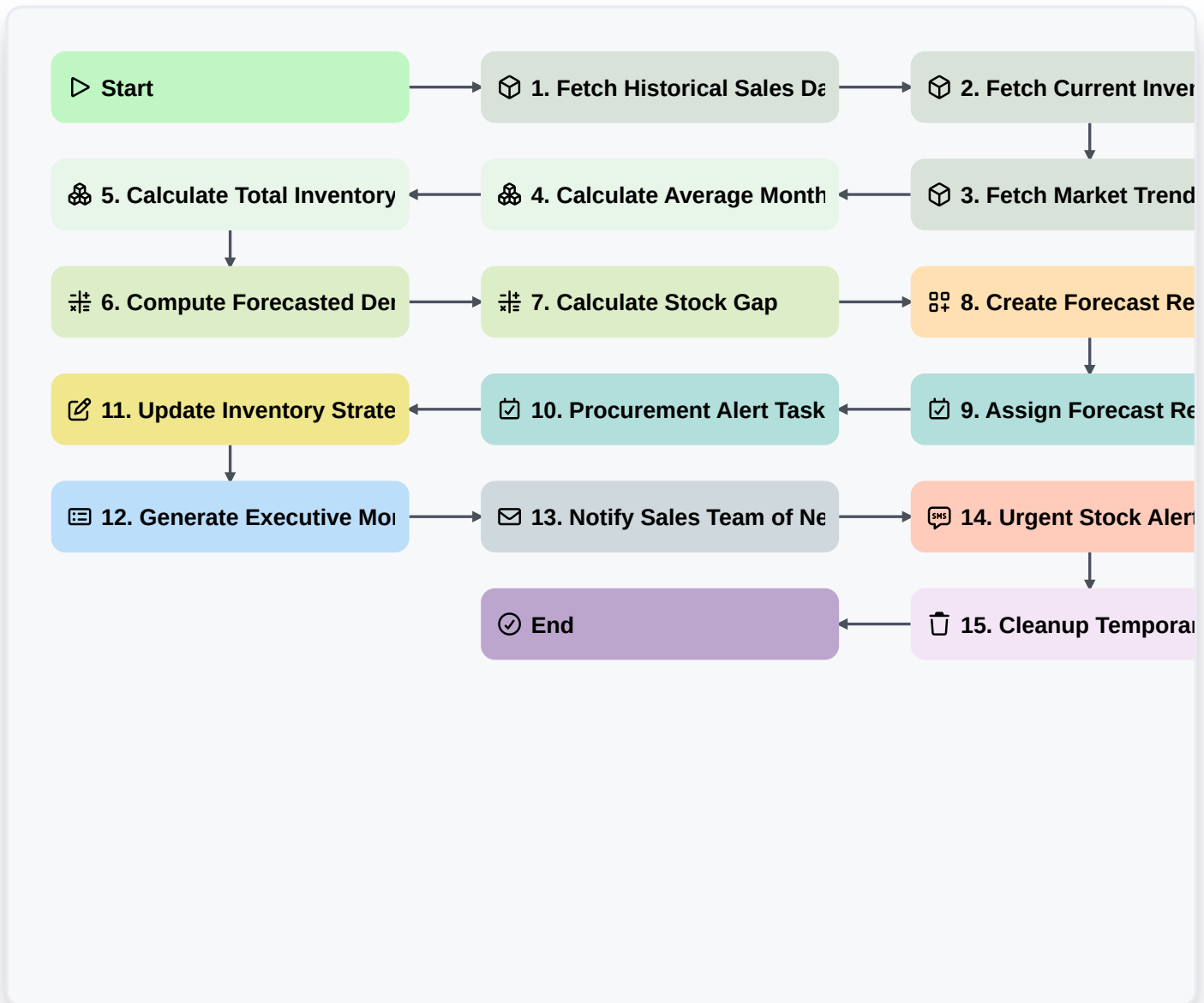


Automotive Sales Forecasting Workflow



▷ Start

Start of the Workflow/Process.

📦 1. Fetch Historical Sales Data

Retrieve sales records from the previous 12 months from the Sales Data Model.

📦 2. Fetch Current Inventory Levels

Get current stock levels for all vehicle models from the Inventory Data Model.

📦 3. Fetch Market Trends

Retrieve latest market demand indices and competitor pricing data.

🧮 4. Calculate Average Monthly Sales

Calculate the mean monthly sales volume from the historical sales data fetched.

🧮 5. Calculate Total Inventory Value

Sum the total value of all vehicles currently in stock.

🧮 6. Compute Forecasted Demand

Apply a growth multiplier to the Average Monthly Sales based on Market Trends.



7. Calculate Stock Gap

Subtract Forecasted Demand from Current Inventory Levels to identify potential shortages.

8. Create Forecast Report Entry

Generate a new entry in the Forecast Data Model containing the calculated results.

9. Assign Forecast Review to Sales Manager

Create a task for the Sales Manager to validate the accuracy of the generated forecast.

10. Procurement Alert Task

Create a task for the Procurement Team if the Stock Gap calculation shows a deficit.

11. Update Inventory Strategy

Update the 'Strategy' field in the Inventory Data Model based on the forecast outcome.

12. Generate Executive Monthly Summary

Create a visual PDF report summarizing the forecast vs. actuals for stakeholders.

13. Notify Sales Team of New Forecast

Send an email to the Sales Department with the summary of the new monthly forecast.

14. Urgent Stock Alert

Send an SMS to the Floor Manager if inventory levels fall below the critical threshold.

15. Cleanup Temporary Forecast Data

Delete temporary calculation scratchpad entries after the final report is generated.

End

End of the Workflow/Process.