

**asf**

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Avercast Sales Forecasting

The ability to collect and apply real-time market intelligence from sales professionals in the field is crucial to producing accurate forecasts. Avercast® Sales Forecasting (ASF) Software is a powerful yet user-friendly tool designed to facilitate collaboration from sales professionals in the inventory forecasting and planning process.

Sales professionals simply access ASF through a web browser with a username and password. Each sales professional's access can be limited (by a system administrator) to allow visibility only into items that a particular salesperson sells and to customers that he/she sells to.

Once inside ASF, Sales professionals may make recommended adjustments to forecast at any level of hierarchy and then submit those adjustments back to the demand planner for review (inside of ABF).

All changes to forecast by sales personnel are made in real-time; eliminating the confusion associated with additional software interfaces and data transfers.

Software Features:

- *Improve forecast accuracy through feedback from sales personnel*
- *Adjust forecast at sku level or any aggregate level*
- *Review sales by customer, as well as by customer-item*
- *Keep track of adjustments with notes accompanied by time and date stamps*
- *Forecast adjustments are relayed back to the Avercast Business Forecasting Module*
- *Intuitive, user-friendly software screen designed to get salespeople up and running fast*
- *Customizable Reports and Graphs*

Enterprise Level Software Solutions for:

**The Cloud****Your Server****Your PC****Your Smart Phone**