

DATA PREDICTION – Sale Projection per Strategy

- Load historical quarterly data
- Get predicted data per each strategy for the nearest Q by regression analysis method
- Combine historical Sale% each Strategy with forecast from Sale team
- Modify at details level as per plan for that Q

▼ : ✕ ✓ f_x {=IFERROR(LINEST(F6:F10,\$A\$6:\$A\$10,TRUE,TRUE),"")}

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	
	Product Family Desc	(Multiple Item)																				
	Sum of DCS USD		STRATEGY																			
	T2 name	Fiscal Quarter																				
1		21-Q1	918	16,287	68,937	3,849	24,569	305,293				5,967	50,871	10,909	14,131	(1,165)	14,640	2,973	(1,564)	(10,384)	295,304	
2		21-Q2	1,190	10,674	54,275	2,470	49,498	246,746														
3		21-Q3		8,929	51,393	4,652	32,527	249,910														
4		21-Q4	1,407	8,066	86,687	11,711	47,663	284,139														
5		22-Q1	1,198	11,767	82,565	14,093	80,030	234,677														
		21-Q1	459	9,595	17,947	2,650	5,562	13,413		21	852	5,121	7,832	24,212	(25,937)	3,748	6,565	3,791	(2,847)	2,480	6,311	
		21-Q2	1,220	16,105	14,356	6,199	19,364	8,216														
		21-Q3	1,382	15,667	20,149	6,219	36,441	8,402														
		21-Q4	677	22,580	25,591	5,718	71,647	17,605														
		22-Q1	834	25,097	37,935	21,844	100,478	21,118														
		21-Q1			1,056	12,267		766	54,512				(17)	19,737	214	1,281	656	3,334			(1,996)	69,155
		21-Q2			5,704	27,097		2,567	81,722													
		21-Q3			10,085	23,997	85	2,019	59,519													
		21-Q4			4,950	18,675		2,274	69,387													
		22-Q1			4,711	16,391		1,981	50,701													
		21-Q1			11,268	24,909	7,890	2,435	54,884				9,445	6,743	343	2,966	8,395	4,752	5,694	(4,760)	10,604	40,956
		21-Q2			27,963	20,116	1,581	5,193	77,299													
		21-Q3			23,727	23,192	3,036	4,239	54,464													
		21-Q4			38,994	49,957	23,908	2,729	61,287													
		22-Q1		(52)	47,727	57,212	25,199	5,383	115,911													
		21-Q1		1,633	2,782	24,391	15,573	2,057	9,241		60	1,153	(22)	20,631	3,276	669	369	2,319	893	12,025	59	7,346
		21-Q2		1,547	2,011	21,790	15,575	10,212	6,365													
		21-Q3		521	4,213	11,550	13,167	12,328	4,523													
		21-Q4		521	4,984	19,827	2,756	8,695	9,536													
		22-Q1		2,449	3,140	25,260	26,448	19,198	7,950													
		21-Q1		1,323	12,864	65,211	19,619	21,930	143,625		(391)	2,816	3,955	59,561	2,466	40,458	(908)	18,602	(3,179)	23,972	514	132,298
		21-Q2		3,348	21,723	75,816	17,944	58,698	125,854													
		21-Q3		1,718	15,876	50,570	16,293	72,142	128,279													
		21-Q4		1,563	19,473	85,287	11,259	45,812	124,635													
		22-Q1		261	9,448	80,251	7,069	40,705	146,803													
	21-Q1			9,319	17,090		16,793	22,193				3,532	12,590	11,944	49,138	4,429	13,356			(1,520)	17,847	
	21-Q2			29,965	17,029		109,857	5,229														
	21-Q3			31,721	26,147		131,346	11,199														
	21-Q4		365	31,518	24,791	6,705	70,836	21,217														
	22-Q1			30,686	30,869	35,060	96,026	6,602														
	21-Q1		906	14,003	14,764	6,089	1,584	16,652				(594)	17,379	271	2,636	(1,544)	14,151			(1,408)	18,807	
	21-Q2		1,058	8,556	16,697	5,170	4,574	18,457														
	21-Q3		107	11,186	17,636	1,956	5,257	11,967														

PREDICTION FROM HISTORICAL DATA

TOP C&P PARTNER NAME

	233,002	86,672	7,650	16,273	-	79,584
	135,380	83,292	13,152	4,901	469	55,256
	104,581	63,411	55,120	29,406	-	5,025
	8,729	33,781	39,928	-	-	120,805
	57,181	19,633	7,268	-	-	2,562
	21,190	38,559	29,052	19,899	976	119,333
	5,413	5,331	850	3,871	3,173	16,354
	7,700	20,496	4,533	17,383	1,516	20,327
	10,358	13,814	4,888	-	-	4,261

STRATEGY ALLOCATION PER ACCOUNT PROJECTION

TOP C&P PARTNER NAME

	265,769	69,192	11,213	7,400	948	47,144	540,608	74%	26%	401,666
	160,273	85,534	19,012	17,288	1,967	57,309	808,800	42%	58%	341,383
							480,000			
	90,302	43,529	37,149	15,292	(13)	4,958	285,839	67%	33%	191,216
	13,145	22,935	26,355	8,263	72	84,055	250,000	62%	38%	154,825
	274,481	85,538	23,035	74	-	8,349	391,475	100%	0%	391,475
	25,476	42,975	32,995	15,796	1,694	86,519	459,827	45%	55%	205,455
	9,065	8,106	2,907	4,884	1,572	8,071	40,000	87%	13%	34,607
	5,552	15,175	2,528	10,851	985	7,747	75,000	57%	43%	42,837
	10,756	11,504	7,022	2,604	344	2,543	68,353	51%	49%	34,774

FINAL PROJECTION

TOP C&P PARTNER NAME

							TOTAL
	240,000	77,000	10,000	12,000	1,000	62,000	402,000
	155,000	95,000	18,000	12,000	2,000	60,000	342,000
							-
	91,000	44,000	38,000	17,000		4,000	194,000
	11,000	23,000	32,000	8,000	500	90,000	164,500
	275,000	86,000	23,000	500		8,000	392,500
	25,000	42,000	30,000	18,000	1,000	100,000	216,000
	8,000	8,000	1,500	4,500	2,500	11,000	35,500
	6,000	16,000	3,000	12,000	1,000	8,000	46,000
	11,000	12,000	5,000	3,000	1,000	3,000	35,000
TOTAL	822,000	403,000	160,500	87,000	9,000	346,000	1,827,500