



When the Future Truly Matters



FUTURCAST Stand Alone in Comparison with the FUTURCAST System Platforms

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Feature	Stand Alone	FUTURCAST Sales & Operations	FUTURCAST Assumption-based	FUTURCAST Total Market
Users				
Single	●			
Multiple remote		●	●	●
Multiple live			●	●
Database				
Excel file (2 levels)	●			
MS SQL relational (50 levels)		●		
Oracle relational (50 Levels)		●	●	●
Database Functionalities				
Adding, deleting codes	●	●	●	●
Restaging/merging codes		●	●	●
Discontinuing codes		●	●	●
Creating ABC classification		●	●	●
Managing monthly prices/discounts		●	●	●
Managing users		●	●	●
Creating/editing seasonal profiles		●	●	●
Data & Forecast Environment				
Multiple input data sources		●	●	●
Custom export to Excel	●	●	●	●
Automatic data import & export		●	●	●
ERP integration		●	●	●
Maximum forecast products/codes	30	NA	NA	NA
Maximum forecast months	24	42	72	120
Forecasting Capabilities				
Multiple methods	●	●	●	●
Expert System Method Selection	●	●	●	●
Identifying & removing outliers	●	●	●	●
Identify & apply inherent seasonality	●	●	●	●
Apply seasonal profile		●	●	●
Custom data views		●	●	●
Top/down forecasting	●	●	●	●
Top/down forecasting (excluding products)		●	●	●
Multiple graphic options	●	●	●	●

Force yearly objectives to months	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Force currency objective to units		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Kit/pallet management*		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Weekly forecasting*		<input checked="" type="checkbox"/>		
Force monthly objectives to weeks*		<input checked="" type="checkbox"/>		
Force Rx objectives to units				<input checked="" type="checkbox"/>
Forecast Modifications Capabilities				
Multiple event lines & drivers		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Document independent events			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Distinguish market from product drivers				<input checked="" type="checkbox"/>
Insert comments to product series	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Store/access multiple forecast scenarios		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Store/access multiple market scenarios				<input checked="" type="checkbox"/>
Business Analysis Capabilities				
Best fit Bass diffusion model for new product forecasting	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Key Performance Indicators (KPI)				
Variance analysis (at a code/level)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Weighted Accuracy (point vs cumulative)		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Bias Analysis		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Forecast change analysis (rolling report)		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Business Intelligence Reporting				
Micro/macro comparison to budget		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Identifying best/worst performers		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Price/volume analysis		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Forecast consumption analysis		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Supply Chain Capabilities				
Safety Stock calculation		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Auto Conversion of Sales forecast to		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Batch replenishment values*		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Supply/demand balancing views		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Integrated S&OP*		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

* Optional Capabilities

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