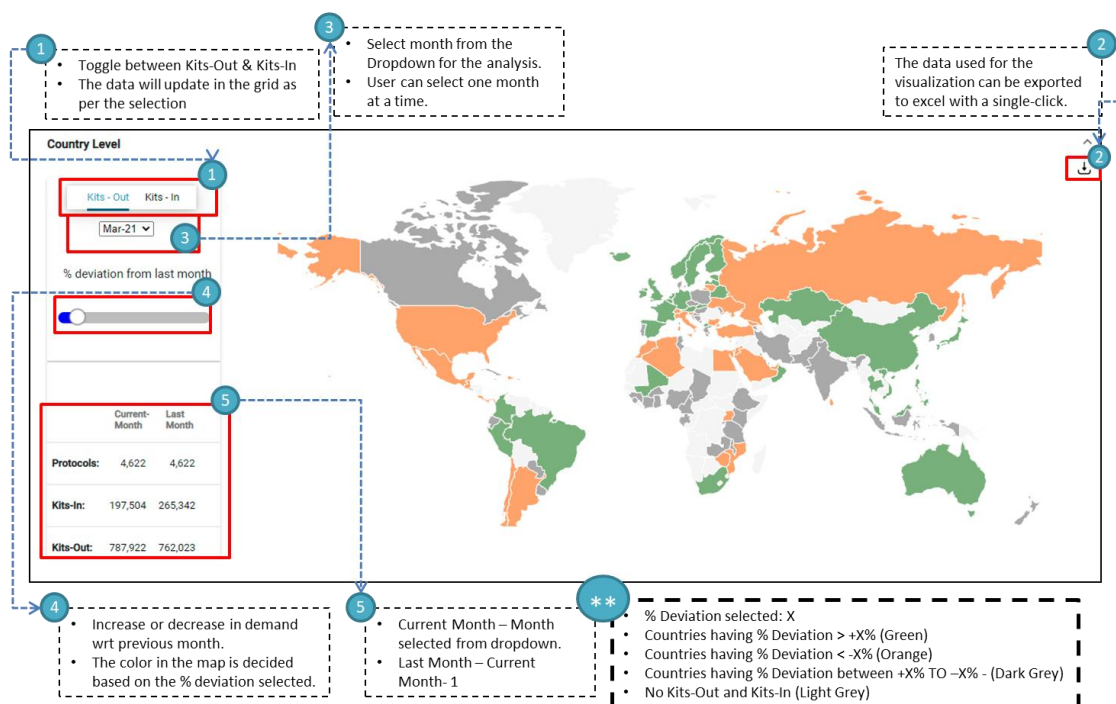


Country Level

Objective:

To visualize the country level demand for Kits-Out and Kits-In and the change in demand from previous month's forecast or actual.

Navigation:



Interpretation:

This map provides the following information:

- **Kits-Out Forecast:**
 - 12 months forward forecast for the kits demand at the country level.
 - The kits shipped for a month can have the kits from:
 - **Fresh Demand** – The fresh demand for a month consists of:
 - **Demand from On-going Projects**
 - On-going Projects are the Projects that are started before the Forecasting Month and have a order for kits in the Forecast month.
 - For example: For Mar-2021, all the orders received for the projects for which we have already fulfilled orders in the earlier months are clubbed as On-going Projects.
 - **Demand from New Projects**
 - The projects that are new, i.e. The first order of the project is observed in the Forecast month and kits need to be shipped in the same month.

- Carried Over Demand – The demand from the previous orders, those were expected to be shipped by the end of the previous month but were not shipped.
 - For example:
 - For the month of Mar-2021, the Carried over demand is calculated as the kits due for shipping by Feb-2021 and were not shipped.
 - The Carried Over demand is a cumulative demand. It is the sum of the kits from the orders which may be due in Feb-2021 or Jan-2021 or much earlier.
- **Kits-In Forecast:**
 - Kits-In forecast is the number of the kits expected to return from the trial site to the labs in the Forecast Month
 - The grid displays the Forecast for next 3 months forward at the country level.
- **% Deviation:**
 - % Deviation is the rate of increase or decrease in numbers with respect to the previous month.
 - The % deviation is displayed on hovering over countries in the tooltip.
 - For the current month, the % deviation is calculated as the increase or decrease in the demand from previous month actuals.
 - For Mar-2021, % deviation is calculated considering Feb-2021 actuals as the base.
 - For April-2021, % deviation is calculated considering Mar-2021 forecast as a base.