

# AI Forecasting QuickStart





BLUEGRANITE

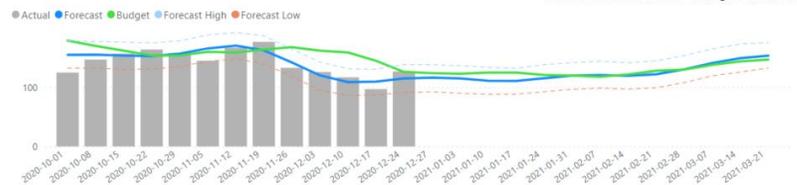
# AI driven demand forecasting pilot

## Reduce lost sales by \$20 M and lower inventory by \$30 M \*

Demand History Last Updated Forecast: 2021/10/01 11:35 AM ET



13 Week Forecast Forecast Period: 2020-10-01 Through 2022-03-31



| Product Group | 30-day Forecast Quantity | 90-day Forecast Quantity | 30-day Forecast Low | 30-day Forecast High | 90-day Forecast Low | 90-day Forecast High | 30-day Forecast Error | 90-day Forecast Error |
|---------------|--------------------------|--------------------------|---------------------|----------------------|---------------------|----------------------|-----------------------|-----------------------|
| Series 25     | 403                      | 1186                     | 330.22              | 475.78               | 966.80              | 1,405.20             | 11.42%                | 11.12%                |
| 2502          | 282                      | 690                      | 234.06              | 329.94               | 572.70              | 807.30               | 9.48%                 | 9.39%                 |
| 2501          | 121                      | 496                      | 96.16               | 145.84               | 394.10              | 597.90               | 11.91%                | 11.56%                |
| 2501_BG       | 20                       | 88                       | 15.40               | 24.60                | 67.76               | 108.24               | 11.97%                | 11.76%                |
| 2501_BF       | 24                       | 93                       | 18.72               | 29.28                | 72.54               | 113.46               | 12.40%                | 12.02%                |
| 2501_AG       | 44                       | 180                      | 35.64               | 52.36                | 145.80              | 214.20               | 9.76%                 | 9.51%                 |
| 2501_AF       | 33                       | 135                      | 26.40               | 39.60                | 108.00              | 162.00               | 13.50%                | 12.93%                |
| <b>Total</b>  | <b>403</b>               | <b>1186</b>              | <b>330.22</b>       | <b>475.78</b>        | <b>966.80</b>       | <b>1,405.20</b>      | <b>11.42%</b>         | <b>11.12%</b>         |

Review / Edit

Planning Code  
 A  
 B  
 C

Product Group  
 Series 25  
 Series 27  
 Series 28

Product  
 2501  
 2502

SKU  
 2501\_AF  
 2501\_AG  
 2501\_BF  
 2501\_BG

Level  
 Level  
 Trend  
 Dampen

## Challenge

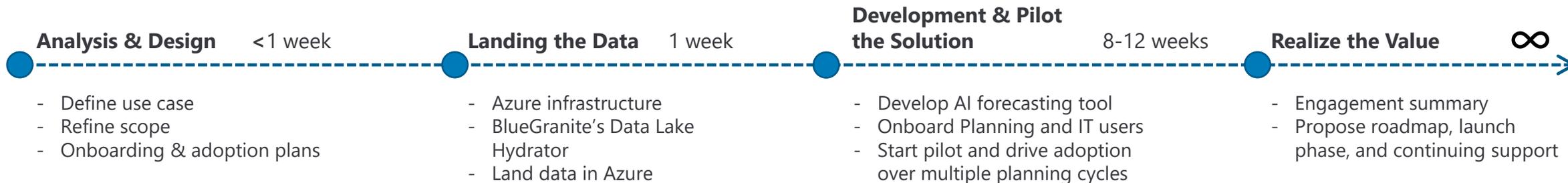
Slow and inaccurate demand forecasts result in **high inventory costs** and **lost sales**

## Solution

**Increase forecast accuracy** with forward-looking demand signals from Sales, Marketing, and real time market trends

**Accelerate demand response** and increase planner efficiency with automated review of demand forecasts

**Continuous feedback loop** for constant learning and improvement



\* Based on a company profile with total inventory balance of \$300 M and net revenue of \$2 B

# Supply Chain Optimization Maturity



## Understand your Supply Chain

- Spend analytics
- Supplier score cards
- Reliability & Responsiveness Metrics
- Asset Efficiency

## Predict and Respond

- Demand forecasting
- Demand sensing
- Supply risk predictions
- Supply lead-time risk
- Predictive maintenance
- Inventory Optimization

