



SalesForecast

Product Documentation

isenselabs.com

January, 2016

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Welcome

Hello and thank you for your interest in SalesForecast. This document is an introduction to SalesForecast's functionality. It is recommended that you familiarize yourself with the contents of this document prior to using SalesForecast.

How to use this document?

The information you need is divided into chapters. In some sections you might notice some of the following types of paragraphs which give you extra information:

Note: The blue paragraphs contain information which is good to be aware of. They are intended for all types of users.

Important: The red paragraphs contain important information, which we strongly advise users to read.

Chapter 01: Installation Instructions

These installation instructions assume that you have either a fresh or a customized installation of OpenCart 2.0 or newer.

Warning: If your OpenCart is not a fresh installation, files and database backup is highly recommended.

Install using the OpenCart Extension Installer

- 1) Unzip the downloaded ZIP file into a new folder
- 2) Login to your OpenCart admin panel and go to **Extensions > Extension Installer**. Upload the file **salesforecast.ocmod.zip**, which is in the folder you created in Step 1.

Note: If you receive an error "*Could not connect as...*", this means that your OpenCart FTP settings are not properly configured, or FTP is not enabled on your server. To resolve this, follow these steps:

2.1) Go to **System > Settings > Edit > FTP** and update your FTP settings. After you are done, try uploading SalesForecast again. If it does not work and you receive the same error "*Could not connect as...*", follow Step 2.2:

2.2) Go to this link:
http://www.opencart.com/index.php?route=extension/extension/info&extension_id=18892 and download and install the Quickfix for the OpenCart Extension installer. After you are done, try uploading SalesForecast again.

- 3) Go to **Extensions > Modules > SalesForecast** and click the "Install" button ("+" sign).
- 4) Go to **Extensions > Modifications** and click the "Refresh" button on the top right.
- 5) Congratulations! SalesForecast is now installed and configured. You can access it from **Extensions > Modules > SalesForecast**.

Manual Installation

- 1) Unzip the downloaded ZIP file into a new folder
- 2) Navigate to this folder and find the file **salesforecast.ocmod.zip**. Extract this file.
- 3) Navigate to the extracted folder. You will notice an **upload/** folder.
- 4) [Optional] Some OpenCart stores have their admin folder renamed and some extra languages installed. If necessary, rename the **admin/** folder and the **admin/language/english/** folder to match your OpenCart setup.
- 5) Upload the contents of this folder to your OpenCart store, making sure to preserve the directory structure.
- 6) The extracted **salesforecast.ocmod.zip** also contains an **install.xml** file. Rename the file to **install.ocmod.xml**.
- 7) Login to your OpenCart admin panel. Once you do that, go to **Extensions -> Extension Installer**. Upload the file **install.ocmod.xml** and wait for the success message.
- 8) Go to **Extensions > Modules** and find SalesForecast and click the "Install" button ("+" sign).
- 9) Go to **Extensions > Modifications** and click the "Refresh" button on the top right.

10) Congratulations! SalesForecast is now installed and configured. You can access it from **Extensions > Modules > SalesForecast**.



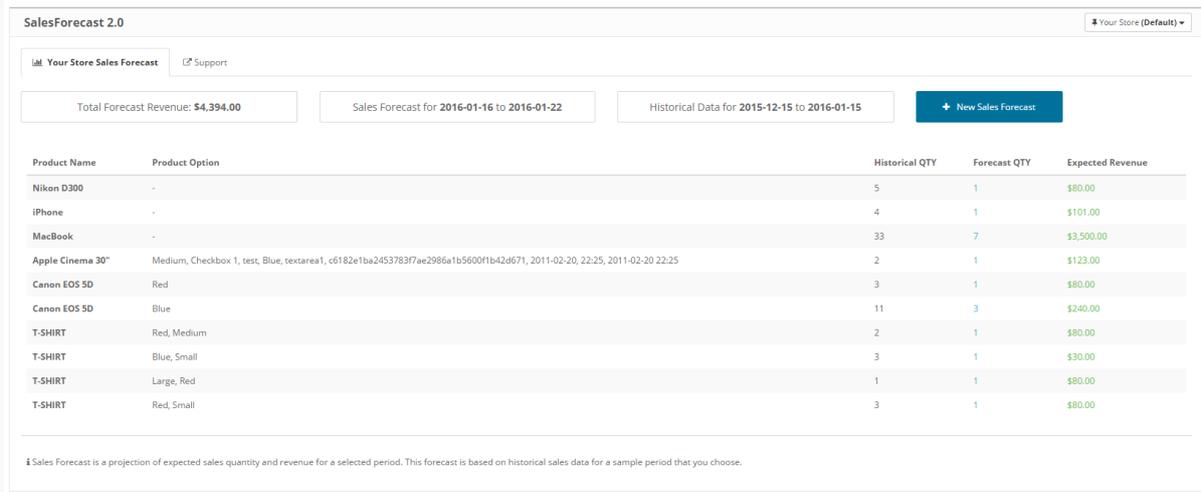
Chapter 02: User Interface

The User Interface of SalesForecast is accessible from **Admin Panel > Extensions > Modules > SalesForecast > [Edit]**

