



SmartForecasts



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

GEN

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

SmartForecasts™ Cloud 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). SmartForecasts 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 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
- 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

Project: Group x Product x Location RollUp: group x prod

History Forecast Parameters Forecast Forecast Metrics Audit Metrics Graphical View Attributes Forecast Vs Actual Timeseries Comparison

Group	Product	Location
> APPRL	.Total	.Total
> DATA	.Total	.Total
▼ FABP	.Total	.Total
> FABP	DSS-1060	.Total
> FABP	DSS-900	.Total
> FABP	DSS-1050	.Total
> FABP	DSS-800	.Total
> FABP	DSS-700	.Total
> FABP	DCD-300-OR	.Total
> FABP	DSS-1020	.Total
> FABP	050-4556	.Total
> FABP	DSS-1010	.Total
> FABP	DSS-1030	.Total
> FABP	020-1223	.Total
> FABP	DSS-1040	.Total
> HDW	.Total	.Total
> MBLD	.Total	.Total

Select Snapshots: * Sales Forecast * Budget Forecast

FABP

Quantity

Period

History 2782(T) 1432(H) Forecast 1169(H) History_Sales Forecast 2782(T) 1093(H) Forecast_Budget Forecast 1026(H)

Show Prediction Interval Adjust

Detailed Demands

HISTORY FORECAST

Series	Nov	Dec	Jan	Feb	Mar	Apr
Sales Forecast	NA	NA	105	123	108	115
Budget Forecast	NA	NA	33	68	57	39
Current	NA	NA	83	73	72	73
Original	NA	NA	83	73	72	73

SmartForecasts

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.