# Forecast PRO®

## Powerful, Affordable Forecasting and Forecast Management

# A Comprehensive Solution

Forecast Pro is a comprehensive forecasting and forecast management system. This affordable and easy-to-use solution gives your team the capability to create accurate and credible forecasts, along with the tools for efficiently managing, monitoring and improving your forecast process.

**Solutions Starting at $5,000**

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# Power and Flexibility

## Forecast Pro includes:

- A wide range of forecasting models with automatic "best pick" option
- Specialized methods for new products, promoted items and limited data
- Forecast adjustments and overrides
- Forecast collaboration and team forecasting
- The ability to work in multiple units of measure
- Support for multiple hierarchies and views
- Forecast vs. actual tracking
- Extensive exception reporting
- Flexible reporting formats including direct-to-Excel
- Easy integration with databases and corporate systems
- Direct output to Excel, XML, ODBC, CSV and text files
- Native 32-bit and 64-bit support

*"Forecast Pro is easy to implement and use, and saves us substantial time and resources. The software provides a high level of value for the cost—I recommend Forecast Pro every chance that I get."*

Joel Brown
Retail Products Group

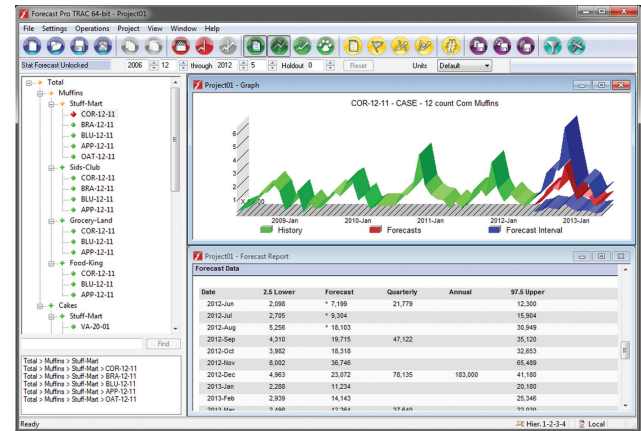✓ download free demo     ✓ schedule custom WebEx demo

# The Forecast Pro Advantage

## Easy-to-use

Forecast Pro's automatic "best pick" feature allows you to generate accurate forecasts, even for thousands of items, in a matter of seconds. Designed specifically for business forecasters, Forecast Pro has an intuitive interface that displays hierarchical data in a tree-like structure, allowing you to work at any level of detail with a simple click of the mouse. As you navigate from item to item, synchronized windows displaying graphical and tabular reports are instantly updated. Sharing your work is easy with Forecast Pro's flexible output formats, including one-click, direct-to-Excel reporting.

## Flexible

Forecast Pro gives you the flexibility to create and work with your forecasts in any way you want. In addition to its automatic forecasting capabilities, the software lets you specify approaches for any items you choose, with support for a wide range of models that address common forecasting challenges such as new products, promotions and one-time events. The software enables team members to rearrange the hierarchy and units of measure "on the fly," allowing everyone to work with the forecasts in the formats reflecting their particular business needs. Once the forecasts are finalized, Forecast Pro's flexible output formats ensure straightforward integration with your corporate systems.

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## Collaborative

Forecast Pro makes it easy to collaborate with others to establish the final forecasts. Members of your team can add their business judgment directly using the software's spreadsheet-style override facility, which features up to ten customizable rows. You can adjust the forecasts at any level in the hierarchy, and all changes are automatically reconciled. Handy comment fields make it easy to document changes, and override reports provide transparency to the process. Forecast Pro also enables you to assess the effectiveness of judgmental inputs by tracking the accuracy of both the baseline statistical forecasts and the adjusted forecasts.
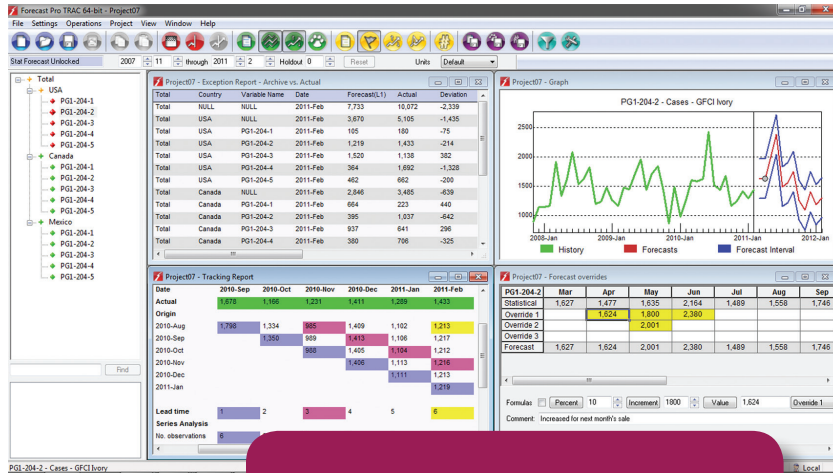
## Powerful

