

Predictive Data Model (PDM)

Solution framework for predictive analytics which can be used for process automation and prediction based on historical data



The lack of actuality and accuracy of data for forecasting often leads companies to decisions not taken based on the real actual situation and creates huge internal manual efforts. Inaccurate forecasting often creates out of stock problematics, generates contract penalties in B2B or liquidity shortage.

Forecasting can be highly automated and organisational and technological aspects are solved by using the predictive data model. The PDM used data history over x-tausend frozen datasets and allows therefore an accurate forecasting in complex business sectors and a visualisation of the most important KPIs.



Forecasting Use Cases

- Automation of SALES & REVENUE Forecast
- FINANCIAL PERFORMANCE Management
- Automation of ASSET KPI Forecasting, e.g. in Real Estate
- SELF-SERVICE FORECASTING in B2B
- Improvement of SUPPLY CHAIN MANAGEMENT and better DEMAND PLANNING

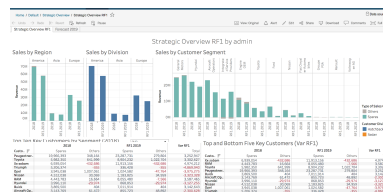
PDM data model support a wide range of data

- Geographical regions
- Customers & accounts
- Business units & Product portfolios
- Products & Services
- Responsabilities, e.g. VP sales, sales manager, sales rep.

PDM can even integrate external market intelligence data for a more accurate forecasting, e.g. for sales revenue

Single view on financial KPIs actual & forecasted

- The PDM shows clearly consolidated information, like sales, financial, production or asset related KPIs



Always access on real-time information of important KPIs without huge manual efforts

PDM uses advanced ML technologies

- Reference data manager for data sets
- Quality assurance of used historical data



Versioning and weight of models to use and parallel execution leads to high accuracy of forecasting