

Forecasting Accuracy Analysis Using Power BI

This project utilizes Power BI to automatically calculate forecasting accuracy rates for the sales team, providing a comprehensive view of sales performance across individuals, teams, and historical trends. The dashboard enhances data-driven decision-making by offering real-time tracking, performance comparisons, and error analysis.

Key Features of the Dashboard:

- **Automated Forecasting Accuracy Calculation:** Eliminates manual efforts by dynamically computing accuracy rates based on historical data.
- **Performance Tracking:** Monitors individual and team performance over time, identifying trends and areas for improvement.
- **Drill-Down Capabilities:** Enables users to filter by individual sales representatives, teams, industries, and time periods for in-depth insights.
- **Error Analysis & Performance Benchmarking:** Highlights forecasting deviations to help teams refine their sales predictions.
- **Historical Trends & YoY Comparisons:** Provides a long-term view of forecasting accuracy evolution.

The screenshots included below showcase different pages of the dashboard, illustrating forecast accuracy by industry, sales representative rankings, detailed performance breakdowns, and trend analysis.

FCA by Industry

Refresh Date:
 Data Blocking: End of 2022-04

Month Filter

- ☐ Select all
- ☐ 2022-06
- ☐ 2022-05
- ☐ 2022-04
- ☐ 2022-03
- ☐ 2022-02
- ☐ 2022-01
- ☐ 2021-12
- ☐ 2021-11
- ☐ 2021-10
- ☐ 2021-09
- ☐ 2021-08
- ☐ 2021-07
- ☐ 2021-06
- ☐ 2021-05
- ☐ 2021-04
- ☐ 2021-03
- ☐ 2021-02
- ☐ 2021-01

17%

EP YTD Overall FCA

.57%

EP Latest Month Overall FCA

Industry	Sales Order	ABS Error	FCA
Transportation	58	99	62.4%
Consumer	68	11	55.1%
Industrial	76	67	48.9%
Others	45	69	22.3%
Construction	10	175	0.0%
	26	24	0.0%

Transportation



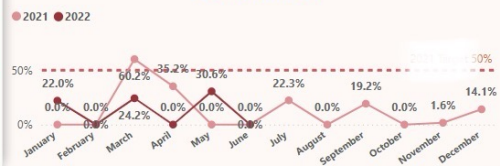
Industrial



Consumer



Construction



1. Industry 2. Sales (Overall) 3. Sales (Details) 4. Transportation Team 5. Transportation Distributor 6. Customer Rank Distributor Sales

FCA Tool

EP (GCN)

Sales FCA Rank

(by Article)



Month Filter

- ☐ Select all
- ☒ 2022-06
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- ☐ 2022-01
- ☐ 2021-12
- ☐ 2021-11
- ☐ 2021-10
- ☐ 2021-09
- ☐ 2021-08
- ☐ 2021-07

Sales	Sales Order	Error	Team	FCA
Sam	100	0		100.0%
Daniel	350	25		99.8%
Eason	75	5		98.8%
Nancy	425	150		92.2%
John	100	100		84.3%
Sarah	75	50		83.0%
Mar	50	0		80.0%
Jim	100	10		77.4%
Dar	50	100	Powertrain & Exter...	74.7%
Bro	500	100		73.7%

FCA Line Chart

(All EP Articles)

(by Article Level)
Please Click to Choose
Sales Rep



Sales Filter

Search by Sales Rep

Sales FCA by Month (YoY)



Refresh Date: 2022-05-06
Data Blocking: End of 2022-04

1. Industry 2. Sales (Overall) 3. Sales (Details) 4. Transportation Team 5. Transportation Distributor 6. Customer Rank Distributor Sales

