



How close does your statistical forecast get you to the pin?

Improve your competitiveness and profitability by stocking the right products, at the right location, at the right time. Reduce costs, protect profit margins, and better serve your customers

RESULTS

- ✓ 15-20+% reduction in forecast error
- ✓ 25-75% reduction in planner overrides
- ✓ 15-20+% reduction in on-hand inventory
- ✓ 50+% reduction in out of stocks

Improve Forecast Accuracy

Introducing the first parameter-driven, Demand Forecasting solution designed to improve forecast accuracy by promoting collaboration between analysts and planners.

Built on decades of forecasting experience and numerous successful engagements, our unique solution creates a closed loop environment of People, Process, and Analytics. This approach enables planners and analysts to work hand-in-hand to improve accuracy throughout the planning cycle.

We start by producing a reliable baseline forecast using advanced statistical techniques and tools. Your planners then enrich the forecast by integrating their business knowledge and expertise through a user-friendly interface, alleviating the need for coding or advanced statistical knowledge.

To maximize the value of the solution, only a low level of support is required from statistical analysts, reducing the learning curve as well as the time the planners spend manipulating data. This allows them to spend more time analyzing and planning profitability, significantly increasing their productivity.

Planner participation in the statistical forecast will lead to an improved baseline forecast and fewer overrides, enabling:

- ✓ Increased forecast accuracy
- ✓ Improved customer service levels
- ✓ Reduced inventory, safety stock, and raw materials
- ✓ Reduced supply chain cycle times
- ✓ Improved procurement decisions
- ✓ Reduced waste and improved sustainability



Functional

- ✓ Statistical forecasts are produced at multiple levels of data hierarchy to optimize accuracy
- ✓ Information loss through over-aggregation is balanced with the need for avoiding modeling sparse time-series through dynamic aggregation
- ✓ UPC Consolidation is utilized for improved new product forecasting
- ✓ Planner input is integrated into product life cycle and historical outlier correction modeling
- ✓ Promotional and calendar event models utilize guardrail functionality to enhance the base demand signal
- ✓ A full suite of diagnostics identify opportunities for weekly improvements

Versatile

- ✓ Evaluate price elasticity
- ✓ Model promotional and calendar events
- ✓ Measure promotional effectiveness
- ✓ Generate new product forecasts
- ✓ Assess override effectiveness
- ✓ Manage slow moving UPCs
- ✓ Establish optimal Trade Spend



one step ahead

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**Prognos' will get you close enough
for a planner tap-in**

Robust

- ✓ Diagnostics at multiple data hierarchies (product, customer, geography, etc.)
- ✓ Model multiple demand drivers
- ✓ Aggregate data dynamically
- ✓ Optimize forecast model selection
- ✓ Continuously improve models through feedback
- ✓ Manage forecast exceptions

Prognos Inc. is dedicated to bringing value to CPG companies by improving the demand planning process. We focus on supply chain optimization to produce financially measurable results through advanced analytical solutions.