

Luminate Planning

Forecasting

Machine learning-based forecasting to help drive better forecasts and productivity

Business context

Faced with increased disruption and competition, companies today are under greater pressure to respond quickly and correctly to market changes – or risk sales and profit. Today’s forecasting solutions must be more predictive, more responsive and more capable of helping you deliver to your customers on time, while reducing inventory costs and out of stocks.

The Blue Yonder solution

Blue Yonder forecasting harnesses the power of machine learning to help drive autonomous, probabilistic forecasts. Now you can gain the highest degree of automation, processing hundreds of internal and external demand signals and billions of data points to arrive at unbiased predictions that lead to more profitable business decisions.

Forecasting is an important part of Blue Yonder’s Luminate™ Planning solution suite, integrating machine learning-based pervasive intelligence delivered in a SaaS environment on Microsoft Azure. With the ability to forecast independently or to augment an existing demand management solution, Blue Yonder forecasting adds increased accuracy over conventional forecasting methods.

Real results

Reduce out-of-stock rate by up to

30%

Increase forecast accuracy to

95%+

One-time inventory savings of up to

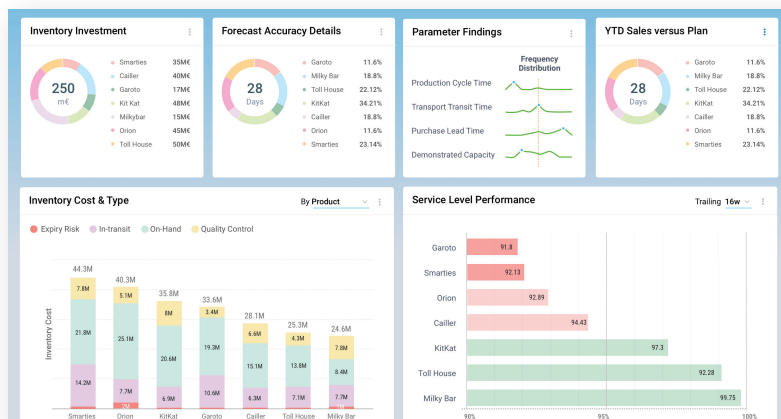
15%

Reduce waste and expedited spend up to

10%

Key features

- Frictionless SaaS**
 Robust “best in class” SaaS-based solution for reliability, scalability, and faster time to value.
- Probabilistic approach**
 Provides a range of potential forecasts, each with a calculated probability and business impact.
- ML-based forecasts**
 Uses the power of machine learning to analyze hundreds of potential demand influencing factors in real time.
- Transparency**
 Provides full visibility to demand influencing factors for every forecast period.



Capability details

Outside-in forecasting

Traditional forecasting approaches have often been “inside-out,” influenced by desired sales projections and demand planners’ intuition. Forecasting from Blue Yonder takes an outside-in forecasting approach, enabling organizations to accurately incorporate hundreds of internal and external, environmental variables – along with their complex interactions – to calculate the true drivers of real-time demand.

Decision-centricity

Blue Yonder forecasting looks at hundreds of factors and calculates a probabilistic demand forecast, determining the likelihood of different demand outcomes, each with a calculated business impact and risk – arming demand planners with the data and insights they need to make more informed, risk-aware business decisions.

Powerful automation

Analyzing real-time data dramatically increases the volume of data beyond human capacity. Blue Yonder forecasting enables the highest degree of automation, processing hundreds of internal and external signals and to arrive at unbiased predictions that lead to more profitable business decisions.

Transparent “Glass Box” approach

No “black box” results here. Blue Yonder forecasting provides accurate forecasts as well as the main influencing factors that are driving demand. Its cognitive capabilities detect obscure, underlying patterns to provide transparency into demand fluctuations and customer behavior.

Engaging Luminate User Experience

Blue Yonder’s new user experience is fully workflow driven – where users can easily create situation rooms, collaborate, see potential disruptions and opportunities before they happen, receive machine learning-based advice, and maintain organizational learning.

Pervasive Intelligence Through Cognitive Skills

Forecasting uses the power of Blue Yonder cognitive skills – a suite of advanced applications of Blue Yonder machine learning. In addition to providing more accurate forecasts, other available cognitive skills provide stock out predictions, dynamic segmentation, exception clustering and advanced collaboration tools.

- **Handles NPI and EOL**

Manages new product introductions and product end of life with attribute-focused algorithms that increase accuracy.

- **Continuous learning**

Continuous learning drives highly responsive forecasting and healing abilities.

Key benefits

- Improve productivity with a highly automated forecasting process.
- Improve customer service at lower cost through reduced inventory and safety stock.
- Forecasts can be calculated per item, point of sale, and day.
- Increased accuracy and precision of the forecast leads to less waste, optimized labor, and improved sustainability.

Digital transformation is at your fingertips

To learn more, visit blueyonder.com

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