This is where you can edit and customize your SalesForecast module. There is a single “Sales Forecast” tab with options and information:

Sales Forecast tab

Once you open the SalesForecast module, the Sales Forecast tab looks like this:



SalesForecast 2.0 Your Store (Default)

Your Store Sales Forecast Support

Total Forecast Revenue: \$4,394.00
 Sales Forecast for 2016-01-16 to 2016-01-22
 Historical Data for 2015-12-15 to 2016-01-15
 [+ New Sales Forecast](#)

Product Name	Product Option	Historical QTY	Forecast QTY	Expected Revenue
Nikon D300	-	5	1	\$80.00
iPhone	-	4	1	\$101.00
MacBook	-	33	7	\$3,500.00
Apple Cinema 30"	Medium, Checkbox 1, test, Blue, textarea1, c6182e1ba2453783f7ae2986a1b5600f1b42d671, 2011-02-20, 22:25, 2011-02-20 22:25	2	1	\$123.00
Canon EOS 5D	Red	3	1	\$80.00
Canon EOS 5D	Blue	11	3	\$240.00
T-SHIRT	Red, Medium	2	1	\$80.00
T-SHIRT	Blue, Small	3	1	\$30.00
T-SHIRT	Large, Red	1	1	\$80.00
T-SHIRT	Red, Small	3	1	\$80.00

! Sales Forecast is a projection of expected sales quantity and revenue for a selected period. This forecast is based on historical sales data for a sample period that you choose.

Let's first get acquainted with the terms in the module.

Forecast Period: This is the period for which the module will make a forecast.

Forecast QTY: Number of products that will be sold during the Forecast Period.

Historical Period: Based on this period, SalesForecast will make a prediction about the **Forecast Period Sales**.

Historical QTY: Number of products that were sold during the Historical Period.

Expected Revenue: This is the expected revenue that you will obtain for the Forecast Period. It is calculated from the price of the product when it was ordered.

Note: Expected Revenue is calculated from the price of the product when it was purchased, not the current price.

Total Forecast Revenue: This is the total revenue that you will obtain if the sales forecast is correct. It is calculated from the sum of all the “Expected Revenues” in the table.

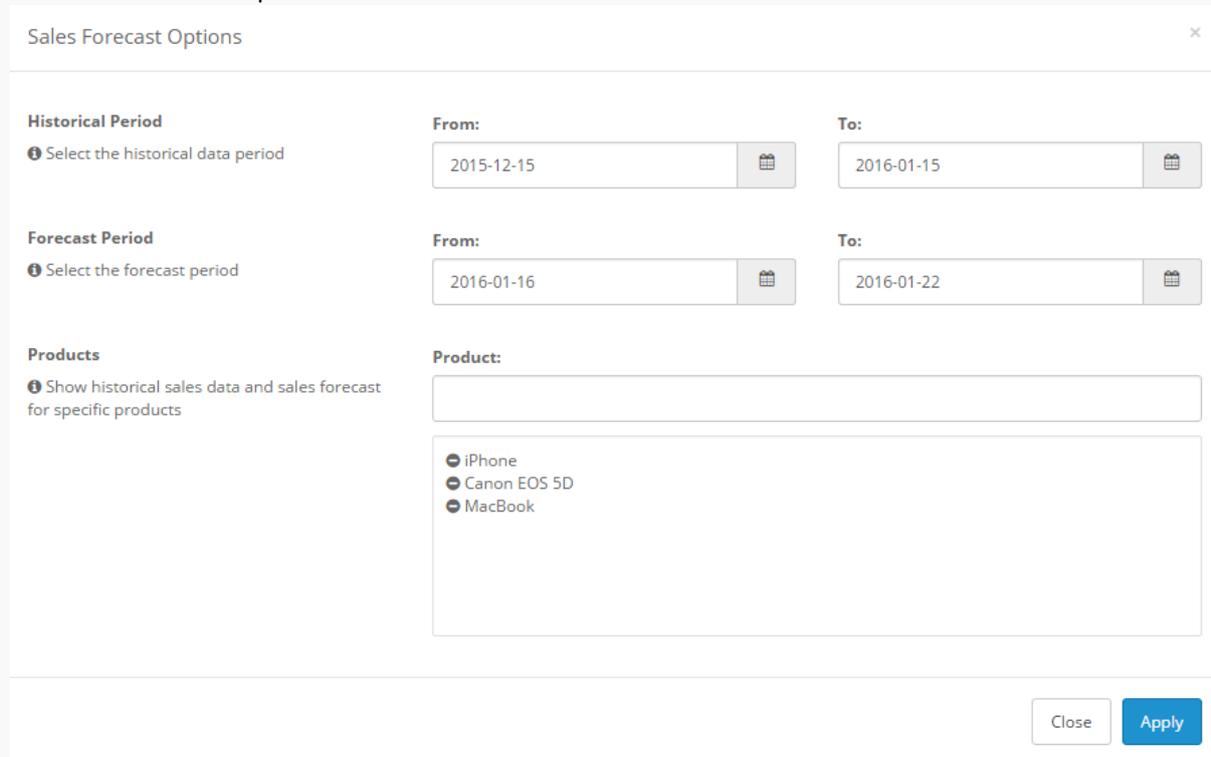
On the top of the tab you have information about the time periods that you have set and also you can see the total amount of the Forecast Revenue.



