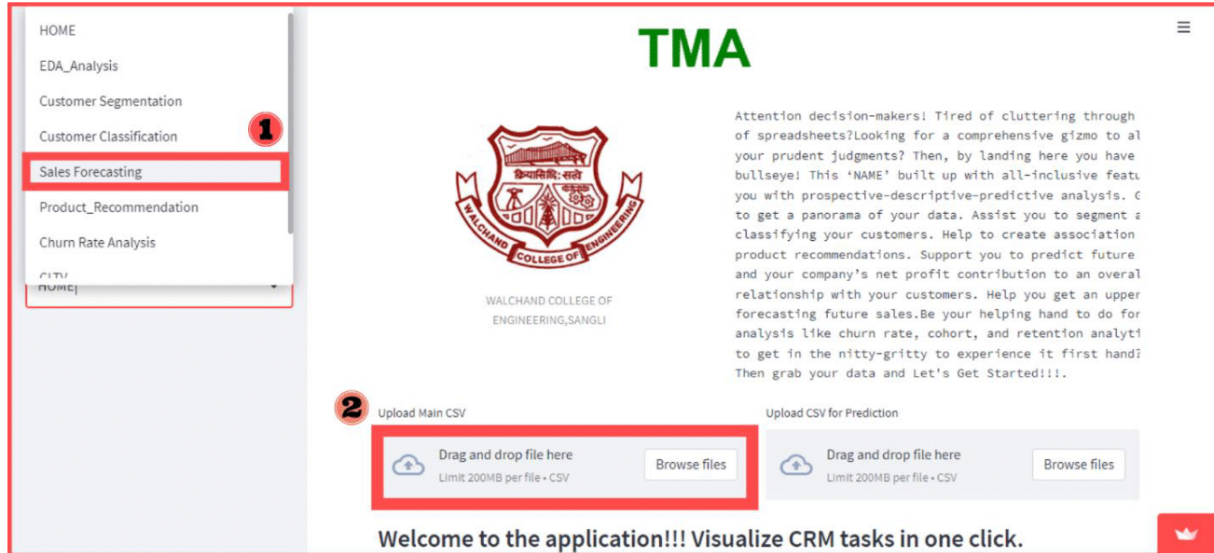


# SALES FORECASTING

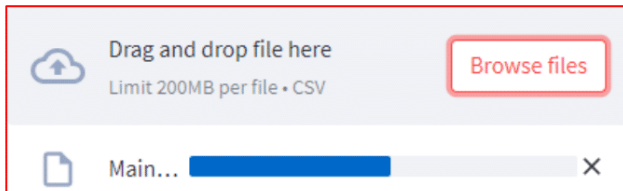
A GUIDE TO USER



## 5.1 Sales Forecasting



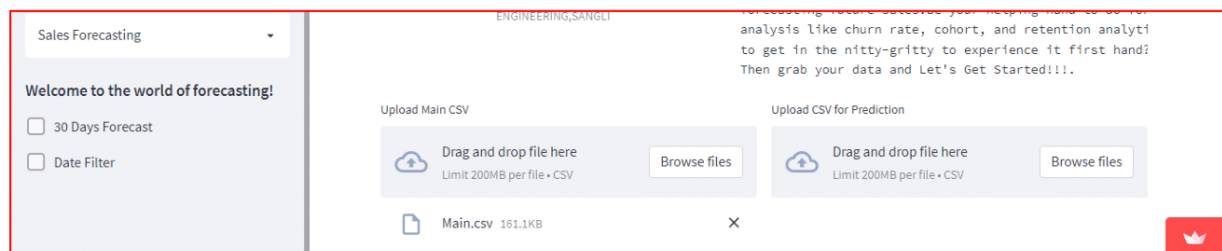
- Select the Sales Forecasting option from the dropdown in the sidebar menu. Wait for some time until the screen gets static.



- Upload the **.csv file** of the dataset whose sales are to be forecasted.
- This can be done either by 'drag and drop' mode or by just browsing your directory.

This dataset should at least contain two attributes, one that indicates time (date/month/year) and the other signifying sales (in terms of revenue/profits/no. of products).

- Further you can choose between 30 days forecast and Date filter as per your requirements by clicking the checkbox in the sidebar menu.



## 5.2 30 Days Forecast

**USE SIDEBAR TO PERFORM OBJECTIVES**

Let's start with Customer Relationship Management!!

☐ Display Main Data

☐ Access Input Main Data

Select Activities

Sales Forecasting

Welcome to the world of forecasting!

☒ 30 Days Forecast (1)

☐ Date Filter

Drag and drop file here  
Limit 200MB per file • CSV

Browse files

Drag and drop file here  
Limit 200MB per file • CSV

2 RUNNING Stop

Main.csv 161.1KB

```
{
  "filename": "Main.csv",
  "filetype": "application/vnd.ms-excel",
  "filesize": 164994
}
```

Welcome to the section of sales forecasting!! This section will provide you the insights of your business performance in future by considering your present & past. So, get, set, forecast...

