



10. Forecast accuracy for all customers for a given fiscal year

Details: aggregate forecast accuracy report for all the customers for a given fiscal year to track accuracy of forecast. Report should have following columns

- customer code
- customer name
- market
- total sold quantity
- total forecast quantity
- net error
- absolute error
- forecast accuracy



Created single table which includes sales and forecast quantity to make query simple and created triggers to automatically update new records from fact_sales_monthly and fact_forecat_monthly to fact_act_est

```
create table fact_act_est (  
  select  
    s.date as date,  
    s.fiscal_year as fiscal_year,  
    s.product_code as product_code,  
    s.customer_code as customer_code,  
    s.sold_quantity as sold_quantity,  
    f.forecast_quantity as forecast_quantity  
  from fact_sales_monthly s  
  left join fact_forecast_monthly f  
    using(customer_code, product_code, date)  
  union  
  select  
    f.date as date,  
    f.fiscal_year as fiscal_year,  
    f.product_code as product_code,  
    f.customer_code as customer_code,  
    s.sold_quantity as sold_quantity,  
    f.forecast_quantity as forecast_quantity  
  from fact_sales_monthly s  
  right join fact_forecast_monthly f  
    using(customer_code, product_code, date));
```

Forecast accuracy for given year



```
CREATE DEFINER='root'@'localhost' PROCEDURE `get_forecast_accuracy`(  
  in_fiscal_year int)  
BEGIN  
  with abs_error_table as (select  
    customer_code,  
    sum(sold_quantity) as sold_quantity,  
    sum(forecast_quantity) as forecast_quantity,  
    sum(forecast_quantity-sold_quantity) as net_error,  
    sum(forecast_quantity-sold_quantity)/sum(forecast_quantity)*100 as net_error_pct,  
    sum(abs(forecast_quantity-sold_quantity)) as abs_error,  
    sum(abs(forecast_quantity-sold_quantity))/ sum(forecast_quantity)*100 as abs_error_pct  
    from fact_act_est  
    where fiscal_year = in_fiscal_year  
    group by customer_code)  
  select a.*,  
    c.customer,  
    c.market,  
    if(abs_error_pct > 100, 0, 100-abs_error_pct) as forecast_accuracy_pct  
  from abs_error_table a  
  join  
    dim_customer c  
  using(customer_code)  
  order by forecast_accuracy_pct desc;  
END
```

12 • `call gdb0041.get_forecast_accuracy(2021);`

Result Grid | Filter Rows: | Export: | Wrap Cell Content: |

customer_code	sold_quantity	forecast_quantity	net_error	net_error_pct	abs_error	abs_error_pct	customer	market	forecast_accuracy_pct
90013120	109547	133532	23985	17.9620	70467	52.7716	Coolblue	Italy	47.2284
70010048	119439	142010	22571	15.8940	75711	53.3139	Atliq e Store	Bangladesh	46.6861
90023027	236189	279962	43773	15.6353	149303	53.3297	Costco	Canada	46.6703
90023026	228988	273492	44504	16.2725	146948	53.7303	Relief	Canada	46.2697