

FORESIGHT

Demand Planning Solution



# WHY IT MATTERS?

## PERSISTENT RECORD

Store data feeds for generating future forecasts accurately.  
Store record against ongoing comparative analysis for continuous improvement.

## TIME SERIES FORECAST

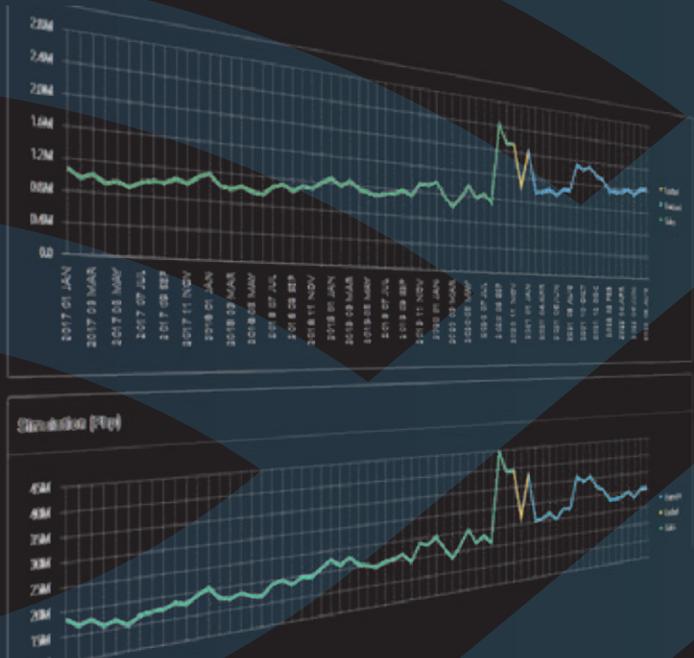
Produce accurate baseline forecasts for supporting the Sales and Operations planning process.  
Less complicated and more sophisticated than spreadsheets.

## COLLABORATION

Refine the baseline forecast using collaborative inputs.  
Capitalize on collaborators' unique and local real-time knowledge about conditions affecting demand forecasts.

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# FEATURE HIGHLIGHTS



## BASE FORECAST GENERATION

Generate base forecast using statistical algorithms taking into account trend and seasonality profiles.

## FORECAST MODIFICATION

Modify base forecasts based on key drivers like historical cleansing and building blocks.

## REASONABILITY CHECKING

Calculate reasonability metrics: vs. Last Year, vs. Past Months, etc.

## MANAGEMENT REPORTING

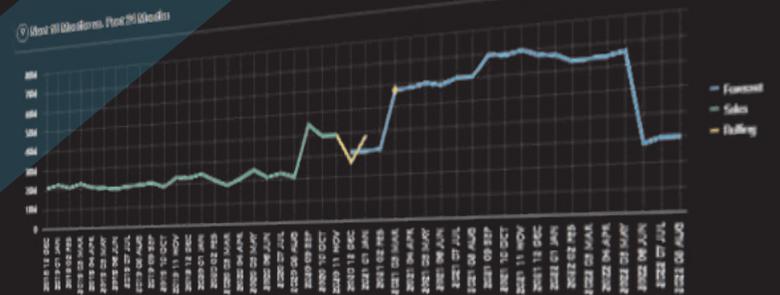
Generates reports and charts for presentation during key Internal Planning meetings.

## FORECAST COMMUNICATION

Flows to executives for approval before communicating to MRP and DRP.

## MEASURE AND TRACK PERFORMANCE

Records forecasts made for each Internal Planning cycle measures performance of rolling 3 months, actuals vs. forecast by SKU and by brand.



Average Peak 12 months vs. Last 12 months

48.4144M

Average Peak 12 months

35.5428M

Average Peak 12 months

138.0%

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Average TV vs. LY

28.4893M

Average Last CY - 2018

55.0185M

Average This CY - 2019

193.1%

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## CUSTOMER SERVICE

Our solutions and implementation methodologies are built on solid industry experience in manufacturing, distribution, and retail combined with extensive capabilities in systems design, deployment, and support.

Our goal is to translate your business requirements to a practical and cost effective solution using proven technologies that are within your reach.

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Provide a more realistic prediction of demand using qualitative data.

Demand Planning is a multi-step process that involves several key tasks. Understanding the work required within each step will allow you to create the most accurate and up-to-date forecasts that will better inform and help make the right decisions.



**In each business, there is a process, or a delivery system or information system, that is changing rapidly under them.**

- Simon Sinek



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