

iVendNext Foresight

Predict demand. Automate replenishment. Stay ahead of your cash flow.



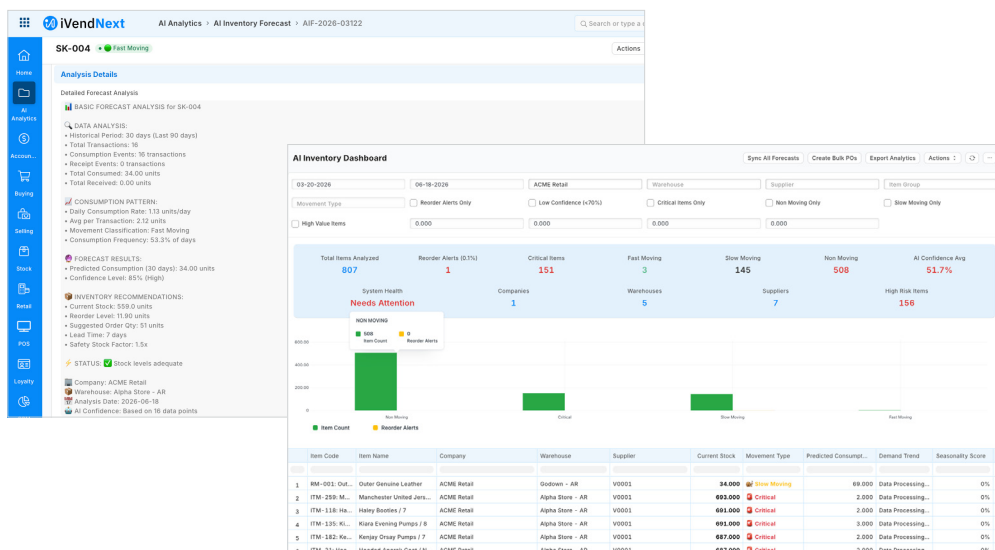
Executive Summary

Stock-outs, over-buying, and cash-flow surprises share a common cause: decisions made on static data rather than live, calculated predictions. iVendNext Foresight adds three AI-powered forecasting engines directly on top of your iVendNext data — no external system, no exported spreadsheet, no third-party subscription. The stock engine predicts item consumption per warehouse, classifies movement, and drafts Purchase Orders automatically when reorder alerts fire. The sales engine predicts what each customer will buy next and flags those at risk of churning. The financial engine projects your cash inflows, outflows, revenue, and expenses — with alerts when numbers move outside safe bounds. Every forecast is auditable, every automated action is a draft for your team to review, and every engine improves as your data matures.

Demand & Inventory Forecasting

AI-powered stock predictions, movement intelligence, and automated replenishment — so your buying team spends time on decisions, not on building reports.

Features	Description
Stock Demand Forecasting	Predicts item consumption per warehouse using ML regression or moving average; classifies each SKU as Fast, Slow, Non-Moving, or Critical. Gives buyers an instant view of which items need attention.
Automated Purchase Orders	Drafts a Purchase Order automatically when a reorder alert fires, using suggested quantity and preferred supplier. Buyers review and submit — a seven-day dedup guard prevents duplicate orders.
Sales Forecasting	Predicts quantity and revenue per customer × item using a trained Random Forest model with rolling averages, territory, and segment features. Falls back to a recency-weighted heuristic when history is thin.
Automated Sales Orders	Creates draft Sales Orders automatically for forecasts that meet your configured confidence threshold. Dedup logic prevents duplicate orders; your sales team reviews and confirms before submission.
Customer Intelligence	Calculates a customer score, churn risk rating (Low, Medium, High), and cross-sell score for every customer × item forecast. Metrics surface in the AI Sales Dashboard and Predictive Insights report.
Forecasting Models	Stock engine uses trend-fit regression with a moving average fallback. Sales engine trains a Random Forest per item. Financial engine selects from ARIMA, Prophet, Linear Regression, Random Forest, and Ensemble.



Financial Forecasting & Analytics

Project your cash position, revenue, and expenses with confidence — and get alerted before variances become problems.

Features	Description
Cash Flow Forecasting	Projects monthly inflows, outflows, net cash flow, closing balance, and liquidity ratio; auto-populates from live GL entries. Alerts fire when liquidity drops below 110% or the closing balance goes negative.
Revenue Forecasting	Breaks predicted revenue into six categories — product, service, recurring, one-time, commission, and other — with growth rate and risk scoring. Auto-populates from submitted Sales Invoices for the period.
Expense Forecasting	Projects expenses across fixed, variable, semi-variable, operational, administrative, and inventory-related categories. Tracks variance against actuals and flags categories where spend exceeds forecast by 10%.
Forecast Accuracy Tracking	Compares every prediction against realised actuals; rates forecasts Excellent, Good, Fair, Poor, or Very Poor. Tracks calibration trend across the last 10 records and flags overconfident models for retraining.
Financial Alerts	Creates persistent alert records when confidence drops below threshold, risk reaches High or Critical, or a cash balance crosses configured limits. High and Critical alerts trigger email notifications.
Scheduler & Sync Log	Runs all three engines on a configurable Hourly, Daily, or Weekly schedule via background jobs. Every cycle writes a Sync Log row recording status, items processed, alerts raised, and duration.
Reporting Suite	Fifteen built-in reports cover inventory operations, sales intelligence, cash flow projection, forecast accuracy back-testing, executive financial outlook, and data quality assessment.

The screenshot displays the iVendNext AI Revenue Forecast interface for a specific forecast (AI-REV-05933). The interface is divided into several sections:

- Revenue Account:** Shows 'Sales - AR' with a dropdown menu and a blue plus icon.
- Revenue Categories:** A table with input fields for different revenue types:

Category	Value
Product Revenue	233,163.79
Service Revenue	0.00
Recurring Revenue	0.00
One Time Revenue	0.00
Commission Revenue	0.00
Other Revenue	0.00
- AI Predictions:** A table showing key metrics:

Metric	Value
Total Predicted Revenue	\$ 233,163.79
Growth Rate	0%
Confidence Score	61.687%
Seasonal Factor	1
Market Factor	1
Risk Adjustment	25%
- Inventory Integration:** A table showing inventory-related revenue impacts:

Metric	Value
Inventory Based Sales	\$ 0.00
Fast Moving Items Revenue	\$ 0.00
Slow Moving Items Revenue	\$ 0.00
Reorder Impact Revenue	\$ 0.00
Stockout Risk Revenue	\$ 0.00
Excess Inventory Impact	\$ 0.00

The interface includes a sidebar with navigation icons for Home, AI Analytics, Accounts, Buying, Selling, Tools, Social, PCs, Loyalty, CRM, and Reports. The top navigation bar shows the current path: AI Analytics > AI Revenue Forecast > AI-REV-05933. A search bar and user profile (Manager M, System User) are also visible.

Global Footprint

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