Forecast Pro does much more than just generate accurate forecasts—the software provides an impressive set of tools and reports for managing your forecast process effectively. Tracking forecast accuracy is easy using Forecast Pro's forecast vs. actual reports, including waterfall charts which display your forecast performance over time. Using the software's customizable exception reporting, you can automatically flag exceptions based on different performance metrics—such as forecast vs. history or whether a current forecast falls outside a pre-defined range. All tabular reports in Forecast Pro include Excel-like custom filtering, enabling you to focus on what is most important to you.

## Cost-effective

Forecast Pro offers the features and capabilities of a high-end solution at a fraction of the cost. In addition, the system's off-the-shelf nature enables you to get up and running with minimal IT resources and outside services. The vast majority of Forecast Pro implementations require fewer than three days of training and consulting.

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# Forecasting Methods

Expert Selection ("best pick")
Exponential smoothing (12 models)
Box-Jenkins (ARIMA)
Dynamic regression
Promotional models
New product forecasting
Bottom-up, top-down & middle-out
Event models
Forecast by analogy ("looks like")
Bass diffusion model
Seasonal simplification
Croston's intermittent demand model
Low-volume models
Curve fitting
Straight line
S-curve
Moving averages
Same as last year
Percentage growth
Outlier detection & correction

*"Forecast Pro TRAC is an excellent product that facilitates data management and provides us with a better understanding of the business."*

Sergio Martinez
Grupo Monge

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# Our Customers

Forecast Pro is used by more than 40,000 forecasters worldwide across a wide range of industries, in organizations both big and small.

| | | |
|---|---|---|
| 3M | Danone | Pacific Gas and Electric Company |
| AAFES | Eaton Corporation | Pfizer Inc. |
| American Welding & Tank | Expedia | popchips |
| Anheuser-Busch | Fidelity Investments | Sandvik Tooling |
| B.L. Initmate Apparel | Friesland Foods | Sioux Chief Manufacturing Co., Inc. |
| Bacardi U.S.A., Inc. | Garden Zone, LLC | State of California |
| Benjamin Moore & Co. | Hewlett-Packard | Stickley Furniture |
| Brooks Sports, Inc. | Honeywell | Superior Tool Company |
| Cemex | Irving Oil | Unilever |
| Coca-Cola | Kal Tire | UnitedHealthcare |
| College of William & Mary | Mattel/Fisher-Price, Inc. | Verizon |
| Crown Bolt | Merck & Co., Inc. | Wakefield Canada Inc. |
| Curtis Instruments, Inc. | Mono Pumps Ltd. | Wal-Mart |
| Daiichi Sankyo, Inc. | Norfolk Southern Corporation | WinCup |

To view an expanded list of customers organized by industry, visit forecastpro.com.
References are available.

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# About Us

With 25+ years of business forecasting expertise, Business Forecast Systems is recognized as a market leader. In addition to our award-winning Forecast Pro software, we provide a full range of resources to help our customers including:

- Cost-effective, customized Web-based training
- Convenient on-site training
- A full range of consulting and implementation services
- An informative e-newsletter
- Free educational Webinars

Business Forecast Systems, Inc.

68 Leonard Street

Belmont, MA 02478 USA

phone: +1.617.484.5050

fax: +1.617.484.9219

email: info@forecastpro.com

www.forecastpro.com

www.forecastpro.com

**Forecast PRO**®