

Demand Forecasting Toolkit

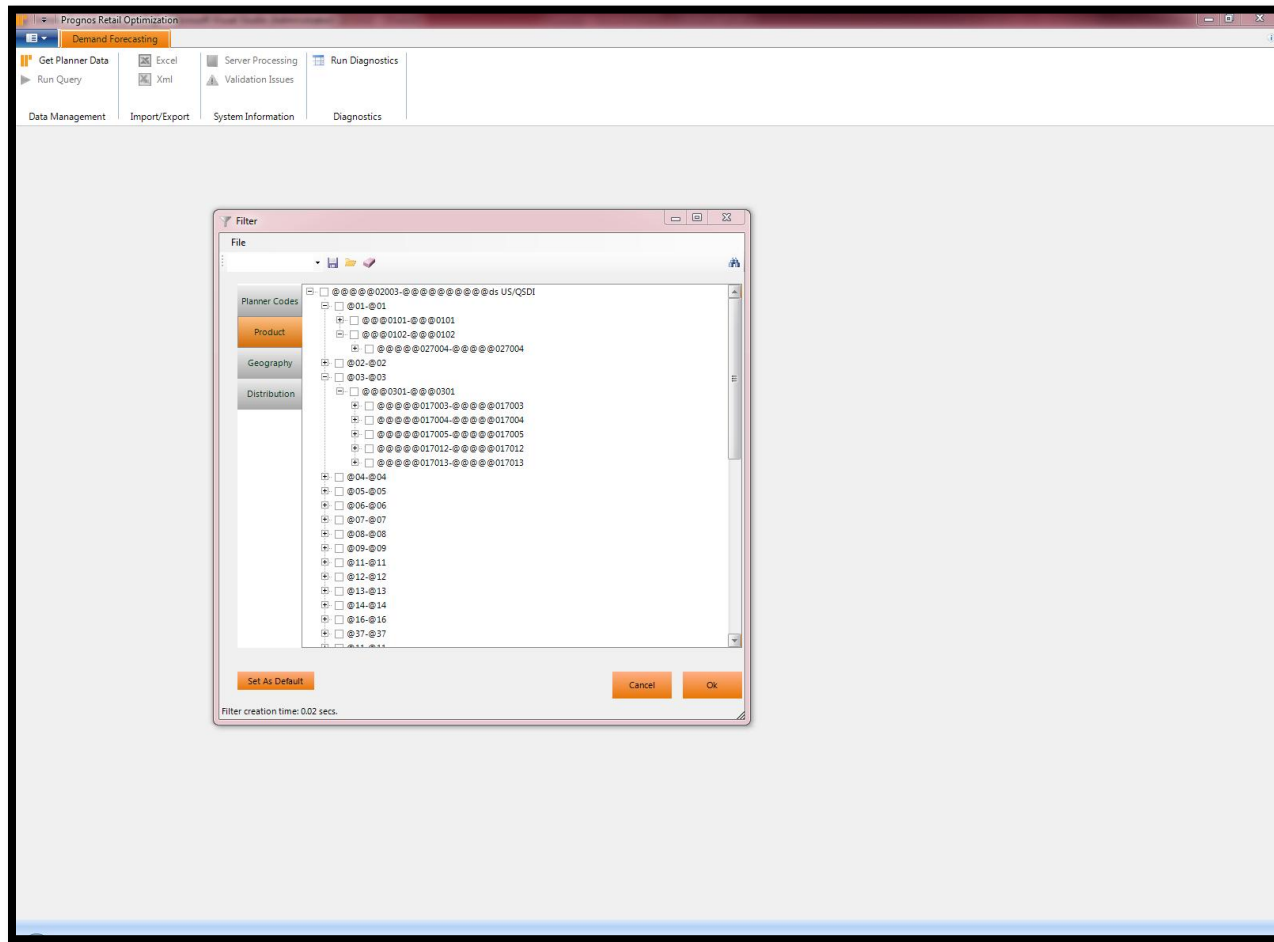


Figure 1 - Filter Selection

When first opening the Demand Forecasting tool, a demand planner can filter out their specific product information. (Note: information on this screen has been obscured, one of the options in the product). They can specify planner codes, product codes, geo codes, and other codes as needed. They can then save their work, set the selections as default, and perform other tasks as needed, such as more advanced filtering.

Prognos Retail Optimization - Demand Forecasting

Get Planner Data | Excel | Server Processing | Run Diagnostics
 Run Query | Xml | Validation Issues
 Data Management | Import/Export | System Information | Diagnostics

Drag a column header here to group by that column.

