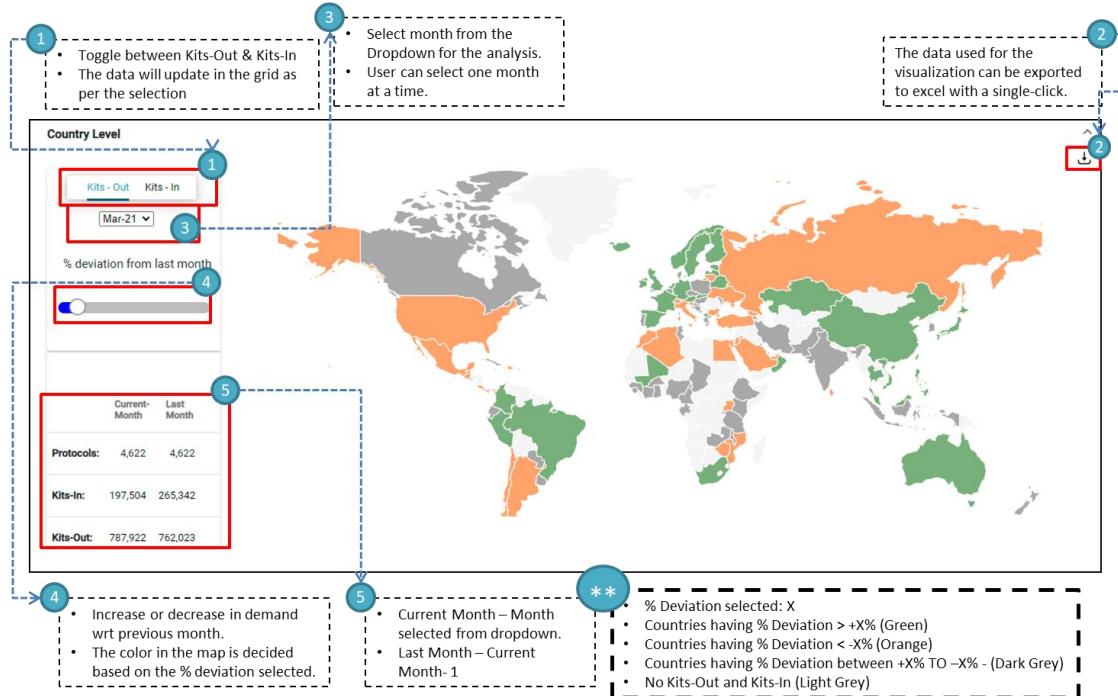


# Country Level

## 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.