AND DEMAND OPTIMIZATION,
IN MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

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SCM – Sales Forecasting and Prediction

App for Microsoft Dynamics 365 Business Central

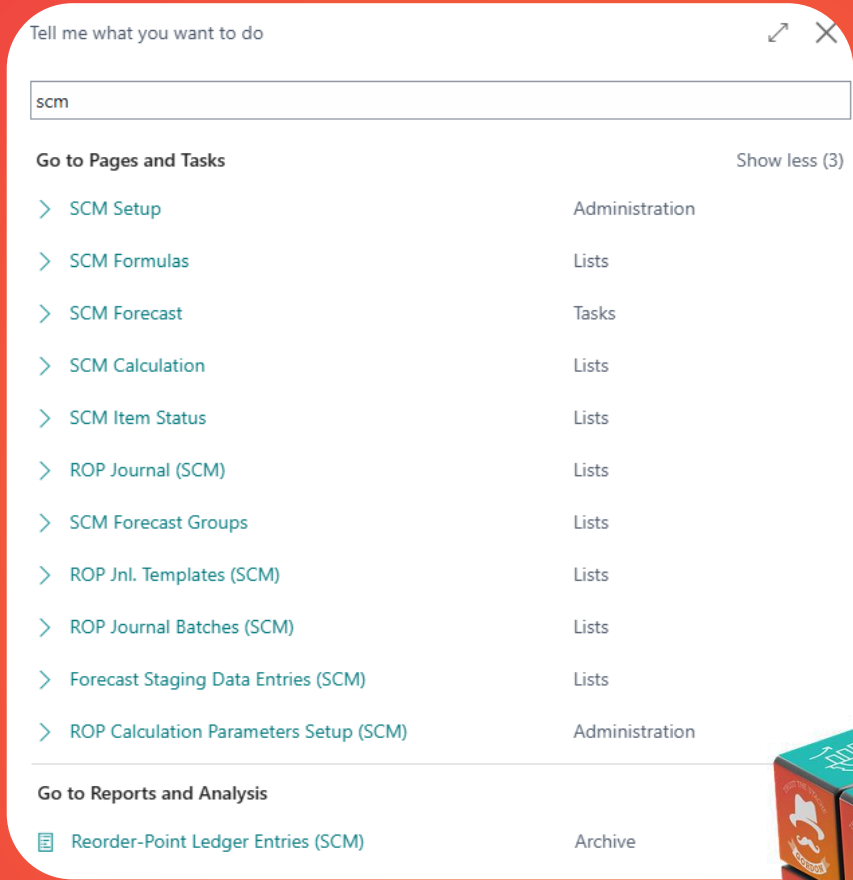
DO YOU NEED TO FORECAST DEMAND AND OPTIMIZE PLANNING PARAMETERS?

DO YOU WANT TO IMPROVE FORECAST ACCURACY AND REDUCE INVENTORY COSTS?

The SCM – Sales Forecasting and Prediction application allows you to **import and manage sales forecasts, optimize planning parameters**, such as reorder point and safety stock, thanks to the integration with PowerPredictive, in Microsoft Dynamics 365 Business Central.



