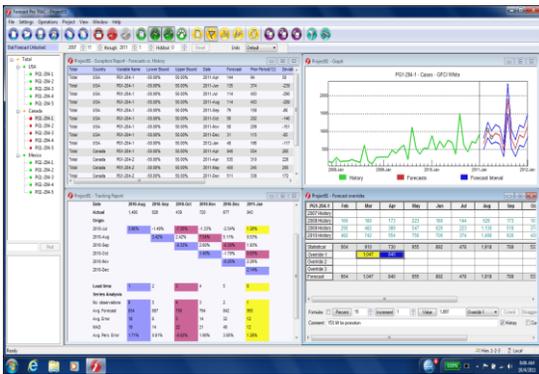


# Forecast Pro TRAC

## Forecast Pro Unlimited

**Forecast Pro** is a comprehensive forecasting and forecast management system featuring:

- fast, accurate automated forecasting
- easy forecast adjustments and overrides
- multiple hierarchies and units of measure
- forecast vs. actual tracking with exception reporting
- flexible analysis and reporting options
- integration of multiple forecasts for S&OP
- custom worksheets that can include imported info
- integration with any corporate system or database



### Generate Accurate Forecasts Automatically

Forecast Pro overcomes the pitfalls of a “one-size-fits-all” forecasting approach by automatically analyzing the history of each item and choosing the best forecasting model on an item-by-item basis to create the forecasts. With Forecast Pro’s Expert Selection (“best pick”) algorithm, items with steady demand might be forecasted using smoothed averages while items with more dynamic demand may be forecasted with models including trend and/or seasonality.

### Use a Wide Range of Methods & Specialized Models

Forecast Pro includes Exponential Smoothing, Box-Jenkins (ARIMA), Event Models, Multiple-level Models, New Product Models, Promotional Models, Low Volume Models, Intermittent Demand Models, Moving Averages, Curve Fitting, and Simple Methods such as same-as-last-year and same-as-last-year plus growth.

### Adjust the Forecasts with Business Expertise

Once the statistical forecasts have been generated, Forecast Pro lets you adjust your forecasts on a graph or in a spreadsheet-like display (the “forecast worksheet”). You see both the historical data and forecasted values in either view, making it easy to compare patterns within the data. Adjustments can be made at any level in your hierarchy and automatically reconciled. Forecast adjustments and overrides are maintained from one forecast cycle to the next, eliminating the need to re-key them each forecast period.

### Work with Multiple Hierarchies

With Forecast Pro TRAC’s powerful “shuffling” capability, you can rearrange your hierarchy on-the-fly. For instance, you may be working on your forecast in a product-by-customer view and then instantly change views to work with customer-level forecasts broken out by products.

### Monitor Forecast Performance.

Forecast Pro TRAC maintains an archive of your forecasts—both statistical and adjusted—so that you can compare forecasts vs. actuals. Forecast Pro TRAC’s “Waterfall” Report allows you to easily monitor forecast accuracy at any lead time you desire. For instance, if you are manufacturing products overseas and have a 120 day lead time, you can easily design your Waterfall report to track forecast accuracy at 120 days out.

### Manage by Exception

Forecast Pro TRAC’s exception reports allow you to zero in on areas that need your attention. For instance, if you are monitoring forecast accuracy via the Waterfall Report but don’t have the time to review all items manually, the built-in Waterfall Exception Report will identify any items where forecast error exceeds your pre-defined threshold. Forecast Pro TRAC’s built-in exception reports include:

- Waterfall Exception Report
- Archive vs. Actual Exception Report
- Forecasts vs. History Exception Report
- Forecasts vs. Archive Exception Report
- Forecast Range Exception Report
- Fitted Error Exception Report

### Maintain Your Forecasts

“Forecast Projects” allow you to easily update your forecasts from one forecast cycle to the next and maintain a record of all your forecasting sessions.

