**Quality Management Plan**

**Introduction**

This quality management plan is designed to ensure that the sales forecasting machine learning project meets or exceeds the expected quality standards. It outlines the procedures and processes that will be followed to ensure that the project is completed to the highest possible quality.

**Quality Standards**

The quality standards for the sales forecasting machine learning project will be based on accuracy, reliability, performance, maintainability, and compliance. The project team will ensure that the machine learning model used for sales forecasting is accurate, reliable, and performs optimally, considering factors such as speed, efficiency, and scalability. The code will be well-documented and maintainable, and the project will adhere to all relevant industry standards and regulations.

**Metrics**

To measure the quality of the sales forecasting machine learning project, the following metrics will be used:

Accuracy rates: The accuracy rates of the machine learning model will be measured and tracked throughout the project to ensure that they meet or exceed the expected standards.

Performance metrics: Metrics such as speed, efficiency, and scalability will be measured and tracked to ensure that the machine learning model performs optimally.

Customer satisfaction: Regular feedback from project stakeholders will be collected to measure their satisfaction with the project outcomes.

Defect rates: The number of defects and issues encountered during the project will be tracked and monitored to identify areas for improvement.

**Problem Reporting and Corrective Action Process**

If any problems or issues arise during the sales forecasting machine learning project, they will be reported and addressed according to the following corrective action process:

Problem identification: Any problems or issues encountered during the project will be identified and documented by the project team.

Root cause analysis: The root causes of the problems or issues will be analyzed to determine the underlying reasons for their occurrence.

Corrective action planning: A corrective action plan will be developed to address the problems or issues identified in the root cause analysis.

Corrective action implementation: The corrective action plan will be implemented to address the identified problems or issues.

Verification and monitoring: The effectiveness of the corrective actions implemented will be verified and monitored to ensure that the problems or issues have been fully resolved.

**Supplier Quality and Control**

If any suppliers are involved in the sales forecasting machine learning project, the following quality and control processes will be implemented:

Supplier selection: Suppliers will be selected based on their ability to meet the project requirements and adhere to the required quality standards.

Supplier monitoring: Suppliers will be monitored throughout the project to ensure that they continue to meet the required quality standards.

Supplier feedback: Feedback will be collected from project stakeholders to assess the performance of suppliers and identify areas for improvement.

Supplier corrective action: If any issues arise with suppliers, corrective action plans will be developed and implemented to address the issues and ensure that the required quality standards are maintained.