

## 7.9. Demand Forecasting Tab

The **Demand forecasting** tab designed to:

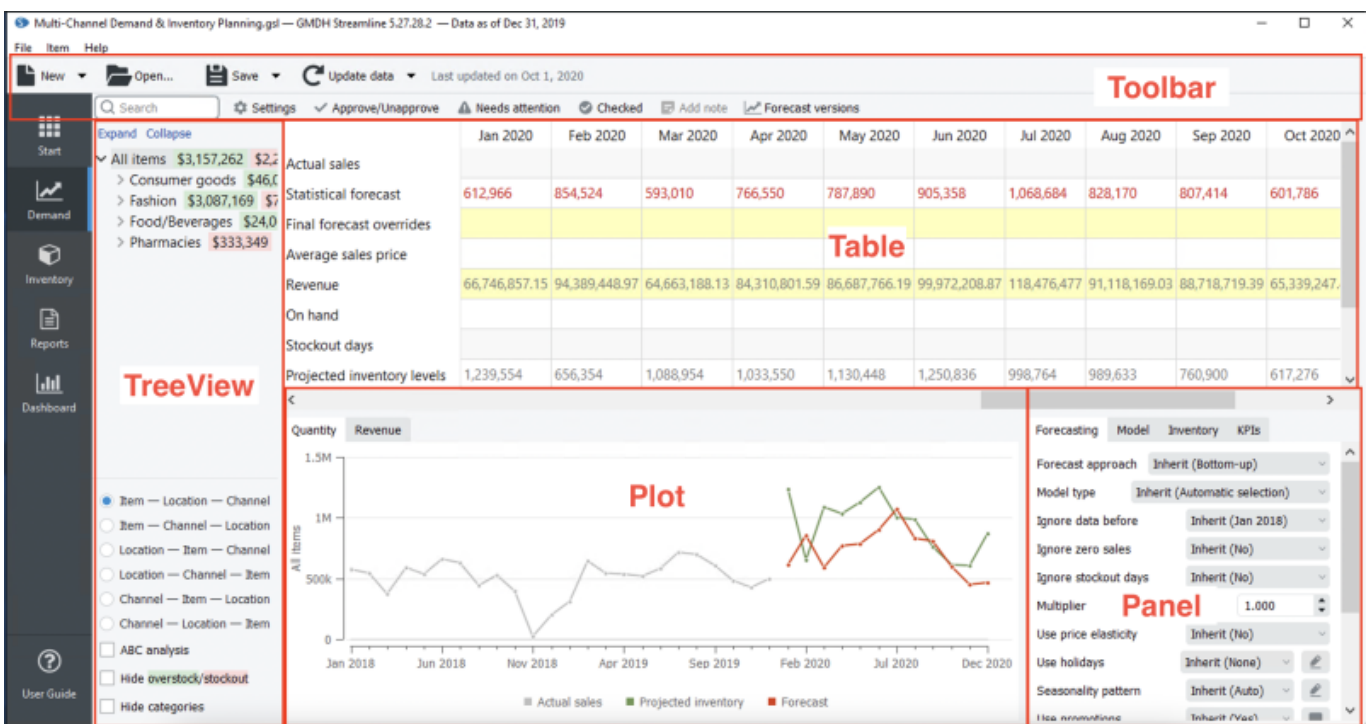
- generate sales forecasts and revenue forecasts;
- view and plan your demand from three viewpoints – [item](#), [location](#), and [channel](#);
- perform a [forecast approval process](#);
- make manual overrides of statistical forecasts at any level of the tree and any view;
- plan your demand based on the given projected revenue;
- fine-tune the forecasting models;

It also allows you to:

- view and [modify the imported sales data](#);
- perform [what-if revenue analysis](#);
- perform [ABC analysis](#);
- [collaborate with colleagues](#) by adding notes to overridden items;
- Mark an item that needs attention;
- Change the item status to checked;
- Add new Forecast versions.

The **Demand forecasting** tab consists of:

- [Toolbar](#)
- [Tree view](#)
- [Table](#)
- [Plot](#)
- [Panel](#)



The **Tree view** on the left shows the imported data hierarchy and is primarily used to browse the items and view their properties using a special [icon-coding](#). Leaf nodes of the tree are [planning items](#)

which are forecasted. Tree branches can represent:

- item/location category;
- item code/location/channel (depending on the chosen view);
- ABC classification.

As you select a node in the tree, its information is immediately shown in the **Table**, **Plot**, and the **Panel**.

The **Table** and **Plot** depict actual sales, statistical and overridden forecasts, and projected inventory levels. The **Table** displays additional information depending on the imported data. For example, the [items' prices](#) or [inventory on hand](#). Moreover, all the information that is shown in the **Table** and **Plot** can be exported to Excel and a PNG file correspondingly.

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[Next: Toolbar](#)

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