



SmartForecasts

Automatically forecast trend and seasonal patterns, account for promotions and events, share and develop consensus forecasts, and track forecast accuracy with **SmartForecasts**

PROBLEM

An accurate forecast is a critical supply chain driver but many organizations have a limited view of what comes next. Planning teams are left to interpret aggregate sales or budget projections and convert them into actionable forecasts of the item mix. This process is often managed in complex spreadsheets that are difficult to use, scale, and share and rely on rule of thumb forecasting approaches don't properly account for inherent demand patterns or track how forecast overrides are impacting accuracy. The result is unacceptably high levels of forecast error that contributes to lost sales and excess inventory.

SOLUTION

SmartForecasts provides statistical forecasting that automatically selects the right forecast model for each item accounting for trend, seasonality, and promotion/event driven demand. Dozens of forecast models are available including user defined approaches. Collaborative forecasting functionality supports tagging of forecasts in need of review. Collaborative users can access their forecasts and apply forecast overrides. Overridden forecasts can be imported by the lead demand planners for consensus planning. Forecasting error and bias are tracked helping to identify the how each step in the process influences performance.

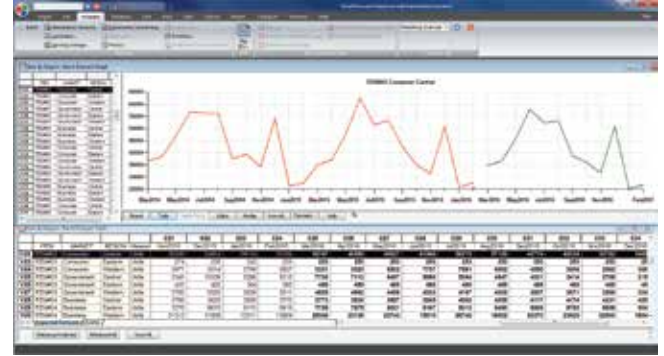
WITH SMARTFORECASTS YOU CAN REALIZE ...

- INCREASED FORECAST ACCURACY
- MAJOR INVENTORY COST REDUCTIONS
- HIGHER CUSTOMER SERVICE LEVELS
- GREATER PROFITABILITY AND CONTROL

CAPABILITIES AND BENEFITS

DEMAND PLANNING AND FORECASTING

- AUTOMATIC STATISTICAL FORECASTING
- PATENTED INTERMITTENT DEMAND FORECASTING
- MULTI LEVEL GROUP FORECASTING
- CAUSAL MODELING
- PROMOTION/EVENT PLANNING MODELS
- APPLY, TRACK, AND REUSE FORECAST OVERRIDES
- EMBED BUSINESS RULES INTO FORECAST
- FORECAST VS. ACTUALS REPORTING



INVENTORY FORECASTING

- CALCULATE SAFETY STOCK, REORDER POINT, ORDER QUANTITY
- CALCULATE SUPPLIER LEAD TIMES
- PREDICT FUTURE SERVICE LEVELS, FILL RATES, TURNS
- MODEL IMPACT OF INVENTORY POLICY CHANGES ON METRICS
- TARGET INVENTORY POLICY TO ACHIEVE DESIRED SERVICE LEVELS



SOLUTION BENEFITS

- REPEATABLE AND DOCUMENTED PROCESS FOR DEVELOPING FORECASTS AND INVENTORY POLICY
- REDUCED INVENTORY, CARRYING & ORDERING COSTS
- INCREASES IN ON TIME DELIVERY, SERVICE LEVELS, FILL RATES, AND SALES

ABOUT US

Founded in 1981, Smart Software is a leading provider of enterprise demand forecasting, demand planning, and inventory optimization solutions. Today hundreds of organizations including global leaders and cutting edge small to medium businesses around the globe use our solutions to plan for demand, optimize inventory, and drive a more efficient supply chain. Our mission is simple: provide analytical planning solutions that enable customers to generate a significant economic return.