

Forecasting - I (Forecasting with Trend)

The Job at Hand !

- *Corrix Inc
 - *One of the leading retail chains in the South.
 - *Offer a range of products : grocery to home improvement units.
- *Corrix has successfully implemented a system wide ERP system.
 - *All the stores and the DC have been connected.
- *With this implementation, it was believed that all its problems would be over!
- *The ERP system generated tons of data : Created a new problem.
- *Data needs to be analyzed for any meaningful decision to be made.

The Job at Hand (contd.)

- *You have been recently appointed as the materials manager (Planning and forecasting)
 - * Asked to generate a forecast using an appropriate forecasting method
 - * Provided the demand for the last 2 years .
- * Data in the form of a MS Excel file. (This file can be found under the name "Retail data for forecasting.xls")

The Job at Hand (contd.)

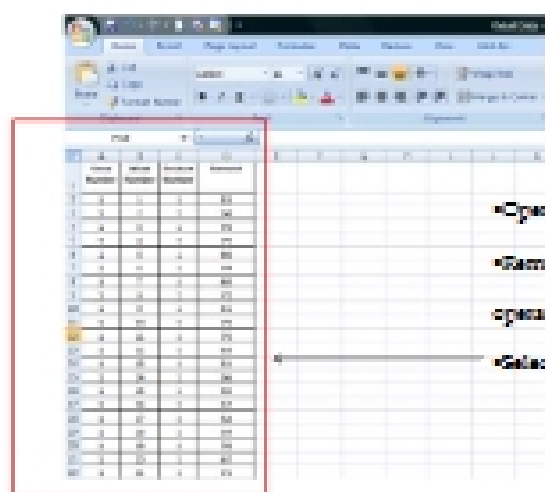
•It has demand information for 20 products for 6 stores for 2 years.
Thus there are around 12,500 rows of data!

•To convert this data into a manageable form we will use PIVOT TABLE

• Using this data, we can do Forecasting

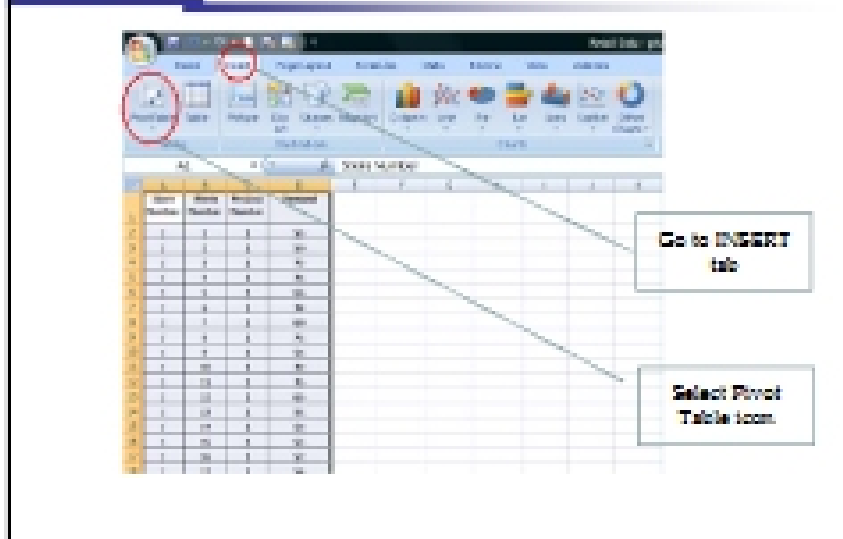
How to Generate Pivot Table in Excel 2007

Step 1

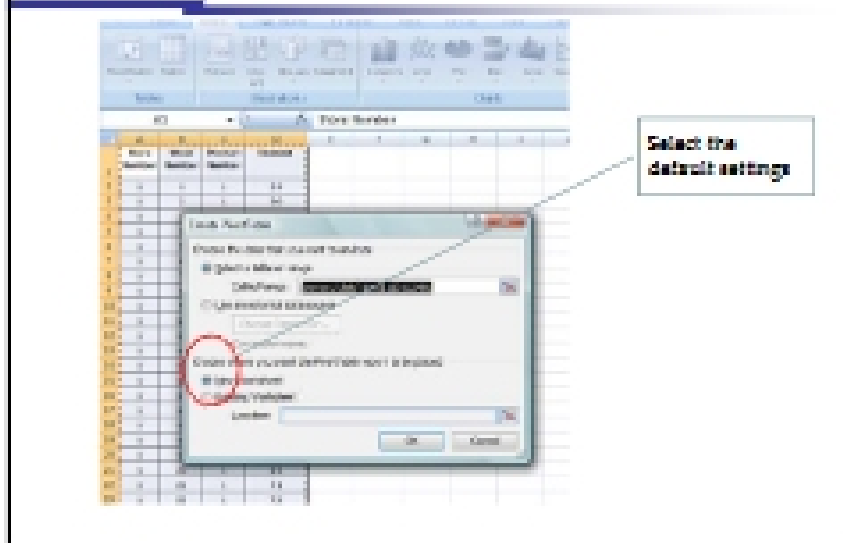


- Open the sheet
- Remove filters or any other operations on the sheet
- Select the data

Step 2



Step 3



The Following Screen is Displayed

