



Forecast Fast Scan

Quantify your forecast improvement potential

Forecasting & Demand Management is an essential part of business planning. Statistical forecasts provide a first step towards a reliable prediction of what the future will bring, by identifying trends, patterns, and business drivers within historic data.

Using a structured approach, statistical forecasting techniques add value by increasing efficiency, reducing resources, increasing transparency, and increasing forecast accuracy.

Quick insights into forecastability

Planning Services has developed the Forecast Fast Scan, to give you a quick insight into the main characteristics and forecastability of your business. The scan provides an underpinned insight into the maximum statistical forecast accuracy that can be reached and the improvement potential versus current forecasting performance.

Underpinned forecast improvement potential

The Forecast Fast Scan supports you to quantify potential service level improvement, inventory reductions as well as efficiency gains in your forecasting process.

Practice has shown that often we realize a significant increase in forecast accuracy and lower bias, helping you to build a strong business case for improving your demand planning process.

Forecast Fast Scan

The scan delivers fact-based results, making use of EyeOn extensive experience in benchmarking of forecasting processes:

- Structured insight into (differences in) demand behaviour based on portfolio segmentation.
- Maximum forecast accuracy that can be reached using best-fit statistical baseline forecasting techniques.
- Detailed benchmark of the best-fit statistical forecast accuracy versus your current forecast performance



How we quantify forecast improvement potential

1. Initialize Forecast Fast Scan

- Set business & portfolio characteristics
- Select forecast accuracy & bias metric

2. Process data using standard template

- 2 years of sales history (SKU level)
- 2 years of forecast history (optional)

3. Run product portfolio segmentation

- New Products, Mature, End-of-Life
- Share of volume (ABC), forecastability (XYZ)

4. Run baseline statistics & calculate accuracy

- Using best-fit statistical models
- Benchmark versus current forecast

5. Share results

- Quantified forecast improvement potential
- Detailed results dashboard (in Tableau)

Honeycomb platform

Our services all run on Honeycomb: EyeOn data science platform for advanced forecasting, inventory optimization & scenario analysis.

Honeycomb combines state-of-the art data science capabilities for data preparation, modeling, machine learning & analytics and visualization with a secure and fully scalable data storage environment.

Why connecting to Planning Services?

By connecting to our services your planning performance gets an instant boost. We increase forecast accuracy and reduce bias, lower inventories and improve service levels. We enable planners and the organization to rapidly transform to the next planning level. And deliver clear insights to your specific planning needs, to shape your future planning capabilities at your own pace.

How can we help you?

Lighten your load. Let us assist you with advanced forecasting, inventory optimization and end-to-end supply chain insights. Make use of our specialised planning and forecasting resources to get ahead.

Interested?

You can contact us at planningservices@eyeon.nl for more information or to make an appointment.

EyeOn promise

We implement proven innovations to raise your forecasting and planning performance. We work in the most pragmatic way possible, based on our knowledge and experience in over hundred large, international companies. We develop and implement the best fit-for-purpose improvements with real impact.