Planner Code	Business Unit	Brand Group	Brand	Size	2009.48	2009.49	2009.50	2009.51	2009.52	2010.01	2010.02	2010.03	2010.04	2010.05	2010.06	2010.07	2010.08	2010.09	2010.10	2010.11
1	_disco_	01:000000...	01:000000...	000000...	0	0	0	MPC	MPC	MPC	0	0	0	0	0	0	0	0	0	0
2	_life_	01:000000...	01:000000...	000000...	0	0	0	MPC	MPC	MPC	0	0	0	0	0	0	0	0	0	0
3	_replace_	01:000000...	01:000000...	000000...	0	0	0	MPC	MPC	MPC	0	0	0	0	0	0	0	0	0	0
4	_disco_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5	_life_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6	_replace_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7	_disco_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8	_life_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9	_replace_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10	_disco_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11	_life_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	_replace_	01:000000...	01:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13	_disco_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14	_life_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	_replace_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16	_disco_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
17	_life_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18	_replace_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
19	_disco_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20	_life_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
21	_replace_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22	_disco_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
23	_life_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
24	_replace_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
25	_disco_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
26	_life_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
27	_replace_	01:000000...	02:000000...	000000...	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Figure 2 - Grid Selection

The tool will show users a grid with options to make forecast judgments, see conflicting planning codes, export to Excel, XML, and other formats, and then see the impact of their selections on the sales numbers.

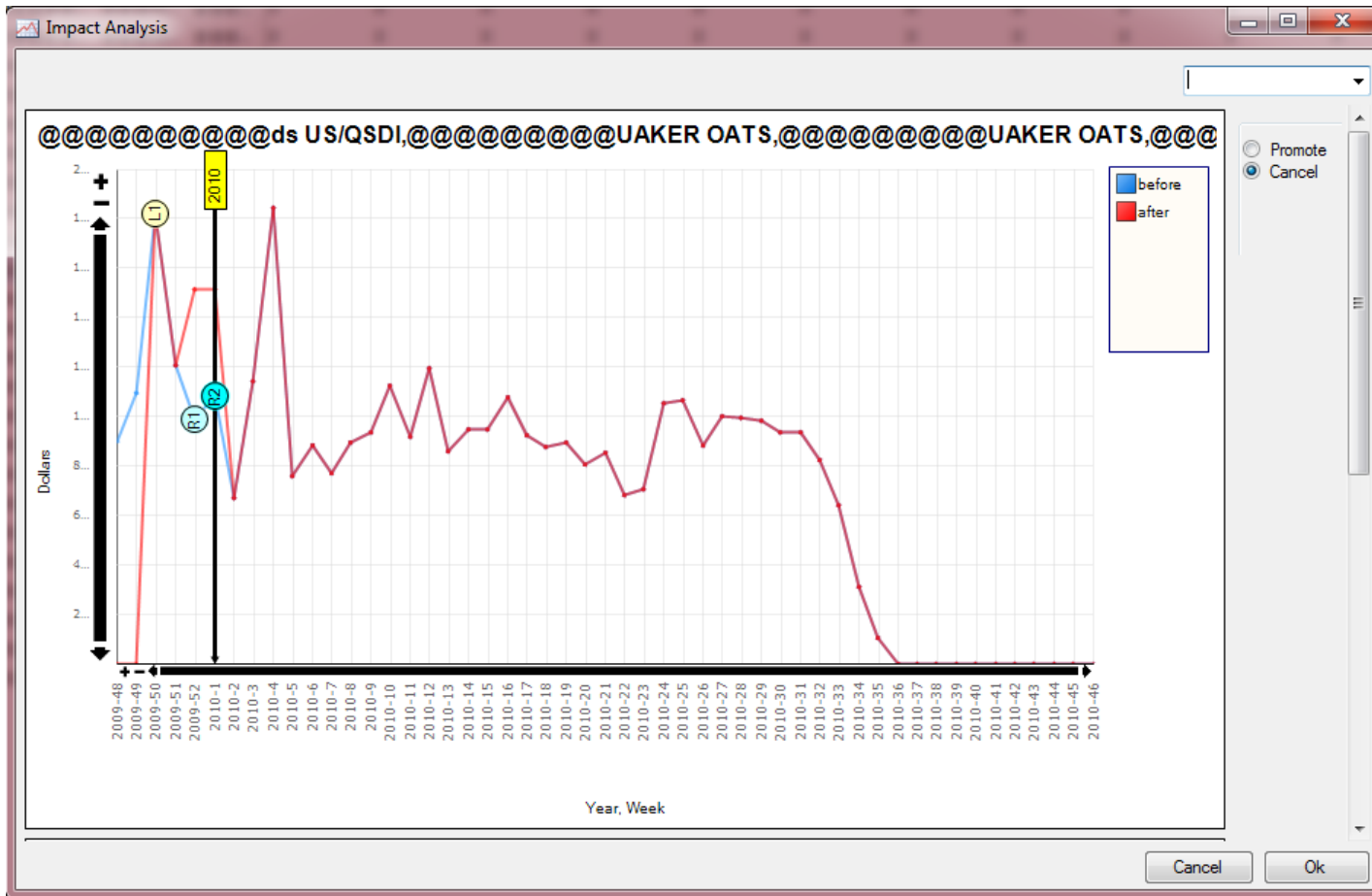


Figure 3 - Demand Forecasting Graph

After making selections in the grid, the user presses a run button which submits it to the server and indicates the impact on sales over time, before and after the change.