Here is a list of the features involved



ALT + Q and SCM



Export

data to PowerPredictive via API

Import

the forecast generated by PowerPredictive into Business Central

Calculate

item status and forecast using customizable formulas

Update

reorder point and safety stock

Manage

item- and location-specific parameters through SKUs



DEMAND FORECAST CALCULATION

Dynamics 365 Business Central

SCM Foreca

Worksheet Name: DEFAULT Historical Ending Date: 31/12/2024

Manage Statistics... Get Historic Data... Analyze Data... Post... More options

Item No.	Description	Forecast Status	Planning Status Code	Demand Classification	Quantity	Planning Quantity	Qty. to Distribute	Formula Code	Planning Formula Code	Analyzed Data	Forecast Quantity	Qty. on Sales Order	Qty. on Blanket Sales Order	Qty. not shipped last month	Average last 3 months	Average
SCM_1044	SCM_1044		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0	300			30	
SCM_1044-V2	SCM_1044		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0	41	374		30	
SCM_1044-V3	SCM_1044 TEST con SKU		M03-NORM	Intermittent	1.171	1.171		MAVG3.1	MAVG3.1	9	0				101	
→ SCM_1044-V4	SCM_1044 TEST con LT 0 sui c...		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0				30	
SCM_1044-V5	SCM_1044 TEST con LT 0 in m...		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0				30	
SCM_1044-V6	SCM_1044 TEST base		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0				30	
SCM_1044-V7	SCM_1044 TEST con LT 0 sui c...		M03-NORM	Intermittent	374	374		MAVG3.1	MAVG3.1	9	0				30	
SCM_1044-V8	SCM_1044 TEST con SKU		M03-NORM	Intermittent	1.171	1.171		MAVG3.1	MAVG3.1	9	0				101	
SCM_1092	SCM_1092		M03-NORM	Intermittent	4.848	4.848		MAVG3.1	MAVG3.1	9	0				311	
SCM_1092-V2	SCM_1092		M03-NORM	Intermittent	4.698	4.698		MAVG3.1	MAVG3.1	9	0				311	
2001	Asse tavolo			Intermittent	2.367	2.367				-	0					

SCM Data Result | Work Date: 31/12/2027

Entry No.	Formula Code	Formula Group Code	Trend %	Planning Date	Actual Value	Result Value	Deviation %	MAPE	Delta	Delta %	Forecast	Best Formula	Exclude
1	MAVG3.1	MAVG3		01/12/2025			0				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2	MAVG3.2	MAVG3		01/11/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	MAVG3.3	MAVG3		01/10/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	MAVG6.1	MAVG6		01/12/2025			0				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5	MAVG6.2	MAVG6		01/11/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6	MAVG6.3	MAVG6		01/10/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7	MAVG6.4	MAVG6		01/09/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8	MAVG6.5	MAVG6		01/08/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9	MAVG6.6	MAVG6		01/07/2025			0				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

By launching the analysis procedure, the app performs the calculation by applying the formula over a defined set of periods.

The best formula is determined using MAPE (Mean Absolute Percentage Error).



REORDER POINT CALCULATION – FORMULAS



If SKUs are present, the procedure performs calculations by splitting the historical period series by location, calculating differentiated values for each SKU.

In the “Replenishment” tab of the item and SKU master data, the assignment of the calculation setup sheet is available.

Dynamics 365 Business Central

Item Card | Work Date: 31/12/2027

SCM_1044-V6 · SCM_1044 TEST base

Home Request Approval Item Prices & Discounts More options

Copy Item Adjust Inventory Create Stockkeeping Unit Apply Template

Replenishment

Replenishment System: Purchase

Lead Time Calculation: 10D

Forecast Status Code: []

Forecast Formula Code: []

ROP Calc. Parameters Code: 4-DI-LTI

Production

Manufacturing Policy: Make-to-Stock

Routing No.: []

Production BOM No.: []

Rounding Precision: 1

Flushing Method: Manual

Overhead Rate: 0.00

Scrap %: 0

Lot Size: 0

Purchase

Vendor No.: []

Vendor Item No.: []

Purch. Unit of Measure: PZ

Purchasing Blocked: []

Usage Data Suppl

Planning

Reordering Policy

Order Tracking Po

Setup Code ↑	Description	Calculation Formula	Service Level %	Starting Date Formula	No. Of Periods	Period Grouping	Include Planning	Include Blanket Orders	Set Safety Stock
1-AVG-MAXF		Average - Max Formula	85	-CY	12	Month	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2-DI-LTC		Uncertain Demand - Certain Lead Time	85	-CY	12	Month	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3-DC-LTI		Certain Demand - Uncertain Lead Time	85	-CY	12	Month	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
→ 4-DI-LTI		Uncertain Demand - Uncertain Lead Time with Variability	85	-CY	12	Month	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

