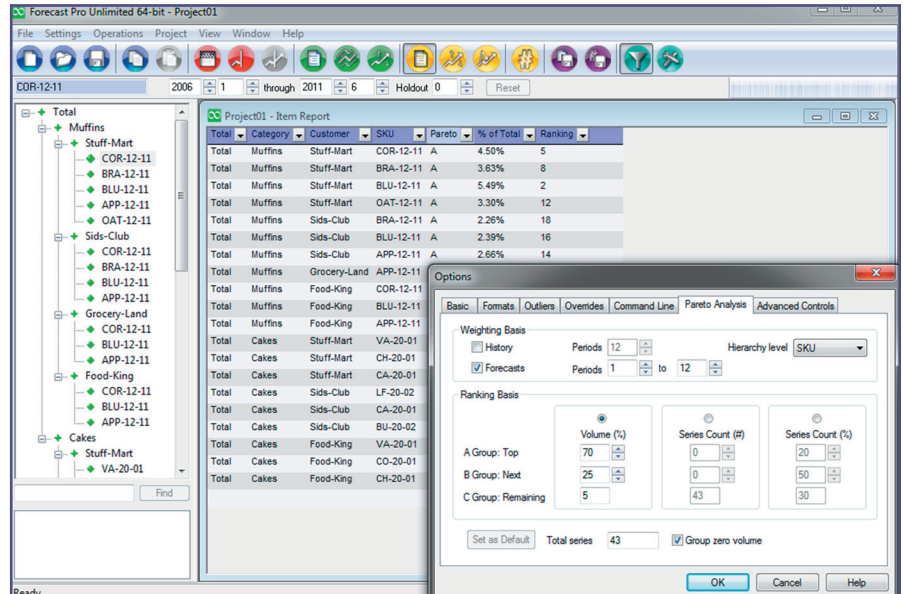# Forecast Pro Unlimited Version 8: WHAT'S NEW

Pareto Analysis (ABC Categorization)

In business forecasting—as in many other areas—the "80-20" rule often applies. Perhaps you've found that 80% of your sales come from just 20% of your products. Naturally, you will want to focus your forecasting efforts on that 20%, recognizing that improving forecasts for these products will have the greatest impact on your bottom line.

Using the automated Pareto analysis in **Forecast Pro Unlimited Version 8**, you can assign ABC classifications to the items you are forecasting. You have the flexibility to apply the thresholds for classification in a number of ways based on volume (either historical or forecasted) or units. Further, you determine at which level of the hierarchy to assign ABC classifications and which periods to analyze.

In this example, **ABC categorization** is used in conjunction with a **report filter** to identify and display high-volume "A" items.

Team Forecasting

Forecast Pro Unlimited Version 8 allows you to break large forecasting projects into smaller pieces that can be worked on separately and then reassembled into consolidated forecasts.

For example, if your organization has three demand planners responsible for three different geographic areas, each person can work independently on a project for a specific region. Once all three projects are completed, the individual projects—including modifiers, overrides and archives—are imported into a Master Project for consolidation. You can then review the results at a consolidated level, and make overrides to the forecasts and change the forecasting models as desired.

Ability to Import Overrides and Modifiers from Excel

Forecast Pro Unlimited Version 8 allows you to import overrides and modifiers directly from Excel, which can save substantial time if you work with large data sets. This feature also provides any easy way for your colleagues who are not familiar with Forecast Pro to provide input. They can review and modify forecasts in Excel, and those revisions can be imported into Forecast Pro without manual re-entry of the changes.

Enhancements Throughout the Software

In addition to the improvements above, **Forecast Pro Unlimited Version 8** is packed with numerous new features designed to make the software easier to use and to enhance performance. You can now:

- Filter and report more effectively by using new property fields— for events, model family, modifiers, seasonality and trends.
- Import Hot Lists from other projects.