Total Forecast Revenue: \$3,570.00
 Sales Forecast for 2016-01-11 to 2016-04-11
 Historical Data for 2015-10-14 to 2016-01-14

By clicking on the  button, you can change the Historical Period and Forecast Period and also choose products for which you want to see a sales forecast.

The Sales Forecast Options window looks like this:



The screenshot shows a 'Sales Forecast Options' dialog box with the following sections:

- Historical Period:** Includes a help icon and the instruction 'Select the historical data period'. It has 'From:' and 'To:' date pickers. 'From:' is set to 2015-12-15 and 'To:' is set to 2016-01-15.
- Forecast Period:** Includes a help icon and the instruction 'Select the forecast period'. It has 'From:' and 'To:' date pickers. 'From:' is set to 2016-01-16 and 'To:' is set to 2016-01-22.
- Products:** Includes a help icon and the instruction 'Show historical sales data and sales forecast for specific products'. It has a 'Product:' text input field and a list of selected products: iPhone, Canon EOS 5D, and MacBook.

At the bottom right, there are 'Close' and 'Apply' buttons.

The result table with the above settings looks like this:

Product Name	Product Option	Historical QTY	Forecast QTY	Expected Revenue
iPhone	-	4	1	\$101.00
Canon EOS 5D	Blue	11	3	\$240.00
Canon EOS 5D	Red	3	1	\$80.00

Note: Notice the second column “Product Options”. If the product does not have options, there will be a ‘-’ in the column. If the product has options, all combinations of options will be displayed as separate rows in the table.

Chapter 03: Functionality

In this chapter we are going to take a look at how the SalesForecast module works.

For the following example we have set the SalesForecast module to show us the sales data for 3 particular products: iPhone, Canon EOS 5D and MacBook for the period from 15th of December 2015 to 15th of January 2016. Also we have set the module to show us the sales forecast for the week following the 15th of January 2016 (from 16th of January to 22th of January).

Sales Forecast Options
×

Historical Period

Select the historical data period

From:

To:

Forecast Period

Select the forecast period

From:

To:

Products

Show historical sales data and sales forecast for specific products

Product:

- iPhone
- Canon EOS 5D
- MacBook

After clicking the “Apply” button the results will show up in the table below.

Total Forecast Revenue: \$3,921.00

Sales Forecast for 2016-01-16 to 2016-01-22

Historical Data for 2015-12-15 to 2016-01-15

+ New Sales Forecast

Product Name	Product Option	Historical QTY	Forecast QTY	Expected Revenue
iPhone	-	4	1	\$101.00
Canon EOS 5D	Blue	11	3	\$240.00
Canon EOS 5D	Red	3	1	\$80.00
MacBook	-	33	7	\$3,500.00

Sales Forecast is a projection of expected sales quantity and revenue for a selected period. This forecast is based on historical sales data for a sample period that you choose.

Note: The product Canon EOS 5D has 2 different options. SalesForecast shows you the number of sales for all the different product options and combinations of options.

Note: If you leave the Products field empty, SalesForecast will show the sales and forecast for all the products in the chosen historical period.