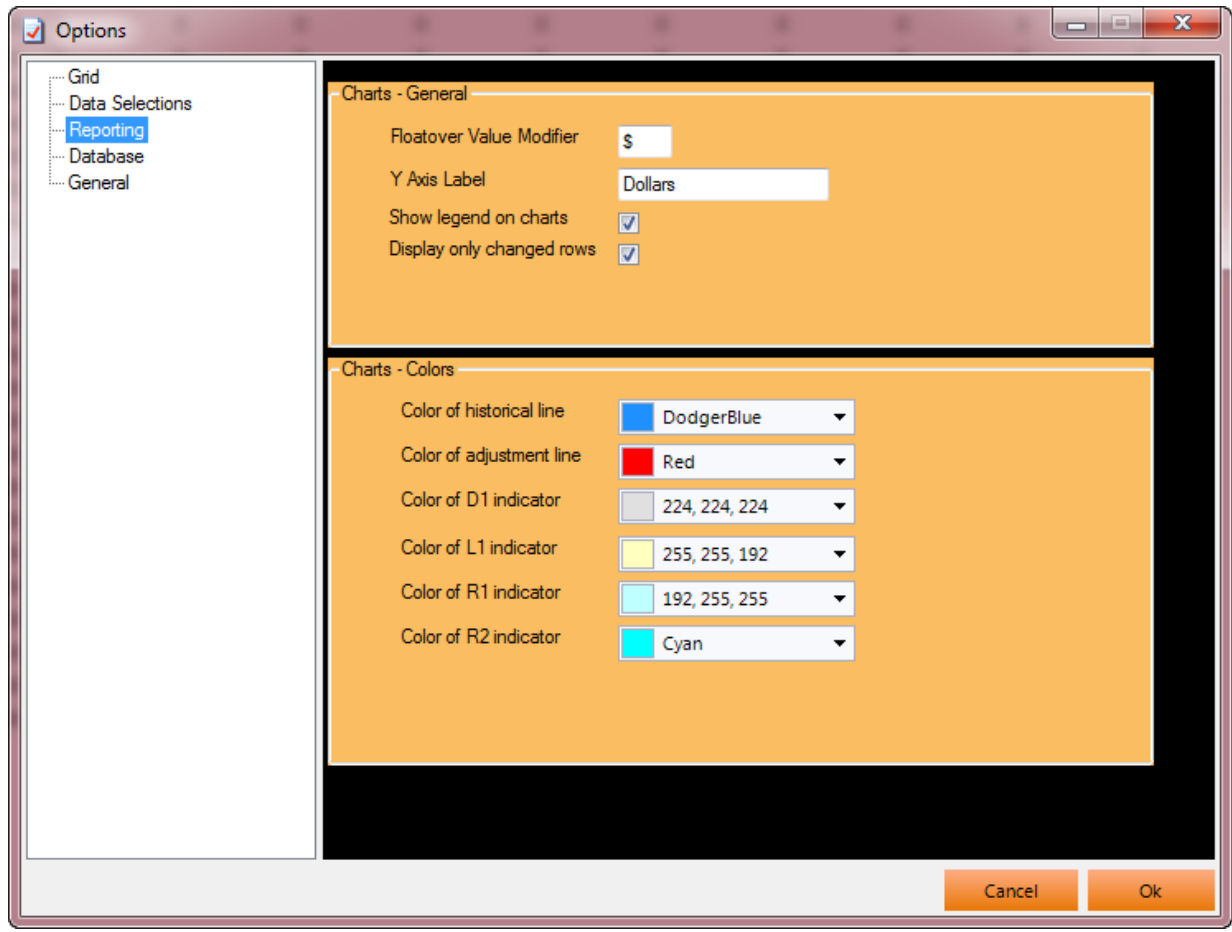
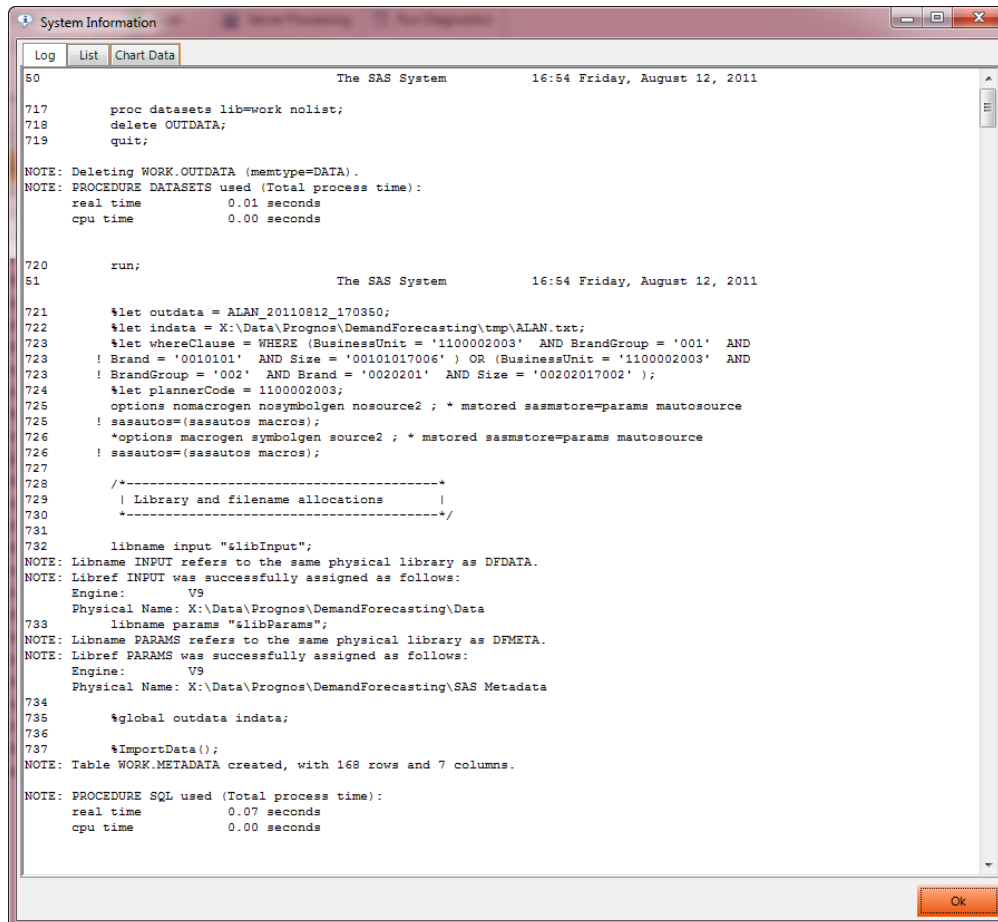