## Optimize and Automate

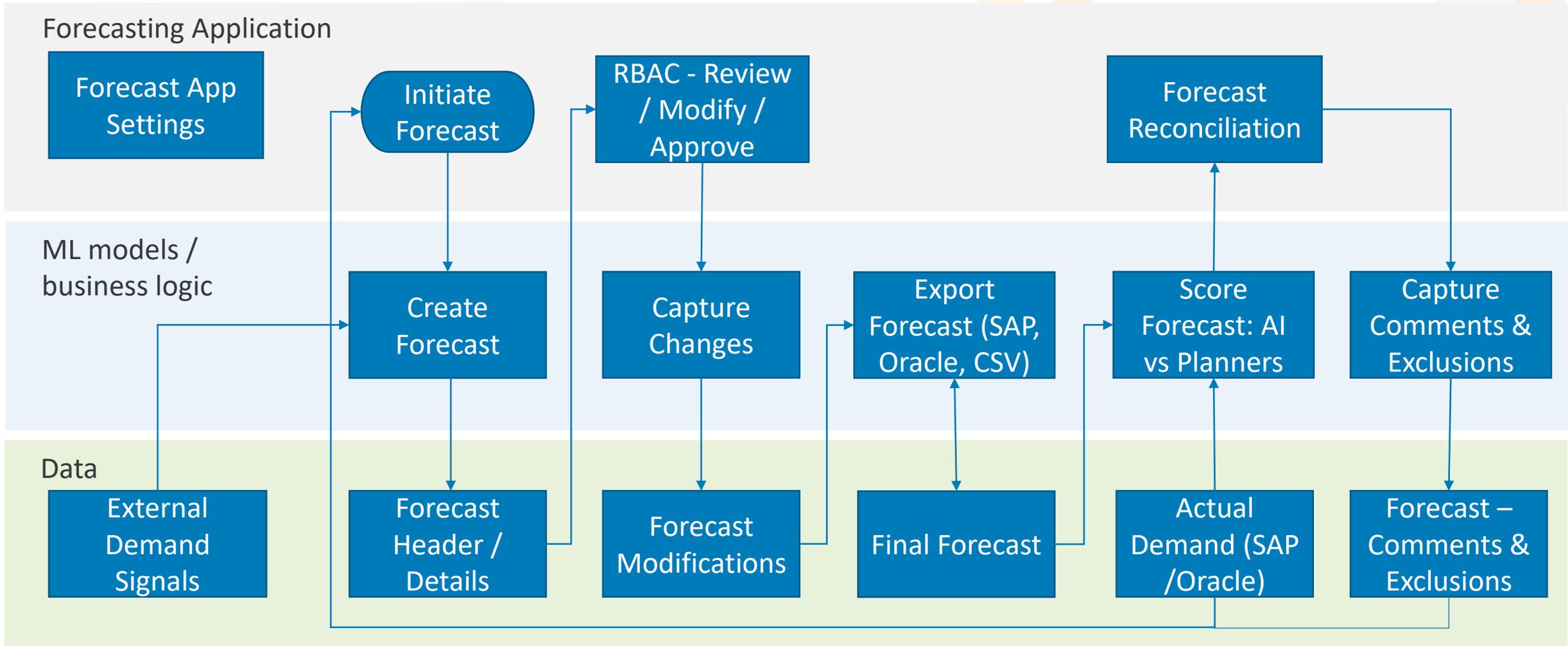
- Production Scheduling
  - Efficiency v. Service
- Whole Network Inventory Optimization
  - Service Level v. Holding Costs
- Supply Chain Optimization
  - Revenue v. Cost to Serve

Quick wins &  
one-off improvements

Programmatic improvement through  
better processes

# Demand Forecasting

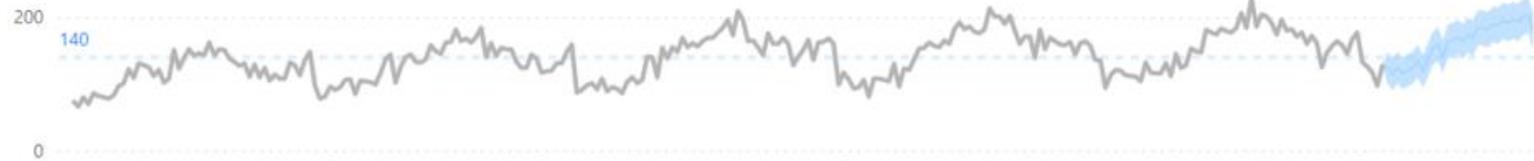
Process / Data Flow per



# Sample AI Driven Forecast Review Dashboard

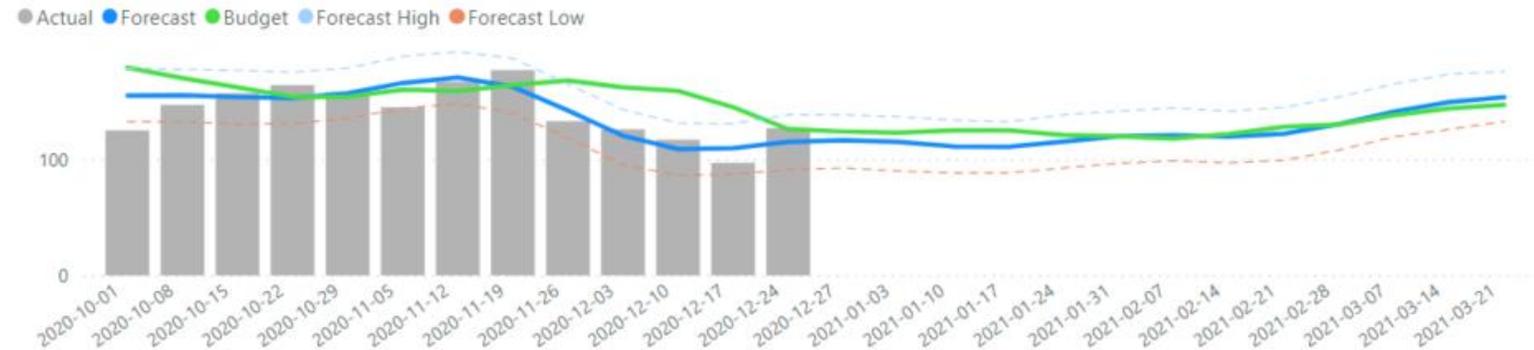
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