

## Global Forecasting

### OVERVIEW:

An accurate forecast allows your business to effectively manage product plans, reduce inventory costs, avoid fulfillment delays and align resources appropriately. The NehaNet Forecasting system delivers these benefits while efficiently managing the forecast process across your extended sales team including Regional Sales Managers (RSMs), Rep firms, Distributors, Marketing, and Field Applications Engineers (FAEs). Your team is delivered clear visibility into their sales pipeline as well as help in creating an accurate rolling forecast using a quantitative and web-based approach.

### BUSINESS BENEFITS:

#### Increase Productivity

RSMs, Sales Operations Managers, and the VP of Sales spend many hours each month managing the forecast process. The NehaNet Forecast System can cut out a majority of that time. For example, the time savings for a company with five RSMs and a VP of Sales can exceed forty hours a month, or one-fourth of a new sales person!

#### Improve Sales Team Success

Rep firms, Distributors and RSMs drive your forecast, revising it upwards or downwards based on their perspective. You can improve that perspective with a solution that shows backlog, shipment information and actual performance versus forecast. You can also improve forecast accuracy by routing forecasts for approvals to market or application specialists rather than a simple region-based rollout.

#### Improve Customer Satisfaction

Accurate forecasting directly correlates to customer satisfaction due to the close relationship between your customers production and procurement functions. A forecast that is too low or too high can have an immediate adverse effect putting your relationship and future design-wins at risk.

#### Reduce Costs

Accurate forecasts also have a correlation to your production planning and inventory carrying costs. Accurate long-term forecasts can help your manufacturing team anticipate demand and drive accurate capacity planning and supplier relationships.

*“NehaNet’s speed of implementation was dramatically better than other existing systems. We had a full system up and rolled out in 60 days.”*

Period	Opportunity	Part Number	Phase	Forecasted Customer	Forecast Type	Last Date Updated	Value
Feb 2007	3Comm-20061415	V080117100	Approved	3Communications Inc.	Billing	Jan 31, 2007	7,500.00
Feb 2007	3Comm-20061415	V080117100	Approved	3Communications Inc.	Billing Contract	Jan 31, 2007	7,500.00
Feb 2007	3Comm-20061415	V080117100	Approved	3Communications Inc.	Booking	Jan 31, 2007	4,500.00
Feb 2007	3Comm-20061415	V080117100	Approved	3Communications Inc.	Sales (SL)	Feb 1, 2007	4,500.00
Feb 2007	XLS-001-SoftProble-20060308	V080117100	Approved	ISIP Solutions, Inc.	Billing Contract	Jan 31, 2007	400.00
Feb 2007	XLS-001-SoftProble-20060308	V080117100	Approved	ISIP Solutions, Inc.	Booking	Jan 31, 2007	500.00
Feb 2007	XLS-001-SoftProble-20060308	V080117100	Approved	ISIP Solutions, Inc.	Booking	Jan 31, 2007	600.00

*“One of the biggest mistakes a company can make when automating business processes is to develop a patchwork, homegrown system consisting of 15 to 20 paper or e-mail forms.”*

#### Competitive Advantage

Executives make decisions based on their knowledge of their business. Concise, accurate information about run-rate, committed and funnel business will assist in making good strategic and tactical decisions.

## Sarbanes-Oxley Compliance

Corporate governance is increasingly important in today's information driven economy. Make sure your company can avoid inquiries and penalties by accurately accounting for forward looking statements with documented processes and detailed audit trails.



## FEATURES:

- ❖ Manage Multiple Forecasts
- ❖ Sales Quota Management
- ❖ Forecast Confidence
- ❖ Workflow Engine
- ❖ Rolling Global Forecasts
- ❖ POS & ERP integration
- ❖ Integration with Production Planning
- ❖ Easy Analysis
- ❖ Multi-currency Support
- ❖ Monthly Forecast Reminders
- ❖ Role-based Views and Access
- ❖ Smart ASP
- ❖ Audit Trail
- ❖ Microsoft Excel integration
- ❖ Microsoft Outlook integration
- ❖ Two-click Smart Jump
- ❖ Sarbanes-Oxley Compliant



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NehaNet Corporation is the premier provider of sales, support and marketing automation solutions and services to the electronic components and related industries. Let NehaNet bring its in-depth domain knowledge and years of experience with industry best practices to your business today.