Sales Forecast Options
✕

Historical Period
 ⓘ Select the historical data period

From:

To:

Forecast Period
 ⓘ Select the forecast period

From:

To:

Products
 ⓘ Show historical sales data and sales forecast for specific products

Product:

Close Apply

The module will show Sales forecast for all the products that have been purchased in the chosen historical period:

Total Forecast Revenue: \$4,394.00

Sales Forecast for 2016-01-16 to 2016-01-22

Historical Data for 2015-12-15 to 2016-01-15

+ New Sales Forecast

Product Name	Product Option	Historical QTY	Forecast QTY	Expected Revenue
Nikon D300	-	5	1	\$80.00
iPhone	-	4	1	\$101.00
MacBook	-	33	7	\$3,500.00
Apple Cinema 30"	Medium, Checkbox 1, test; Blue, textarea1, c6182e1ba2453783f7ae2986a1b5600f1b42d671, 2011-02-20, 22:25, 2011-02-20 22:25	2	1	\$123.00
Canon EOS 5D	Red	3	1	\$80.00
Canon EOS 5D	Blue	11	3	\$240.00
T-SHIRT	Red, Medium	2	1	\$80.00
T-SHIRT	Blue, Small	3	1	\$30.00
T-SHIRT	Large, Red	1	1	\$80.00
T-SHIRT	Red, Small	3	1	\$80.00

ⓘ Sales Forecast is a projection of expected sales quantity and revenue for a selected period. This forecast is based on historical sales data for a sample period that you choose.

Chapter 04: Uninstalling SalesForecast

This process describes how to uninstall **SalesForecast** from your store.

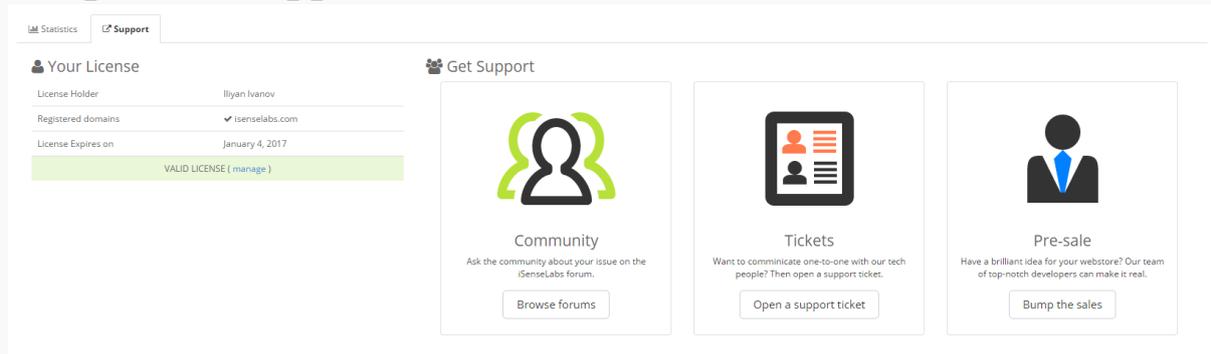
Note: This action cannot be reversed. It is highly recommended that you create a file and a database backup just in case.

To uninstall **SalesForecast**, navigate to **Extensions** -> **Modules**. Find the **SalesForecast** module. In the **Action** column there should be a red **Uninstall** button. Upon clicking it, you will be asked whether you are sure you want to proceed. Provided you say "Yes", the module will be uninstalled from your website.

Important: Once you have uninstalled the module you will lose all the information and settings related to it.



Chapter 05: Support



The screenshot shows the 'Support' tab in the iSenseLabs interface. On the left, under 'Your License', the license holder is Iliyan Ivanov, the registered domain is isenselabs.com, and the license expires on January 4, 2017. A green bar indicates a 'VALID LICENSE (manage)'. On the right, under 'Get Support', there are three options: 'Community' (Browse forums), 'Tickets' (Open a support ticket), and 'Pre-sale' (Bump the sales).

You are entitled with one year of Free Premium Support upon purchasing SalesForecast. As soon as you make your purchase, you will have an associated SalesForecast purchase in your SalesForecast account in:

<http://isenselabs.com/users/purchases>

A SalesForecast license key is associated with your SalesForecast purchase. You can insert this license key in the Support tab of SalesForecast. This will activate your license and associate it with your website domain. For more information, please visit our Support Policy here:

<http://isenselabs.com/pages/supportpolicy>

The Support tab also contains links to our support tickets, community forums and sales e-mail. Feel free to contact us if you have any questions.

Final Words

Thank you for your interest in SalesForecast. If you experience any difficulties, feel free to open a ticket in <http://isenselabs.com/users/support>. We will gladly assist as soon as possible.