### Integrate Multiple Forecasts for S&OP

Forecast Pro TRAC allows you to import multiple forecasts into the worksheet (e.g. from other parts of your organization or partners) and to specify which forecast serves as the “baseline” on an item-by-item basis. You can then combine multiple forecasts to create a new forecast per your organization’s S&OP or other process.

### Work with Any Information You Need

Forecast Pro TRAC allows you to bring other pertinent information into the worksheet and create new rows (based on values of existing rows) to design customized planning and S&OP worksheets.

### Work With Your Existing Data

Forecast Pro is designed to integrate directly with your existing corporate systems using either a file interface (.xls, .xlsx, .txt, .csv or XML) or directly via ODBC.

# Forecast Pro TRAC

## Forecast Pro Unlimited

Capabilities Checklist	TRAC	FPU
<b>Flexible Model Selection</b>		
Automatic "best pick" model selection	x	x
Custom model specification at any level	x	x
<b>Broad Range of Forecasting Methods</b>		
Exponential smoothing & Box-Jenkins	x	x
Low volume & intermittent demand models	x	x
Promotional & event models	x	x
Top-down, bottom-up, & middle-out	x	x
"Same as last year"-based models	x	x
New product forecasting models	x	x
Outlier detection & correction	x	x
<b>Overrides for Adding Judgment to Forecasts</b>		
Up to 10 retainable override rows	x	x
Overrides at any level with reconciliation	x	x
Override commenting with audit reports	x	x
<b>Options: Working w/ Forecasts &amp; Reporting</b>		
Numeric reports and graphic displays	x	x
Inclusion of history and/or forecasted values	x	x
Customizable reports w/filtering	x	x
Safety stock and reorder points	x	x
ABC/Pareto analysis	x	x
Conversions to multiple units of measure	x	
Hierarchy "Shuffling" (multiple hierarchies)	x	
Time fences	x	
<b>Forecast Accuracy Measurement &amp; Tracking</b>		
Out-of-sample simulation	x	x
Forecast archive database	x	
Waterfall reports for analyzing accuracy	x	
<b>Exception Reporting</b>		
Forecast vs. actual reports	x	
Forecast vs. history reports	x	
Forecast vs. archive reports	x	
Forecast range reports	x	
Waterfall reports	x	
<b>Customizable Forecast Worksheets</b>		
Integrate multiple forecasts for S&OP	x	
Import pertinent outside information	x	
Calculate new rows based on existing rows	x	
<b>Team Forecasting</b>		
Review colleagues' projects & make changes	x	x
Consolidate multiple projects into master	x	x

## Licenses, Maintenance & Support

### Forecaster Licenses

Forecaster Licenses enable a user to generate the statistical forecasts, add judgment via overrides and adjustments, create reports, and export information.

### Collaborator Licenses

Collaborator Licenses are appropriate for those whose role is to review the forecasts and provide judgmental input. Collaborator Licenses allow a user to add judgment via overrides and adjustments, create reports, and export information; however, statistical forecasts *cannot* be generated.

### Maintenance & Support

All Forecast Pro licenses include twelve months of maintenance & support at no extra cost. Following the first year, maintenance and support is renewable on an annual subscription basis.

## Technical Specifications & Requirements

### Operating Systems

Windows (XP, 2003, Vista, 7, 8)

### Hardware

Pentium-based processor or newer—a minimum of 1 GB RAM is required; 4+ GB is recommended. Forecast Pro can be installed on a client machine or server (including Citrix). Native 32-bit or 64-bit versions are available.

### Data Integration

Forecast Pro can integrate directly to your database via ODBC. Data may also be transferred using the following file interfaces: .xls, .xlsx, .txt, .csv or XML (output only).

## Business Forecast Systems

Founded in 1986, Business Forecast Systems (BFS) is the market leading provider of affordable and powerful forecasting solutions. Forecast Pro is available in English, Spanish, Portuguese, Japanese, French, Chinese and German and is used by 40,000 forecasters in 90 countries.

**Powerful, Affordable Forecasting  
and Forecast Management**