30 Days Forecast

- Click on the **30 Days Forecast** option in the sidebar menu. Wait for some time until the results are displayed.

**USE SIDEBAR TO PERFORM OBJECTIVES**

Let's start with Customer Relationship Management!!

☐ Display Main Data

☐ Access Input Main Data

Select Activities

Sales Forecasting

Welcome to the world of forecasting!

☒ 30 Days Forecast

30 Days Forecast

Download 30 Days Forecast as CSV (3)

	index	BillDate	PredictedAmount
0	0	2019-12-10T00:00:00	79.2500
1	1	2019-12-11T00:00:00	128.6770
2	2	2019-12-12T00:00:00	170.9683
3	3	2019-12-13T00:00:00	220.7172
4	4	2019-12-14T00:00:00	338.6490
5	5	2019-12-15T00:00:00	303.8021
6	6	2019-12-16T00:00:00	392.3921
7	7	2019-12-17T00:00:00	427.8564
8	8	2019-12-18T00:00:00	557.1683
9	9	2019-12-19T00:00:00	559.9039

2 Expander

✓ The above table represents the 30 day forecasted sales for your business. Take a look of how the customers will respond to your business in coming month!!

- A tabulated data containing index value, bill date and the forecasted sales (either in terms of amount or items) will appear on the interface.

	index	BillDate	PredictedAmount
0	0	2019-12-10T00:00:00	79.2500
1	1	2019-12-11T00:00:00	81.0202
2	2	2019-12-12T00:00:00	93.6535
3	3	2019-12-13T00:00:00	101.2063
4	4	2019-12-14T00:00:00	121.8667
5	5	2019-12-15T00:00:00	128.6697
6	6	2019-12-16T00:00:00	140.1545
7	7	2019-12-17T00:00:00	151.3295
8	8	2019-12-18T00:00:00	164.0407
9	9	2019-12-19T00:00:00	174.9210
10	10	2019-12-20T00:00:00	186.2859
11	11	2019-12-21T00:00:00	197.8301
12	12	2019-12-22T00:00:00	209.4836
13	13	2019-12-23T00:00:00	221.1357
14	14	2019-12-24T00:00:00	232.8057
15	15	2019-12-25T00:00:00	244.5709
16	16	2019-12-26T00:00:00	256.4087
17	17	2019-12-27T00:00:00	268.3105
18	18	2019-12-28T00:00:00	280.2736

	index	BillDate	PredictedAmount
12	12	2019-12-22T00:00:00	209.4836
13	13	2019-12-23T00:00:00	221.1357
14	14	2019-12-24T00:00:00	232.8057
15	15	2019-12-25T00:00:00	244.5709
16	16	2019-12-26T00:00:00	256.4087
17	17	2019-12-27T00:00:00	268.3105
18	18	2019-12-28T00:00:00	280.2736
19	19	2019-12-29T00:00:00	292.3026
20	20	2019-12-30T00:00:00	304.3998
21	21	2019-12-31T00:00:00	316.5634
22	22	2020-01-01T00:00:00	328.7931
23	23	2020-01-02T00:00:00	341.0889
24	24	2020-01-03T00:00:00	353.4514
25	25	2020-01-04T00:00:00	365.8806
26	26	2020-01-05T00:00:00	378.3767
27	27	2020-01-06T00:00:00	390.9398
28	28	2020-01-07T00:00:00	403.5703
29	29	2020-01-08T00:00:00	416.2683
30	30	2020-01-09T00:00:00	429.0143

- To fully view the forecasted table, use the expander and see all the 30 forecasted values.

Here note that the 'index value' is just a number attached to the particular datapoint for further filtering, and has no significance in forecasting.

- To download this table for further analysis or usage, click on the button '**Download 30 days forecast as CSV**'.

Remember, that only forecasted sales for a month are displayed in this interface. If you come across any unprecedented or unsure results, repeat the above procedure and get your results displayed again without any hesitation.

## 5.3 Date filter

The screenshot shows the Grahak 360 CRM interface. On the left sidebar, under 'USE SIDEBAR TO PERFORM OBJECTIVES', the 'Date Filter' option is selected and highlighted with a red box and a red circle with the number 1. The main area displays 'Access Forecasted information' with a text input field containing '0' and a red circle with the number 2. The input field has a 'Press Enter to apply' button next to it. The background shows a 'Welcome to the section of sales forecasting!!' message and a 'Main.csv' file upload section.

- Click on the **Date filter** option in the sidebar menu. Wait for some time until the results are displayed.

### Access Forecasted information

Enter a particular number in the forecasted month

20 Press Enter to apply - +

- To access the forecasted sales of a particular month or time period, type the value between 0 to 30 in the blank provided. Press enter key and wait for the respective result to show up.

Enter a particular number in the forecasted month

0 - +

DATE & TIME : 2019-12-10 00:00:00

FORECASTED SALES : 79.25

Looks like this particular date of the month is special for your business! Hope you are satisfied with the corresponding sales forecasting.

In the results part, the DATE & TIME as well as the Forecasted amounts, both are displayed in the same format as per the input dataset.