



Smart Software, Inc. Corporate Profile

Company Overview

Founded in 1984, Smart Software, Inc. is a leading provider of enterprise-wide demand forecasting, planning and inventory optimization solutions. Smart Software's flagship product, SmartForecasts is licensed by hundreds of organizations worldwide, including Metro-North Railroad, Montreal Transit, Prevost Parts (Volvo Bus), Otis Elevator, Disneyland Resorts, Sony, Toshiba and many leading mid and small market companies. SmartForecasts gives inventory executives and demand/inventory planners the tools they need to handle sales seasonality, promotions, new and aging products, multi-echelon hierarchies, and intermittently demanded parts, finished good, and capital goods items. It also provides accurate estimates of the optimal inventory and safety stock required to meet future orders and achieve desired service levels.

Demand Forecasting & Inventory Optimization for Intermittent Demand

Forecasting demand and inventory requirements is difficult, particularly for items that are required on an intermittent, irregular basis or where large unexpected swings in demand can occur. Our SmartForecasts® demand planning and forecasting software offers unique, patented statistical solutions to forecast intermittent demand, as well as more traditional demand patterns. By automatically identifying the right method for each part, SmartForecasts can significantly reduce the level of inventory required to meet a defined level of service.

Our unique service level-driven inventory optimization methodology determines the level of safety stock that will be required over the replenishment period to achieve targeted service levels. SmartForecasts' accuracy is unparalleled, achieving service level goals nearly 100% of the time. Our customers typically reduce inventories 10% to 20% within the first year of deployment, while improving overall service levels.

Collaborative Demand Planning

Smart Software offers a feedback and viewer licenses that enable knowledgeable individuals anywhere to view and provide input to SmartForecasts-generated forecasts. Feedback providers have access to forecast results that they are authorized to review, and can apply adjustments based on their special knowledge and expertise. Demand planners are able to review and generate a consensus forecast, facilitating global buy-in to the demand plan while enhancing forecast quality.

Customer Support Services

Smart Software offers comprehensive consulting, training, and ongoing support services. Smart Software has developed a formal planning process and reporting mechanism for identifying and realizing both immediate short-term cost savings and longer-term "right-sizing" inventory reductions, along with opportunities for service improvement. Smart Software consultants support software implementation planning, implementation, and integration with corporate databases, supply chain and ERP systems. We also offer extensive training, both on-site and web-based, to help demand planners ramp up quickly and maximize inventory optimization and service level improvements.

Additional Information

Visit SmartSoftware's website, www.smartcorp.com to learn more. To discuss your organization's forecasting and inventory optimization challenges or opportunities to collaborate please contact Jeffrey Scott, Vice President, Marketing and Alliances: jeffs@smartcorp.com, (617) 489-2743.