

Soft-Facto: Sales Forecast Report

Year: 2018

Division: Enterprise Resource Management Software and Services

Product Manager: Jamie Height

Prior Year Results

Product	Region	Licenses	Avg Price	Net Revenue
ERP 1	North America	100	\$10,000	\$1,000,000
ERP 1	Europe	75	\$9000	\$675,000
MRP 1	North America	50	\$5000	\$250,000
MRP 1	Europe	60	\$4500	\$270,000
MRP 1	Asia	20	\$4000	\$80,000
Cloud ERP	North America	30	\$2000	\$60,000
Totals				\$2,335,000

Current Year Forecast

Product	Region	Licenses	Avg Price	Net Revenue
ERP 1	North America	110	\$10,000	\$1,100,000
ERP 1	Europe	80	\$9000	\$720,000
MRP 1	North America	35	\$5000	\$175,000
MRP 1	Europe	45	\$4500	\$202,500
MRP 1	Asia	15	\$4000	\$60,000
Cloud ERP	North America	110	\$3500	\$385,000
Total				\$2,642,500

Forecast Approval: _____

Approval Date: _____