Figure 4 - Options Screen

A number of options exist to control graph appearance, grid look and feel, and other user and database choices.



```
System Information
Log List Chart Data
60 The SAS System 16:54 Friday, August 12, 2011
717 proc datasets lib=work nolist;
718 delete OUTDATA;
719 quit;
NOTE: Deleting WORK.OUTDATA (memtype=DATA).
NOTE: PROCEDURE DATASETS used (Total process time):
      real time    0.01 seconds
      cpu time     0.00 seconds
720 run;
61 The SAS System 16:54 Friday, August 12, 2011
721 %let outdata = ALAN_20110812_170950;
722 %let indata = X:\Data\Prognos\DemandForecasting\cmp\ALAN.txt;
723 %let whereClause = WHERE (BusinessUnit = '1100002003' AND BrandGroup = '001' AND
723 ! Brand = '0010101' AND Size = '00101017006' ) OR (BusinessUnit = '1100002003' AND
723 ! BrandGroup = '002' AND Brand = '0020201' AND Size = '00202017002' );
724 %let plannerCode = 1100002008;
725 options nomacrogen nosymbolgen nosource2 ; * mstored sasstore=params mautosource
725 ! sasautos=(sasautos macros);
726 *options macrogen symbolgen source2 ; * mstored sasstore=params mautosource
726 ! sasautos=(sasautos macros);
727
728 /*-----+
729 | Library and filename allocations |
730 *-----*/
731
732 libname input "%libInput";
NOTE: Libname INPUT refers to the same physical library as DFDATA.
NOTE: Libref INPUT was successfully assigned as follows:
      Engine:          V9
      Physical Name: X:\Data\Prognos\DemandForecasting\Data
733 libname params "%libParams";
NOTE: Libname PARAMS refers to the same physical library as DFMETA.
NOTE: Libref PARAMS was successfully assigned as follows:
      Engine:          V9
      Physical Name: X:\Data\Prognos\DemandForecasting\SAS Metadata
734
735 %global outdata indata;
736
737 %ImportData();
NOTE: Table WORK.METADATA created, with 168 rows and 7 columns.
NOTE: PROCEDURE SQL used (Total process time):
      real time    0.07 seconds
      cpu time     0.00 seconds
Ok
```

Figure 5 – Logging

Process logs are always available for debugging.