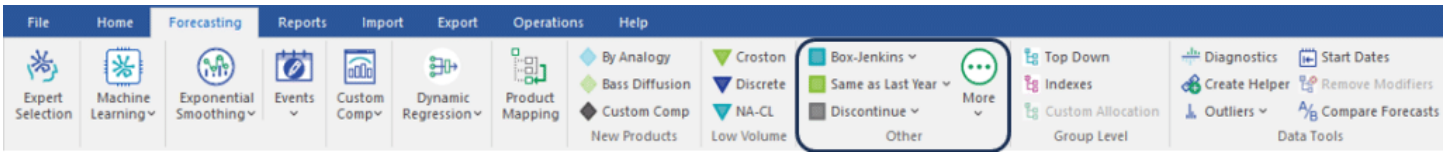
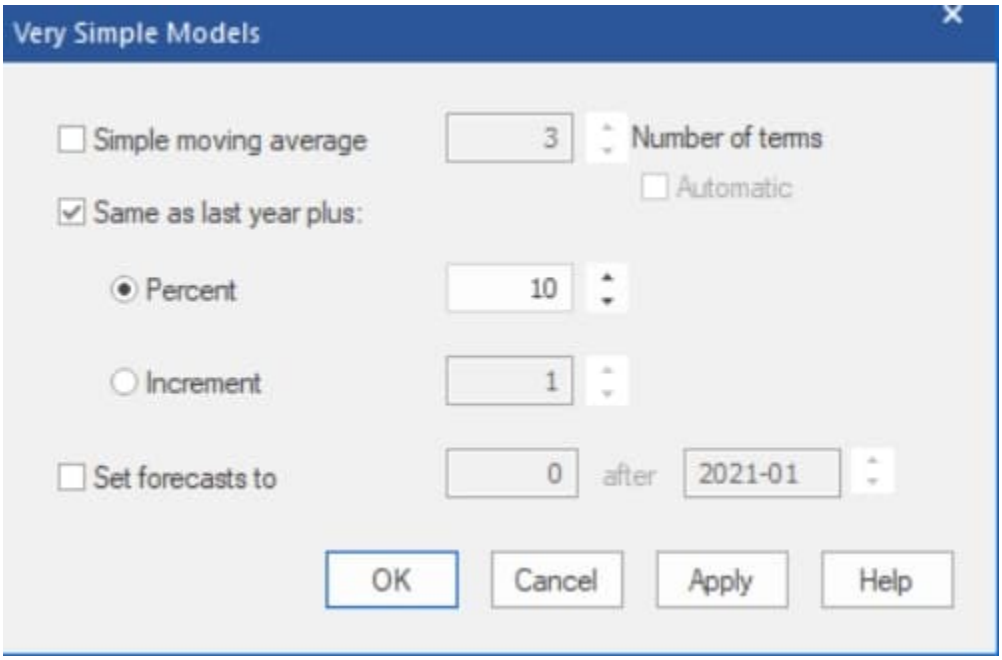
Same as Last Year

Forecasting Methodologies · https://dev.forecastpro.com/documentation/forecast-pro-trac/forecasting-methodologies/same-as-last-year/



Click the **Same as Last Year** icon on the **Forecasting** tab to set each forecasted value to equal the value for the same period last year (either history or forecast as the case may be).

Selecting *Plus Percent*... or *Plus increment*... from the drop-down on the **Same as Last Year** icon will open the dialog box shown below.



Same as last year (selected by default when opened from drop-down) sets each forecasted value to equal the value for the same period last year (either history or forecast as the case may be). The *Percent* option in the dialog above (selected by default when *Plus percent*... is selected from the drop-down) sets each forecasted value to equal the value for the same period last year plus the specified percentage. The *Increment* option in the dialog above (selected by default when *Plus increment*... is selected from the drop-down) sets each forecasted value to equal the value for the same period last

year plus the specified increment.

Selecting *Plus delta percent* from the drop-down on the **Same as Last Year** icon will set each forecasted value to equal the value for the same period last year adjusted by the percentage change between the value for the same period last year and the same period two years ago. That is, the model assumes that sales will grow at the same percentage rate as last year.

Selecting *Plus delta increment* from the drop-down on the **Same as Last Year** icon will set each forecasted value to equal the value for the same period last year adjusted by the unit change between the value for the same period last year and the same period two years ago. That is, the model assumes that sales will grow by the same number of units as last year.

The modifiers associated with Same as Last Year models are:

- ***SALY***: Set each forecasted value to equal the value for the same period last year (either history or forecast as the case may be).
- ***SALYP=*n***: Set each forecasted value to equal the value for the same period last year plus the specified percentage (*n*).
- ***SALYI=*n***: Set each forecasted value to equal the value for the same period last year plus the specified increment (*n*).
- ***SALYDP***: Set each forecasted value to equal the value for the same period last year adjusted by the percentage change between the value for the same period last year and the same period two years ago. That is, the model assumes that sales will grow at the same percentage rate as last year.
- ***SALYDI***: Set each forecasted value to equal the value for the same period last year adjusted by the unit change between the value for the same period last year and the same period two years ago. That is, the model assumes that sales will grow by the same number of units as last year.