ROP Calculation Parameters Setup (SCM) | Work Date: 31/12/2027

Manage



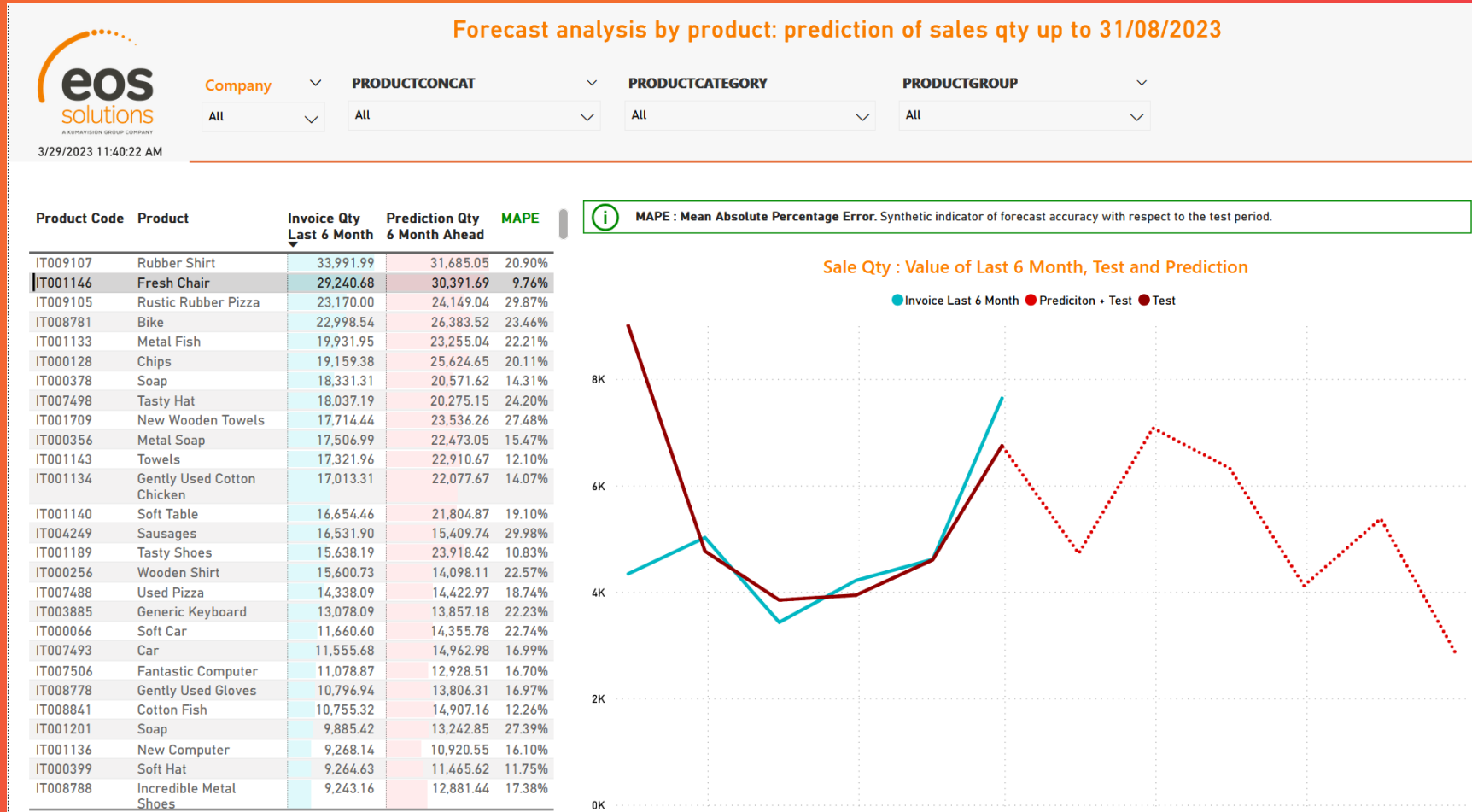
POWERPREDICTIVE



PowerPredictive is an accelerator that uses machine learning algorithms to generate predictive models based on historical company data.

Within the context of the SCM – Sales Forecasting and Prediction app, it allows you to **create accurate sales forecasts and analyze KPIs and trends through reports and dashboards in Power BI.**

The model is global, enabling the use of transfer learning from items with more historical data, and has the advantage of being scalable compared to more traditional local models.



SCM – SALES FORECASTING AND PREDICTION App For Microsoft Dynamics 365 Business Central

Contact us for more info:
<https://www.eos-solutions.app/en/contact.html>

Some features of the SCM – Sales Forecasting and Prediction app require a **subscription**.

The subscription can be activated from Subscription control panel or directly from the notification

messages that the system proposes, by clicking on the link that allows you to start the subscription wizard.

