**Region 1 2020 Sales Summary**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 10 | 20 | 5 | 12 | 20 | 5 | 34 |
| Actual Sales | 12 | 21 | 5 | 12 | 21 | 5 | 36 |
| Feb, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 10 | 22 | 5 | 11 | 22 | 5 | 35 |
| Actual Sales | 11 | 23 | 6 | 11 | 23 | 6 | 40 |
| Mar, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 11 | 22 | 5 | 14 | 22 | 5 | 41 |
| Actual Sales | 11 | 22 | 4 | 11 | 22 | 4 | 45 |
| Apr, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 24 | 12 | 12 | 24 | 12 | 47 |
| Actual Sales | 13 | 25 | 13 | 13 | 25 | 13 | 50 |
| May, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 24 | 12 | 10 | 24 | 12 | 49 |
| Actual Sales | 11 | 23 | 13 | 11 | 23 | 13 | 54 |
| Jun, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 23 | 15 | 12 | 23 | 15 | 50 |
| Actual Sales | 12 | 24 | 16 | 12 | 24 | 16 | 56 |
| Jul, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 13 | 23 | 18 | 13 | 23 | 18 | 52 |
| Actual Sales | 15 | 24 | 20 | 15 | 24 | 20 | 56 |
| Aug, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 13 | 24 | 18 | 13 | 24 | 18 | 57 |
| Actual Sales | 15 | 24 | 20 | 15 | 24 | 20 | 60 |
| Sep, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 23 | 16 | 14 | 23 | 16 | 59 |
| Actual Sales | 15 | 25 | 16 | 15 | 25 | 16 | 59 |
| Oct, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 24 | 12 | 15 | 24 | 12 | 61 |
| Actual Sales | 16 | 26 | 11 | 16 | 26 | 11 | 62 |
| Nov, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 25 | 8 | 15 | 25 | 8 | 65 |
| Actual Sales | 16 | 27 | 8 | 16 | 27 | 8 | 66 |
| Dec, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 26 | 6 | 14 | 26 | 6 | 60 |
| Actual Sales | 15 | 28 | 5 | 15 | 28 | 5 | 61 |

**Region 2 2020 Sales Summary**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 19 | 6 | 9 | 20 | 4 | 35 |
| Actual Sales | 13 | 22 | 3 | 11 | 22 | 6 | 35 |
| Feb, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 13 | 23 | 6 | 10 | 22 | 5 | 37 |
| Actual Sales | 12 | 24 | 7 | 13 | 24 | 7 | 40 |
| Mar, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 21 | 5 | 10 | 21 | 6 | 39 |
| Actual Sales | 12 | 24 | 6 | 14 | 21 | 5 | 43 |
| Apr, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 23 | 13 | 11 | 25 | 13 | 50 |
| Actual Sales | 13 | 21 | 12 | 12 | 23 | 14 | 48 |
| May, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 25 | 13 | 11 | 25 | 14 | 49 |
| Actual Sales | 12 | 22 | 14 | 10 | 23 | 13 | 50 |
| Jun, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 26 | 14 | 13 | 24 | 15 | 51 |
| Actual Sales | 10 | 24 | 16 | 14 | 26 | 17 | 55 |
| Jul, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 22 | 17 | 12 | 25 | 17 | 52 |
| Actual Sales | 14 | 24 | 21 | 14 | 25 | 21 | 56 |
| Aug, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 23 | 18 | 13 | 26 | 18 | 55 |
| Actual Sales | 15 | 25 | 19 | 17 | 24 | 21 | 59 |
| Sep, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 16 | 21 | 19 | 15 | 26 | 16 | 58 |
| Actual Sales | 16 | 23 | 15 | 13 | 24 | 17 | 52 |
| Oct, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 18 | 25 | 13 | 15 | 23 | 13 | 61 |
| Actual Sales | 17 | 23 | 12 | 15 | 26 | 12 | 55 |
| Nov, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 17 | 27 | 10 | 16 | 24 | 10 | 65 |
| Actual Sales | 17 | 25 | 7 | 16 | 25 | 10 | 66 |
| Dec, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 27 | 7 | 17 | 25 | 5 | 63 |
| Actual Sales | 15 | 27 | 6 | 14 | 28 | 6 | 60 |

**Region 3 2020 Sales Summary**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 10 | 20 | 5 | 10 | 20 | 5 | 34 |
| Actual Sales | 12 | 21 | 5 | 12 | 21 | 5 | 36 |
| Feb, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 10 | 22 | 5 | 10 | 22 | 5 | 35 |
| Actual Sales | 11 | 23 | 6 | 11 | 23 | 6 | 45 |
| Mar, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 11 | 22 | 5 | 11 | 22 | 5 | 41 |
| Actual Sales | 11 | 22 | 4 | 11 | 22 | 4 | 45 |
| Apr, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 24 | 12 | 12 | 24 | 12 | 47 |
| Actual Sales | 13 | 25 | 13 | 13 | 25 | 13 | 50 |
| May, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 24 | 12 | 12 | 24 | 12 | 49 |
| Actual Sales | 11 | 23 | 13 | 11 | 23 | 13 | 59 |
| Jun, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 12 | 23 | 15 | 12 | 23 | 15 | 50 |
| Actual Sales | 12 | 24 | 16 | 12 | 24 | 16 | 56 |
| Jul, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 13 | 23 | 18 | 13 | 23 | 18 | 52 |
| Actual Sales | 15 | 24 | 20 | 15 | 24 | 20 | 56 |
| Aug, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 13 | 24 | 18 | 13 | 24 | 18 | 57 |
| Actual Sales | 15 | 24 | 20 | 15 | 24 | 20 | 60 |
| Sep, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 23 | 16 | 14 | 23 | 16 | 59 |
| Actual Sales | 15 | 25 | 16 | 15 | 25 | 16 | 59 |
| Oct, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 24 | 12 | 15 | 24 | 12 | 61 |
| Actual Sales | 16 | 26 | 11 | 18 | 26 | 11 | 62 |
| Nov, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 15 | 25 | 8 | 15 | 25 | 8 | 65 |
| Actual Sales | 16 | 27 | 8 | 16 | 27 | 12 | 66 |
| Dec, 2020 |  |  |  |  |  |  |  |
| Forecast Sales | 14 | 26 | 6 | 14 | 26 | 6 | 60 |
| Actual Sales | 15 | 28 | 5 | 15 | 28 | 5 | 61 |

**Region 1 2021 Sales Forecasts**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2021 | 14 | 24 | 8 | 17 | 24 | 12 | 59 |
| Feb, 2021 | 15 | 25 | 8 | 18 | 25 | 12 | 65 |
| Mar, 2021 | 16 | 26 | 8 | 17 | 26 | 15 | 70 |

**Region 2 2021 Sales Forecasts**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2021 | 14 | 24 | 8 | 15 | 24 | 12 | 61 |
| Feb, 2021 | 15 | 25 | 8 | 17 | 25 | 12 | 62 |
| Mar, 2021 | 16 | 26 | 8 | 14 | 26 | 15 | 70 |

**Region 3 2021 Sales Forecasts**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 | Product 6 | Product 7 |
| Jan, 2021 | 14 | 24 | 8 | 15 | 24 | 12 | 61 |
| Feb, 2021 | 15 | 25 | 8 | 15 | 25 | 12 | 69 |
| Mar, 2021 | 16 | 26 | 8 | 14 | 26 | 15 | 70 |