

Forecasting in Qlik Sense

Forget spreadsheets.
Enter your forecast directly in Qlik!



Customers' voice

[Read case study](#)



“

The implementation of Sales Forecasting in Forms took us just 4 weeks - incredible achievement compared to our previous planning solution in Excel, which took us months to build.

Jeff Brown - General Manager Supply Chain at Mayo Hardware

[Watch webinar](#)



How it works (1)



Get your baseline numbers, pre-populate templates, adjust the forecasts, analyze the results and set approval workflow

The first challenge when it comes to Forecasting is about **getting the base numbers ready.**

That includes combining multiple data sources, cleansing, transforming, applying business logic & calculations. This is often the most time-consuming phase and also the most important, since the data will serve as a default starting point for forecasts. It can be e.g. your sales from last year or a system forecast from demand planning tool.

The prediction models (if required) can run directly in Qlik Sense or it is possible to leverage integration with R for more sophisticated predictions.

The baseline numbers are then used to **pre-populate Forms templates** with default values so that users don't have to start from scratch. The templates are custom-built to address business logic (e.g. weekly, monthly, by product, by customer...)

Everything in one platform

After finishing the plan, users can immediately see the results in dashboards, they can analyze the trend, spot any issues and go back and forth until they are 100% happy with the outcome.



How it works (2)



Adjusting forecasts, analyzing results and setting approval workflow

Once the templates are pre-filled with baseline figures, the business users can **modify the numbers** as needed and **create different versions of forecasts**. Everyone can see and adjust only his/her related dataset. This is controlled via section access (Qlik's row level security).

All the modifications are securely stored in a database with a timestamp, so there's full changelog history and option to restore any version at any point in time.

After each adjustment, users can **immediately see the final results**, analyze the trend, fix any highlighted issues with data or compare the versions. They can also enter notes and comments.

Finally, when the forecast is ready, it needs to be signed-off. **The multi-step approval workflow process** is supported and approval can be set on different aggregation levels (e.g. product, customer, business unit, country...). Once the forecast is approved, the template cells can be locked for further editing.

The final forecast sign-off can **trigger various actions**, such as for example import to ERP system.

Integrated process

Planning and analytics are no longer disconnected tasks, it is integrated as one business process.



Save & recalculate
Forecast model

Immediately analyze
final results

Budgeting, your role: manager, timeframe: june

FORMS TRUSTED

#Target_CY: **400k** #Revenue_CY: **212.7k**

Revenue vs. Budget Comparison

Country: Finland

Product Group: Accessories

Product: Dumbbells

Version: Version 1 (selected)

Budget: 3:9, 6:6, 9:3

Timeframe: Budget

Modify default numbers

Country	#Target_CY	#Budget	#Revenue
Finland	\$400,000	\$410,000	\$212,657
Accessories	\$400,000	\$81,000	\$42,106
Fitness	\$400,000	\$82,000	\$41,552
Dumbbells	\$400,000	\$70,000	\$35,063
Exercise Ball	\$400,000	\$12,000	\$6,489
Yoga	\$400,000	\$247,000	\$128,999

See modification timestamp

Country	Product	jan	feb	mar	apr	may	june	july	aug	sep	oct	nov	dec	Timestamp
Finland	Dumbbells	\$6,250	\$4,201	\$4,928	\$6,325	\$7,896	\$5,463	5000	4000	3000	5000	5000	15000	2019-12-11 16:00:13
Finland	Exercise Ball	\$925	\$1,152	\$1,856	\$659	\$632	\$1,265	1000	1000	1000	1000	1000	1000	2019-12-11 12:21:35
Finland	Microfibre Towel	\$3,256	\$3,695	\$3,698	\$3,654	\$1,956	\$3,652	3000	3000	3000	3000	3000	3000	2019-12-11 12:21:35
Finland	Sports bag	\$3,012	\$4,152	\$4,785	\$4,789	\$3,698	\$3,640	4000	4000	4000	4000	1000	4000	2019-12-11 12:21:35
Finland	Steel Bottle	\$3,152	\$3,210	\$2,630	\$2,365	\$3,521	\$3,152	3100	2500	3100	3100	3100	3100	2019-12-11 12:21:35
Finland	Yoga Block	\$2,789	\$2,788	\$2,985	\$2,569	\$2,587	\$2,547	2700	2700	2700	1900	2700	2700	2019-12-11 12:21:35
Finland	Yoga Mat	\$14,590	\$13,560	\$13,962	\$14,875	\$15,236	\$12,012	14000	14000	11000	14000	14000	14000	2019-12-11 12:21:35
Finland	Yoga Pants	\$1,478	\$1,365	\$1,596	\$1,236	\$1,548	\$1,365	1200	1200	1200	1200	1200	1200	2019-12-11 12:21:35

Request a demo

To learn more.

