



# Advanced Statistical Forecasting and Demand Planning



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

## Demand Planner

## PROBLEM

Generating accurate statistical forecasts isn't an easy task. Planners need to keep historical data continually up to date, build and manage a database of forecasting models, know which forecast methods and update as demand data changes, keep track of forecast overrides, and report on forecast accuracy. These steps are typically managed in a cumbersome spreadsheet that is often error-prone, slow, and difficult to share with the rest of the business. Forecasts tend to rely on one-sized fits all methods that require seasonality and trend to be added manually resulting in inaccurate predictions of what comes next.

## SOLUTION

Demand Planner is a statistical forecasting solution available on Smart's Inventory Planning and Optimization Platform, Smart IP&O. It provides a statistically sound, objective foundation for your sales and operations planning process (S&OP). Demand Planner automatically selects the most accurate forecasting method, allows users to fine-tune statistical and user-defined models, enables forecast and historical overrides, and automatically measures forecast error and bias. Forecast overrides are tracked and historical data is automatically updated eliminating the manual effort accompanying spreadsheet-based solutions. Coupled with Smart's ERP connectors, results can be pushed to your ERP system of choice automatically. The result is more efficient sales planning, budgeting, production scheduling, ordering, and inventory planning process.

## WITH STATISTICAL FORECASTING YOU CAN REALIZE ...

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

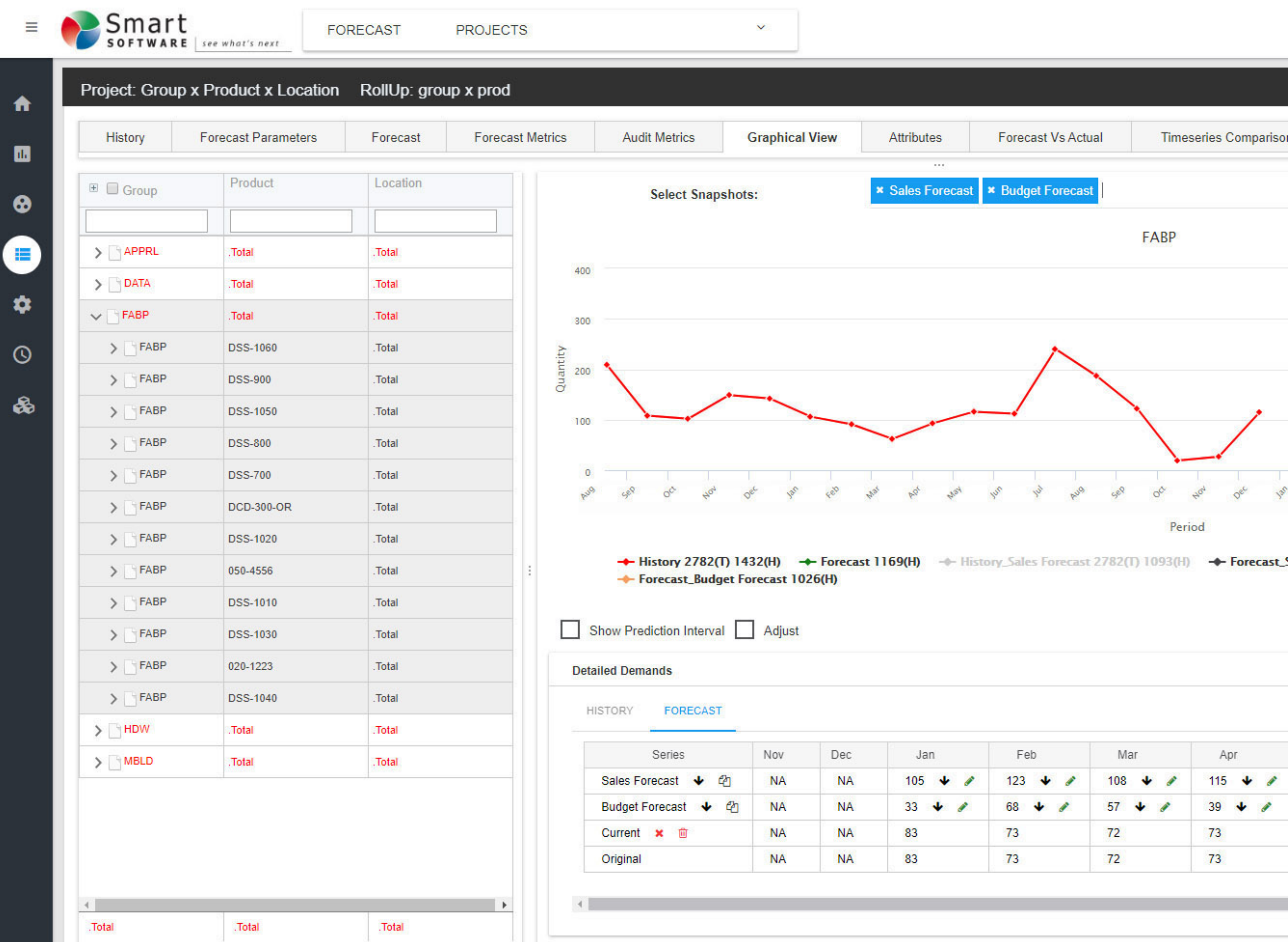
# CAPABILITIES AND BENEFITS

## DEMAND PLANNING AND FORECASTING

- AUTOMATIC STATISTICAL FORECASTING PATENTED
- INTERMITTENT DEMAND FORECASTING APPLY, TRACK, AND REUSE FORECAST OVERRIDES EMBED BUSINESS RULES INTO FORECAST FORECAST VS. ACTUALS
- REPORTING

## SOLUTION BENEFITS

- CREATE STATISTICAL FORECASTS IN SECONDS
- REDUCED INVENTORY, CARRYING & ORDERING COSTS INCREASES IN ON TIME DELIVERY, SERVICE LEVELS, FILL RATES, AND SALES



Statistical Forecasting  
Demand Planner

## 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.