

## **Abstract**

Even more of them the change that was complex in the environment demanded the existence of planning and good sale forecasting, as the step in anticipation to appoint when an incident will happen so as the action that was carried out would exact the target. Sale forecasting had the important role in the external incident that is the incident outside the control (the incident that came from national economics, the government, the customer and the competitor) and played a role in a manner indirectly in the internal incident that is decision making in the matter of the marketing and the manufacture.

In this final project was developed by a system to estimate the value of the sale by using the combination of Genetic Algorithm (GA) and Simulated Annealing (SA). The result of this observation show that the mean error rate of system for forecasting is approximately 5 %, and which is within a satisfactory range. The result show that Genetic Algorithm and Simulated Annealing can be used for sale forecasting.

Keyword: genetic algorithm , simulated annealing , time series