Smart Demand Planning

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

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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

Smart Demand Planner 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 sharing of forecasts in need of review. Collaborative users can access their forecasts and apply forecast overrides. Overridden forecasts can be reviewed 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.
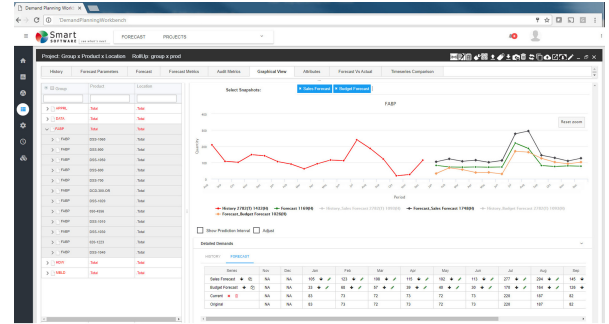
WITH SMART DEMAND PLANNER YOU CAN REALIZE …

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

DEMAND PLANNING AND FORECASTING

- AUTOMATIC STATISTICAL FORECASTING
- MULTI-LEVEL GROUP FORECASTING
- PROMOTION/EVENT PLANNING MODELS
- APPLY, TRACK, AND REUSE FORECAST OVERRIDES
- MONITOR CHANGES IN FORECASTS
- EMBED BUSINESS RULES INTO FORECAST
- FORECAST VS. ACTUALS REPORTING

COLLABORATION

- SHARE FORECASTS WITH AUTHORIZED USERS
- ACCESS FORECASTS VIA WEB BROWSER
- APPLY & TRACK FORECAST OVERRIDES
- ASSIGN USER ROLES AND ITEMS FOR REVIEW
- TRACK CHANGES IN FORECAST
- DEFINE USER EXCEPTION RULES
- IMPORT MULTIPLE VERSIONS OF FORECAST & COMPARE

SOLUTION BENEFITS

- REPEATABLE AND DOCUMENTED PROCESS FOR DEVELOPING FORECASTS
- 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.