Sales Projection is the base of everything for any manufacturing unit. If we do not predict our future, then we will not able to plan for it.

A sales projection is the amount of revenue a company expects to earn at some point in the future. It's a prediction that is synonymous with a sales forecast. Both help determine the health of a company and whether sales will trend upward or downward. Small companies use various input to determine sales projections.

We have to calculate X+1 month of Sales Projection sitting on X month.

Note: (For example)

X + 1 = Next Month (March 2020)

X = Current Month (February 2020)

X – 1 = Previous Month (January 2020)

X – 2 = Previous of Previous Month (December 2019)

X- 11 = Month Last Year (March 2019)

Now, we have to calculate Division wise SKU wise Projection quantity.

**Projection = 0.2 of Projected X + 0.6 of average of X – 1, X – 2 + 0.2 of X – 11**

Forecasting will manually fill by Marketing & Final Projection will be higher of both the factor.

**Requirements:**

1. Grid view of Division wise Product SKU wise Monthly Projection
2. Grid view of Product SKU wise Monthly Projection

Note – Excel downloadable file is mandatory