

MARS BULLETIN

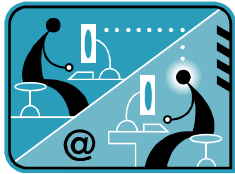
2010 Quarter 4

DEVELOPING A LONG-TERM FORECAST FOR A VENDOR

Vendors will on occasion require a distributor to provide them with a long term forecast, (e.g., monthly requirements for the next six months) which they will *theoretically* use as a planning device. For most distributors, the forecast is non-binding,

and they can place the actual orders on a periodic basis as time progresses. There are situations, however, where the forecast is binding. It is then often referred to as a blanket order.

In either case the problem of developing a forecast, or order of this nature, can be a difficult and time consuming job and even then results in a relatively poor reflection of the company's true needs.



The net result of this feature is that it provides a series of purchase orders for as many forward periods as you wish. It is actually a simulation of the ordering process as if you were moving through time and placing purchase orders periodically as you would under normal circumstances.

Keep in mind the simulation of the orders will not be *exactly* the same as if you placed the orders one at a time each separated by the true order cycle. Under actual ordering conditions the forecasts would change each period as the data was updated with the actual sales. Nevertheless, the blanket order feature will provide the best possible forecast with the data available at that time. The sum of the purchase orders then represents the total forecast for the time span of interest.

"Did you know?" Error Log Email Options

MARS has an email feature allowing the error reports generated by the download agent to be emailed to interested parties.

Please refer to the "System Switches—for the Client Version" documentation for further explanation or contact NBDS.

PONDERING ON-LINE TRAINING?

NBDS continues to offer WebEx sessions with much success!

With WebEx all you need is an internet connection and a phone, and NBDS can look directly at your system to determine where a purported problem exists, or simply use WebEx as a hassle-free training tool—you control what we access! Any number of individuals may participate, and the company gains the benefits of having personal MARS-IW training minus the expenses required for an on-site visit.

Currently, MARS-IW remote training is priced at \$150/hour for a prepaid 5 hour block or \$135/hour for a prepaid 10 hour block. Time may be used in 30 minute increments for up to one year.

Please contact Thomas Collins directly should this training option be of interest to you.

We've Moved!!!

After 28 years in the Midway area of St. Paul, MN NBDS has move to Bloomington, MN. Our new address and phone numbers:
National Business Data Systems
1101 East 78th Street Suite 314
Bloomington, MN 55420-1402
Phone (952) 698-3500
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MARS Updates

Visit our website at:

www.nbds.com/custupdate.htm

to pick up the latest release. You must be a current 6.x user. Updates for both Access and SQL users are available at no charge. Contact NBDS if you have any questions on downloading the updates.

INSIGHT

"Discovery consists of seeing what everybody has seen and thinking what nobody has thought."

—Albert Szent-Gvorgvi

US (Hungarian-born) biochemist (1893—1986)

Regular Office Hours
8 a.m.—4:30 p.m. CST
Monday—Thursday

Friday 8 a.m.—12:00 p.m.

After hours voice mail is available by calling 952-698-3500 and entering the appropriate extension as listed below.

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