

# LS Forecast

## Advanced sales forecasting in the cloud

### Webinar Q&A - May 26, 2020

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**Presenter: Martin Kleindl, Product Director**

**Q: Can LS Forecast be implemented on an on premise platform?**

A: LS Forecast can be connected to LS Central running on-prem or in-cloud, but LS Forecast itself always uses Azure technology and, therefore, has to be in the cloud.

**Q: Are variants also considered as SKU (Stock Keeping Unit)?**

A: Yes, they are. We count the number of items or variants, multiply with the number of locations and calculations.

**Q: Is the sales chart available if the LS Forecast is not purchased? I mean if we have only Replenishment?**

A: Yes. The sales chart is part of LS Central and it also works with other calculation types. So if you're using average usage, it will show you the daily average sales, and it also works for the other methods. So – yes!

**Q: Is this available in all regions?**

A: Yes, at the moment we have started hosting LS Forecast in the cloud in the European Data Center, but this will be available also in the Data Centers in the Eastern and Western hemispheres.

**Q: Can the promotion be used by the customers in order to try the product?**

A: Yes, this is exactly the idea. As a customer you apply for that, we will set up the environment and then as long as you stay below the 10,000 calculations for the base pack, then this is free of charge for you. You can try it out for two months and then if you like it you just continue.

**Q: Which LS Nav/LS Central versions support LS Forecast?**

A: At LS Retail, we deliver new functionality for the latest versions only. So this is version 16.0 for AL and 14.03 for CAL. However, the solution has been built in such a way that it can be downgraded with reasonable effort, so if you're interested in that, please reach out your LS Retail partner or to our Consulting Department for assistance.

**Q: How can we get LS Forecast for demo purposes, as partners?**

A: To try out LS Forecast for yourself, you would apply for the evaluation package, which comes at a very good price, to try it out. Here, you are limited to 5000 calculations and for demo purposes this is definitely sufficient. What you need, of course, is to have LS Insight installed to be able to upload the data.

**Q: Can LS Forecast be used to forecast for central warehouses too?**

A: Yes, this can be done, as we have the freedom to upload this data as well.

**Q: Does this work with Warehouse sales using Sales Orders or Sales Invoices?**

A: I assume this relates to the above question on the warehouse. We are considering in our replenishment calculations open purchase orders, open sales orders and open transfer orders and you can define how this should be considered. Different companies might have different approaches here. Sales Invoices are something that we see in the Item Ledger Entries which is our Posted Sales History, so this is also considered. I hope I understood the question correctly, if not, please reach out to me [Martin.Kleindl@lsretail.com](mailto:Martin.Kleindl@lsretail.com)

**Q: Does LS Forecast support multiple companies?**

A: Yes, it does. When you operate companies in, let's say in Malaysia, Singapore and South Korea, then you would calculate your forecast individually per company. But when we do the monthly billing, then we will combine and sum up all the calculations that you had in your companies and invoice that in a total sum, which would be a cheaper approach for you.

**Q: Can this work with an on-prem solution as with SaaS?**

A: Yes, LS Forecast can be used with LS Central being on-prem and in the cloud.

**Q: How about "open customer orders"? Can they be used as "to be sales" in forecasts?**

A: If these are already Sales Orders, then we consider that.

**Q: Is this an add-on? And does it need licenses?**

A: In LS Central, this is included and is a part of Replenishment, but to use the cloud engine, you need to order it and then you pay based on consumption. If you order it and don't use it for a couple of months, we will decommission it. No additional license is needed.

**Q: Is LS Forecast recommended for a brand new store (no history yet)?**

A: If you're opening a new business and you don't have any sales history available, then LS Forecast cannot provide much additional value. However, if you're adding a store to let's say a chain of stores, then you can reuse the sales history from your existing stores, and apply some multipliers in order to simulate a sales history.

**Q: Is LS Forecast available in the on-premise version of LS Central?**

A: Yes, for version 14.03 and 16.0.

**Q: For the calculation model looking at the sales history, what is the product granularity: by item, item/variant, product group, item attributes? For example fashion, one-time-buy products?**

A: We have two main granularities, based on day and based on week. The granularity may also depend on how detailed you want the information to be, that you get. For fast-moving items, we would propose to have this on a daily level, but for items that move slower, then weekly granularity is usually sufficient. In the case of fashion items, even though they're usually fast-moving, then we break these items down to variants, so we can for example see that a certain size/color may be selling slowly

even though the item in general is selling fast. So, for fashion, we would say – weekly granularity.

Addition: the calculation model is calculating on variant level. We plan to add the possibility to calculate also on item and product group level in future versions.

**Q: Could the unused consumption be accumulated to the next period?**

A: No, this is not possible. You cannot transfer your consumption between periods. However, if you run multiple companies, for example for UK, Iceland and Germany, then we aggregate the total consumption and bill based on that.

**Q: Is there a brochure or landing page at LS Retail's website? Where I can get further information?**

A: There is a landing page on our website: <https://www.lsretail.com/products/ls-forecast>  
We will also upload a sales presentation on the LS Retail portal which will be available from May 28. Other material will be uploaded as we add it to our sales and marketing offering.

**Q: For the calculations counters, you said by SKU: item/location... Does this mean by item/variant/location?**

A: Yes, this is correct. This is items/variants multiplied with location.